

# CableFAX Daily™

Friday — December 6, 2013

What the Industry Reads First

Volume 24 / No. 236

## Jain's In: Former Insight Exec to Become TWC COO

It was evident by the \$3bln price that **Time Warner Cable** paid for Insight's systems last year that it thought the MSO was well run. Soon-to-be CEO *Rob Marcus*' appreciation for Insight was on further display Thurs with his announcement that *Dinni Jain* will join as COO Jan 13. Marcus becomes chmn/CEO Jan 1 with *Glenn Britt*'s retirement. At Insight, Jain had served as pres/COO for about 6 years, still in that post when TWC bought the company in '12. "Dinni is about the most talented operations executive I ever met," former Insight CEO *Michael Willner* told us. "He has a deep passion for all those mundane but absolutely critical functions and processes that make the difference between bad, good, and great. His hugely competitive nature drives him to always strive for greatness such as that which we achieved under his direction at Insight." Jain came to Insight in '02 as CFO after years in the UK cable industry. A few years ago, he recounted for us what it was like when he first joined the US side of the business. "I was shocked that everyone was smiling all the time. Every time I'd be in a room with other MSOs someone would be handing someone else an award," he said, which he found puzzling given that churn was 3 times higher than what he was used to across the pond. Jain and Willner, who now serves as software firm **Penthera**'s pres/CEO, set out to make radical changes that included measuring employees not on cash flow growth but on metrics such as upgrades, reducing disconnects, customer service, telemarketing and so on. Insight's customer satisfaction scores ultimately increased by nearly 50% between '03 and '09. Given TWC's bloody 3Q that saw 306K video sub losses, Jain's expertise could be put to good use reversing the tide. And if acquisition chatter becomes reality, he has experience guiding a company through the acquisition process. "He has a great track record and shares my commitment to creating a performance driven, customer-centric culture at Time Warner Cable," Marcus said in a statement. "Over the past year we have strengthened our executive ranks with the hiring of *Artie Minson* and *Phil Meeks*. Dinni is yet another complementary addition to our already world-class management team, and I couldn't be more delighted to have him at the helm of our operations."

**On the Hill:** Lots of hallelujahs from industry trade associations over the House's passage of **Judiciary** chmn *Bob Goodlatte*'s patent reform bill Thurs. **NAB**, **CEA** and **NCTA** all sent their love in the form of statements

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from their CEOs. The bill passed 325-91, with 27 Republicans and 64 Dems voting against it. Next stop is the Senate. The White House has said it supports the legislation. -- Several consumers groups aren't pleased with the Consumer Choice in Video Devices Act introduced by Rep *Bob Latta* (R-OH) and *Gene Green* (R-TX) last year. The groups, including **Public Knowledge**, **New America Foundation's Open Technology Institute** and **Free Press**, said in a letter to House communications subcommittee head *Greg Walden* (R-OR) that the bill would amend the Communications Act to restrict **FCC** authority to promote competition in video devices, such as cable set-tops. The bill seeks to remove the FCC's ban on set-tops that integrate security and surfing functions.

**Reorg:** A reorg at **Fox Sports** sees former Fox Soccer gm *David Nathanson* appointed to the newly created role of gm, COO of **Fox Sports 1** and **Fox Sports 2**. *Bill Wanger's* title shifts from Fox Sports' evp, programming and research to evp, programming, research & content strategy. Both report to Fox Sports pres, COO & exec prod *Eric Shanks*. The move follows the recent promotion of former Fox Sports co-pres and COO *Randy Freer* to pres, COO of **Fox Networks Group**. Reporting to Nathanson are *Scott Ackerson*, who becomes evp, news; *George Greenberg*, whose title is now evp, content integration & presentation; and *Michael Bloom*, who remains FOX Sports' svp, original programming. Nathanson will continue to manage **Fox Soccer Plus**.

**At the Portals:** As part of the **FCC's** Connect America Fund initiative, more than \$255mln was authorized to offer new broadband access to over 400K homes and businesses in rural areas of 41 states, connecting about 1mln people lacking service, the agency said. AL received the most funding (nearly \$28mln), followed by TN (\$26.2mln) and WeV (\$22.3mln).

**Spectrum Dealings:** **DISH** seems to have signed up to bid in the **FCC's** upcoming H Block spectrum auction. Though the list of bidders released by the FCC doesn't name the satellite provider specifically, **DISH** reportedly participated as "American H Block Wireless LLC." Other bidders include small wireless carriers like **nTelos**, which is partnering with **DISH** to offer mobile services. The auction is scheduled for Jan 22.

**TVE: Verizon FiOS** continues to expand its out-of-home viewing options with its FiOS Mobile app upgrade that adds 16 more channels. That makes the new total for out-of-home viewing 25 channels, depending on subs' TV package. The channels include **AXS.tv**, **beIN SPORT**, **beIN Sport Espanol**, **Bloomberg TV**, **Cine Sony Television**, **Cooking Channel**, **Encore**, **FEARnet**, **NFL RedZone** (tablet only), **Showtime**, **Showtime Extreme**, **Sony Movie Channel**, **Starz**, **Trinity Broadcast**, **Universal Sports** and **TVGN**.

**Aereo:** Following its expansion earlier this year to metropolitan areas in cities like Boston, Miami, Houston and Dallas, **Aereo** will launch its service in the Baltimore area on Dec 16. The company will announce additional launches throughout the remainder of the year.

**Digital:** Approx 2 weeks after **Comcast** launched its digital video store, which allows subs to purchase movies and store them in the cloud, it became the #1 digital seller of both "Despicable Me 2" for the week ending Dec 3 and "The Hunger Games" for each of the past 2 weeks. The MSO is making some movies available weeks before they can be rented or purchased on Blu-ray and DVD. Purchased titles can be found in the On Demand menu. Comcast plans to "rapidly expand the catalog even further," it said in a blog post.

**Social TV: zeebox** is telling viewers to get a room, virtually. The second screen app, backed by **Comcast NBCU** and **Viacom**, scored a deal with "The Wendy Williams Show" to embed zeebox's TV Room feature to the show's website. The branded social TV platform allows viewers to interact with talents and each other. Check out the full story at **CableFAX.com**.

**Programming:** **IFC** said yes to another round of *R Kelly's* "Trapped in the Closet" next year. To celebrate, the net is re-running all 33 chapters of the hip hopera on Sat, starting at 5:15pm. -- With *Lindsey Vonn* planning her return to the slopes this weekend, **Universal Sports** plans to air all of this weekend's alpine races live, with live streaming at universalsports.com. Since the conclusion of last year's winter sports season, Universal Sports has increased distribution by nearly 80%. **Verizon FiOS** is currently running a free preview of the net through Jan 31. -- New net **Esquire** premieres 10-ep, youth football docu-series "Friday Night Tykes" on Jan 14 with 2 back-to-back eps. -- **HGTV** will air a full day of programming on Jan 1 starting with "Rose Parade 2014." The day also includes new half-hour

# BUSINESS & FINANCE

eps of "Island Hunters," "Beachfront Bargain Hunt," "Caribbean Life," "Hawaii Life" and "Living Alaska," as well as the premiere of new 1-hour series "Vacation Home For Free."

The all-day lineup will continue into primetime with the premiere of "Dream Home 2014." -- **Cooking Channel's** "Emeril's Florida" returns Jan 5 for a 2nd season. -- **Fuse** will premiere its "Funny Or Die's Billy On The Street" on March 12. The 10-ep, half-hour series is part comedy, part game show.

**Doing Good:** More than 1300 guests were expected to enjoy the Holiday Rock & Roll Bash to benefit **The Lustgarten Foundation** Thurs night. More than \$1.9mln, an all-time high, was raised for the Foundation's pancreatic cancer research. It's the 13th benefit, hosted by **Cablevision, AMC Nets** and **The Madison Square Garden Co.** Since its inception, the Bash has raised nearly \$17mln for pancreatic cancer research.

**People:** **Comcast** hired former **Yahoo** ad exec **Todd Porch** to be vp/gm of **Comcast Wholesale AdDelivery**, a cloud-based distribution platform.

**Obit:** **Archer Taylor**, who built one of the 1st cable systems in MT, has passed away at age 98. Taylor served as chief engineer for several cable systems and formed **Malarkey & Taylor Consulting** in DC in the 1960s. His resume also includes stints on the **NCTA** board.

## CableFAX Daily Stockwatch

Company	12/05 Close	1-Day Ch	Company	12/05 Close	1-Day Ch
<b>BROADCASTERS/DBS/MMDS</b>					
21ST CENTURY FOX:	32.74	(0.17)	HARMONIC:	7.33	0.02
DIRECTV:	65.38	(0.37)	INTEL:	24.26	0.52
DISH:	54.09	0.53	JDSU:	12.32	0.07
DISNEY:	70.23	0.26	LEVEL 3:	30.30	0.09
GE:	26.45	(0.19)	MICROSOFT:	38.00	(0.94)
<b>MSOS</b>					
CABLEVISION:	16.21	(0.08)	MOTOROLA MOBILITY:	14.52	(0.23)
CHARTER:	127.27	(2.16)	NIELSEN:	42.70	(0.15)
COMCAST:	49.08	0.20	RENTRAK:	36.23	(0.72)
COMCAST SPCL:	47.31	0.08	SEACHANGE:	14.40	(0.2)
GCI:	9.47	(0.06)	SONY:	17.79	(0.1)
LIBERTY GLOBAL:	84.05	0.38	SPRINT NEXTEL:	8.00	0.05
LIBERTY INT:	27.49	(0.23)	TIVO:	12.72	0.06
SHAW COMM:	23.40	0.24	UNIVERSAL ELEC:	37.09	0.34
TIME WARNER CABLE:	132.53	0.33	VONAGE:	3.28	0.05
<b>PROGRAMMING</b>					
AMC NETWORKS:	63.46	(0.86)	YAHOO:	38.87	0.74
CBS:	58.26	0.17	<b>TELCOS</b>		
CROWN:	3.32	0.03	AT&T:	34.25	(0.35)
DISCOVERY:	83.99	(0.19)	VERIZON:	48.91	(0.46)
GRUPO TELEVISA:	28.33	(0.69)	<b>MARKET INDICES</b>		
HSN:	58.29	0.15	DOW:	15821.51	(68.26)
INTERACTIVE CORP:	56.06	(0.72)	NASDAQ:	4033.16	(4.84)
LIONSGATE:	30.34	(0.77)	S&P 500:	1785.03	(7.78)
MADISON SQUARE GARDEN:	56.10	0.37			
SCRIPPS INT:	72.85	0.19			
STARZ:	27.82	(0.24)			
TIME WARNER:	65.59	0.15			
VALUEVISION:	6.20	(0.21)			
VIACOM:	81.71	0.16			
WWE:	14.49	0.13			
<b>TECHNOLOGY</b>					
ADVANTAGE:	2.60	-0.00			
ALCATEL LUCENT:	4.51	0.16			
AMDOCS:	40.06	(0.39)			
AMPHENOL:	85.03	(0.13)			
AOL:	43.80	(0.81)			
APPLE:	567.90	2.90			
ARRIS GROUP:	21.36	0.56			
AVID TECH:	8.76	(0.09)			
BROADCOM:	27.30	0.43			
CISCO:	20.91	(0.34)			
CONCURRENT:	7.50	(0.03)			
CONVERGYS:	20.21	(0.22)			
CSG SYSTEMS:	28.57	(0.26)			
EHOSTAR:	49.28	(0.46)			
GOOGLE:	1057.34	(0.84)			

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# PROGRAMMER'S PAGE

## Mob City

Edward Burns plays the infamous mobster Bugsy Siegel in Frank Darabont's latest TV venture "Mob City" (premiered Dec 4 on TNT), but he's best known for creating independent films like *The Brothers McMullen*, in which he acts, writes and directs. Get comfortable, TV world. After working with TNT, Burns has decided to give his own show a go: Come February, he'll shoot the pilot for "Public Morals," a period police drama set in 1967 New York. We spoke with Burns about the shows and working in TV versus film. **What drew you to Mob City originally? Are you a fan of film Noir?** I'm a big fan of Film Noir. My mom first turned me onto it because she was a big Cagney fan, and then when I was in film school I studied it and fell further in love with the genre. The reason I ended up on the show was really because of Frank. He offered me the part of Bugsy, and it was sort of a no brainer. Great words, an A-list director who not only knows what he wants, but recognizes when he gets it—which is pretty rare. **Is there anything that you learned from Frank Darabont that you're applying to the Public Morals pilot?** He was given total creative control. I have been watching what's been going on with these great shows on television in the last 12 years. The networks and executives have recognized that if you've got someone that has an individual voice and a specific vision for a show, they're leaving them alone. And they're giving them sort of the room to draw these characters—and we the audience are reaping the rewards of that... [TNT's] *Michael Wright* said hey, would you ever be interested in doing your own show? I wrote a script, gave it to them, and they liked it enough that we're going ahead and shooting our pilot in February. **[For the rest of the Q&A check out CableFAX.com].** - Kaylee Hultgren

**Reviews:** "Six by Sondheim," Mon, 9:30p, HBO. Understand this doc is a paean to composer/lyricist *Stephen Sondheim*, not a critical examination. Still, there are many reasons to praise it, few having to do with Sondheim's musicals. Anyone who writes, words or music, or has tried to, will benefit from Sondheim's erudition about process. Film people will devour its graphics and terrific editing of vintage interviews. For everyone else, it's a chance to become excited or re-energized about musicals, seeing Sondheim interpreted by actors known for other things, including *America Ferrera* ("Ugly Betty"), **Disney** stalwart *Dean Cain* and *Mandy Patinkin* ("Homeland"), to name a few. -- "Bonnie & Clyde," Sun, Mon, 9p, **A&E, History, Lifetime**. A mistake in the fine "Bonnie and Clyde" film (1967) was its portrayal of Texas Ranger Capt *Frank Hamer*, which led to a successful suit for defamation of character. A&E's decent if longish re-telling treats Hamer more fairly, although *William Hurt* lacks the lawman's legendary toughness. While strong ratings are anticipated, we expected more depth from this "epic event" than its shoot-outs and great costumes. -- "The Chase," Tues, 8p, **GSN**. Warning: watching this entertaining and educational U.K. import (Americanized nicely by GSN), featuring Welsh trivia smarty *Mark "The Beast" Labbett* could become addicting. Watching superminds working, Labbett's and others, makes good TV. - *Seth Arenstein*

Basic Cable Rankings (12/02/13-12/08/13)			
	Mon-Sun	Prime	
1	ESPN	2.6	2536
2	DSNY	1.9	1870
3	HALL	1.8	1582
4	USA	1.6	1536
5	AMC	1.3	1229
6	TBSC	1.2	1179
6	FOXN	1.2	1179
8	DISC	1.1	1070
8	HIST	1.1	1068
8	TNT	1.1	1065
8	FAM	1.1	1018
12	LIFE	1.0	986
12	A&E	1.0	947
14	NAN	0.9	887
14	ADSM	0.9	858
14	HGTV	0.9	846
14	BET	0.9	819
14	DSE	0.9	67
19	FX	0.8	738
20	TLC	0.7	711
20	CMDY	0.7	697
20	FOOD	0.7	687
20	SYFY	0.7	656
20	BRAV	0.7	655
20	ID	0.7	630
26	TVLD	0.6	608
26	SPK	0.6	600
26	ESP2	0.6	539
26	FS1	0.6	514
26	HMC	0.6	307
31	APL	0.5	488
31	VH1	0.5	483
31	TRU	0.5	464
31	MSNB	0.5	444
31	LMN	0.5	398
31	NGC	0.5	395
31	DSJR	0.5	332
38	EN	0.4	430
38	MTV	0.4	363
38	NKJR	0.4	310
38	DXD	0.4	306
38	H2	0.4	293
38	OXYG	0.4	271
44	CNN	0.3	318
44	TRAV	0.3	303
44	GSN	0.3	267

\*Nielsen data supplied by ABC/Disney



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