

BROADCAST Dialogue

Canada's "most relevant" broadcast publications

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Thursday, October 5, 2000

Volume 8, No. 18

Page One of Three

REVOLVING DOOR: **BBM** President/CEO **Owen Charlebois** leaves BBM at year-end to take up his new position at **Arbitron**. He becomes President, **US Media** (Arbitron's radio, cable, TV, advertiser/agency, and application software businesses) and will be based at Columbia, Maryland... **Kirk LaPointe** has been appointed Sr. VP of **CTV News**. LaPointe is Associate Publisher/Editor-in-Chief at the **Hamilton Spectator**. He succeeds **Henry Kowalski**, who retired three months ago... **Gene Stevens** has landed as PD at **AM740 Prime Time Radio Toronto**. Stevens had been PD at **EZ Rock (CJEZ-FM Toronto)**. **Andy Stokes**, who toiled at **YTV** in Toronto, is Director of Marketing and Promotions at the new station (still without official call letters), and **Alison Dodge** is Retail SM. Prime Time Radio is scheduled for launch early in the new year... **Doug Beeforth** is now **Sportsnet's** VP/GM. **Laura Mellanby** is Sportsnet's VP, Programming... **Bryan Ellis**, ex GM at **ONTV (CHCH-TV)** **Hamilton** is new Group VP at **Corus Entertainment** and based in Toronto. He's honchoing Corus' TV operations... **Barry Rueger**, **CKCU Ottawa** Station Manager, has accepted a new Manager's position at **WMMT Whitesburg**, Kentucky... **Chris Rose** is a sessional faculty member at Belleville's **Loyalist College**. Rose previously toiled for 13 years at **CTV News**... Some changes in the senior management structure of **CBC News**, Current Affairs and **NewsWorld**: **CBC News** Programming will be headed by Sr. Exec. Producer **Mark Bulgutch**; **CBC News** Gathering Desk is headed by Sr. Exec.



Bridgewater, Nova Scotia
is looking for a

Program Director/Assistant Manager

Call George Ferguson at (506) 633-3323

Producer **George Hoff**; **Sandy McKean** becomes Director of **CBC News** Administration and Staff Development; **Gino Apponi** is Director of **CBC News** Canadian Bureaus; **Maria Mironowicz** is Director, Program Development for **CBC News**, Current Affairs and **NewsWorld**; and, **Heaton Dyer** is Director, Current Affairs and Weekly Programs. All report to **Tony Burman**, Chief Journalist and Exec. Dir. Of **News**, Current Affairs, and **NewsWorld**.

LOOKING: **A-Channel Calgary** is looking for a Director of **News Operations**... **CHLB/CHHK Lethbridge** continues its search for a **News Director**.

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Whether you are a small or large market broadcaster, a radio or television/specialty service operator, or a product or service provider, the Internet is changing your business. **Broadcasting 2000** is designed to help you advance your business strategies for cyber success!



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For more information or to register online, visit the CAB's web site at: www.cab-acr.ca, or contact Stefanie Siska at ssiska@cab-acr.ca or at (613) 233-4035, ext. 309.

Telus Convention Centre
Calgary, Alberta
Nov 12 to 14, 2000

GENERAL: This week's *RTNDA* newsletter says the past several days have been hectic, yet moving ones for all of us in the electronic media. Our airwaves have been filled with memories of **Pierre Trudeau** and the lasting impression of his son, **Justin**, and the words "*Je t'aime, papa*" at the close of the funeral service on Tuesday. As MPs returned to Parliament, political scientists were saying that the former prime minister's death will likely be only a short-term factor as **Prime Minister Chretien** ponders an election call for sometime this fall. They say that by the time the polls open, Canadians will be thinking about other issues such as health care reform, gun control and the proposed youth justice act... The **Broadcasters Association of Manitoba** (BAM) has presented its *Pioneer Achievement Award* to **Red Hughes**, who recently sold his **CFRY/CFRY-FM Portage La Prairie** to **Golden West Broadcasting**. New BAM President is **Don Kille**, President/GM of **CKLQ/STAR-FM Brandon**... California-based **Technicolor** is taking over Montreal-based **Covitec Group** from **Astra Media** for a total \$60 million in cash. Astral has agreed to tender its 63% of the company to Technicolor and will realize proceeds of \$36.1 million. Covitec is an eastern Canadian provider of film laboratory functions, sound dubbing and other technical services. Astral CEO **Ian Greenberg** says the sale is "*in line with our strategy to become a pure-play media company. We have made it clear that our core areas of growth were in specialty and pay television, radio, outdoor advertising and e-business, and that we would exit those businesses that did not fit with our long-term strategy*"... The board of **Groupe Videotron** has formally recommended that shareholders accept **Quebecor's** \$5.4-billion offer for their shares. The board noted that the \$45-a-share offer represents a premium of about 35% over the stock's price Aug. 8 on the **Toronto Stock Exchange**, before Quebecor Inc. sweetened its bid. The Videotron directors also observed that the offer is worth over \$3,000 per cable-TV sub, and that Quebecor is paying more than 20 times Videotron's previous year's earnings before interest, taxes, depreciation and amortization... There is much speculation this week

about **Torstar Corp.** being the next company swallowed in convergence: Lots of theories but little substance. For example, the latest is that **Rogers Communications** offered \$32 a share for the company, which would give it a market valuation of about \$2-billion. Last week it was that **CHUM Ltd.** was, among other ditties, planning a merger with Torstar. (The CHUM scuttlebutt, by the way, was put to rest when **Alan Waters** sent an internal memo to all staff stating emphatically that the CHUM Group is not for sale and will never be for sale. "*Not ever.*")... The **Canadian Association of Broadcasters** has joined the **North American Broadcasters Association** (associate status). CAB joins Mexico's **Camara Nacional de la Industria de Radio y Television** (CIRT) and the US **National Association of Broadcasters** (NAB) in NABA membership... **Nancy Smith**, Chair/CEO of Toronto-based **NextMedia**, has been selected as one of the *Top 100 Women Entrepreneurs in Canada* by **Profit** and **Chatelaine** magazines. It's the second year in a row that Smith, also a **Broadcast Dialogue** magazine columnist, has been accorded the honour... The **Angus Reid Group** has changed its name to **Ipsos-Reid Corp.** to reflect its merger last March with the Paris-based **Ipsos Group**... American radio and TV News Directors – according to a survey taken at the recent *RTNDA* convention in Minneapolis – say they prefer **NBC Nightly News**, **Peter Jennings** and **George W. Bush**. Sixty-one percent favored the nightly NBC newscast (24% for **ABC's World News Tonight**, 12% for the **CBS Evening News**). Best Anchor is **ABC's Peter Jennings** at 51% (followed by **Tom Brokaw's** 35% and **Dan Rather's** 9%). Interestingly, many US conservatives believe there's a liberal bias in the electronic news business but 23% of the NDs said they'd vote for **George W. Bush**, compared with the 13% who favor **Al Gore**. Still, though, that leaves 64% who said they're undecided.

RADIO: In measuring over 800 audio channels on the Internet, **Arbitron** says **Virgin Radio** is ranked #1. Canadian stations scored well, including (Aggregate

BROADCAST Dialogue

October's **Broadcast Dialogue** magazine has everything you need to know about the **CAB/WABE** convention; a Western Perspective on the **CanWest Global** and **Corus** Acquisitions; Dialogue from **CJCS Stratford** President **Steve Rae**; a guest column from **Bruce Cowie**; a photo spread from the **Atlantic Association of Broadcasters** convention.

And, of course, there's much, much more!

For a Preview of our Feature Articles, click on the magazine at our Home Page

www.broadcstdialogue.com

Tuning Hours (ATH): #9 - **CFNY-FM Toronto** (New Rock), 115,000; #42 **CKRY-FM Calgary** (Country) 46,100; #46 **CIMX-FM Windsor** (Alternative), 40,500; #60 **CING-FM Burlington** (CHR), 33,700; and, #72 **CKIK-FM Calgary** (CHR), 28,100... **Alden Diehl**, ex of **Shaw Radio Vancouver**, is ailing. Notes may be sent to either ooqly@axion.net or cards to 5363 Chamberland Way, Delta, BC V4K 4C5... **Angela Demers**, on behalf of **AD Communications**, has been denied two low-power "pop, rock and dance" FM applications, one in Kapuskasing, the other in Timmins. The CRTC said the programming budget and staff levels proposed wouldn't be enough to produce the high-quality local programming needed in the Kapuskasing and the Timmins communities... The **CRTC** has denied **Golden West Broadcasting's** application to change its transmitter site and the frequency of its new FM station in Moose Jaw. The company wanted to move from 93.7 to 100.7 as well as piggyback the transmitter with the **Global Communications** tower. The relocation, said the company, would have saved it more than \$100,000 in construction costs. The CRTC determined, however, that rather than extending coverage to communities within the Moose Jaw radio market it would instead have made a higher quality signal available to Regina thus expanding its principal marketing area.

TV/FILM: **Star Ray TV** owner **Jan Pachul** says he'll defy the **CRTC's** order to cease broadcasting in Toronto's east end. Pachul says "There's no way they're going to stop me." Pachul began broadcasting illegally on Sept. 9, after his application for a low-power UHF community channel was turned down. He's been broadcasting a mix of current affairs programs, religious talk shows and live NASA feeds from the space shuttle... **Dr. Laura's** TV show may soon be toast on **CFCF-TV Montreal** and **ONtv (CHCH) Hamilton**. If it is cancelled, bad ratings and little advertising will be the reasoning... At Boynton Beach, FL, **PAX Television** viewers are voting on a new Anchor for a show about the Internet. Five different women are doing the show (auditioning live) this week and the audience has the final say on who gets the job. The women were selected from hundreds who mailed in videotapes... **Brydson Media Sales** in New York has new client **CTS** (Crossroads Television) which it's repping in the US.

SUPPLYLINES: The Canadian **Department of Foreign Affairs and International Trade** says **International Datacasting Corporation** has won a Canada Export Award. IDC was also given a special recognition award for Innovation and Technology Achievement, sponsored by **Rogers Media Inc...** **Leitch Technology** has acquired 12.5% of the equity of Toronto-based **Fastvibe Corporation** for \$US2.5 million. Fastvibe is a video services provider that is a private early-stage technology... **Universal Studios** in the US is the first to order the new **Quantel iQ** for production of HD programming. It will be installed in Universal's post production facility early next year... **NATAS** (National Academy of Television Arts and Sciences) winners of this year's *Scientific*

and *Technological Advancement Awards for Outstanding Achievement in Engineering Development* were:

Video Format Up/Down Image Conversion with Color, Space, Film, Television and Audio Compensation:

Panasonic Broadcast & Television Systems Company
Snell & Wilcox

Development of an Audio Bit-Rate Digital Two-Channel Compression System known as Musicam or MPEG Layer II:

Centre Common D'Etudes De Telediffusion Et Telecommunications (CCETT)

Institute For Rundfunktechnik

Phillips Consumer Electronics

Pioneering Development of Full Motion Broadcast Quality PC

Video and Compression Plug-In Cards Utilized in the Manufacture of Non-Linear Editing systems or Video Servers:

Pinnacle Systems

Matrox Video Products Group

Vela

Media 100, Inc.

Digital Processing Systems

Avid Technology

Implementation of Real time Virtual Imaging for Live Events on Television:

Symah Vision, Inc.

Princeton Video Image

Fox Sports

Sportsvision, Inc.

Orad Hi-Tec Systems

Preprocessing of Baseband Video for Digital Compressed

Transmission Systems to Deliver Pictures with Maximum Subject Quality and Minimum Bit Rates:

DIRECTV

Phillips Broadcast

Snell & Wilcox

Development of Advanced Battery Technology for ENG/EFP:

Anton Bauer, Inc.

Frezzolini Electronics

Cine Sixty, Inc.

Pioneering Development of Equipment to Provide Objective

Measurement of Perceptible Picture Quality in Digital Television Systems:

Tektronix, Inc.

Sarnoff Corporation

Rhode & Schwarz

KDD Media Will

Institute Fuer Technische Universitaet

The awards were presented last night (Wednesday) in New York.

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Thursday, October 12, 2000

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TV/FILM: Federal Cabinet has ordered the **CRTC** to review its decision to reject a multicultural TV license in Vancouver. Back in July, the Commission gave **CHUM Ltd.** a license to serve Victoria. At the same time it said the Vancouver/Victoria market wasn't big enough to support any more than one more station. The multicultural community in British Columbia and **Rogers Communications** appealed to Cabinet. Deadline for a CRTC response is Feb. 28... **Bill Kennard**, Chairman of the **FCC**, is proposing that US TV broadcasters pay for use of the airwaves beginning in 2006. He calls it a "spectrum-squatter's fee"; an effort to urge broadcasters to move more quickly to digital broadcasting. Says Kennard: "If you're not going to use this valuable \$70 billion resource to benefit the public interest, then perhaps you should give it back. And, if you're going to tie up twice your allotted amount of the people's bandwidth, perhaps you should pay some rent on it"... Quebec Superior Court has ordered **Radio-Canada** to pay a man 635-thousand dollars, plus interest, for defaming him six years ago on the TV public affairs program, *Le Point*. The court ruled that the man must be compensated for the way he was portrayed on the show... The **Canadian Association of Broadcasters** has expressed support for the **Canada Feature Film Fund**. The Fund is the cornerstone of the federal government's **Canadian Feature Film Policy** and is designed to invest in creative talent, build audiences for Canadian films, and preserve Canada's collection of films,

Toronto's Newest Radio
Station Looking for Account
Executives

AM 740
prime time radio

AM 740 (that's right, the **BIG ONE**) is gearing up to launch, with several opportunities for key **Sales Executives**. A competitive compensation package awaits successful applicants. Reply with a faxed resume by **October 13, 2000** (that's this Friday) to Retail Sales Manager **A.J. Dodge** at **(905) 842-1250**.

for the audiences of tomorrow. There are three prime thrusts to the Fund: invest in screenwriters and directors; increase resources to enable more Canadian stories to reach the screen; and provide financial assistance to help Canadian films reach more audiences, both at home and overseas... With just 14 schools taking part, Montreal-based **Youth News Network** (YNN) has suspended broadcasting until January, perhaps longer. Politicians have criticized the 10-minute news broadcasts because they show two-and-a-half minutes of commercials and don't always conform to school curriculum... **CanWest Interactive** has launched six new local breaking news web sites to serve Vancouver, Victoria, Calgary, Edmonton, Regina and Saskatoon. The company says the sites complete a national network of local breaking

STUDIO BROADCAST ENGINEER

New Toronto Radio station seeks Chief Engineer

Proven experience in: installing analog/digital studio equipment systems; maintenance, including PC applications and equipment.

Qualifications: Minimum 3 years experience in studio maintenance with digital/micro computer systems; hands on maintenance experience with Computer PC's and Servers, including networking; word processing and spreadsheet software applications. No TX/RF responsibilities.

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Mississauga ON L4W 1K3
or fax to:
(905) 629-9346

news Web sites that already serve the Atlantic, Montreal, Ottawa, Toronto, and Winnipeg areas.

REVOLVING DOOR: **Johnny Michel**, VP, Production and Brand Communication at **BCTV/CHEK Vancouver**, is leaving to become worldwide VP (Internet) at **Stockhouse**, recognized as a leading financial site... **Paul Larche**, President/GM at **KICX-FM (CICZ) Midland**, is President of the **Ontario Association of Broadcasters**. Larche succeeds **Dave Foreman**, of **Y95 (CJXY) Hamilton**, who had to step down due to added job responsibilities. Into Larche's former OAB VP position is **Nancy Brown-Dacko** of **Toronto Star Television**... **Dennis McIntosh** has been appointed VP, **CTV News** just a week after **Kirk LaPointe** was named to the Sr. VP position. McIntosh will be responsible for day-to-day operations, including **Canada AM**; **W-FIVE**; **CTV News**; the regional news operations; **CTVNEWS.com**; as well as **CTV Newsnet**... **John Tucker** moves to VP Sales for **CHEX-TV Peterborough/Durham** and for **CKWS-TV Kingston**. **Wayne Ens** moves to Director of Business Development and Training, also for **CHEX** and **CKWS**... **Fred Steinmetz**, after 31 years, is retiring as Dean, Communications Arts from **Fanshawe College** in London. It was Steinmetz who established and developed the Broadcast Journalism, Radio Broadcasting, Television Broadcasting, Music Industry Arts and Multi-Media Programs... **CKBW Bridgewater** PD/Ass't GM **Mike Allard** is moving to **Q92 (CJRQ) Sudbury** as new PD... **Steve Harris**, ex of **ABC Radio Networks**, has joined **XM Satellite Radio** as VP, External Programming... **Janet Burley**, Regional Marketing Manager for **Telemedia Ontario North** (based in Sudbury), moves south at month's end to become GSM at **Ontario Place** in Toronto... **Stewart C. Sheriff** has been appointed VP, Operations at **Novanet Communications**. He has been Director, Sales and Client Services.

SIGN-OFF: **Ed Sondek** of **EEV** (now known as **Marconi Applied Technologies Canada**) passed away in Toronto a while back. Sondek was an expert in transmitter and camera tubes, and described as "the type of Salesman we all would like to be" by his friend, **Bill Schofield** at **LARCAN**...

LOOKING: **Milestone Communications** in Toronto is looking for a Chief Engineer. See the ad in this edition... **AM740 Toronto** is looking for Sales Executives. The deadline for applications is tomorrow (Friday). See the ad in this edition... Other jobs we've heard about include: Mornings open at **The New Kiss92 FM (CHMX-FM) Regina** for both a Host and co-Host... PD for News/Talk **CJME Regina**.

RADIO: **CJAD Montreal** and **CFRB Toronto's** joint coverage of the **Trudeau** funeral was carried by both the **Broadcast News** and the **CBS Radio** networks... The **CRTC** has approved an application by **Elmer Hildebrand** to amend the technical parameters for his new FM'er at Saskatoon. It will operate at 98.3 with power of 100,000 watts... **CKDM Dauphin** celebrates its 50th anniversary next year. As part of a year-long celebration, CKDM will kick-start 2001 with what it calls *The Ultimate New Year's Eve Bash*; a party for upwards of 700 people... **CFAX Victoria** has launched a new Internet service that lets community groups post their own PSAs on the station Web site. Groups may now set up their own password-protected accounts at no cost and generate on-line publicity about meetings, special events and fund-raising activities... The **CRTC** has approved a repeater for **Kiss-FM (CKKS-FM) Vancouver** at Whistler, at 96.9 and 586 watts... **MAGIC 97 St John's** has a kind of *Survivor* thing on its hands. Six listeners are holed-up in a Chrysler PT Cruiser in the station's *Live In To Win* promotion. They must spend three weeks – 24/7 – in the car. **MAGIC 97** is streaming video on-line from inside the Cruiser at www.magic97.net... **Feed The Monster Media** (FTM Media Inc.), one of the US's leading electronic

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The Net and digital technologies are changing the way broadcasters do business and reach their audiences.

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ONLY 4 WEEKS LEFT TO REGISTER!!!

For more information or to register online, visit the Canadian Association of Broadcasters' web site at: www.cab-acr.ca.

Telus Convention Centre
Calgary, Alberta
Nov 12 to 14, 2000

media and content developers for major-market radio stations, says it *"continues to experience a cash shortfall that could affect its operations."* FTM is negotiating with various elements to form new capital. If the company doesn't successfully conclude negotiations, said its release, it will suspend operations. Seems that may already be the case. A check on certain American radio sites yesterday (Wednesday) brought up a single page with a smiley face on it.

GENERAL: Ten broadcast pioneers, achievers and performers will be inducted into the **Canadian Broadcast Hall of Fame** at **Broadcasting 2000** in Calgary, Nov. 12-14. They are: **John Bassett; Ron Bremner; Yvon Chouinard; Darryl Duke; Peter Kent; Harvey Kirck; Reg McCausland; Lew Roskin;** and, **Juris Silkans.** **Ian Tyson** will be inducted into the Hall of Fame in the music category... **Rogers Communications Inc.** investor relations spokesman **Richard Harvey** has, to say the least, played down rumors of a Rogers takeover of the **Toronto Star.** He's quoted as saying: *"We are looking across the landscape at all media properties, but from what we've seen, right now, there is nothing available at the right price"...* Dial-up Internet services and squealing modems are on the way out. Wireless and cable are the future and the big dial-up outfits, such as **AOL**, are scrambling. The move to high-speed has taken off in Canada faster and harder than any other country. And that will mean far more broadcasting on the Internet. A new survey – conducted by Toronto-based **Convergence Consulting Group Ltd.** – indicates new industries and new content providers, thus accelerating the convergence of TV and the Internet. The survey further shows that the number of Canadians with high-speed access is expected to finally top the one-million mark this month and 1.3 million by year-end. In 2001, the number will be up to 2.2 million users (33% of all Internet users). Many cable-connected Internet households are already watching TV on their PCs... In a related story, Seattle-based **wwbroadcast.net, Inc.** (Worldwide Broadcast Network) has a strategic alliance with **Cidera Inc.** for the satellite delivery

of broadband content on the Internet. **Cidera**, based near Washington, D.C., offers its services to content providers, aggregators, and distributors... The **European Union's** executive body has conditionally approved **America Online Inc.'s** \$US129 billion acquisition of **Time Warner Inc.** Under the terms of the approval, AOL and Time Warner agreed that they will not unfairly muscle out rivals from the emerging media and entertainment markets in Europe. The merger still has to be cleared by US antitrust authorities, but the EU decision is seen as key for the chances of the merger going through.

SYNDICATION: On the Jewish holiday of atonement (Monday), **Laura Schlesinger** apologized to gays and lesbians for what she called her "poorly chosen" words in describing homosexuality; "biological error" and "deviant." Dr. Laura's apology was in the form of an placed in a special Gay Hollywood edition of **Variety.** She'd also apologized back in March but her critics – primarily the **Gay & Lesbian Alliance Against Defamation** – hasn't been forgiving... **Rogers Media** show, **Rhona at Night**, now has 100 stations aboard. Beginning Monday, the show will be carried on 79 new US affiliates

SUPPLYLINES: Shares of **Lucent Technologies** plunged 30% yesterday (Wednesday), hitting a two-year low, after the producer of telecommunications equipment warned for the third time this year that profits won't meet steadily declining expectations. Lucent disclosed after major stock markets closed Tuesday that earnings for the quarter ended Sept. 30 have come in below the company's previous forecasts to Wall Street analysts.

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Thursday, October 19, 2000

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GENERAL: Twenty-nine radio stations, 20 TV stations and seven specialty channels are in the running for 26 **Gold Ribbon** awards for best in news, programming, promotion, on-line activities and community service categories. Gold Ribbons will also be awarded to individuals for Broadcast Excellence, Outstanding Community Service. Winners will be announced at the Gold Ribbon gala on November 14th during **Broadcasting 2000 on-air.on-line**, the **CAB's** 74th annual Convention to be held at the Telus Convention Centre in Calgary, Alberta. Finalists for radio are:

COMMUNITY SERVICE

Large Market:

CHFM-FM Calgary
CHUM-AM Toronto
CHUM-FM Toronto
CISS-FM Toronto

Medium Market:

CFCA-FM Waterloo
CKOM-FM Saskatoon
CIZL-FM Regina

Small Market:

CFMM-FM Prince Albert
CHVR-FM Pembroke
CICX-FM Orillia

BREAKING NEWS

CJWW Saskatoon
CKNW Vancouver
CKOV Kelowna

INFORMATION PROGRAM

CJRC Gatineau
CKAC Montréal
CKNW Vancouver

PROMOTION OF CANADIAN TALENT

CFOX-FM Vancouver
CKFM-FM Toronto
CHKG-FM Vancouver

WHAT RADIO DOES BEST

CFAX Victoria
CISS-FM Toronto
CJCL Toronto
CKNW Vancouver

PROMOTION: IMAGE

CHIK-FM Québec
CHRL Roberval
CHUM-FM Toronto
CISS-FM Toronto
CKFM-FM Toronto

PROMOTION: AUDIENCE BUILDING

CISS-FM Toronto
CJMF-FM Québec
CJFM-FM Montreal
CILQ-FM Toronto

HUMOUR-FRENCH

CIGB-FM Trois Rivières
CKMF-FM Montréal
CKTF-FM Gatineau

HUMOUR-ENGLISH

CKKQ-FM Victoria
CILQ-FM Toronto
CJFM-FM Montréal

The Television Finalists are:

COMMUNITY SERVICE

Large Market:

BCTV Burnaby
CFTM Montréal

Medium Market:

CKAL Calgary
CKEM Edmonton
CHRO Ottawa
CKND Winnipeg

Small Market:

CHBC Kelowna
CKRD Red Deer
CKTM Trois Rivières

DRIVE YOUR STATION FORWARD IN THE DIGITAL AGE

Our unconventional convention program includes:

- "Broadcast Odyssey: Showcasing the New Technologies"
- "The New E-conomy", featuring keynote speaker James Daly of *Business 2.0*
- "E-commerce Revolution: Broadcasting Models That Work"
- "Advertising Trends in the Internet Age"
- "The Dotcom Showdown"
- "Merger Mania: What Does It Mean For Broadcasting?"
- The CAB Interactive Media Forum
- and the *On-line Business Exchange*



Register NOW!

For more information or to register online, visit the CAB's web site at: www.cab-acr.ca, or contact Stefanie Siska at ssiska@cab-acr.ca or at (613) 233-4035, ext. 309.

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NEWS: BREAKING NEWS

CFCN Calgary
CISA Lethbridge

CKY5 WinnipegThursday NEWS:**SPECIAL/SERIES**

BCTV Burnaby
CFCF 12 Montréal
CKAL Calgary
TQS Montréal

DOCUMENTARIES & PUBLIC AFFAIRS

CFMT Toronto
CTV Scarborough
TQS Montréal

DRAMA PROGRAMMING

CFTM Montréal
CFTM Montréal
CFTM Montréal

ENTERTAINMENT PROGRAMMING

CFTM Montréal
CFTM Montréal
CFTM Montréal

PROMOTION: BRAND IMAGE

CFCF 12 Montréal
CHEK Burnaby
CKND Winnipeg
ONtv Hamilton

PROMOTION: CANADIAN PROGRAM/ SERIES

CFJP Montréal
CFJP Montréal
Citytv Toronto

SPECIALTY/PAY/PPV FINALISTS

DOCUMENTARIES & PUBLIC AFFAIRS
MuchMusic Toronto

ENTERTAINMENT SPECIAL/SERIES

MuchMusic Toronto
MuchMusic Toronto
MuchMusic Toronto

PROMOTION: BRAND IMAGE

MuchMoreMusic Toronto
MuchMoreMusic Toronto
Showcase Toronto
Star! Toronto

PROMOTION: CANADIAN PROGRAM/ SERIES

History Television Toronto
Showcase Toronto
Space: The Imagination Station Toronto

ALL SECTORS FINALISTS

ON-LINE MEDIA
CKMF-FM Montréal
MuchMusic Toronto
YTV.com Toronto

The Federal Cabinet and antiracism activists say the **CRTC** isn't sensitive enough to the increasingly multicultural face of Canada. In Montreal, the **Centre for Research Action on Race Relations** (CRARR) has taken the Commission to the Federal Court of Appeal, arguing that the CRTC isn't listening to the group's complaints and is obfuscating the complaints process. For its part, the Commission says it's working hard to be fair to both minority and more mainstream audiences when it approves licences. CRTC spokesman **Denis Carmel**, aware of the recent controversy over licencing for radio in Toronto and for TV in Vancouver, said: "We have to serve both the majority and minorities, and it's quite difficult." He also said the Commission would be soliciting public input on both the Vancouver and Toronto problems, starting later this week with the Toronto issue... **Shaw Communications** profits more than doubled in the fiscal year ended Aug. 31. Net income from continuing operations totalled \$118.5 million or 45 cents a share, compared with \$46.55 million or 12 cents per share a year earlier. But for the fourth quarter, earnings slipped to \$4.45 million from \$24 million, showing the effect of Shaw's spinoff of its media assets into **Corus Entertainment** in September 1999... As for **Corus**, it reported a \$156-million profit in its first year as a stand-alone company... **MP3.com Inc.**, the on-line music company, says it will pay up to \$US30-million to music publishers in a preliminary pact that would give it the right to use more than one million songs as part of its Internet-based service. Under the three-year agreement, MP3.com's maximum \$30-million payment will cover payments to publishers for past uses of their music on the My.MP3.com service as well as advance royalty payments. Under the royalty terms, MP3.com will pay a quarter of a cent each time a song is accessed on the service and a one-time fee each time a user stores a song on the service... The **Canadian Cable Television Association**, appearing at a **CRTC** hearing yesterday (Wednesday), said its members support the Commission's proposed policy for increasing the range of digital TV services in both official languages. The roll-out of digital technology, said CCTA, is enabling cablecos to provide subs with this type of increase in French, English and third language services. But while expressing support across the country, CCTA recommended refinements, particularly when it comes to identifying communities covered by the policy and the special circumstances of small cable systems. Digital capacity on small cable systems, it said, would remain

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limited for the foreseeable future. It called for exemptions for those cable systems with 20,000 or fewer households... American radio and TV stations no longer have to give candidates a chance to respond to personal attacks and political endorsements. A US federal appeals court has thrown out the FCC rules requiring broadcasters to do that. A couple of weeks back, the FCC suspended the rules for the rest of the 2000 election season to test the validity of claims by broadcasters that the rules have a "chilling effect" on free speech. But the appeals court said that action didn't respond to the concerns raised by broadcasters -- and simply meant another delay. National Association of Broadcasters President Eddie Fritts celebrated the decision, calling it "a great day for the First Amendment"... **Cancom** (Canadian Satellite Communications Inc.) reports a quarterly loss of \$17.1 million on revenue of \$107 million. The result deepens the loss for its full financial year to \$61.7 million on revenue of \$393.2

million... **TVA Group Inc.**, for the fiscal year ended Aug. 27, had net earnings of \$40.2 million or \$1.31 per share, compared to \$30.4 million or \$1.06 per share in the previous fiscal; an increase of 32% (\$9.8 million). Net earnings for fiscal 2000 include a net gain on dilution of \$16.7 million or \$0.54 a share.

TV/RADIO: **CBC-TV** has created a new Regional Program Development Fund – \$5 million over five years – to TV program developing in Canada's regions. The fund is meant to assist in seeding and kick-starting new TV program concepts outside of Toronto and will take effect April 1... **Nielsen Media Research** has boosted the Canadian TV ratings size, and will expand its people meter sample in all local markets over the next year. The additions will bring Canadian people meter households to 2456... American TV News Anchors and Reporters love their jobs, according to a survey that reached all 50 states and 200 TV markets. They say they enjoy their work, are treated well by management, and would do it again if given another chance to begin a career. Oklahoma City-based **tvnewstalent.com** conducted the survey via the Internet between May and September.

OPS: **Mike Allard**, ex of **CKBW Bridgewater**, didn't – as we reported last week – go to **Q92 Sudbury**. Instead, he's new PD at **EZRock 105.3 (CJMX-FM Sudbury)** and succeeds **Mark Burley** who moved on to Kitchener's **Conestoga College**. Q92 PD **Terry Callaghan** remains in place.

REVOLVING DOOR: **David Kines** is VP/GM of **CHUM's** new **CIVI-TV Victoria**. Kines was part of the 1984 launch of **MuchMusic**. **Clint Nickerson** becomes ND at CIVI, moving from his Sr. Producer role at **Citytv Toronto**... **Global Television Network's Edward Holmes**, based in Toronto, has been re-elected as the Canadian Governor of the **Society of Motion Picture and Television Engineers** for a second two-year term... **Talk 640 (CFYI) Toronto** afternoon Host **Marsha Lederman** does her last show there tomorrow before heading to **CBC Radio One** to do morning newscasts on both the Toronto outlet and those across Ontario... **Jack Mattenley**, who retired his GM position at **CKVR-TV Barrie** back in 1991, has been appointed a **CHUM Ltd.** Director of The Board... The contracts of **Expos** broadcasters **Joe Cannon**, **Claude Raymond** and **Alain Chantelois** won't be renewed when they expire Oct. 31. There were no Expos games on TV nor was there English radio, with the exception of the final home game. **CKAC Montreal** did French broadcasts... Former **Montreal Canadien Murray Wilson** is new Color Commentator for **CJAD Montreal** hockey broadcasts of Canadiens' games. He succeeds **Pierre McGuire**, who moved to **TSN** for **Leafs** coverage.

SIGN-OFF: Frank George Arthur Makepeace, 93, who entered Canadian broadcasting in 1928. He worked at **Sunwapta Broadcasting** in Edmonton (**CFRM**) for 30 years, retired, then built **CHQT Edmonton** and stayed there for eight years before traveling to Fort MacMurray to build the first studio for **CJOK**. At age 73, he was asked to build another station: **CKER Edmonton**. He was 80 when he decided retirement would be for real.

LOOKING: **CKPG-TV Prince George** has an opening for a Senior News position... **CKWX (NEWS1130) Vancouver** is looking for an evening News Anchor... **Global Television** stations in the west have a number of openings: **BCTV Vancouver** is looking for a Co-Anchor/Producer... **Global Saskatoon** has a vacancy for a Sports Director... **Global Lethbridge** is looking for a Videographer, a Sportscaster/Videographer, and a Reporter... **Global Winnipeg** is looking for a Reporter/Anchor... **Global Calgary** seeks a Writer/Producer.

RADIO: **CHAY-FM Barrie** has moved to the ENERGY Radio Hits format, programming supplied by sister **Corus station, CING-FM Burlington**. Programming originated at CHAY-FM is from 10 a.m. to 7 p.m. weekdays. There were jobs lost, including MD **Bill Cosworth** and ND **Martin Vanderwoude**... The **Radio Marketing Bureau** has officially called for entries for the annual **Crystals** award program that honours creative excellence in radio. Radio stations, ad agencies and advertisers from all Canadian markets are invited to submit entries by November 15. The Awards Gala takes place March 29, 2001 in Toronto, in conjunction with **Canadian Music Week**... BC's unpopular

former NDP premier, **Glen Clark**, isn't about to get a radio talk show on **CKNW Vancouver**. PD **Tom Plasteras**, after hundreds of phone calls and e-mails, says he's never seen such a negative reaction. Clark says he turned CKNW down, but Plasteras says that's because they offered only a short-term contract... When **KFWB Los Angeles** launched **Color Radio Top 40** back on Jan. 1, 1958, radio history was made. Now, the architect of that format, **Chuck Blore**, is going to recreate Color Radio on the Internet. Target date is Jan. 1/01. **Bill Ballance, Elliot Field, Ted Quillin** and **Gary Owens** (all part of the early years of KFWB) will be broadcasting live with the jingles, contests and the fun. "Hopefully, it'll sound as though we've never been away," said Blore. "he music will be exclusively from 1958-65, but the jocks will be live"... Internet music company **musicmusicmusic inc.** has launched **KidsOwnRadio.com**, a site for "tinies, teenies and in-betweenies." Music on the site ranges from classical to lluabies, pop groups, and children's favorites.

SUPPLYLINES: Montreal-based **Keops Broadcast** plans to integrate video indexing technologies from **Virage, Inc.** into its MediaWorks™ digital asset management system. Integration of the Virage VideoLogger™ software into MediaWorks will simplify searching and retrieval of video assets by enabling the automatic capture of video metadata into the MediaWorks asset management server... **Ross Video** of Iroquois, ON is now also repped by **Broadcast Systems and Equipment (BSE)**, headquartered in Scarborough. **Acura Technology Group** continues to represent Ross as a nationwide re-seller and system integrator.

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Thursday, October 26, 2000

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EDITORS' NOTE: Reminder: Please **DO NOT** retransmit this newsletter to other locations... *The Broadcast Directory*, which may be accessed at the *Broadcast Dialogue* Web site – www.broadcastdialogue.com – has been revamped. Now, you may search for people, stations by province or territory, and so on. There is some tweaking yet required but it's a different ball game. Have a look.

REVOLVING DOOR: After a 40-year career with **CHUM Ltd.**, a period when the company went from a single station to its current multimedia status, **Fred Sherrat** has retired as VP/COO. Sherrat, however, will be available as a consultant to CHUM for the next five years and will remain on the Board of Directors as Vice Chairman... **Global Television** has made some moves. They include: **Patrick O'Hara**, ex GSM at **Global Quebec (CKMI-TV Montreal)**, becoming GM at **CHCH (ONtv) Hamilton**. **Bryan Ellis**, who'd held the position, moved to **Corus Entertainment** in August to become a VP there; **Global Quebec** Business Manager **Maureen Rogers** has been promoted to General Manager there; and, **Barry Saunders** has been appointed GM at Global Television Network (Atlantic) (**CIHF-TV Halifax/MITV**). That's a promotion from his GSM duties. Former GM **Rick Friesen** is now with **CanWest Global** in New Zealand... New MD/Swing Announcer at **MIX 106 (CIXK-FM) Owen Sound** is **Tim Blackwell**, ex Morning Announcer/MD at **Magic 98 (CFCP-FM) Courtenay**...

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Andy Newman, ex PD/Morning Announcer at **NewCap** in St. John's (who lost his job in the **VOCM acquisition**), is now the TV Host for the **St. John's Maple Leafs**... **Blair Daggett**, ex of **NewCap**, goes to GM position at **CHCD-FM Simcoe** (see **RADIO**)... **Ron Nadeau** is new COO at the **Aboriginal Peoples Television Network**... **Rae Hull** has been appointed Sr. Director, Network Programming for **CBC-Television**. She retains her Regional Director of Television role for British Columbia and remains based in Vancouver.

SIGN-OFFS: **Matthew Baker**, 18, son of **Tri-Co Broadcasting** (Cornwall) GSM **Angie Baker** and builder of the company stations' Web site (www.seawayvalley.com), of what is believed to be a



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congenital heart defect. His passing was sudden and unexpected... **William C. Fyffe**, 71, the TV news Exec who helped pioneer "happy news" more than 30 years ago. Fyffe died in Bloomington, Indiana, of injuries suffered in a fall.

LOOKING: **CKPG/101.3 Prince George** is looking for a Writer.... Quinte Broadcasting in Belleville (MIX 97) is looking for a combined Midday Announcer/Music Director. See the ads in this edition and at the **Broadcast Dialogue** Web site: www.broadcastdialogue.com... **NewCap** is looking for Sales People for its stations in Newfoundland... **Golden West Broadcasting (CJ1280) Estevan** has an entry-level anchor/reporting position open.

RADIO: **RPM**, the Canadian music industry's weekly magazine, is calling it quits after 36 years of operation. It was **Walt Grealis** and **Stan Klees** who co-founded RPM. Reason for pulling the plug, said Klees, is the reality of the growing popularity of downloading of music from the Internet. Klees was quoted as saying: "There is going to be less and less records to put out, and the magazine talks about new things. We couldn't do a chart on downloading. The record industry has had an enormous financial dip, regardless of what you have been reading about ... it is a straight curve down." Klees said the decision to stop publishing came after losses of about \$150,000 and no indications that the situation would change. At its best, RPM's circulation was pegged at 2,200, but of late the numbers were about half that. RPM's final issue is to be published Nov. 13... As expected, the **CRTC** is seeking public comment on radio in the Toronto area, specifically: Demographic trends, availability of radio services, and the nature of the programming. Further, the Commission seeks input on technical means – both analogue and digital – that might be available to increase the number and diversity of radio services in the Greater Toronto Area, and the impact of regulatory policies and licensing criteria on potential new radio market entrants. Deadline for comment is Nov. 17... **Blair Daggett**, ex GM at **NewCap's Corner Brook** operation, begins as GM at **CHCD-FM Simcoe** where he, along with investor partner **Jim MacLeod** (of **Telemedia Radio**), have made owner **Robert Redmond** an offer to purchase. Daggett would, upon completion and **CRTC** approval (expected by the Spring), be fully responsible for the company since MacLeod plans to stay with Telemedia... The **CRTC** granted **CKLP-FM Parry Sound** only an 18-month license renewal because the station didn't maintain the level of hits played below 50%... **CHYM-FM Kitchener** has won a power increase to 100,000 watts from 74,000. The boost is to better serve the Hamilton-Burlington area... **CKSY-FM Chatham** helped raise over \$70,000 for the **Canadian Cancer Society** through a fashion show fundraiser. Highlights included **Michelle Wright's** rhinestone-studded tour jacket (\$6000), Olympics Skater **Shae-lyn Bourne's** Canadian Championship skating gown (\$1100) and a co-host spot on the **CKSY Morning Show** (\$2500)... **CHAY-FM Barrie**, the **Corus**-owned station that switched formats last week and redeployed personnel when it became **Energy@93.1**, sends along this line-up for its two

Barrie FM'ers. At Energy 93.1, **Cherie Baker**, ex of **Life 100.3 Barrie**, has the 10 a.m. - 3 p.m. slot while **Brian Adam** does 3 p to 7 p. The rest of CHAY's day is simulcast from **CING-FM Burlington**. At **B101 (CIQB-FM) Barrie**, 6am - 9 am has **Jamie & Tara**, 9 a - 2 p is manned by **Ted Telford**, ex of CHAY, 2 p - 7 p is **Kathy DeJardin**, also ex of CHAY, and 7 p to midnight is **Derek Welsman**... Commercial broadcasters in the US say the licencing of hundreds of new, low-power FM radio stations could interfere with existing frequencies. But the **FCC** Chair says a proposal to scale back low-power radio – now taking root on Capital Hill – is a "protectionist plot." Both the **NAB** and **NPR** say the FCC is moving too quickly; that the impact of new, low-power signals should be studied more carefully... And this, taken verbatim from the **TRUTH & RUMOURS** column by **William Houston** in last Friday's **Globe & Mail**: "Item: **Rogers Communications Inc.** is attempting to void a radio deal between **Headline Sports** and the **Toronto Blue Jays** made a few weeks before Rogers bought the club. Comment: In the broadcasting business, the reaction is unanimous: Rogers-owned Jays are trying to weasel out of a valid agreement. "How long have pro clubs been whining about athletes trying to break contracts?" asked one broadcaster."

TV/FILM: The **CRTC** has asked for public comment on the Vancouver TV market, specifically as it relates to the city's multicultural, multilingual and multiracial population and how TV can best reflect those communities. Comments must be in by Nov. 24... **Global Television**, the new owner, says that beginning early in the new year, **CHCH-TV (ONtv) Hamilton** will "experience a complete re-branding," including new concepts in local programming and a "dramatic" expansion of local programming hours... A prime-time Web surge is pointing to the erosion of TV numbers. Canadians spent 130 million hours Internet surfing in August, and that has fueled debate over where that time is coming from. **Brent Lowe-Bernie**, President of **Media Metrix Canada**, says the August numbers reveal that each individual logged in an average 647.8 minutes, up from 559.3 minutes in July. Canadians and Americans used the Internet most heavily between 9 p.m. and 10 p.m. And Canadians were on-line more heavily in prime time than those in any other country. But some observers argue that people could be leaving their computers connected to the Web while they watch prime-time TV, meaning that there would be no cannibalization. In fact, some research in the US indicates people in about half the homes surveyed used the Web and TV simultaneously. **BBM** is conducting a convergence test in several BC and Ontario homes to determine the impact of the Internet on TV viewing, with results expected to be released early in the new year... Still with the Internet, Montreal's **Inpix Media Inc.** has become the first Canadian company to distribute three- to five-minute video features – previously broadcast on TV networks – over the Internet. PixTV.net offers programs in special interest areas, packaged and changed each week. The on-demand video broadcast is aimed at the high speed access market. While programming is aimed at French-speaking surfers,

Inpix CEO **Normand Bélisle** says English programming will be offered in the next 12 months, following partnerships with the conventional broadcast industry and independent producers... **Friends of Canadian Broadcasting** says a report on the quality of Canadian TV gives high marks from Canadian viewers. The report – *It's Good and We Like It* – reviewed data on audience share for Canadian productions, quality analysis and tracked **Gemini Award** winners by broadcaster. *ENG, North of 60, and Black Harbour* Creator **Wayne Grigsby** says the report “confirms what we've known for years, but that sometimes gets lost in the media message. *Canadians do like to watch Canadian programs and Canadian networks. So initiatives that encourage more and better Canadian programming obviously have support from the viewing public.*” The full report may be found at: <http://friendscb.org/research/quality.pdf>... **Alliance Atlantis** President **Phyllis Yaffe** (who writes the Dialogue in our November magazine) says specialty TV outlets that are the most clear and targeted in their mandate stand the best chance of succeeding in a digital universe. Yaffe, speaking to the **Broadcast Executives Society** in Toronto, said as viewers are confronted with more choice in their TV viewing, the more niche-oriented stations will be able to hone in on their audience and become attractive to their advertisers. Further, she said, while viewers will have the ability to pick and choose digital stations, bundling into lifestyle packages will still be an important marketing strategy... **CFMT-TV Toronto**, the **Rogers** multilingual/multicultural station, has sold two shows internationally. **TV-12 Singapore** bought CFMT-TV's *South Asian Veggie Table* and **TV Polonia** in Poland will buy at least six feature stories from *Rozmaitosci*, CFMT's Polish-language public affairs program... While **Cinar Corp.** execs have suggested the company will soon be eligible again to get **Telefilm Canada** funding, Telefilm Exec. Dir. **Francois Macerola** says, essentially, not a chance. Both Telefilm and its Quebec counterpart, **SODEC**, cut off all funding of Cinar productions this year following allegations that the company had abused the lucrative federal and provincial tax-credit programs.

GENERAL: **JR Shaw**, Executive Chair of **Shaw Communications Inc.**, is the recipient of the **Canadian Association of Broadcasters** (CAB) 2000 *Gold Ribbon for Broadcast Excellence*. He'll accept the CAB's highest honour at the Gold Ribbon Gala Nov. 14 in Calgary... **Astral Media Inc.** says its finances are so good that it can take on “pretty well” any acquisition target it wants. CEO **Ian Greenberg** says Astral also says profit doubled last fiscal year and, with the debt-free positioning, the company is in a position to borrow hundreds of millions to finance the right acquisition. He says he's still interested in buying **Quebecor's**

controlling stake in **TQS Inc.** television network (now that Quebecor has it up for sale)... **Shaw Communications** is applying \$200-million for upgrades and expansions to its Internet network across Canada in an effort to improve speed and performance. Coincidentally, the Shaw announcement comes as the **Rogers Communications @home service** in Ontario is plagued by spotty e-mail and Internet access. It was about a year ago that Shaw, predicting an overload to the **Excite@Home** service, began shifting its dependence to its own data centres and installed its own modem equipment... The big **Videotron** break fee has put **Rogers Communications** in the black for the company's third quarter, revenues up 12.3% from a year earlier at \$877.7 million and net income of \$156.9 million. That includes a \$241-million break free from Groupe Videotron. Excluding non-operating gains, Rogers lost \$20.6 million or 17 cents a share in the three months ended Sept. 30, down from net income of \$5.9 million a year earlier. For the first nine months of 2000, Rogers reported revenue of \$2.56 billion, up 13.9%, with net income of \$162.6 million, up 81.2%. Excluding non-operating gains, there was a net loss of \$71.4 million, compared with a year-earlier loss of \$89.6 million... Both **Industry Canada** and **Heritage Canada** have approved French utilities and media conglomerate **Vivendi SA's** multibillion-dollar bid to take control of **Seagram Co.** The deal, which also includes a bid by Vivendi to buy pay-TV group **Canal Plus SA**, still has to be approved by shareholders... **Rupert Murdoch's News Corporation** has cut about 15% of the editorial jobs at **News Digital Media**, the online media division. About a dozen Foxnews.com journalists have been laid off. A company spokesman says the positions were cut because of a decision to narrow the focus to national and political news... Inductees to the **Canadian Association of Broadcasters Half-Century Club**, to take place at **Broadcasting 2000** in Calgary Nov. 14k, are: **Gord Ballantyne**, **Applied Electronics** Toronto; **Stu Brandy**, now a public speaker on broadcasting, Toronto; **Don Brinton**, **CanWest Global** Consultant, Vancouver; **Hugh Delaney**, **Delaney & Friends Production**, Calgary; **Bob Elsdon**, ex of **Blackburn Broadcasting**, London; **Erman Fiorillo**, **CKNW Vancouver**; **Maurice Foisy**, **CKST Vancouver**; **Don Hamilton**, **MEMEX Satellite**, Vancouver; **Ross Hamilton**, **Blackburn Group**, Wingham; **Jim Kunkel**, Calgary; **Bob MacDonald**, Burlington; **Terrance McConnell**, Gloucester; **Bob Norton**, **Applied Electronics**, Toronto; **Garth Olmstead**, Vancouver; and, **Bill Stovin**, Saskatoon.