Chris McCosky, Brad Emons editors/591-2312

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Risak

## PASS concept: narrowcasting

N THE BEGINNING there was television.

And the masses rejoiced in a singular cry of cestary.

"More Lucy!" they shouted. "More Honeymooners!! More Ed Sullivan!"

Their needs were simple. To producers tilled them thusly, turning out more of the same types of shows.

them thusly, turning out more of the same types of shows.

Then came sports, and TV was transformed. Instead of just an occasional local basebail or footbail game, weekly shows presented a variety of sports. National broes were created. Texans cheered lustily for John Unitas as he guided the Baltimore Colta patt the New York Giants in the 1958 NFL championship game. Again the people rejoiced, although It wasn't the unanimous mass of television's earlier years. Specialization had been introduced. There were now shows targeting a certain segment of the audience.

NEXT CAME cable TV. Further specialization the audience narrowed to a greater degree. The choices facing the viewer multiplied; the audience was segmented even more. Now television has reached the regional cable stage; certain programs for certain members of a

stage: certain programs or certain audience.
This latest evolutionary development birthed
PASS — Pro Am Sports Systems, the Troy-based
firm that, in the 15 months since it's creation, has
spread to 86 cuble affillates throughout Michigan
and Toledo, including every system in suburban

Detroit.

Which means that enough people are interested in PASS to pay the subscription price, which is sometimes twice that of 24-hour pay television stations like HBO or Showlime. PASS broadcasts between four and five hours a day, with rates ranging from 38 to 815.

Paging rrom as to 27 states and 18 programming emphasizes live and local, with 88 Detroit Tager games, 42 Piston contests and several of the state's college events.

"I'm in the entertainment business," shyr Bill Wischman, vice-president and general manager of PASS. "I'es people can't go out to the stadium, they can watch it on PASS."

Wischman must have a bit of carnival roustabout in him, too, considering the variety of his duties. In varying degrees, he handles finances, administration, negotiations, marketing and programming.

inances, administration, negociations, markeding and programming. He also must adeptily balance the PASS
He also must adeptily balance the PASS
concept, which has a built-in contradiction, on a very narrow perch it is to work. He must sell a sport lirst, then convince his audience he can put that sport in their living room.
And he must do it while not taking any fans out

And no must us to to stadium seats.
"If people don't want to go down to the stadium." Wischman explains, "they won't watch it at home."

AND IF TOO many people stay home to watch, teams like the Tigers and Pistons aren't likely to allow PASS to keep televising home games. That would be a huge chunk of PASS. The Tigers are the system's backhone, while the Pistons are the main attraction in the winter month. Collegiate sports, such as Michigan State and University of Michigan football, bastchall was the property of the property of the property of the property in the property in the property of the property in the property in

and University of Michigan football, baaketball and hockey, are also key ingredients, but without the Tigers and Pistons the system would never last. So far, Wischman has been able to keep his act balanced. "No sport that we cover has dropped in attendance," he points out. "We promote attendance," he points out. "We promote attendance," he points out. "We promote attendance," he points out. "The promote attendance," he points out. "The promote attendance," he points out. "The promote attendance," he points out."

His philosophy is simple: "To deliver local sports to local fans — to bring local games to them."

them."

His method is just as plain: Interest people in
the sport, get them out to the stadium, create a
following strong esough that, when they can't go,
they'il turn on PASS and watch.

DEVELOPING AN audience for a regional CASS is restricted to areas of Detroit sports teams) cable system that, according to Wischman, offers "70 percent of the time, live broadcasts of local sporting events," is no easy tak, Financial pitfalia shound, as other regional systems will attest. "I won't get into a bidding war," says "Wischman, who started his professional career as an accountant before joining ON-TV, the overthe-air pay TV station that operated in Detroit from 1979 to 1983. "I guess that's the unfortunate thing about being an accountant — I understand the realities of the business." Several of his cable cohorts didn't, like Sport View of Nashville, the system that paid an enormous sum to ledvise Big Ten football games last year. Sport View went bodily-up, and the conditions of the world the state of the world the state of the world the state of the world the property of the world the property of the world the property of the world that they would have been paid." Wischman points out. The bankrupty of Sport View and Corr of the cature 40 football games this fall after televising a dozen last year.

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## Wolverine crowns 13 champs



Wolverine VI Soccer Tourney, which attracted 234 teams to Schoolcraft College.

The event generated \$1 million for

The event generated \$1 million for the local business community. It also produced 13 youth soccer champions among the 234 teams from throughout the midwest and Canada, which competed last weekend in the sixth annual wolverine tournament at Schoolcraft College. Some strict annual results were moved to the sixth annual Becautennial Park because rain played have with acheciuling and the condition of the fields.

"We had three rain delays Friday and that created problems with rescheduling," said Mary Gans, School-iraft College Athlette Director. "But if other than that, I felt we were well y received by soccer teams in other areas.

"We'll pretty much have the case."

areas.

"We'll pretty much have the same format next year. It takes a lot of people working and helping to make it go."

It took 4,000 soccer players to make it go as well.

SEVERAL TEAMS from the Observ-r-Eccentric coverage area came away

with titles.

The most impressive performance was turned in by the Livonia Florist Hawks, a Girls Under-16 team which outscored its opponents 34-3 in six victories.

outscored its opponents 34-3 in six victories.

The defense was led by fullbacks
Becky Dimitrou, Rosemary Hally, Stacil Hendershott, Kris Schultz and Shannon Stacherski, Goalie Lyun Shelly
posted shutouts in quarterfinal, semilinal and final round action (a 4-0 win
over the Cincinnati Celitics).
Center striker Shari Acticelli paced
the offense with eight goals.

"Acticell was the key to our offense,"
said Hawks coach Paul Dugan, "She is
an outstanding worker who always
gives 110 percent.
"Her name is "Ace" and and she is
definitely our ace in the hole."
Equally as impressive was the Plymouth Stingers of the Western Suburban
Soccer League, who outscored five op-

ponents by a combined score of 13-2 en route to the Girls Inder-14 crown.

"WE DON'T RELY on one person," said Stingers coach Don Smith, "The scoring is really spread out.

"We don't have any hig girls, but we like to control the ball. And they like to work together. We don't kick and chase the ball down, We wear teams out, especially in the second half. They're in good condition."

In the final, the Stingers beat the Troy Challengers for the third time this season, 2-0, raising their overall season record to 24-2-2.

Like the Hawks, the Stingers, comprised of eight players from the Plymouth-Canton area, four from Farmington and four from Northville, will compete in the Midwest Regionals July 19-21.

Meanwhile, the Vardar III soccer clubs, comprised primarily of Livonia players, came away with two boys agergroup crowns.

The Under-13 Vardar squad blanked

players, came away with two boys age-group crowns.

The Under-13 Vardar squad blanked the Ann Arbor Flames for the title, 4-0, while the Under-18 team edged the Mount Clemens Carpathla Kickers for the championship, 2-1 Teams from Troy also farred well. Troy United took the Boys Under-15 division with a 2-0 triumph over the Westerville (Ohio) Dingos, The Michi-gan Metros, another Troy-based team, beat the Brighton Strikers, 4-3, for the Boys Under-16 crown.

Boys Under-16 crown.

HERE ARE THE RESULTS of other
boys champlonship games: Cincinnati
(Ohio) Sycamore Arenal 4, Toledo Pacesetters 2 (Under-10); Aburn Hills
Dynasty 2, Windsor (Can.) Palarzi 1
(Under-12); Cincinnati Queen City Aresthere are the control of the control of the control
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## Pride on line in sandlot star game

By Chris McCosky staff writer

The Livonia Cardinats (striped jersey) were ousted in the first round by eventual boys 18-under champs Vardar during the

that writer

The Detroit Times began the game back in 1945. The now defunct newspaper rounded up the best amateur baseball players from across the state to take on the city team at Briggs Stadium (now Tiger Stadium).

A player from each team was elected to play in a New York sandot all-star game. The first star of stars chosen was a youngster named Billy Pierce, who went on to distinguish himself in the American League. Others to play in the game were former Tiger greatb Bill Freehan and Wille Bioton.

The annual sandiot all-star game has changed over the years. The Detroit Free Press picked up the game when the Times folded in 1960. Later, Mike Adray assumed control.

But through 40 years, the game lives. Mooday, four groups of all-stars will clash in a pair of games at Tiger Stadium.

At 10 a.m. all-stars from the Livonia.

um.
At 10 a.m., all-stars from the Livonia Collegiate Basebail League will take on an all-star team from the Detroit Adray League's first, third, fifth- and seventh-place teams. At 12:30 p.m. the Lansing-area all-stars will play Detroit Adray stars from the second-, fourth-and sixth-place teams.

A TRIP to New York is no longer at stake. But the game provides the sandlot players a chance to play at Tiger Stadium, a dream come true for most players. It also gives the players a chance to demonstrate their skills bere a large audience of major league

For the Livonia stars, there's even mora at stake.

Maria to vin." said John Moraitis. Redired Little Caesars coach who will guide the all-star leam Monday.

We've always been told that we're the weaks league. I think we can play weaks league. I think we can play the contest.

Don't have always been told that we're the weaks league. I think we can play be the company of the University of Michigan baseball team. Adray Photo is company of Eastern Michigan players.

In contrast, the LURL is limited by geographic homdaries. Little Caesar must carry a certain percentage of

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Redford players. Livonia Adray must carry a certain percentage of Livonia players. Though there are a good num-ber of experienced college players in the LIBL, there are an equal number of high school players and college freahmen.

ACCORDING TO Morris Moorawnick, who has been involved with the allistar game for all 40 years, Detroit carries an edge in the series.

"Scores of all-star games are negligible," Moorawnick said. "Nobody remembers who wins or loses. I think between times and Detroit has woo five. Usually Livonia plays Lansing and I think they're only lost once to Lansing in 10 games."



Tickets to all Detroit Lions home games go on sale Monday, July 22. Get your seats early and be part of the action at the Silverdome in '85.

Get your seats early and be part of the action at the Si
LION TICKET OUTLETS
Main Office: Pontias Silverdone, (313) 335-4151
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'Nominal service for added to face value of ticket.

1985 LIONS HOME GAME SCHEDULE

Date	Local Time	Team	No. of Tickets
Aug. 9	8:00 p.m.	Buffalo Bills	
Aug. 23	8:00 p.m.	Cincinnati Bengals	
Sept. 15	1:00 p.m.	Dallas Cowboys	
Sept. 29	1:00 p.m.	Tampa Bay Buccancers	
Oct. 20	1:00 p.m.	San Francisco 49ers	
Oct. 27	1:00 p.m.	Miami Dolphins	
Nov. 17	4:00 p.m.	Minnesota Vikings	
Nov. 28	12:30 p.m.	New York Jets	
Dec. 15	1:00 p.m.	Green Bay Packers	
Dec. 22	1:00 p.m.	Chicago Bears	

Enclosed is my check/money order for \$.

MAIL ORDER TO LIONS TICKETS, P.O. BOX 4200, PONTIAC, MICHIGAN 46057 and enclose a self-addressed, stamped envelope for speedler return. Order early to insure the best possible seat locations.

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son tickets are still available at \$125 each. Call the Lions at (313) 335-4151 for further details.