6 Pages Today

CableFAX Daily

Friday - June 7, 2013

What the Industry Reads First

Volume 24 / No. 110

FX Exchange: Landgraf Talks Sr Management, Distribution, Password Sharing

Just because John Landgraf was promoted to CEO of FX Networks, don't get any ideas that he'll start running a fiefdom over there. Repeatedly during a press conference Thurs, Landgraf said he wanted to FX Nets to "remain boutique," with execs throwing around adjectives like "scrappy" and "indie." And he's not going to roll out the standard programming structure and put individual execs in charge of FX, FXX and FXM, instead naming Nick Grad and Eric Schrier both as presidents of original programming for FX Nets and FX Productions, overseeing all original programming for the 3 nets. Chuck Saftler was upped to pres, program strategy and COO, FX Nets, with him overseeing programming strategies for all the nets. "I just don't believe in those kind of structures," he said, referring to separate pres/gm posts for each channel. "I don't want Nick's intellect, creativity and administrative ability to be focused on one channel, and Eric to be focused on another." Grad previously served as evp, original programming and dev for FX. Schrier formerly was evp, FX Productions and head of series development for FX, while Saftler was evp, FX Nets and gm, FXM. FXX, launching in Sept, is the net's 1st original series, an animated show from the creative teams behind "Eastbound & Down" and "Archer." It will join "It's Always Sunny in Philadelphia" and "The League," which are moving from FX. Sounds like Russell Brand late night show "Brand X" will be canned in favor of "Totally Biased with W. Kamau Bell," which moves to 5 nights/week at the new net. FXX is aimed at 18-34s, while FX is 18-49. "I don't think we have a magic formula of this is going to be on FXX," Grad said. Schrier add that, "when we're buying, we're buying for FX Networks as a group of networks and through the development process figuring out what the best show is and then figuring out where it best fits." As far as FXX distribution, Landgraf still expects it to reach about 71mln homes at launch. Given that FX is in 99mln homes, he acknowledged that there will be some frustration if an "Always Sunny" fan's MVPD doesn't carry the new channel, but is hopeful FXX's distribution "relatively rapidly ramps up." In the fall, TV Everywhere app **FXNOW** launches, offering linear streams of the 3 nets as well as next-day, on-demand viewing of original programs and 40-60 movies (subs will only get the channels they receive in their MVPD packages). TVE can invite password sharing among those who don't have cable (HBO Go is a prime example). FX has some mixed feelings over it. There is no "entry level, Kia or Hyundai" video package for young people in college or just coming out of college when it comes to video subscriptions, Landgraf said. "We'd obviously like each person to consume their content to be actually paying for it because that's how we pay the talent and that's the way we actually make it," he said. "But on the other hand, you kind of need young people and people who can't necessarily afford access to the content to gain access because how else are they going to fall in love with shows?" He later explained to us that he'd rather have them share passwords, particularly from their parents, rather than pirate programming or lose interest entirely in the subscription TV model. The idea is that when they can, they'll want to join the world of paying multichannel customers. At least that's the bet today...



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Affiliate Sales Person of the Year

- ► Becky Jones, Viamedia
- ▶ John Malkin, NFL Network
- ► Chris Ozminkowski, BBC Worldwide Americas
- ► Eric Phillips, Discovery Communications
- ► Mark Romano, Outdoor Channel

Affiliate Sales Person of the Year (Below VP Level)

- ▶ Destini McKnight, NBCUniversal, Inc.
- ▶ Takashi Nakano, Scripps Networks Interactive

Affiliate Sales Team

- ▶ Disney/ESPN
- NBCUniversal
- ► RLTV
- ▶ Outdoor Channel

National Sales Team of the Year

- ▶ ASPIRE
- ▶ Comcast
- Ovation
- ► Turner Broadcasting Systems

Outside the Box Award

Scripps Networks Interactive

Rookie of the Year

► Hunter Thomson, Scripps Networks Interactive

Sales Person of the Year (Below the VP Level)

► Kimberley Craig, NBCUniversal

Sales Person of the Year (Above the VP Level)

- Vanessa Benfield, AMC Networks
- ► Melissa Drucker and Peter Wright, BBC America
- Chris Gilpatric, NBCUniversal
- Liz Janneman, Ovation
- Susan Leigh, Scripps Networks Interactive
- ► Bill Morningstar, MLB Network
- Michael D. Smith, HSN

Register Today: June 24 8:30 – 10:30 am Grand Hyatt, NYC

Network. Win. Learn. Laugh.

Congratulations to the CableFAXIES Award Finalists

Award Breakfast June 24

Marketer of the Year

- Tom Carr TLC
- ► Becky Jones Viamedia
- Courteney Monroe National Geographic Channel
- Jane Olson Oxvgen Media
- Scott Pruitt Time Warner Cable Sports

PR Executive of the Year

- ► Chris Albert National Geographic Channel
- Paul Capelli QVC
- Leslie Furuta TVGN
- ► Maureen Huff Time Warner Cable
- ► Anita Lamont Charter
- ▶ Dan Silberman A&E Television Networks

Marketing Team of the Year

- ► A&E Television Networks
- ► HBO
- ► Time Warner Cable Sports

PR Team of the Year

- ► Animal Planet
- Bravo Media
- ▶ IFC

Advertising Campaign for a Network

- ► Cartoon Network 20th Birthday
- > Sportsman Channel United Sportsmen of
- ► Sprout/Brita Campaign- Kangaroo Obstacle Course
- ► Time Warner Cable Sports Launch
- ► TLC Summer Red Door Campaign

Advertising Campaign for a Single Program

- ► A&E Storage Wars Season 3
- ▶ HBO Game of Thrones Season 2
- ► Sportsman Channel Aporkalypse Now
- ► Sundance Channel's Push Girls
- ▶ SyFy Face Off Season 3 Launch
- ▶ The History Channel Hatfields & McCoys
- ▶ TLC Long Island Medium Season 3

Community Relations/Corporate Social Responsibility

- ► HBO The Weight of the Nation: An Unprecedented Public/Private Health Awareness Campaign
- Sportsman Channel Hunt.Fish.Feed.
- ▶ The History Channel Mankind Connected

Direct Response Marketing

- A&E Television Networks Christmas Mailer
- ► INSP Launches in Chicago

Integrated Marketing Campaign

- ▶ Destination America's transition from Planet Green to Destination America
- ▶ Fuse and Scope "Courage Encouraged" at the 2012 Voodoo Music and Arts Experience
- ► HBO Boardwalk Empire Season 3
- ▶ The History Channel Hatfields & McCoys
- > Sportsman Channel United Sportsmen of America
- Sundance Channel's Push Girls
- ► Time Warner Cable Sports Launch
- ▶ WE tv 2012-2013 Upfront Materials and Trade Campaign

Marketing Campaign - Distributor

- ▶ Bright House Networks Hello Friend Campaign
- Gray, Kirk/VanSant Shentel Branding Campaign "Always Connected To You"
- Ogilvy & Mather New York/Time Warner Cable - Enjoy Better

Marketing Campaign - Programmer ► A&E - Storage Wars Season 3

- Discovery Communications Destination America's transition from Planet Green to Destination America
- Fuse Presents Funny or Die's Billy on the Street
- ► Hallmark Channel Countdown to
- Christmas Campaign 2012
 The Hub TV Network "My Little Pony
 Friendship is Magic" Royal Wedding
- Sundance Channel's Push Girls Time Warner Cable Sports Launch
- TV One TV One Rebrand

Marketing of a Continuing Series

- ► A&E Duck Dynasty Season 2 ► Cartoon Network Adventure Time: Season 4
- ▶ Destination America BBQ Pitmasters Season 3
- ► HBO Game of Thrones Season 2
- The History Channel Swamp People Season 3
- ▶ SyFy Face Off Season 3 Launch

Marketing of a New Series or Show - Large Network

- ► Cartoon Network DreamWorks Dragons: Riders of Berk
- ▶ The History Channel Hatfields & McCoys
- ▶ ION Television WWE Main Event
- Oxygen Media Oxygen's The Face
- ► Sundance Channel's Push Girls
- ▶ TLC Here Comes Honey Boo Boo
- WE tv Kendra on Top

Marketing of a New Series or Show -Small

- ► FEARnet's "Holliston" Season 1
- Sportsman Channel NRANews Cam & Co.

Marketing of a Special or Documentary/ Documentary Series Cartoon Network's Stop Bullying: Speak Up Carrond Love Kills

- ► Investigation Discovery Scorned: Love Kills Series Launch
- ▶ TLC Breaking Amish Launch

- ► Comcast Celebrates Minority-Owned Networks at the Newseum
- Hallmark Channels TCA Press Dinner at **Huntington Library & Gardens**
- Showtime Homeland Premiere at the Intrepid Sea, Air & Space Museum
- 2012 Time Warner Cable Sports Launch Event

Media Relations Campaign

- ▶ Big Ten Network BTN Big 10K
- ► E! Chelsea Lately
- National Geographic Channel Killing
- NUVOtv Announcement of Jennifer Lopez Partnership
- Oxygen Media Oxygen's The Face
- > QVC Redefining the Future of Retail
- ► The Weather Channel Names Winter Storms

Multicultural Marketing

- ▶ International Media Distribution and Time Warner Cable NY/NJ -Mediaset Italia Holiday Gift with Purchase Campaign
- ▶ Time Warner Cable Global Penny Phone Plan
- ▶ Time Warner Cable NYC Fall 2012 Nexos Latinos Magazine; created and published by Eclipse Marketing Services, Inc.

- Cisco opens Imagine Park with... why yes, a flash mob!
- ▶ HBO Veep Motorcade
- The History Channel Swamp in the City
- ION Television "Your Home for the Holidays" Mobile Gingerbread House Stunt
- Sundance Channel's Push Girls

Press Kit

- ► A&E Television Networks Bates Motel Viewfinder Tease Kit
- A&E Television Networks Chia Willie
- The History Channel Hatfields & McCoys
- National Geographic Channel Doomsday
- Ogilvy & Mather New York/Time Warner Căble - Victor Cruz Pro Bowl

Programming Stunt

- ▶ Discovery Communications 14 Nights of Firepower: Military Channel Olympic
- Investigation Discovery ID Soap Block: 'Days of or Knives" Daytime Stunt
- Sportsman Channel Attack of the Bass!
- TLC All New New Year

Public Affairs Campaign

- Discovery US Hispanic Discovery Familia's Escucha tu Corazon
- USA Network 2012 USA Characters Unite

Social Media During a Program

- ► A&E Television Networks Duck Dynasty Season 2: On Air Integration
- ▶ Bravo Media Real Housewives of Atlanta: The Social Edition
- ESPN NFL Countdown Twitter Voting
- ► ESPN SportsNation Halo4 Bowl
- ► Turner Broadcasting System Conan Sync
- ► USA Network Psych Slumber Party
- ▶ WE tv Sync

Social Media Marketing

- A&E Duck Dynasty Season 2: On Air Integration
- Bravo Media Around the World in 80 Plates
- ESPN So Disrespectful
- Hallmark Channel Countdown to Christmas Campaign Holiday 2012
- HBO Game of Thrones Season 2: Pledge Your Allegiance
- HBO True Blood Season 5 Makers Day
- Time Warner Cable Sports "One Home. One Goal" campaign

Sweepstakes and Games Marketing

- Brand Connections/VH1 Mob Wives Season 2 "Swear Jar" Sweepstakes
- Fuseideas/Nat Geo/DirecTV Doomsday
- Preppers Apocalypse Match-Up Hallmark Channel - Santa-riffic Sweepstakes & Scavenger Hunt

- **Tchotchke**
- ► A&E Chia Willie ▶ International Media Distribution - Music is the International Language - 2013
- Calendar and CD National Geographic Channel - Doomsday Preppers Sex on the Beach
- ▶ Time Warner Cable Chinese New Year Couplet

- Trade Show Marketing/PR Cox/Cisco - 2nd-Screen App/EPG Event at CES 2013
- ESPN 3D Viewing Party at CES ► HBO - Game of Thrones at Comic-Con ► HBO - True Blood at Comic-Con
- ► INSP Independent Show 2012 (NCTC)

The winners will be announced during the June 24th awards breakfast at the Grand Hyatt in New York City. To register for the event, visit www.CableFAX.com/events

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Just Say YES: Longtime YES man Ray Hopkins is leaving his COO post in the coming weeks to join CBS as pres, TV Nets Distribution. He'll report to newly promoted COO Joseph Ianniello, working with him to secure retrans and affiliate deals for the CBS O&Os, Showtime, TVGN and other CBS cable nets. The move comes as News Corp, which bought a 49% stake in YES last fall, takes over the lead role in future affiliate distribution negotiations. Hopkins tells us YES has no large deals to renew in the near term. The same can't be said for his new job, with Variety reporting that Time Warner Cable's CBS deal (includes broadcast and cable) is up at the end of the month. Hopkins has been in the industry for 24 years, including stints at Fox and on the affiliate side at Gemstar-TV Guide, pushing carriage of a very different TVGN back in 2002-2004. He sounds excited about the new gig, saying it's important to be at an organization that has "must-have product... My experience has been that if you have valuable content, there is always a deal to be had," Hopkins said. "You might have some tough negotiations, and none of these negotiations are easy... but I've been doing it my entire career." While News Corp takes over the lead in YES distribution talks, the net's affil sales team will work with Mike Hopkins & Co. That includes Jason Feneque, sr dir of affil sales and marketing, and Jon Morgan, affil sales manager. Hopkins' non-affiliate sales responsibilities will be filled by YES pres/CEO Tracy Dolgin and other sr mgmt.

E-Rate: The federal E-Rate program is getting a makeover with much faster speeds, and the cable industry is onboard. The ambitious ConnectED initiative, announced by *President Obama* Thurs, seeks to connect 99% of students nationwide at speeds no less than 100MHz and with a target of 1Gbps, within 5 years. The plan doesn't require Congressional action but instead calls on the **FCC**, with the help of **NTIA**, to update its existing E-Rate program, which offers a discounted telecom rate for K-12 schools and libraries to improve their Internet access. It also asks the federal government to use existing funds to support connections at school. **NCTA** supports the move and looks to work with the Administration, the FCC and Congress to come up with new ideas that can "wisely modernize existing support mechanisms" and connect schools with new tools, said CEO *Michael Powell*. Specifically, the initiative provides teachers with training and new digital education tools that allow real-time assessment and immediate feedback. In addition, it asks school districts to purchase more innovative devices for students in volume to gain greater cost savings. Using the program to uniformly increase bandwidth is critical because capacity matters, Rep *Anna Eshoo* (D-CA) said. The ranking member of the communications subcmte recently teamed with FCC commish *Jessica Rosenworcel* to propose E-Rate 2.0. Similar to Obama's plan, the proposal seeks to pump the speed of E-Rate Internet services.

<u>Carriage</u>: TheBlaze picked up some more distributors, with RCN (Lehigh Valley, PA), MCTV and Sky Angel's FAVE TV adding the Glenn Beck net. The net launched online in Sept '11, and scored its first MVPD deal last fall with DISH. It has since added carriage from Cablevision, Blue Ridge Cable and some other smaller ops.

Technology: Second-screen tech company **zeebox** launched a new "TV Room" feature Thurs, with **Bravo** the first net to sign on as an official sponsor. Bravo will sponsor "The Real Housewives" TV Room experience, featuring current and former Housewives engaging with viewers' comments either before, during or after (choreography's still in flux, according to evp and md of zeebox *Jason Forbes*) the June 24 "The Real Housewives of Orange County: 100th Episode Special." For more on the what the experience entails and zeebox's strategy to appeal to stakeholders, check out **CableFAX.com**.

What You Have to Say: Ovation COO Chad Gutstein says Sen John McCain's (R-AZ) a-la-carte logic is flawed and reveals what he thinks he should focus on instead in a guest op-ed at CableFAX.com "If Sen McCain really

CableFAX

PROGRAM AWARDS

Sponsorship Opportunities: Amy Abbey at aabbey@accessintel.com Entry Questions: Mary Lou French at 301.354.1851 or mfrench@accessintel.com

From the most outstanding cable programs to the best surprise ending, the annual CableFAX Program Awards honor the best in cable programming, content and people. This unique awards program from the industry's most trusted brand, CableFAX, raises the bar on what's good on and about cable. Now's your chance to win a CableFAX Program Award and get recognized for bringing value to your viewers.

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BUSINESS & FINANCE

wants to address the cost of cable to consumers, he should look at three other areas that are driving costs up dramatically: wholesale bundling, the out-dated retransmission consent rules and the out-ofcontrol prices of sports programming rights," he writes.

TVE: Travel Channel launched its 1st TVE app, the Watch Travel Channel App for iPhone, iPad and iPod touch. The app, which requires authentication, is updated daily with full TV eps.

In the Courts: TiVo and Google's Motorola Mobility have reportedly settled their DVR patent case. A trial at the District Court of Eastern District of TX was scheduled on June 10. Post-reports on settlement, TiVo's stock price was up more than 8% and closed at \$13.71. TiVo has no comment.

Sad News: A memorial has been set for Sat for former **Discovery** and industry exec Holly Fischer in Charlotte, NC (11am, St Gabriel's). She was killed when her car went down a mountainside in Wilkes County, NC. Friends and family had spent the weekend searching for the 39-year-old near where her cell phone last registered, with the family confirming Mon that her car had been found.

People: TNT upped Rachel Brill to vp, unscripted programming for TNT Originals.

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TECHNOLOGY				
ADDVANTAGE:				
ALCATEL LUCENT:				
AMDOCS:				
AMPHENOL:				
AOL:	35.13	1.04		
APPLE:	438.46	(6.65)		
ARRIS GROUP:	14.65	0.35		
AVID TECH:				
BLNDER TONGUE:				
BROADCOM:	34.96	(0.17)		
CISCO:				
CLEARWIRE:	4.28	(0.04)		
CONCURRENT:				
CONVERGYS:	17.85	0.38	I	

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	Close	Ch
CSG SYSTEMS:	20.77	0.57
ECHOSTAR:	39.30	0.33
GOOGLE:	864.64	4.94
HARMONIC:	6.20	0.09
INTEL:	24.65	(0.05)
JDSU:	14.22	1.09
LEVEL 3:	21.52	0.76
MICROSOFT:	34.96	0.18
RENTRAK:	23.01	(0.13)
SEACHANGE:		
SONY:	18.96	(0.04)
SPRINT NEXTEL:	7.34	0.14
TIVO:		
UNIVERSAL ELEC:	26.79	0.39
VONAGE:		
YAHOO:	26.21	0.46
TELCOS	05.04	
AT&T:		
VERIZON:	49.97	1.67
MARKET INDICES		
DOW:	15040.62	80.03
NASDAQ:		
S&P 500:	1622.56	13.66



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Washington, DC

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Racio Cable Dankinge

PROGRAMMER'S PAGE

Coming Out as a Member of the A-Team

Confession. I'm over the age of 35, but watch ABC Family's "Pretty Little Liars" with as much fervor as some of my peers have for "Homeland" or "Game of Thrones." Apparently, I'm not alone in my adoration of a high school series with a viscous blackmailer(s?) that goes by "A." This past season of PLL was its most-watched in series history among adults 18-34, and women 18-49 and 18-34. On Tues, it returns for a new run, leaving off with a spring finale cliffhanger that had me and other fans screaming, "What is in trunk!?" The net cleverly capitalized on that by launching an app on its Website in which "A" gives hints (bonus clues ran in last week's recap special). As for the love of the mystery series by us non-Millennials, ABC Family vp, marketing Danielle Mullin credits some of it to multiple entry points in the net's scripted dramas. "While we have teen storylines that may drive the buzz among the younger demos, the adult characters aren't standing on the sidelines," she said. Not only are they central to the plot, but they're often familiar faces, such as Chad Lowe, Nia Peeples and fan fave Betty Buckley. If you don't quite grasp the popularity of the show, check out Twitter Tues at 8pm and watch the series premiere take it over. It was the #1 Tweeted series across all of TV in 1Q for good reason. The ABC Family team has an uncanny knack for creating on-air hashtags, which combines art and science, Mullin said. "We observe the reaction to the OMG moments that spark viral conversation, and then we try and predict what those future moments will be, creating a hashtag around them to help our viewers easily tweet about what they just saw," she explained. The science comes in from testing and refining. So popular is the series, one PLL fan (presumably on the West Coast) created a Google Chrome app that blocks tweets with certain words because she didn't want spoilers. Now, that's engagement! - Amy Maclean

Reviews: "Graceland," Thurs, 10p, USA. There's much to like about this new series, which premiered Thurs. Particularly engaging is the tension-filled premise of undercover federal agents attempting to infiltrate drug cartels. Its telegenic cast, including cable fave Daniel Sunjata, is another plus. While seeing the agents' human side makes for good drama, "Graceland" overdoes it, interspersing dangerous action scenes with too many uninspiring romantic segments. -- "Falling Skies," season 3 premiere, Sun, 9p, **TNT.** The humans have an edge over the aliens; *Noah Wyle*'s character, an academic, now is president (it worked for Jed Bartlett); joining the battle are Gloria Reuben and Robert Sean Leonard, barely recognizable as a talented hermit; and things seem less desperate. Still, problems exist, some Shakespearian, others not. To avoid details, we'll say only that the opening 2-hr ep is strong enough to think the Spielberg-produced series could repeat '12's opening numbers (5.6mln viewers) and again rank as basic cable's #1 summer drama (25-54s). -- "Weather that Changed the World," Sun, 9p ET, Weather. If this terrific, weather-oriented re-telling of the Hindenburg disaster is typical of this 9-week series, viewers are in for a treat. Beyond the original footage, commentary by Weather's Eric Fisher is excellent. -- Notable: Golf's fine doc about Lee Trevino (Sun, 5p ET) is a nice warm-up for Open week. -- Seth Arenstein

Basic Cable Rankings					
(5/27/13-6/02/13)					
Mon-Sun Prime					
1	TNT	2.8	2746		
2	USA	1.9	1843		
3	DSNY	1.7	1717		
4	HIST	1.6	1555		
5	FOXN	1.5	1511		
6	TBSC	1.4	1373		
7	A&E	1.2	1226		
8	NBCS	1.1	888		
9	HGTV	1.0	1025		
9	ESPN	1.0	981		
9	DISC	1.0	945		
9	DSE	1.0	71		
13	FX	0.9	907		
13	FOOD	0.9	897		
13	ADSM	0.9	878		
13	TLC	0.9	841		
17	AMC	8.0	830		
17	LIFE	8.0	805		
17	NAN	0.8	789		
17	APL	0.8	772		
21	SYFY	0.7	725		
21	BRAV	0.7	676		
23	SPK	0.6	616		
23	TRU	0.6	582		
23	BET	0.6	563		
23	FAM	0.6	551		
23	ID	0.6	544		
23	OWN	0.6	512		
23	LMN CMDY	0.6 0.5	511 531		
30	TVLD	0.5 0.5			
30 30	EN	0.5 0.5	516 481		
30	CNN	0.5	471		
30	VH1	0.5	458		
30	MSNB	0.5	430		
30	HALL	0.5	417		
30	OXYG	0.5	357		
30	H2	0.5	329		
30	DSJR	0.5	321		
40	MTV	0.4	419		
40	ESP2	0.4	364		
40	HLN	0.4	355		
40	TWC	0.4	355		
40	NKJR	0.4	341		
40	NGC	0.4	335		
40	HMC	0.4	205		
	elsen data supp				



June 12, 2013 Washington Convention Center 8:00 - 9:30 am

Next Gen Networks: What do you have? What do you need?

CableFAX invites you to attend the CableFAX TECH Breakfast, in conjunction with The Cable Show, on June 12 in Washington, DC. Join the CableFAX editorial team and a panel of carefully selected experts for this highly engaging and interactive breakfast session.

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