5 Pages Today



Set-top Vote: Divided FCC Approves NPRM to Unlock Box

Despite strong opposition from the cable community, the FCC OKed chmn Tom Wheeler's controversial proposal to open up the set-top market to 3rd parties in a 3-2 party line vote during its Open Meeting Thurs. The comment period for the NPRM is 30 days, and it will probably be a while before a final vote on the item drops as standards for the proposed framework are still being worked on. In light of the opposition's claim that the FCC's plan is time- and cost-consuming because it will require a new box and significant network re-engineering. Wheeler said consumers won't be required to stop using the box they have now or purchase a new one if they don't want to. And with the video industry moving away from a box-centric business model, Wheeler said his proposal isn't a box-based approach. "I am all for eliminating the box. We are moving towards an apps economy. The only difference between an app and hardware is moving from hardware to software," he said, explaining that what's important is that consumers have choices. "Right now whether it's box or app, they don't have a choice... They (set-top boxes and apps) should both be open so consumers can choose." As for criticism that the effort could lead to copyright, privacy and security issues and will allow 3rd parties to sell ads around video content, Wheeler said his proposed rules specifically prohibit vendors from doing that. He reiterated that the proposed rules won't change video companies' contractual arrangements. Ads by 3rd parties are among GOP commish Aiit Pai's concerns. "Nothing in this proposal would prevent a set-top box manufacturer from replacing the commercials in a television show with commercials sold by that manufacturer. And nothing in this proposal would prevent a set-top box manufacturer from adding commercials to a program," he claimed. While Democrat commish Jessica Rosenworcel backed the proposal, she acknowledged that "important questions have been raised about copyright, privacy, diversity—and a whole host of other issues in a marketplace that has been tough for competitive providers to crack." She urged the agency to explore all of the issues in the proceeding. She even described the rulemaking as "complicated," saying "the most successful regulatory efforts are simple ones." Instead, the plan "describes three information streams for navigation services, work that needs to be done by standards bodies, a medley of security systems, and a trio of parity requirements." That means the proposal needs to be streamlined, "because in the end for consumers to enjoy the bounty of what we have proposed-execution is all," Rosenworcel said. Republican commish Michael O'Rielly shared much of Pai's concerns. The plan could "strip content produc-

FEATURED SESSION:

Keynote: The Future of TV: Which Screen Wins?

KEYNOTE:



Laura Martin, CFA Managing Director Needham & Company, LLC One of the sharpest analysts covering media and entertainment, Needham & Co.'s Laura Martin will talk about why media stocks lost billions of dollars of market cap in 2015 and what's driving their valuations in 2016.

She will also make a compelling case on why the Future of TV demands fully exploiting both linear and online opportunities, and why the most valuable content companies are those with multiple revenue streams that embrace immersive content across all screens.

Cablefax Multiscreen Summit Tuesday, March 8, 2016 | New York City

Register at www.CFXMultiscreenSummit.com

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March 8 | 8:00 – 10:00 am | New York City

Web Content Director of the Year

Supplemental Web Content (one-time)

truTV - Impractial Jokers Live Punishment

Turner Entertainment Networks - Conan

XFINITY from Comcast - XFINITY Digital

Supplemental Web Content (ongoing)

Bravo Media - Odd Mom Out Branded

Food Network & Cooking Channel -

Duff's Sweet Spot Food Network & Cooking Channel -

American Cable Association - Matt Polka
 Food Network - Alton Brown,

NBCUniversal - Evan Shapiro

Time Warner Cable - Best Use of

Comcast - #FirmaMiTweet /

ARRIS Group, Inc. - @ARRIS

truTV - #HaveUFoundtruTV Campaign

AMC - Fear The Walking Dead: Flight 462

Turner Entertainment Networks - AT&T and CONAN 360 Virtual Reality at Comic Con Turner Sports - 2015 NCAA March

WE tv - Misster Ray's Reality Wraps

Retail Educational Sales Tool

National Geographic Channels -

ESPN - ESPN.com Redesign &

National Geographic Channels -

American Genius Website

XFINITY from Comcast - STUDIO XFINITY

Breakthrough Interactive Companion Site

Comcast Spotlight - ComcastSpotlight.com

Bleacher Report - BleacherReport.com

Turner Sports - @NBAonTNT Twitter

Syfy - Z Nation: Find Murphy Time Warner Cable Media - Auto

Glow + Syfy - Sharknado 3

Use of Video/Moving Image

Facebook Recruiting

Bleacher Report

#SignMyTweet

Video Mailer

Madness Live

Web Site Design

Syfy - Syfy.com

Web Site Redesign

AMC - AMC.com

20th Anniversary

Syfy - Blastr.com

UP ty - Upty.com

AMC - Badlands' Fight Camp

INSP - Christmas in the Smokies

REELZ - Miss USA Broadcast

Kevin Sullivan, YES Network

Turner Sports

Special

Content

Tweeter

Star Salvation

SundanceTV - Rectify

WE tv - WE Tell All

Camp Cutthroat

truTV - @truTV

Use of Facebook

WWE

Use of Twitter

Visits Taco Bell

Welcome Guide

WWE

Cablefax's SITAL AWARDS BREAKFAST

Congratulations to our Pre-Announced Winners!

Digital PR Campaign of the Year truTV - #HaveUFoundtruTV Campaign

Digital Rookie of the Year Sampson Simmons, Poker Central

FINALISTS

Ad/Series of Ads

- Bleacher Report Sports Alphabet Aerobics BYU Broadcasting - BYUtv Sports:
- Blue Runs Deep Pop TV - Ads/Series of Ads for VisitSchittsCreek.com

- Best App Corporate Comcast Cable Papal Map App
- **Crackle/Sony Pictures Television** -
- Crackle DIRECTV

Best App – Network

- A+E Networks HISTORY HERE App
- BYU Broadcasting BYUtv Food Network & Cooking Channel -
- Food Network's In the Kitchen SundanceTV - SundanceTV App
- WWE The WWE App (with WWE Network)

Best App – Program

- Syfy Expanse VR App
 Syfy Syfy Sync for 12 Monkeys
 Turner Sports 2015 NCAA March
- Madness Live
- Turner Sports 2015 PGA Championship (Android)

Best Cable Network Website

- A+E Networks HISTORY.com AMC - AMC.com
- **E! Entertainment**
- Food Network & Cooking Channel -
- FoodNetwork.com Pop TV - POPTV.com

- **Best Content Marketing/PR** NBCUniversal - TV Everywhere Brand Marketing Campaign
 - Time Warner Cable Media TWCM
- NewFront 2015: Epic Connections Turner Entertainment Networks - AT&T and CONAN 360 Virtual Reality at Comic Con

Best Regional/Local Programmers

- Website
- Cox Media Arizona Cox7 Arizona
- **News 12 Interactive**
- YES Network YESNetwork.com

Best TV Everywhere/

- Authentication App (Programmer)

 A+E Networks HISTORY APP
- AMC AMC.com
- ESPN WatchESPN
- Turner Sports 2015 PGA Championship Live

Best TV Everywhere/Authentications App (Operator)

- Comcast Xfinity TV Go
- **DIRECTV** Directv TVE
- **DISH Anywhere**
- Time Warner Cable TWC TV

Mobile Marketing Campaign of the Year Turner Entertainment Networks - AT&T and CONAN 360 Virtual Reality at Comic Con

Online Newsroom Turner Sports - Bleacher Report's Team Stream News Room

Best TV Everywhere Technology (Vendor) Bottle Rocket - AWE, a TV Everywhere

- platform powered by Bottle Rocket Clearleap - TV Everywhere Solution Kaltura - MotorTrend OnDemand for
- Motor Enthusiasts

Best Visual Design

- **BYU Broadcasting -** Granite Flats
- Comcast Cable X1 Onboarding Program Glow - GLOW + Syfy, Dominion
- National Geographic Channels -
- Saints & Strangers Website
- Syfy Syfy.com Turner Sports Bleacher Report Media Lab

Best Website Navigation

- AMC AMC.com DIRECTV
- Food Network & Cooking Channel -
 - FoodNetwork.com Verizon FiOS fios.verizon.com

Blog or Series of Blogs

- AMC Better Call Saul's Letters From Saul Discovery Channel - Discovery.com's
- DSCOVRD Blog
- Time Warner Cable Untangled Blog

Digital Executive of the Year

- Peter Blacker, Telemundo Media
- Mac McKean, AMC
- Romina Rosado, E! Entertainment Michael Spirito, YES Network
- Dan Suratt, A+E Networks

Digital Team of the Year A+E Networks

- AMC
- Discovery Channel Shark Week 2015
- **ESPN Digital Media**
- SundanceTV
- Viamedia WE tv
- WWE

- Digital Marketing Campaign Comcast XFINITY Language Choice
- Comcast Cable X1 Conversion Campaign NBCUniversal 2015 Social Boost
- **Ovation Television Network Minute** With Mick
- truTV Impractial Jokers FAN-Tastic Countdown
- Turner Entertainment Networks AT&T and CONAN 360 Virtual Reality at Comic Con
- WWE WrestleMania 31

Editorial Excellence

- AMC AMC.com National Geographic Channels -
- Breakthrough Interactive Companion Site
- National Geographic Channels -Killing Jesus Website
- SundanceTV sundance.tv

- Facebook Campaign Cox Communications Meta Millennials Integrated Facebook Campaign
- OWN: Oprah Winfrey Network Belief
- truTV Impractial Jokers Live Punishment Special

Online Store/Merchandizing Mediacom Communications Corporation -Mediacom E-Commerce Social Media Marketer of the Year

Allison Hoffman, Starz Entertainment

Turner Sports - NCAA.com SXSW

National Geographic Channels -

National Geographic Channels -

USA Network - www.whoismrrobot.com

Bravo Media - Odd Mom Out: V.I.M. (Very

National Geographic Channels - Saints &

Turner Sports - NBA.com's Mt. Rushmore

Crown Media Family Networks (Hallmark

Turner Entertainment Networks - Conan

Bleacher Report - The Simms and Leftkoe

Sony Pictures Television Networks -

Turner Sports - NCAA.com Features

Online Community/Social Networking

Food Network & Cooking Channel -

BYU Broadcasting - Studio C

AMC - Mad Men: The Fan Cut

Important Mom) Perks Program

Turner Sports - NBA TV Fan Night

Strangers Website **Pop TV** - "The Orwell Games": Big Brother After Dark

Selection Show

Official Show Website

Breakthrough Website

Killing Jesus Website SundanceTV - Rectify

Food.com

Online Contest

Best Duos

Online Games

Original Content

Channel) - Cat Center

Syfy - Dominion: Revelations

YES Network - YES or No

SundanceTV - Rectify Podcast

Turner Sports - The Drop (from The

Channel) - Kitten Bowl II Food Network & Cooking Channel -

Social Good Campaign
Crown Media Family Networks (Hallmark

Crown Media Family Networks - Hallmark

Channel's Countdown to Christmas 2014

NBCUniversal -OWN: Oprah Winfrey Network - Belief

Pop TV - "#GetOnTheBoat" Rock This

Pop TV - #SchittsCreek Vine Campaign

Turner Sports - PGA Championship

truTV - Impractial Jokers Live

Hannibal Sync App

Visits Taco Bell

Podcast or Videocast

#BakeItForward

#SignMyTweet

WWE - Connor's Cure

Boat Vine Campaign

Punishment Special

WWE - WrestleMania 31

Social Media Dream Team

Glow + Syfy - Sharknado 3
 TruTV - @truTV

Event Info & Registration: www.Cablefax.com/march8

Bravo and Oxygen Media

Social Media Campaign Comcast - #FirmaMiTweet /

Podcast

Starters)

Cablefax Daily

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ers of their rights to control the distribution and presentation of their content," ultimately subject OTT providers to the same regime, and would devalue video content, he said. Wheeler's response: Content providers already put programs on **Roku**, tablets and other non-traditional platforms, implying his proposal wouldn't change the way content is protected and secured.

Box Backlash: While the vote was very much expected, pay-TV companies and groups were furious. Just moments after the **FCC** voted on the set-top proposal, **DISH** execs were asked about it during the company's 4Q earnings call. "The video industry is undergoing a true wave of innovation and experimentation as evidenced by the success of OTT services like our very own Sling TV," said DISH gen counsel *Stanton Dodge*. "As we sit here today, consumers have unprecedented choices in terms of video apps and services available to them. It's really not clear to us that any new regulation is needed to encourage innovation. In fact, it could actually hinder it. But we haven't seen the actual terms of the proposed rules." The rules simply don't make sense, said the **Future of TV Coalition**, which has been leading the fight. "We believe that once the Commissioners review a full record reflecting these harms, they will determine that this kind of technology mandate is both destructive and wholly unnecessary," it said in a statement. Adding to the opposition lineup are 17 indie content providers that include actress and **UnbeliEVAable Entertainment** founder *Eva Longoria.* The group wrote to lawmakers Wed arguing the FCC's plan would put their businesses' survival at risk. **Comcast** will provide input and hopes the FCC will "ultimately decide against this major step backwards for consumers and the video marketplace," sevp and chief diversity officer *David Cohen* wrote in a blog post. Vocal backers of the proposal include Rep *Anna Eshoo* (D-CA) and *Ed Markey* (D-MA), as well as consumer groups such as **Free Press**.

DISH's Day: DISH's Charlie Ergen didn't offer up many details on renewal negotiations with Viacom. Viacom CEO Philippe Dauman recently revealed that the 2 have reached a short-term contract extension. That's positive in that the networks are still on DISH's lineup, CEO Ergen told reporters Thurs. Earlier, during DISH's 4Q earnings call, Ergen said it "would take a really material disagreement for us not to renew with a current content provider that has any type of meaningful viewership." Another possible positive sign were Ergen's comments that he encourages his team to look for every possible way to get a deal done and that the benefit of the doubt goes to the programmer because it has helped build DISH's business ("Viacom is one of those long-term partners for us."). Networks that have tangoed with DISH before may feel differently. It wasn't all hearts and flowers from Ergen: "People have to be realistic that the viewership of their channel relates to the value of their channel. The availability of their content in other places to the consumer-they shouldn't be forced to pay for it twice." Wells Fargo Securities estimated that Sling TV added about 100K subs in 4Q and DBS lost about 112K, both above the consensus. DISH reported sub losses includes both satellite losses and Sling TV gains, which analyst Craig Moffett complained distorts not just sub addition metrics, but every other metric, from ARPU to churn to SAC to margins. "Even with the inclusion of Sling TV subscribers, DISH's subscriber base has contracted for three straight quarters and for the full year," said a research note from MoffettNathanson, which earlier this week lowered DISH's price targets and shifted to a neutral to bearish view on the stock. DISH's net income fell to \$747mln for the year, from \$945mln (it incurred a \$516mln expense related to FCC wireless auction). Revenue for the full year rose 3% to \$15.07bln. DISH shares closed down more than 6% Thurs.

Discovery Earnings: Discovery Comm shares were down as much as 9% Thurs after the company posted mixed 4Q earnings reports. Total rev was down 2% YOY to \$1.6bln as net income dropped 16% to \$219mln partly due to pressure from foreign currency rates. The good news, at least according to CEO *David Zaslav*, is pay-TV sub trends seemed to have improved since the previous quarter. "There seems to be a change in the universe dynamics... Most consumers seem to want the big bundle," he said. In addition, "the skinny bundle noise seems to have dissipated." Meanwhile, Zaslav noted *Oprah Winfrey* has the option to reduce her stake in **OWN**, the jv with Discovery. "If we have an opportunity to own more of the channel, that's only a good thing for us... We're very confident in it. It has a great niche and strong IP. If over time as our interest grows, if we have an opportunity to consolidate it, that would be very favorable for us. But in the meantime it's a 50-50 venture," Zaslav said. Through her investment firm Harpo, Winfrey has the option to require Discovery to purchase Harpo's interest in OWN every 2.5 years. A priority for Discovery moving forward is TV Everywhere. The company is working closely with **Comcast Cable** on expanding access to Discovery content through the MSO's X1 platform. "It's really paying off for us, and we've always said TV Everywhere is a great platform where we can monetize and we are," Zaslav said.

GOP Town Hall: CNN came out on top in Wed's GOP Town Hall in SC, averaging 2.3mln total viewers, followed by Fox

BUSINESS & FINANCE

02/18

Company

Cablefax Daily

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News (2.1mln) and MSNBC (1.2mln), according to Nielsen Fast National data. CNN will host another Republican debate Thurs, featuring John Kasich, Jeb Bush and Donald Trump. Wed's Town Hall included Ben Carson, Marco Rubio and Ted Cruz.

ACA's Court Filing: NCTA and **ACA** filed a joint brief with the DC Circuit supporting the FCC's 2015 decision that cable ops face effective competition nationally based on the 50-state presence of **DirecTV** and **DISH**, which have about 33mln subs combined. Broadcasters and local franchising authorities are challenging the Commission's order, which found that satellite TV penetration stood at 34% nationally and that competing MVPDs combined had at least 15% penetration in each of the country's 210 Designated Market Areas. "The FCC's decision to adopt a rebuttable presumption that cable operators are subject to effective competition nationally is reasonable, supported by the record, and within the FCC's statutory authority," ACA pres/CEO Matt Polka said in a statement.

<u>On the Circuit</u>: NCTA chief *Michael Powell* will address the audience at **WICT's** Senior Executive Summit, taking place March 13-17 at Stanford Univ in Palo Alto. The Summit is an invitation-only, master class program that allows participants to use hard data and case studies to hone their leadership skills and cultivate new business strategies.

Close Ch BROADCASTERS/DBS/MMDS GRAY TELEVISION:..... 10.64 (0.53) MEDIA GENERAL: 15.54 (0.29) MSOS CHARTER: 171.94 0.03 LIBERTY BROADBAND:...... 47.81 0.76 SHAW COMM: 17.27 0.15 TIME WARNER CABLE: 187.75 0.07 PROGRAMMING

21ST CENTURY FOX:	
AMC NETWORKS:	65.06 (0.49)
CBS:	45.79 (0.77)
CROWN:	
DISCOVERY:	
DISNEY:	95.17 (0.33)
GRUPO TELEVISA:	
HSN:	45.84 0.20
LIONSGATE:	
MSG NETWORKS:	15.54 (0.1)
SCRIPPS INT:	55.32 (0.59)
STARZ:	
TIME WARNER:	64.62 (0.07)
VIACOM:	
WWE:	15.24 (0.23)

TECHNOLOGY

TECHNOLOGI		
ADDVANTAGE:	1.64	(0.04)
AMDOCS:	58.19	0.10
AMPHENOL:	52.10	0.08
APPLE:	96.26	(1.86)
ARRIS GROUP:	21.33	(2.91)
AVID TECH:	7.32	0.04
BLNDER TONGUE:	0.44	.UNCH
CISCO:		(0.03)
COMMSCOPE:		(0.56)
CONCURRENT:	5.46	0.05
CONVERGYS:	24.84	(0.19)
CSG SYSTEMS:		(0.09)
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Stockwatch			
Company	02/18 Close	1-Day Ch	
ECHOSTAR:		(0.14)	
GOOGLE:		(11.05)	
HARMONIC:		0.22	
INTEL:		(0.05)	
INTERACTIVE CORP: .		0.38	
LEVEL 3:		(0.72)	
MICROSOFT:			
NETFLIX:	90.49	(4.27)	
NIELSEN:		(0.56)	
SEACHANGE:		(0.21)	
SONY:		0.04	
SPRINT NEXTEL:		0.08	
TIVO:	7.86	(0.08)	
UNIVERSAL ELEC:		0.62	
VONAGE:			
YAHOO:		0.05	

TELCOS

AT&T:	36.99	0.35
CENTURYLINK:	30.32	0.59
FRONTIER :	4.54	0.12
TDS:	23.83	(0.05)
VERIZON:	50.94	0.62

MARKET INDICES

DOW:	16413.43	(40.4)
NASDAQ:		
S&P 500:	1917.83	(8.99)

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PROGRAMMER'S PAGE Top Secret

When the series "Catfish" premiered on MTV in 2012, it became the highest-rated launch in network history. The tales of fake profiles on social media are still hooking viewers with Season 5 set to debut Wed at 11pm, but Catfish's producers are expanding their horizons with new series "MTV Suspect" (premieres Wed at 10pm). This time, it's all about secrets with Catfish host Nev Schulman joined by LGBT activist, actor and artist iO Tillett Wright. Social media isn't at the forefront, with Schulman and Wright instead trying to help friends and family figure out what a loved one is hidingbe it an addiction, depression, gender identification, or something else. "Nev wanted to explore issues beyond people lying to each other online. Suspect allows us to go broader... and really in a lot of ways, help people get stuff off their chests so they feel better and their relationships become stronger," said Suspect and Catfish exec producer David Metzler. It's important to note that the tone here is less "gotcha" and more concern. The addition of iO strikes the right balance, with the co-host exuding compassion and often tearing up and asking the secret keeper for a hug. "Nev also has a very big heart. The two of them together make it a very special show," Metzler said. As brands try to understand and relate to a younger generation, the Catfish and Suspect crew might make for good role models. Metzler describes the audience as smart, curious and as a group who hold storytelling to a high standard. "They are not going to accept simple answers. They want to immerse themselves in the story, but they want to know why people are doing things," he said. "It's really up to us to tell a story that reflects their lives back to them a little bit. We strive to give them something to talk about and think about after they're done watching." - Amy Maclean

Reviews: "Baskets," Thurs, 10pm, FX. Viewers seem to either love this dour comedy series or not. Those expecting laughs from the creation of Louis C.K., Zach Galifianakis and Jonathan Krisel about a struggling clown need to look elsewhere. There's not a single joke in next week's ep. That's not to say "Baskets" lacks moments of emotional greatness. Louie Anderson's pitch might be imperfect, but he's a revelation as the borderline personality that is Ma Baskets, and Galifianakis shines playing both Baskets brothers. -- Far more upbeat is "Cesar 911" (Season 3 premiere, Fri, 9pm, Nat Geo Wild), who ventures from the sunny confines of CA to the bitter winter of NYC to counsel Jerry Seinfeld, his wife and daughter. At issue: The Seinfelds' pair of dachshunds, Jose and Foxy. Jose goes berserk when someone's at the door, while Foxy dislikes Jerry. Although Jerry predicts his hounds will bury Cesar, the Seinfelds have nothing but praise for him at show's end. A more distressing case shares the bill, as a rescue dog terrorizes a dog-friendly community, literally biting other pooches. Cesar sinks his teeth into this one, emerging victorious. -- "When Calls the Heart," Season 3 premiere, 9pm, Hallmark. Ratings-grabbing "Heart" is back for more heart-stopping drama. Not really, but its squeaky sweetness could cause diabetics to reach for their insulin. - Seth Arenstein

	Basic Cab	e Ran	kinas
	(2/08/16		•
	Mon-Su		
1	FOXN	1.0	2379
2	TNT	0.9	2172
3	AMC	0.8	1861
4	USA	0.7	1721
4	HGTV	0.7	1717
6	DSNY	0.6	1420
6	FX	0.6	1401
6	TBSC	0.6	1385
6	DISC	0.6	1372
6	CNN	0.6	1327
11	ESPN	0.5	1219
11	HIST	0.5	1174
11	ID	0.5	977
11	DSE	0.5	113
15	ADSM HALL	0.4 0.4	1073
15 15	FOOD	0.4 0.4	1031 986
15	TLC	0.4	883
15	LIFE	0.4	867
15	MSNB	0.4	842
15	NAN	0.4	832
22	A&E	0.3	762
22	SPK	0.3	737
22	BRAV	0.3	709
22	DSJR	0.3	663
22	SYFY	0.3	661
22	TVLD	0.3	650
22 22	VH1 NKJR	0.3 0.3	633 512
22	HMM	0.3	487
31	FRFM	0.2	582
31	APL	0.2	557
31	CMDY	0.2	522
31	MTV	0.2	514
31	TRAV	0.2	497
31	OWN	0.2	497
31	WETV	0.2	497
31	EN	0.2	494
31	BET	0.2	481
31	LMN	0.2	468
31	GSN	0.2	464
31	INSP	0.2	460
31 31	CNBC DXD	0.2 0.2	424 417
		0.2	717

*Nielsen data, supplied by ABC/Disney, is based on coverage area of individual networks



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