

# BROADCAST Dialogue

The Best Broadcast Briefing in Canada

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Christensen Communications Ltd. \* 18 Turtle Path \* Lagoon City ON \* L0K 1B0  
[www.broadcastdialogue.com](http://www.broadcastdialogue.com) \* [howard@broadcastdialogue.com](mailto:howard@broadcastdialogue.com)

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**T**V/FILM: **Corus, Shaw, Fairfax** and **Pattison** are said to be interested in **Canwest Global's** specialty and conventional networks. Canwest needs an investor willing to put up to \$65-million into the company as part of a larger restructuring aimed at relieving Canwest's crushing debt. Canwest's financial advisers at **RBC Dominion Securities** are said to have settled on the four potential bidders last week. Now, RBC is trying to get the best terms from one of them. If a deal is struck with RBC for the broadcast properties, the "winning" bidder would then face a gauntlet of financial and regulatory hurdles, none of which are a shoe-in. Fairfax is allied with former **Alliance Atlantis** CEO **Michael MacMillan** and CFO **David Lazzarato**. RBC Dominion is running a separate auction of Canwest's newspaper holdings, not including the **National Post... CHFD-TV Thunder Bay** has applied to the **CRTC** to pull the plug on its **CTV** affiliation. **Thunder Bay Electronics**, the owner of CHFD-TV, says it hasn't been able to negotiate a new program supply deal with CTV. If approved, CHFD will operate as an independent but would source non-local programming from **Canwest Media**. Thunder Bay Electronics, one of the few twin-stick owners in the country, also owns and operates the **CBC TV** affiliate in that city, **CKPR-TV... The Broadcast Research Council** (BRC) meets Jan. 21 in Toronto for the annual mid-season TV review. For info, contact **Taylor Kormann** at TVB, 416-413-3864... **Telesat** will acquire a new direct broadcast satellite, to be called

**Nimiq 6**, from **Space Systems/Loral** (SS/L). **Bell TV** has agreed to lease Nimiq 6 for its 15-year lifetime... **Morgan Freeman** has succeeded the late **Walter Cronkite** as the announcer for the introduction of the **CBS Evening News**. Cronkite died in July.

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**S**IGN-OFFS: **Lewis (Uncle Lew) Ross Roskin**, 89, in an Edmonton hospital after complications from a fall at his home. With the exception of military service during the Second World War, he always worked in radio, beginning in 1937 at **CJOC Lethbridge** as an announcer. From there, Roskin became the first PD at **CJOB Winnipeg**, worked at **CFRN Edmonton**, became GM at **CJDC Dawson Creek**, GM at **CFCN Calgary**, Assistant GM/GSM at **CHED Edmonton**, GM at **CKLG Vancouver** and, in 1965, was the co-founder, President and GM of **CHQT Edmonton**. After selling CHQT and semi-retiring in 1992, Roskin formed a consulting company and was active until his passing... **Hal "The Bear" Lee**, 71 at the Carleton Place Hospital. When **CKBY-FM**



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**Ottawa** went country in 1972, "The Bear" crossed over as morning Newscaster and Senior News Editor, a post he held until 1987.

**RADIO:** At least nine people at **CKUA Edmonton** – the Alberta community-supported radio station – will lose their jobs after the station lost a key contract with the provincial government. CKUA has been managing *Alberta's Emergency Public Warning System* for 17 years, a contract worth \$700,000 a year to the station (15% of its operating budget). GM **Ken Regan** says five people were laid off this week and another four will lose their jobs in March... This morning (Thursday), **SHORE 104 Vancouver** will move from 104.1 to 104.3 and, according to GM **Roy Hennessy**, will gain a 25% increase in overall power. The hike will take the signal as far away as Vancouver Island and deeper into the lower mainland... **CBC** and Toronto-based **e-Radio** have unveiled a new technology that harnesses FM to activate household appliances at energy-saving times of the day. The made-in-Canada technology uses a micro-chip receiver installed in home appliances to receive FM signals. Eventually, the goal is to allow people to control their household appliances from wherever they are, through Internet connection on their mobile phones... **Cool 100 (CHCQ-FM)** and **Classic Hits 95.5 (CJOJ) Belleville** are moving this week to new digs, away the original downtown site. The new address for the stations (**Starboard Communications**) is 497 Dundas St. W., Belleville K8P 1B6. The phone numbers won't change... **WhiStle (102.7 CIWS-FM) Stouffville**, near Toronto, may be about to go off the air. The community station could not reach agreement with its landlord... Rocker **Bryan Adams** has won the Allan Waters Humanitarian Award for his fundraising and charitable efforts. **The Canadian Academy of Recording Arts and Sciences** will make the presentation this spring... **97.3 EZ Rock Toronto** is now **Boom 97.3**, with a sell line of *Toronto's Greatest Hits*. Boom made its debut on Boxing Day.

**GENERAL:** **Corus Entertainment** posted a \$73.9-million profit in its fiscal first quarter, up 82% over the same time last year. Ad revenues, it said, began to rebound in November. Net earnings amounted to 91 cents per share, on a diluted basis, an increase from 50 cents per share or \$40.6 million a year earlier. Corus said its overall revenues rose to \$222.3 million from \$216.8 million. Revenue from the Corus radio division fell by about \$4.5 million to \$71 million while TV revenue from specialty cable channels increased by about \$10 million to \$151.3 million in the quarter... Broadcast and broadcast-affiliated persons named as **Officers of the Order of Canada** are: **Burton Cummings; Yves Jacques; Pierre Nadeau; Bruce Phillips; Ivan Reitman; Carol Stephenson; and Neil Young**. Most recent **Members of The Order of Canada** are: **Calixte Duguay; Jean-Claude Labrecque; and Margaret Lyons**... In Winnipeg, the **Canadian Women in Communications (CWC)** Power Hour takes place Jan. 20. For more info on "Pitching & Producing Interactive Media", click [www.cwc-afc.com](http://www.cwc-afc.com)... And in Edmonton Jan. 21, the CWC hosts a Speed Networking session. Contact Sue Timanson for details: [sue.timanson@corusent.com](mailto:sue.timanson@corusent.com).

**REVOLVING DOOR:** Tom Scott is the new GM at Rogers-owned **CKY-FM/CITI-FM Winnipeg**, moving from **Citytv (CHMI-TV) Winnipeg** where he remains GM until a successor can be found. Scott moved to Citytv in Oct./2008 after working at **MTS TV Services** and at **Global Specialty Services** in Winnipeg. Former CKY/CITI GM **Greg Letawsky** is now with the Rogers Radio cluster in Vancouver full-time as Market Sales Manager... Former **Sound Source Toronto** President/GM **Jean-Marie Heimrath** has joined **SparkNetworks** as Executive VP, based in Toronto. SparkNetworks, a newly formed content development and syndication division of radio services company SparkNet Communications. officially opens its doors March 1. Most recently, Heimrath was an international media services consultant... Morning show Announcer **Ted Bird** is gone from **CHOM-FM Montreal**. He pulled the plug over differences with management and that the classic rock station's younger audience wasn't a fit for him anymore... **Arbitron** President/CEO **Michael Skarzynski** suddenly resigned those positions, and from the company board, apparently over allegations that he gave false or misleading testimony before the U.S. Congress. Succeeding him is **William Kerr**, Chairman of the board of **Meredith Corp.**... **Ron Hewat**, after 51 years in the radio business, retired Dec. 31 from his Specialty Sales Manager's job at **CFRB Toronto**. Hewat had done play-by-play for the Maple Leafs and the Canada Cup, helped build the Toronto Blue Jays' first radio network and hired play-by-play Announcer Tom Cheek. He got his start in 1958, when Foster Hewitt (no relation) hired him to work 12-hour weekend shifts. Shortly afterwards, Hewat began doing intermission interviews at Leafs and Marlies games and eventually became the colour man on Leafs radio broadcasts. But the big break was in 1968 when he was handed the play-by-play job... **Jim McKenny** is no longer with **Citytv Toronto**. The former **Toronto Maple Leaf** had been Sports Director... **Dave Kelly**, the long-time co-Host of **Citytv Calgary's Breakfast Television**, left the station after his last show the Thursday after Christmas. He'd been doing mornings since the show originated as *The Big Breakfast* on the old **A-Channel** 12 years ago. He moved to **Kelly Brothers Productions**, a film and live production company begun with his brother... **Brent Preston**, ex **Northwoods Broadcasting** GM at **MIX FM (CJRL) Kenora**, has been promoted to GM at the company's **CJUK-FM/CKTG-FM Thunder Bay**, previously owned by **Newcap**. Preston remains Group Sales Manager for the Northwoods properties. In the Spring of 2007, he succeeded **Hugh Syrja** as GM/GSM at MIX FM. His previous broadcast background included being GM at **CFAN-FM Miramichi**... **Corus Radio Hamilton's** Greatest Hits station (recently flipped from Country), **Vinyl 95.3**, has

**Bob Magee** and **Corrie Miller** in morning drive. Magee built his career at **CHUM Toronto** and was most recently at **CHFI Toronto**. Miller moved across the hall from sister station **Y108**. **John Novak**, who was part of **CKOC Hamilton's** line-up during the '70s and '80s, does middays, and **Gord James** is afternoon Driver. James spent five years at CKOC before moving to CHUM, where he spent the next 23 years... **Dave Hopkins** has become GSM at **K-ROCK/KIX Country/The LAKE Kingston**. Hopkins moved from **Corus London** where he was Retail Sales Manager... **Dave Warawa** is now GSM at **Newcap Edmonton**. It was a promotion from his Retail Sales Manager's position. **Kelly Walter**, ex of **Rawlco's Magic 99.9 Edmonton**, is now Newcap RSM... **Alan Dark** is the new Executive Director, Sales & Marketing at **CBC** in Toronto. For the past three years, he was Director of Sales for **CTV Digital Media** in Toronto... **Q99 Grande Prairie** PD **Paul Ouellette** has added morning show duties, succeeding **Kent Schumaker** who moved to **YL/KIX Peace River** as PD... **CKNW Vancouver** Promotions Director **Jamie Hunt** will take

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## GENERAL SALES MANAGER

102.9 K-LITE FM/OLDIES 1150/TALK 820 Hamilton

### RESPONSIBILITIES:

- Lead and support the sales team to achieve and exceed revenue targets including establishing comprehensive sales strategies to achieve those goals
- Help develop the strategic sales plan
- Execute the annual sales business plan
- Create opportunities to build sales through new contacts, partnerships, combined with sales strategies with other divisions, etc.
- Help create the station's visibility and positioning in the community through various activities (e.g. meetings with clients, Chamber of Commerce, etc)
- Hire, develop, and direct the sales team by fostering a cooperative approach and a motivating, positive and productive environment
- Provide proper training to the team and develop future managers
- Participate in the negotiation of annual agreements and client presentations.

### QUALIFICATIONS & SKILL REQUIREMENTS:

- 5 to 10 years experience in a similar or related position
- University degree in marketing or the equivalent
- Excellent knowledge of the media industry
- Driven, passionate and goal-oriented
- Good verbal and written communication skills
- Analytical and problem solving skills.

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early retirement effective Feb. 1. Hunt has been with CKNW for over 30 years, beginning his career as the *Eye in the Sky* pilot. That's where he met his wife, Traffic Reporter **Cathy Robertson**. Hunt was the **BCAB's 2007 Broadcaster of the Year...** **Andy Leblanc** is leaving his **CTV (CKCO-TV Kitchener) Southern Ontario** ND's job to move to Fredericton where his wife is pursuing a new career opportunity. Before he took that position in 2005, Leblanc was Assignment Editor and Assistant ND at **ATV Halifax...** **Larry Rose** of **CTV's Canada AM** will retire Feb. 11 after 49-years in broadcasting. Rose, a News Producer at CTV's morning show, began as a 16-year old at **CJAT Trail**. Stops along the way included **CBC-TV Vancouver**, **BCIT** in Vancouver, **Global Television** and as ND at **CKCO-TV Kitchener...** **JC Coutts** has returned to **The ONE Wingham** after three months as morning show co-Host at **103.9 MAX FM Moncton**. Coutts joined the morning show... **Karen Touma** is the new **Teletoon** Director of Marketing in Toronto. She's worked at **Armstrong Partnership LP** and served as Marketing Director for **Alliance Atlantis...** **Ocean 100 Charlottetown's** new PD is **Corey Tremere**. **Gerard Murphy** continues as MD and will also move to Promotions and Marketing.

**LOOKING:** **Astral Media Radio** in Hamilton is looking for a General Sales Manager. See the ad on this page... Other jobs we've heard about include: **CP24 Toronto** - Senior Producer; **999 Virgin Radio/BOOM 97.3 Toronto** - Program Director; **Astral Media Radio Terrace** - Program Director/Radio Operations Manager; **Astral Media Radio Toronto** - Retail Sales Supervisor; **Astral Media Radio Edmonton** - Creative Writer; **Virgin Radio 96 Montreal** - Afternoon Host; **FAN 590 Toronto** - Program Director; **CKNW AM980 Vancouver** - Promotions Director; **CBC Toronto** - Sr Manager, Production Services; **CBC Montreal** - Manager, Post Production Operations and a Strategic Sourcing Manager; **CBC Edmonton** - Regional Manager of Media Operations & Technology and a News Director; and, **100.5 Kruz-FM Peterborough** - Morning Co-Host/News caster.

**SUPPLYLINES:** **CBC/Radio-Canada** is inviting proposals to acquire and manage its transmission site towers, real estate assets and supporting infrastructure... **Peter Gillespie**, ex of **Grass Valley** and based in B.C., has

moved to **Applied Electronics** in Toronto as Manager, Broadcast Systems Division. Gillespie succeeds **Kim Edmonds** who retires at the end of March (upon completion of his work at the Vancouver Olympics). Edmonds will continue with Applied on a contract basis.

**NEW SUBSCRIBERS THIS WEEK INCLUDE:** **Gerry Currie, Newcap Radio Sudbury.** Welcome!