

CableFAX Daily™

Wednesday — February 20, 2013

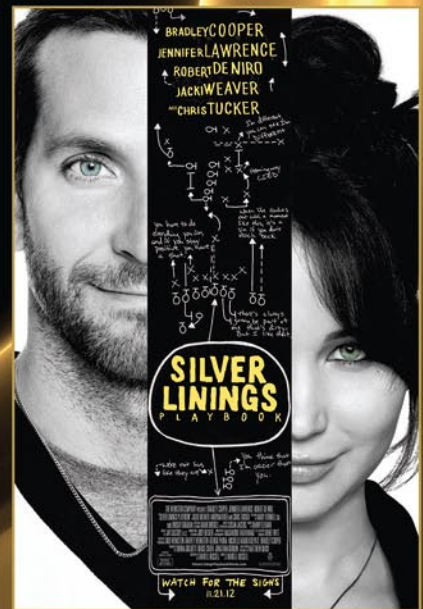
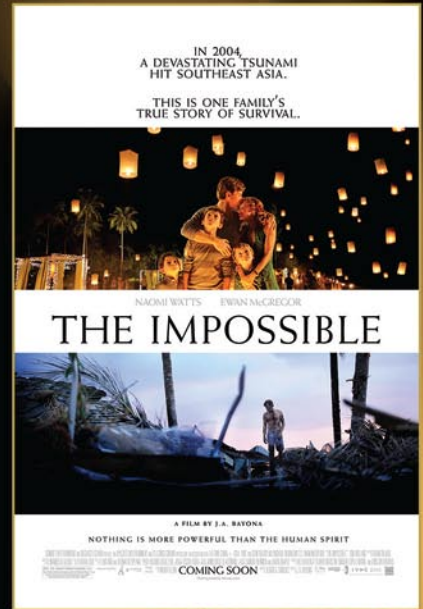
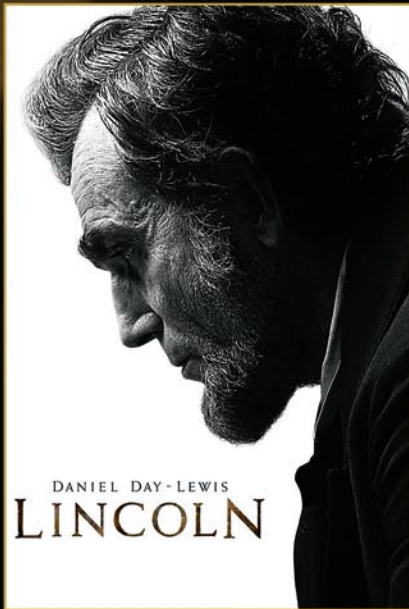
What the Industry Reads First

Volume 24 / No. .034

ADVERTISEMENT

FOR THESE OSCAR® NOMINATED FILMS...

IT'S SHOWTIME®



BEST PICTURE NOMINEES

Django Unchained
Lincoln
Silver Linings Playbook

BEST ACTOR IN A LEADING ROLE NOMINEES

Bradley Cooper – Silver Linings Playbook
Daniel Day-Lewis – Lincoln

BEST ACTRESS IN A LEADING ROLE NOMINEES

Jennifer Lawrence – Silver Linings Playbook
Naomi Watts – The Impossible

BEST ACTOR IN A SUPPORTING ROLE NOMINEES

Robert De Niro – Silver Linings Playbook
Tommy Lee Jones – Lincoln
Christoph Waltz – Django Unchained

BEST ACTRESS IN A SUPPORTING ROLE NOMINEES

Sally Field – Lincoln
Jacki Weaver – Silver Linings Playbook

BEST DIRECTOR NOMINEES

David O. Russell – Silver Linings Playbook
Steven Spielberg – Lincoln

COMING TO SHOWTIME®

BRACE YOURSELF

© 2013 Showtime Networks Inc. All rights reserved. SHOWTIME is a registered trademark of Showtime Networks Inc. a CBS Company. Oscar is a registered trademark of the Academy of Motion Picture Arts and Sciences.

CableFAX Daily™

Wednesday — February 20, 2013

What the Industry Reads First

Volume 24 / No. 034

Retrans Record: Same Song Still Playing as DBS Ops Feel Heat

Once upon a time (well, actually in 2010), the **FCC** opened a docket on retransmission consent and there was some optimism that reform might be coming. But as the 3rd anniversary of the docket's introduction approaches, hope for action has waned. Retrans fights, on the other hand, have not. Just this week, feuds popped up between **DirecTV** and **Sinclair** as well as **DISH** and broadcaster **Grant Group**. There could be a new catalyst for reform talk. With Congress again considering extending STELA (the Satellite Television Extension and Localism Act or whatever they're calling it this go-round), the whole argument over retrans rules could come up again, former FCC chmn/**Wiley Rein** chmn *Dick Wiley* predicted Tues at a **Hudson Institute** luncheon. Wiley, whose firm reps both broadcasters and cable ops, believes the rules should be left alone. "My view is that retrans is a relatively small piece of the puzzle," he said, pointing a finger instead at sports costs. No doubt **ACA** members will have a different take on retrans when they gather in DC next month to voice concerns on issues affecting independent ops. Earlier this month, 25 smaller MVPDs (all ACA members) called on the FCC to address the issue of separately owned, same market broadcasters coordinating their negotiations as part of the Quadrennial Media Ownership review. They provided a list of 48 instances of simultaneous retrans negotiations in a market using a single rep for separately owned broadcasters. Five of those involved Sinclair which has started alerting DirecTV subs that they could lose its stations, including the Columbus, OH, ABC affil and Dayton ABC station, at the end of the month. DirecTV tells customers that Sinclair owns or represents 69 local stations and is one of the largest operators of these so-called local management agreements. "Although we are prepared to continue to negotiate, based on the current status of negotiations we do not believe we will be able to reach agreement on a new deal to keep our stations carried by DirecTV after the current agreement ends on February 28," a Sinclair rep said. DirecTV characterized discussions as "productive" and said "these are the same unnecessary threats, posing as warnings, that Sinclair has made to frighten customers of other pay TV providers. We will compensate Sinclair fairly, but our customers should not be forced to pay more than twice as much for the same programs that remain available completely free of charge over the air and online." There have been a few Sinclair warnings that haven't resulted in blackouts over the years, including **DISH** (Aug '12), **Verizon** (Dec '11) and **Time Warner Cable** (Jan '11). The broadcaster did have a month-long blackout with **Mediacom** at the start of '07. In other retrans news, DISH has lost 4 Fox stations from Grant Group. On Fri, the **Fox** stations in Huntsville, AL; Roanoke, VA; La Crosse, WI; and Davenport, IA; went dark. **CW** stations in Roanoke and Davenport are also dark. DISH claims the broadcaster is demanding thrice what it paid just over a year ago, while Grant says it's being asked to pay rates comparable to those being paid by cable ops.

Deals: And the tech consolidation continues with **Harmonic** selling its cable access business (optical transmitters, amplifiers, receivers and nodes) to **Aurora Networks** for \$46mln in cash. The deal is expected to close in 1Q. The

100
CableFAX

Best Advice/Motto Series



*"Success is a journey,
not a destination."*

Marilyn Burrows
SVP/GM, Central Region
Cox Communications

Sponsored By:  **MOTOROLA**

MOTOROLA MEDIOS+
MAKING ANY SCREEN YOUR MAIN SCREEN REALITY

www.motorola.com/videosolutions
Check out the best advice from our CableFAX 100 honorees at cablefax.com/cablefaxmag

CABLEFAX DAILY (ISSN 1069-6644) is published daily by Access Intelligence, LLC ● www.cablefaxdaily.com ● fax:301.738.8453 ● Editor-in-Chief: Amy Maclean, 301.354.1760, amaclean@accessintel.com ● Exec Editor: Michael Grebb, 323.380.6263, mgrebb@accessintel.com ● Editor: Joyce Wang, 301.354.1828, jwang@accessintel.com ● Community Editor: Kaylee Hultgren, 212.621.4200, khultgren@accessintel.com ● Advisor: Seth Arenstein ● Group Publisher, Media Entertainment: Denise O'Connor ● Assoc Publisher: Amy Abbey, 301.354.1629, aabbey@accessintel.com ● Sales Mgr, Susan, Kim, 301.354.2010, skim@accessintel.com ● Marketing Dir: Laurie Hofmann, 301.354.1796, lhofmann@accessintel.com ● Prod: Joann Fato, jfato@accessintel.com ● Diane Schwartz, SVP Media Comms Group ● Subs/Client Svcs: 301.354.2101 ● Group Subs: Amy Russell, 301.354.1599, arussell@accessintel.com

deal fits with Harmonic's plan to focus on Video Production and Playout, Video Processing and Cable Edge. And it works well for Aurora, which is the #1 optical access solution provider for cable ops. "This strategic move is an opportunity for us to further accelerate our innovations, continue to grow and ensure that the networks of current customers and expanded customer base from Harmonic can meet challenges today and well into the future," said Aurora pres/CEO *Guy Sucharczuk*. "Cable Access was Harmonic's lowest margin product line, and through this transaction and the increase in our authorized share repurchase program, we will continue to drive growth in our core markets, expand our gross margin, reduce our outstanding shares, and position our business for stronger long-term earnings," said Harmonic pres/CEO *Patrick Harshman* in a statement.

Carriage: Fox Nets said Cox will launch **BabyTV** and Spanish-language net **Utilisima** on its Hispanic tiers in San Diego, Orange County, Palos Verdes, Santa Barbara and Las Vegas. BabyTV, a commercial-free toddler channel available in many languages, will be broadcast in Spanish.

Ratings: Nat Geo's 1st scripted drama, "Killing Lincoln," delivered a 2.6 HH rating Sun. It's avg of 3.4mln persons 2+ over the entire 2-hour premiere is the highest total viewership in net history. Among 25-54s, the film averaged a 1.1, the highest for the demo since Nov's "SEAL Team Six: The Raid on Osama bin Laden." -- The **NBA All-Star** game on **TNT** averaged 8mln total viewers, up 13% YOY, according to **Nielsen**. The 4.6 HH rating was up 5% vs. a 4.4 HH rating in '12. The net's coverage drew more than 4mln 25-54s, up 13% YOY. Additionally, men 25-54 were up 9% YOY and viewership among men 18-49 increased 1% YOY.

Programming: *Floyd Mayweather* entered into a PPV deal with **Showtime Nets** and its parent **CBS Corp**. The revenue-sharing arrangement between Showtime PPV and Mayweather will allow him to fight up to 6 times over 30 months—the first fight on May 4 with Robert "The Ghost" Guerrero. -- **Discovery** announced 7-part series "North America" will premiere May 19, 9pm. -- From the producers of "30 for 30" comes "Nine for IX," an **ESPN Films** and **espnW** doc series focusing on women in sports told through the lens of female filmmakers. The series, whose title is a reference to Title IX, premieres July 2 on **ESPN**. Films will air consecutive Tues evenings at 8pm ET.

Online: **ShowGo.TV**, founded by a group of cable, music and streaming media vets, launched its global concert streaming service. Investors include cable vet *Lou Borrelli*, **CableFAX** co-founder *Paul Maxwell*, longtime **Time Inc** exec *Bob Ellis* and **SFMusic Tech Fund**, run by *Brian Zisk*. On the company's advisory board is former **XM Satellite Radio** CEO *Hugh Panero*.

Marketing: **HBO** announced a free, traveling exhibit meant to transform viewers into the world of Westeros from "Game of Thrones." It kicks off in Toronto Mar 9-16 and then heads to NYC (in partnership with Time Warner Cable), Sao Paulo, Amsterdam and Belfast.

People: **Discovery Comm** promoted *Scott Felenstein* and *Sharon O'Sullivan* to evp, natl ad sales. Felenstein will lead the national ad sales teams for **Discovery Channel**, **Science Channel**, **Velocity**, **Military Channel** and **Destination America** and O'Sullivan will lead the national ad sales teams for **TLC**, **Animal Planet**, **Investigation Discovery** and **Discovery Fit & Health**. *Scott Kohn* was upped to svp, regional ad sales, overseeing the company's Chicago, Atlanta and Detroit offices. -- *Craig Parks*, formerly of **IFC**, joins **Participant Media's** yet-unnamed cable net as svp, digital & live pro-

Your Daily Guide To Vital Cable Industry News CableFAX Daily™

ACTIVATE YOUR SUBSCRIPTION TODAY

www.cablefax.com/subscribe

19955

URGENT! PLEASE DELIVER www.cablefaxdaily.com, Published by Access Intelligence, LLC, Tel: 301-354-2101

4 Pages Today

CableFAX Daily™

Wednesday — January 11, 2012 What the Industry Needs First Volume 23 / No. 006

OTT Musings: Stakeholders Debate Evolving Content Delivery at CES

With the Comcast/Disney distribution deal a harbinger for TV Everywhere and Fox's move last summer to put select content behind a pay wall, panelists mulled the ins and outs of over-the-top delivery at an OTT panel at CES. "The tablet, the device, is going to control the TV experience at U-verse," said Jeff Weber, AT&T VP, product and strategy, noting the company's drive into tablet apps and model of providing APIs for developers to send content from device to television. But discernment is critical, panelists agreed. While AT&T has an approval process in place, YouTube abandoned its API-based partnership model two years ago "because we ended up with different apps on different TV, and performance differed," said Francisco Valera, dir/global head of platform and games partnerships. Touting YouTube's deals with Samsung, LG and its new Xbox partnership, "if we can't control the app, and update features quickly, it's a lost cause," he said. YouTube's recent-day model of investment in original content will stretch the company's presence in specific categories such as "niche cooking and unique travel" channels. "We don't see ourselves becoming a large studio, but we're more than dogs on skateboards," Valera quipped. "We want to bring in proven providers of broadcast quality content that's not sustainable in the cable universe." Valera said YouTube is working on its fourth UI, and moving toward the HTML 5 standard. Noting that unlike other video distributors YouTube always owns its TV and mobile content rights, "Can we bring our content to an AT&T, Cox or Comcast? We can, and that's where we are excited," he said. Initial deals with distributors are rolling out in Europe and Asia, he said. At Cox, focus remains on the UI. "It's important to get the user interface right, especially as more content is added in," said Lisa Pickelsimer, executive director, video product development. Integrated search, recommendations and social media will become more key, Pickelsimer said, noting the bigger role of metadata and the need

BUSINESS & FINANCE

gramming. The net, which has 40mln HHs through the purchase of **Documentary Channel** and **Halogen**, is expected to launch this summer. -- *Jeannie Scalzo* was promoted to svp, music sales, with oversight of **MTV**, **MTV2**, **mtvU**, **VH1**, **VH1 Classic** and **Palladia**. *Ellen Dominus* was upped to svp, ent sales, overseeing sales for **CMT**, **Comedy Central**, **Spike** and **TV Land**. -- *Patricia Betron*, *Wendell Scott* and *Lisa Valentino* were upped to svps, Multimedia Sales for **ESPN**. As part of the realignment, *Greg Rossi* was upped to vp, Multimedia Sales and *Jennifer Hoffnagle* was promoted to vp, Multimedia Sales.

On the Circuit: Looks like **FCC** chmn *Julius Genachowski* won't be leaving soon—at least not until after the **NAB Show**. The group said the chmn will participate in a Q&A session at the Vegas conference, sitting down with NAB Joint Board chair *Paul Karpowicz*, pres, **Meredith Corp**, on April 10. -- **WICT** begins accepting applications for the Betsy Magness Leadership Institute's Classes 28 & 29 on Wed. More info at www.wictbmli.org. **Time Warner Cable** is the exclusive BMLI Premier Sponsor of the upcoming classes, with **Suddenlink** returning as the supporting sponsor. -- *Leigh Woisard*, vp, public affairs at **Cox**, and **ESPN** svp, corporate comm *Chris LaPlaca* will serve as co-chairs for **ACC's** annual educational conference Forum '13, to be held in DC May 8-10.

CableFAX Daily Stockwatch

Company	02/19 Close	1-Day Ch	Company	02/19 Close	1-Day Ch
BROADCASTERS/DBS/MMDS					
DIRECTV:	49.26	0.07	CSG SYSTEMS:	20.40	0.12
DISH:	36.09	(0.84)	ECHOSTAR:	39.38	0.49
DISNEY:	55.73	0.12	GOOGLE:	806.85	13.96
GE:	23.75	0.46	HARMONIC:	5.78	0.10
NEWS CORP:	29.75	0.41	INTEL:	21.09	(0.03)
MSOS					
CABLEVISION:	15.28	0.13	JDSU:	15.41	0.24
CHARTER:	79.39	(0.15)	LEVEL 3:	21.20	0.39
COMCAST:	41.45	0.21	MICROSOFT:	28.05	0.27
COMCAST SPCL:	39.34	(0.07)	RENTRAK:	21.36	(0.22)
GCI:	8.50	0.24	SEACHANGE:	11.81	0.22
LIBERTY GLOBAL:	65.05	(0.56)	SONY:	14.65	0.31
LIBERTY INT:	21.70	0.12	SPRINT NEXTEL:	5.90	(0.01)
SHAW COMM:	24.07	0.42	TIVO:	13.29	0.20
TIME WARNER CABLE:	86.98	0.04	UNIVERSAL ELEC:	19.32	0.32
VIRGIN MEDIA:	44.73	(0.23)	VONAGE:	2.62	(0.07)
WASH POST:	418.85	4.44	YAHOO:	21.29	0.28
PROGRAMMING					
AMC NETWORKS:	58.99	(0.69)	TELCOs		
CBS:	44.88	0.24	AT&T:	35.67	0.31
CROWN:	2.01	0.02	VERIZON:	44.50	0.10
DISCOVERY:	70.63	0.33	MARKET INDICES		
GRUPO TELEVISIA:	28.13	0.35	DOW:	14035.67	53.91
HSN:	58.84	0.91	NASDAQ:	3213.59	21.56
INTERACTIVE CORP:	41.89	0.19	S&P 500:	1530.94	11.15
LIONSGATE:	20.69	0.28			
OUTDOOR:	7.71	UNCH			
SCRIPPS INT:	62.42	0.26			
TIME WARNER:	53.79	0.27			
VALUEVISION:	2.94	0.06			
VIACOM:	62.80	0.65			
WWE:	8.82	0.16			
TECHNOLOGY					
ADVANTAGE:	2.28	0.07			
ALCATEL LUCENT:	1.53	(0.01)			
AMDOCS:	36.13	0.06			
AMPHENOL:	70.89	0.47			
AOL:	39.23	(0.29)			
APPLE:	459.99	(0.17)			
ARRIS GROUP:	17.35	0.24			
AVID TECH:	7.72	(0.17)			
BLNDER TONGUE:	1.37	(0.05)			
BROADCOM:	35.09	0.66			
CISCO:	21.46	0.47			
CLEARWIRE:	3.15	(0.01)			
CONCURRENT:	7.96	0.04			
CONVERGYS:	16.78	0.03			



A new e-letter for communications-technology executives who procure essential products and services needed to upgrade broadband networks

Advertising opportunities please contact: Amy Abbey, Associate Publisher, aabbey@accessintel.com

“CTDaily is well-organized, and I can drill down on any topic of interest. It has stories I don't see elsewhere. Kudos.”

Joe Jensen, Executive Vice President/Cable and Telecom, Buckeye Companies, Ohio