

RADIO BUSINESS REPORT™

VOICE OF THE RADIO BROADCASTING INDUSTRY®

**SHOWCASE.
2 NETWORKS.
5 STATIONS.
25 STUDIOS.
300 USERS.**

*At EMMIS,
It Adds Up to
AudioVAULT.*

EMMIS Communications' \$25 million headquarters in Indianapolis did the math and built the most notable radio installation in the U.S. with AudioVAULT as its digital audio delivery system.



Thanks, EMMIS, for putting your trust in Broadcast Electronics and AudioVAULT.



Solutions for Tomorrow's Radio

www.bdcast.com
or (888) 232-3268

RADIO NEWS

Purchase options factored into CP auctions	2
September 28 is the big day—the auctioneer will man the megaphone and find buyers for broadcast CPs that have been in limbo, in some cases, for years.	
Pacing: 1999 continues to outstrip 1998	2
Greater Media, UCC weigh in con and pro on LPFM	2
Clear Channel won't like Saga inspired by its Des Moines deals	3
SBS set for Wall Street fiesta	3
Spanish format surges into third place	3
MediaAmerica showing CD Radio around the block	4
ABC will SEDAT it moves to StarGuide	4
Tree for the road? LA pirate mounts an antenna	4
WW1, SportsLine to act on pact	6
Nielsen in Dutch after \$2.7B purchase	6
Post-millennium ad growth slowdown anticipated	6

NAB PREVIEW

Your guide to the last NAB Radio Show of the 1900s	7-10
--	------

BROADCAST INVESTMENTS

Karmazin once again caught in the web	11
Deal ushers Cox into the ticket business	11

MEDIA MARKETS & MONEY

Jefferson City deal simmers complaints about Zimmer	12
Premier Radio Group will buy KOWS/KJMO from Zimmer, thereby watering down Zimmer's station cluster in the Columbia, MO area while increasing its own total.	
Maduri provides the Genesis of Salem's entry into Atlanta	12
If an Otter sees its Shadow, the DOJ will OK two deals	12
Triangle + Integrated Healthcare: Two pennies are better than one	13
One cheesesteak, hold the steak? Big Mouse moves into Philly	13
Chang is in the Dumfries after a literally un-Happy deal	13
Interep's Q2 numbers spell gains for Guild	13
Kantor canters over to the DG board	13
New Northwest expands as de Castro departs Tri-Cities WA	13

digital – not an expense – an investment!

Klotz will show your engineering team a digital audio platform that is truly an infrastructure investment—not a capital expenditure!

KLOTZ DIGITAL...You just have to speak to the right people

Call Us

Klotz Digital America, Inc.
5875 Peachtree Industrial Blvd., Suite 340 • Norcross, GA 30092
Phone: 678-966-9900 • Fax: 678-966-9903



Jim Carnegie	Publisher	Ken Lee	VP/GM Associate Publisher
Jack Messmer	Executive Editor	Cathy Carnegie	VP Administration
Dave Seyler	Senior Editor	Ronald Greene	Executive Director of Production
Carl Marcucci	Senior Editor	John Nellf	General Sales Manager
Tiffany Stevens	Associate Editor	Sean Drasher	Account Executive
Karen Maxcy	Associate Editor	Paul Curtin	Account Executive
Mona Wargo	FCC Research Consultant	April Olson	Admin. Assistant

CP sale: Options will count, says FCC

The FCC is continuing to shorten the leash on broadcasters, even though it won praises from that same group by relaxing ownership rules a few weeks ago.

The federal agency announced that all option-holders must be disclosed on Form 175 and will count at its 9/28 Broadcast Auction. The FCC considers an option-holder to be anyone who has an option to buy at least 10% of the shares of an entity participating in the auction.

The Commissioners decided to go ahead with the auction plan in April rather than hold comparative hearings as long-pending applicants had originally requested (*RBR* 4/19, p. 6). The upcoming Broadcast Auction will put a thaw to many applications filed before 7/1/97 that have been frozen while the FCC decided upon a method to award CPs. Congress decreed that all new allocations filed after that date must be auctioned.

Small parties participating in the auction should note that the new auction rules may be on their side: applicants with no interests in any other mass media facility will receive a 35% discount to lower the cost of a winning bid; applicants with interests in four or fewer media outlets will receive a 25% credit and interests in secondary sources, such as low-power TV, will not count as a media interest when awarding bids.—TS

LPFM + IBOC = long wait?

Call it a game of tag, and this time the FCC is "it." Greater Media has asked federal regulators to once again stop the clock on its remedy to diversify airwaves, saying a decision on low-power FM would be ill-made if decided before the implementation of IBOC DAB.

The group owner has asked the Commission for a 60-day extension for LPFM reply comments, pushing the date back to 11/1. Comments were due 8/2 and totaled nearly 7,000 pages.

Greater Media states that more time is needed to review the comments, especially the NAB's lengthy 600-page filing and other technical filings that

examine the impact of LPFM on IBOC. More time will also be needed as "part of this review process will likely necessitate the commissioning of new technical studies," writes Greater Media in the petition.

But Greater Media presents no new rationales, retorts the United Church of Christ along with other liberal activist organizations. The group says it is ready to submit reply comments on 9/1 even though it possesses fewer resources than Greater Media. "Many of the comments in this proceeding are not detailed pleadings, but are short affirmative or negative statements by individuals," writes the UCC. "Re-

The trend continues

This year's trend of exceeding last year's record-breaking sales pace shows no signs of ending. It's good news for radio, followed by more good news for radio. "The trend continues unabated," observed Miller, Kaplan, Arase & Co.'s **George Nadel Rivin**.

RBR/Miller Kaplan Market sell-out percentage report		
	1999	1998
Aug. 15	88.5%	85.0%
Sept.	76.8%	72.5%
Oct.	56.5%	50.4%

sponding to these statements do [sic] not require extensive analysis."

The group also attacks Greater Media's other claim that the agency should indefinitely wait until the IBOC proceeding is developed. "IBOC is still in a nascent state," adds the UCC. "If this advocacy were followed, however, the LPFM proceeding would not be closed until many years hence when IBOC is finalized."

We wonder, is that not the main point?—TS

©1999 Radio Business Report, Inc. All content may not be reproduced, photocopied and/or transmitted without written prior consent.

All material is protected by copyright law. Any violations will be dealt with legally.

Publishers of Radio Business Report, Mid-Week News Brief, The Source Guide, Manager's Business Report, Radio AdBiz and the Information Services Group database. Material may not be reproduced without permission.

Subscription Cost \$220.00

EDITORIAL/ADVERTISING OFFICES: 6208-B Old Franconia Road, Alexandria, VA 22310 (or) P.O. Box 782, Springfield, VA 22150

Main Phone: 703/719-9500 • Editorial Fax: 703-719-7910 • Subscription Phone: 703-719-7721 • Subscription Fax: 703-719-7725 • Sales Fax: 703-719-9509

Email the Publisher: JCRBR@aol.com • Email Editorial: radiobiz@aol.com

Email Sales: KenLeeRBR@aol.com • SeanRBR@aol.com • JohnNRBR@aol.com • PaulRBR@aol.com

Saga slams Clear Channel's Des Moines buys

Saga Communications (A:SGA) has filed a petition asking the FCC to deny Clear Channel's (N:CCU) deals to buy KASI-AM & KCCQ-FM for \$4M and KKDM-FM for \$7.35M (RBR 7/12, p. 6).

Citing BIA revenue figures, Saga claims that the acquisitions will boost Clear Channel's share of the Des Moines market's radio revenues from 37.9% to 43.9%. Although neither acquisition is large enough to require a federal antitrust filing, Saga used the DOJ/FTC merger guidelines and calculated the market's concentration using the Herfindahl-Hirschman Index (HHI)—concluding that the deals increased the HHI by 491 points, nearly four times the 100 point threshold for raising "significant antitrust concerns."

RBR observation: The service list for Saga's petition includes the DOJ's Antitrust Division, which may be the real target of this filing. Although no antitrust filing is required, DOJ can act on its own to investigate deals under the \$15M threshold. The FCC's legal authority to deny station acquisitions on antitrust grounds, when they comply fully with the 1996 Telecommunications Act, is questionable and, to date (despite a lot of saber rattling), **Bill Kennard** has been unwilling to test his dubious legal theory in court.—JM

SBS seeks \$535M on Wall Street

Raul Alarcon's Spanish Broadcasting System (SBS) is seeking to join the ranks of radio groups with publicly traded stock. SBS, the nation's second-largest Spanish radio group behind Hispanic Broadcasting (O:HBCCA), has filed with the SEC to sell up to \$300M in Class A common stock. SBS already has public bonds and it's filed a companion offering to the stock IPO which will sell \$235M in new senior subordinated notes.

Details of the stock offering will be filled in later (the company hasn't even selected a Nasdaq symbol yet), but regardless of the number of shares sold, Alarcon will retain majority voting control. He, his father, **P.R. Alarcon Sr.**, and father-in-law, **Jose Grimalt**, own all of the super-voting

Class B stock. The three may sell off some of their shares (which will convert to Class A) in the IPO, as will the Wall Street firms which own warrants from past SBS financings. Those sales will reduce the IPO proceeds actually going to SBS for expansion. A portion of the proceeds from the stock and bond offerings will be used to redeem all of SBS's 218,851 shares of preferred stock, worth \$225.9M.

SBS filed for a \$75M IPO 12/29/95, but withdrew the offering due to market conditions.

Since SBS has had public bonds for several years now (since 1994), its financial picture is well known. In its recap included in the IPO, the company noted that revenues for the first nine months of its fiscal year (Q3 ended 6/28) were up 28.9% to \$70.4M. SBS noted that its Chicago and New York stations were particularly strong, up 34.3% and 31.7%, respectively. Broadcast cash flow gained 46.8% for the nine month period to \$38.6M. After-tax cash flow was up 98.3% to \$11.5M. Underwriters: Lehman Bros., Merrill Lynch, CIBC World Markets—JM

Spanish format experiences the urge to surge

From Spring 1998 to Spring 1999, the Spanish format has garnered an extra 2.3 points of Arbitron listening, surpassing Country, AC and CHR. The chart below is an Interep number crunch of Arbitron ratings of 12+ population in the 93 continuously-measured markets.—DS

Format	Sp98	Sp99
News-Talk	13.9	13.5
Urban	10.3	11.0
Spanish	5.8	8.1
Country	8.5	7.9
Adult Contemp	8.6	7.8
CHR	7.6	7.7
Rock	5.0	4.9
Oldies	4.9	4.8
Classic Rock	4.4	4.1
Mod Rock	3.3	3.4
Smooth Jazz	2.6	2.5
Standards	2.9	2.4
Hot AC	2.4	2.3
Classical	1.5	1.4
Adult Altv	1.0	1.0

Source: Interep, based on Arbitron 12+ ratings

THE NAB RADIO SHOW

OMNI ROSEN HOTEL

By appointment only.

Call Don Bussell today to schedule your appointment at the convention.

QUESTCOM

MEDIA BROKERAGE, INC.

Charlotte, NC • (704) 948-9800 • Gaithersburg, MD

MediaAmerica intros agencies to CD Radio, signs CNN Noticias

Now that MediaAmerica/Jones was chosen (earlier this year) by upcoming Satellite DARS provider CD Radio (O:CDRD) as its exclusive rep to the advertising community, it has been informing agencies and buyers about the company's value for next year's commercial launch. MediaAmerica's General Market Sales department held (8/17) a breakfast welcoming the advertising community to take an up-close, personal look at CD Radio at its NY studios.

"There's a certain amount of commercial time that the individual channels [i.e. Bloomberg] will sell and there will be aggregated time that we will sell on behalf of CD Radio," said MediaAmerica CEO **Ron Hartenbaum**. "Our approach is going to be 'if you want to buy CD Radio, you don't have to worry about are they listening to this or that channel because we are going to deliver all of the channels for you on the CD Radio inventory.'" MediaAmerica will only be selling 50 of CD's 100 channels, as 50 are commercial-free music.

Competitor XM Satellite Radio's representation, so far, will remain in-house. Premiere, because of Clear Channel's investment (*RBR* 7/14, p.2) seems the likely outsourcing candidate.

After the recent announcement of marketing AP News (*RBR* 8/9, p.4), MediaAmerica is getting on the map with News offerings. CNN's Spanish-speaking news service—CNN Noticias—has chosen (8/16)

MediaAmerica for its rep. Noticias will be represented, marketed and distributed under MediaAmerica Director of Hispanic Radio **Mike Castello**, who will work directly with CNN Radio Noticias GM **Herb Sierra**.

"Up to now, there's been no real sustained effort toward top of the hour news or news service in Spanish radio. Those that have existed were essentially repackaging of Latin American news services. This is a product that's going to be designed for the Hispanic here," Castello told *RBR*.

Finally, Hartenbaum says an IPO may be on the horizon. "It's a very simple reality. We know what we want to do, which is to ultimately take Jones International Networks—our parent company—public. We're all directed toward one common goal: How do we get this to the point where we've got a compelling story to sell the public market."—CM

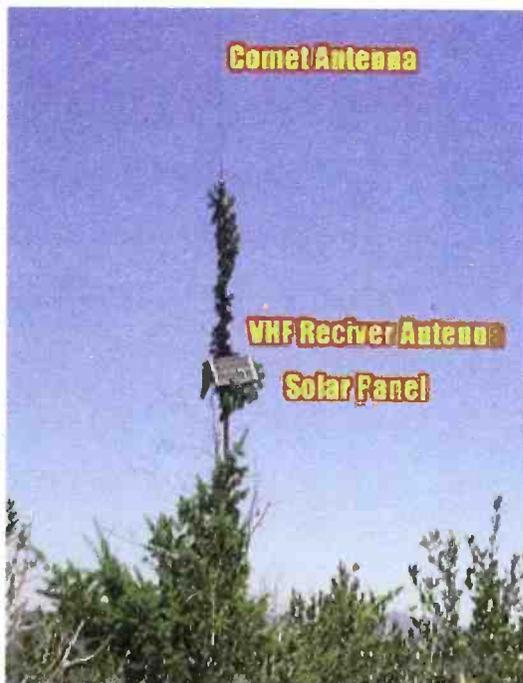
ABC signs with StarGuide Digital

The circle is closer to being complete: ABC Radio and ABC Radio Networks are the latest to sign (8/12) with StarGuide Digital Networks, helping to create the new store & forward satellite delivery standard ("StarGuide Express") that will transition the industry from SEDAT technology. Joining Clear Channel (N:CCU—*RBR* 6/7, p. 2), Premiere Radio Networks, Infinity (N:INF) and Westwood One, ABC now has the ability to leverage multiple platforms, last-minute delivery and changes of programming.

ABC continued on p.6

Bold pirate hides in tree

One Los Angeles area pirate radio operator is so proud of his unlicensed FM rig that he posted a photo on the Internet. The tower, camouflaged to look like the surrounding trees, is said to be on or near Mount Wilson. The solar-powered transmitter is activated by remote control (with a security code to prevent another pirate from pirating control) to rebroadcast programming sent from the secret studio on some undisclosed VHF frequency. Despite his unusual spelling of receiver, this pirate does appear to be rather clever.—JM



News Briefs

Entercom adds to Sinclair deal

Entercom (N:ETM) has finalized its deal to buy most of the Sinclair Broadcast Group (O:SBGI) radio properties, adding three stations and \$3M to the original deal (*RBR* 8/2, p. 12). Entercom will now pay \$824.5M for 46 stations. The additions are WSPA-AM, WORD-AM & WYRD-AM Greenville-Spartanburg, SC. Broker: Deutsche Banc Alex. Brown—JM

NAB urges parents to talk about violence

Did you catch last week's television PSAs aimed at helping parents talk with their kids about violence? If you blinked you may have missed them since the :15 and :30 spots only saw airtime between 8pm and 9pm last Wednesday. In case you did miss them, the NAB says it has provided the PSAs via satellite to local stations for future broadcasting and will also introduce a :30 companion radio spot at the NAB's Radio Show in Orlando next week. The PSAs are part of the "Talking with Kids About Tough Issues" campaign.—TS

XM debating hardware deals

XM Satellite Radio, currently under a quiet period awaiting its IPO, will be choosing between Ontario-based Unique Broadband Systems and another unnamed company for the hardware in its network of terrestrial repeaters. LCC International already has the contract for buildout of the system which will fill in reception gaps in urban corridors. The two companies are supplying prototypes. The final choice will be made in three months.—CM

Shane Media makes deal with RAB

To be announced at the Orlando show: Shane Media Consulting is coming on board with the RAB to partner in its Certified Radio Marketing Consultant (CRMC 2000) training and accreditation program. The new and separate program is called "CRMC Programmer's Accreditation."

Ed Shane, president of Shane Media, now a partner in the CRMC program, will look at the sales training information and coordinate the important points that will help PDs work more effectively with sales. "I've set up an advisory panel of programmers—people in the product side who have already achieved CRMC accreditation. They will help guide me through the re-writing process as I go through the study guide," said Shane.—CM

How to get higher ratings (on a lower budget)

TV is getting wildly expensive. Billboards are a reminder medium. Direct mail gets thrown away.

More and more radio stations across America are realizing that the most cost-effective way to get significant ratings increases is through **telemarketing**.

And now you can get your telemarketing from an expert: Recall Telemarketing. We're radio's first pure **specialist** in telemarketing.

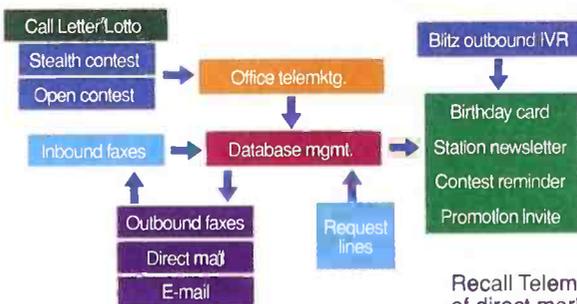
We make our calls from radio's largest and most technologically advanced telephone center. We make sure that your station stays top-of-mind with **multiple**

exposures of your message. And we use the latest techniques in database marketing to maximize the effectiveness of your program.

If you're thinking about commissioning a Fall '99 telemarketing project, call Joe Heslet, Brent Lightfoot, Hans Bengard, or Kurt Hanson, toll-free, at **1-877-4-NEW-TSL**.

NEW-TSL.

We're not a direct-mail house that does some telemarketing work on the side. We're the specialist you'll want on **your** side -- because we'll get you **results!**



Recall Telemarketing utilizes the full range of direct marketing techniques, but our specialty is the toughest and most important portion of the project: the telemarketing portion

Recall Telemarketing
Radio's first and only **specialist** in telemarketing

1-877-4-NEW-TSL

180 N. Wabash, Suite 201
Chicago, IL 60601
www.recall-telemarketing.com

ABC continued from p.4

localized ad inserts, and localized voice-tracked opens and closes for syndicated programming over satellite and Internet.

"This is an excellent way for us to upgrade the obsolete SEDAT system and bring our stations and affiliates into the next millennium of satellite delivery," said **Bert Goldman**, VP Engineering, Radio Division, ABC.—CM

Westwood and SportsLine strike three year deal

Westwood One (O:WON) and SportsLine USA (O:SPLN) have struck a three-year, \$9M programming and cross-promotional deal that includes SportsLine actuality distribution to WW1, CBS Radio Sports and the CBS SportsLine site. SportsLine will co-produce with WW1 a variety of pre-game, halftime and post-game updates, as well as scoreboard reports for live coverage of WW1- and CBS Radio Sports-covered games. In exchange, SportsLine gets on-air mentions across WW1/CBS Radio Sports broadcasts. "We get 450,000 shares of SportsLine stock in the exchange. This is a way of expanding

our holdings and expanding our promotional presence along with SportsLine," WW1 CEO **Joel Hollander** told *RBR*. "They have a great brand name on the Internet and we think they'll be able to do good things in conjunction with us."

The live events include NFL and college football (including Notre

Dame), college hoops, championship boxing and the US Open/Masters golf championships. SportsLine will also produce two weekly Sunday NFL shows: "NFL Today," 11A-12:30A ET and "NFL Sunday," 7:30P-8:30P ET. SportsLine's "The Drive," will also be syndicated by WW1 weekdays 10A-2P ET.—CM

VNU buys Nielsen rating service for \$2.7B

Dow Jones—Dutch publisher VNU's buy of Nielsen Media Research Inc. (N:NMR) of for \$2.7B will increase VNU's size, visibility and presence on the Internet. In addition to being the largest target VNU has ever gone after, Nielsen is a well-known name in the US, thanks to its television viewer rating service, usually considered the final arbiter of what size audience a given program has drawn.

Both company representatives and analysts were enthusiastic about the strategic fit between Nielsen and VNU, and investors applauded the deal, sending VNU shares up 4.8% in European trading. "VNU will be at the top of the marketing and information companies," said **Jerry Hobbs**, US chief executive of VNU. "VNU was #5 in the US before the deal, and Nielsen ahead of that."

Hobbs said Nielsen's information about viewers and viewing habits would complement VNU's information about consumer demographics and lifestyle, and about advertisement placement and performance, creating a database of disproportionately greater value for customers than either company would have had alone.

In addition to TV, buying Nielsen will give VNU entree into Nielsen's fast-growing Net Ratings business, which provides information about Internet advertising and customer behavior.

Hobbs said he expects Net Ratings, whose value VNU estimates at \$225M, to have its own IPO within the next year. In 1998, VNU had a net profit of 491M Euros (\$518.7M) on sales of 2.43B Euros (\$2.57B). Nielsen had net income \$48.8M on sales of \$401.9M.

Copyright 1999 Dow Jones & Co.

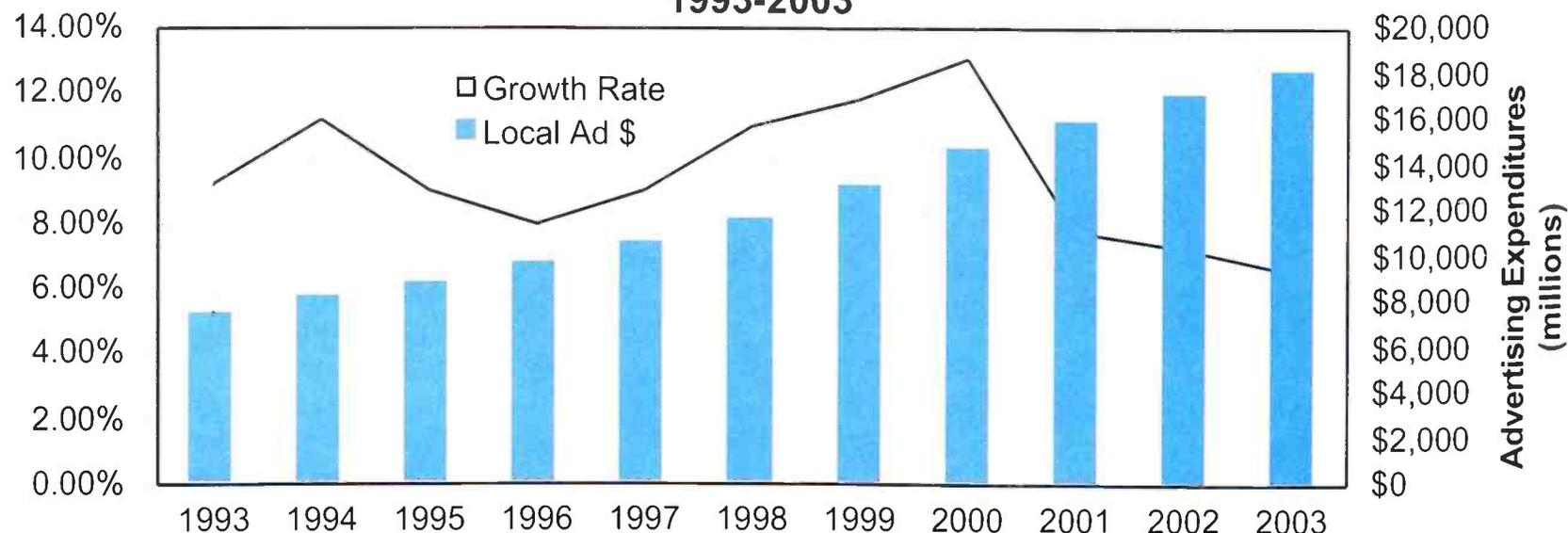
What about the next millennium?

Next year is expected to be a big year for advertising in all media. Forecasters may differ on just how big 2000 will be, but everyone agrees that the election/millennium year will be one for the ad revenue record books.

What then? How do you follow up on a growth rate that may come only once every thousand years?

Veronis, Suhler & Associates is forecasting a 13.1% gain in local radio ad sales next year. As the chart (below) shows, VS&A expects that growth rate to drop to 7.8% in 2001. The good news, though, is that local ad sales are expected to grow by more than \$1B in 2001, continuing the steady march toward \$18B+ in 2003. That will result in an impressive annual compound growth rate of 9.3% for the five-year period from 1999-2003.—JM

Growth of Local Radio Advertising Expenditures 1993-2003



SOURCE: VS&A

Florida sunshine beckons broadcasters to Orlando

Leave your tuxedo at home! This year's Marconi Awards Dinner and Show is "business casual." Besides, hosts **Bob Kevoian** and **Tom Griswold** of AMFM Radio Networks' "The Bob & Tom Show" probably couldn't be forced to appear in formal wear.

Entertainment for this year's gala, Thursday evening (9/2), is **Lyle Lovett** and his Large Band.

Randy Michaels is making a return appearance to the Group Executive Super Session, which is always the biggest crowd draw of each NAB Radio Show. Of course, this time he'll be representing a different company, Clear Channel Communications, where he now oversees one of the industry's three \$1B+ billing radio groups. Also on the panel from the \$1B+ trio is **Ken O'Keefe**, COO, AMFM Radio.

Rounding out the Thursday afternoon panel are **Dick Ferguson** from Cox Radio, Entercom's **David Field** and **Ed Christian** from Saga Communications. (Might we suggest that NAB include someone with less than \$50M in annual billings next year, just to add a little bit of a different perspective?).

Meet the Commissioners

FCC Commissioner **Gloria Tristani** is making her first visit to an NAB Radio Show. Broadcasters shouldn't expect to make much headway in altering her views, but it will at least be nice to be able to give her a little reminder that broadcasters are people, not evil, faceless corporations, as she seems to believe.

Joining Tristani at the head table for Friday's CEA Financial Breakfast will be her political opposite on the FCC, Commissioner **Harold Furchtgott-Roth**. The NAB won't even need Jerry Springer to make this a verbal death match that should be long remembered!

Tame by comparison, but at least there'll be bagels and doughnuts, will be Thursday's Chairman's Breakfast, featuring FCC Chairman **Bill Kennard**. Fresh from pushing through a compromise on the long-delayed review of TV ownership rules (see pg. 6), Kennard is likely to get a much warmer welcome from broadcasters than in his previous appearances.

Something for everyone

At first we thought Blood, Sweat and Tears referred to a session on how to be a superduopoly GM, but it turns out that the actual band, which was enormously popular in our misspent youth, is playing at the BMI party following Tuesday's opening reception on the exhibit hall floor. The hall will also be open Wednesday 9-5 and Thursday 9-3.

This year's conference sessions, with parallel tracks for management, programming, sales/marketing, engineering and small market, wrap up on Friday morning, so there'll still be plenty of time to take in Disney World, Epcot, Universal Studios or a round of golf.

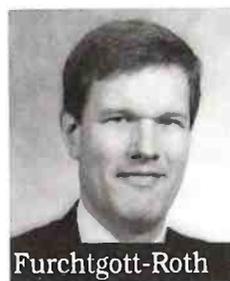
LPFM Panel Session

Be there or be square: Low-power FM is hotter than ever, now that the comments are in. Find out the latest from both sides of the fence at "Low Power Radio Service—Fact or Fiction?" Wednesday Sept. 1, 10:30-11:45 AM Room 307 CD. The NAB's SVP/General Counsel **Jack Goodman** is the moderator, panelists include: **Keith Larson**, Assistant Chief for Engineering, Mass Media Bureau, FCC; **Lynn Claudy**, NAB's Sr. VP, Science & Technology; **Mark Prak**, Brooks Pierce McLendon Humphrey & Leonard; **Bruce Reese**, Bonneville CEO, Chairman, NAB Spectrum Integrity Task Force and **David Siddall**, Verner Liipfert Bernhard McPherson & Hand (he represents IBOC proponents).

BDS debuts new Web-based system for music monitoring

Music-monitoring service Broadcast Data Services (BDS) will announce improvements and additions to its Preferred Data product, beginning with a transition to a web-based system. Software is no longer needed—clients now just click over to the Web site www.BDSradio.com. Other new features include incorporating top 100-market SoundScan retail record sales information into the service (Dutch-based VNU owns both BDS and SoundScan), customizable reports and panels, song reports by title or artist across all 1,080 monitored stations and instant access to six-week daily-updated rolling charts. NAB convention-goers will be given demos of the just-launched BDS Web site at the Jones Radio Network booth.

"Jones Radio Network and everyone associated with BDS are extremely excited about the future of this brand new product for radio. After everybody's had the opportunity to see it at the NAB, then we invite anybody that would like to check out the future of music monitoring to go up on the web site and demo the product—it's self explanatory and ready to rock," said **Frank DeSantis**, VP, Programming and Affiliate Rela-



Furchtgott-Roth



Tristani

tions. Jones Radio Network—the marketing arm for BDS.

Booth # 407

DAB Update panel: "How Close is the Future of Radio?"

Don't miss the latest IBOC developments and field testing details, as provided by a panel of representatives including **Keith Larson**, FCC Assistant Chief, Engineering, Mass Media Bureau; Digital Radio Express' VP Engineering **Derek Kumar** and Board Member **Dwight Taylor**; Lucent Digital Radio VP Business Development **Nick Karter** and USADR VP Engineering **Glynn Walden**. "How Close is the Future of Radio," part of the Digital Facilities Workshop, will be held Wed., Sept. 1 3:45-5PM in Room 311-E/F.

USADR shows off IBOC system

USA Digital Radio will be showing live demos of its hybrid FM IBOC system at the booth. A press conference will be held at 3:30 on the 31st by CEO **Bob Struble** who will voice several marketing and technology alliance announcements, as well as field testing details. Press briefing room, Room 206-C.

Struble will be joined by Director of DAB Development **Rick Martinson**, VP Engineering **Glynn Walden**, VP Operations and Business Development **Jeff Jury** and Director of Marketing and PR **Dave Salemi**.

Booth #729

LDR tests with Cutting Edge, QEI

Began 8/16, Lucent Digital Radio (LDR) and digital signal processing company Cutting Edge, a division of Cleveland-based Telos Systems, announced a joint testing agreement using Lucent's Perceptual Audio Coder (PAC) technology.

PAC technology will be incorporated in LDR's final AM and FM IBOC designs. These tests are being conducted to show that the system will work seamlessly with existing station equipment. "This is all about creating an end-to-end system design—something that works with every part of the audio chain from start to finish," said LDR President **Suren Pai**. "This is just another aspect of ensuring our system is commercially viable."

Live listening demonstrations of Lucent's PAC coder passing through a Cutting Edge "Omnia" audio processor will be held at Lucent's booth throughout the NAB Radio Show.

Transmitter manufacturer QEI, which is also set to offer equipment for USADR's field testing this summer (*RBR* 8/9, p.4, 7/12, p.2), has also agreed to jointly test with LDR. LDR and QEI will conduct lab waveform tests at QEI's facilities.

LDR will demonstrate an end-to-end prototype of its FM IBOC Digital Audio Broadcasting (DAB) system, leveraging equipment from recent technology alliances made with equipment manufacturers. Lucent will also detail the results of recent field tests with WJB-FM (*RBR* 7/19, p.8). LDR will hold a press conference with at least five announcements Tuesday August 31st at 10AM, Room 206-B.

Booth #751

New connectors featured from Neutrik

Neutrik USA will display its fourth generation of bantam plugs (NP3TT-P), designed to be fully compatible with all industry-standard TT audio patch cables. The NP3TT-P is manufactured in two pieces, rather than the usual three, and now needs only a standard crimp tool.

Neutrik's new 2-pole "Speakon"® NL2FC and NL2MP connectors build upon the 4-pole industry standard. Less parts allow a competitive price with standard 1/4" phone connectors.

Booth #223



Neutrik NP3TT-P

OnRadio hosts presentation & party, co-hosts "The IP Connection"

On Tuesday, August 31st, OnRadio, a network of 600 radio station Web sites providing content, e-commerce and advertising (*MBR* July, p. 14), will host a presentation at its booth

which will include few special guests "sure to attract attention." Wednesday evening, Sept. 1, OnRadio will host a party NAB attendees at Universal Studios Escape Citiwalk and Islands of Adventure theme park. The park will be closed to the general public a few hours to accommodate.

Also on Wednesday at 2:15pm, OnRadio COO **Steve Carley** will speak on a panel called "The IP Connection." Steve will be joined by **Tom Hopfensperger**, Director of New Media for KGO-AM San Francisco, an OnRadio affiliate. **Bill Pearson**, CEO, Motorola's RadioWave.com will also host a presentation in this opportunity to learn how the Internet is impacting radio broadcasting and how to use it to your advantage. Also part of the Digital Facilities Workshop, "The IP Connection" will be held from 2:30-3:30 in Room 311 E/F.



OnRadio launches

"OnTracks" microsites

OnRadio launched its "OnTracks™" Alternative microsites 8/9 to six affiliates. Urban was launched in Miami in march, country coming. "every format we have will be offered. OnTracks provides OnRadio affiliates e-commerce opportunities by allowing listeners to sample music, learn about artists and directly purchase CDs. Record labels will use the microsites to music-test new artists and songs, targeted demographically within the OnRadio network. OnTracks Alternative music-based sites will also be accessible through SPIN.com.

Booth #1023

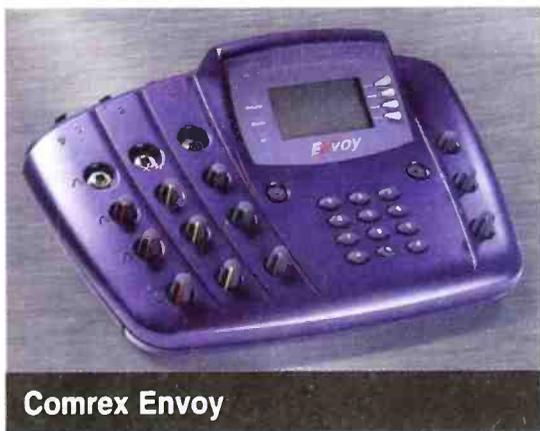
Comrex offering Envoy, Euro Nexus ISDN Codecs

New to the Comrex codec lineup, The "Envoy" provides everything needed to send audio program over ISDN. This small unit delivers 7.5 kHz/15 kHz mono audio for full duplex ISDN broadcasting. Seamless two-way communication is achieved with only a six millisecond delay. Mixing capa-

bilities include three mic level inputs with the third switchable to line level, plus a fourth input for the main program or cueing. Envoy has three headphone outputs and a fourth for PA feeds or recorders.

Geared for interactive remotes, talk shows and live concerts, the Nexus ISDN codec now has a European counterpart with the same features. 15kHz audio is offered at 128 kbps for full fidelity or 7.5 kHz audio at 64 kbps for voice applications and full compatibility with other codecs. It has a S/T European interface instead of the U interface for North America.

Booth # 919



Comrex Envoy

Logitek shows improved Numix Console

Logitek will show its updated Numix modular broadcast console control surface. The Numix has been redesigned for greater space efficiency and expanded functionality for use with hard disk audio storage systems. LCD displays on each fader allows output of information from digital storage systems. Its modular design is modified for greater flexibility and space efficiency—the individual modules are wedge-shaped so the console swings around the user for more of an ergonomic design.

The functions of the meter wedge have been moved to the selector wedge, the fader wedge has been updated to include six faders instead of four, allowing larger fader counts without increasing space. Motorized faders are an option which allows software to physically change mix levels.

The Numix console can be configured with six to 42 faders. The entire core of the system is digital—all analog inputs are digitized, all automatic conversions, all automatic rate adaptations on digital sources. Also for

greater integration with hard disk audio storage systems, the alphanumeric display on the fader wedge has been changed to a 200 x 640 LCD panel.

Booth # 352

Klotz to show Vadis digital audio platform, Spherion console

Klotz Digital Audio will be showing off its unique Vadis 3d digital audio platform which allows multiple control rooms to share sources, DSP functions (EQ, voice processing, mix-minus) and logic control. Plugged into the Vadis 3d frame, multiple locations are able to share sources, area-wide logic control, signal routing, splitting and more. This is all possible through the fiber optic technology system "DiAN," which eliminates most of the plant wiring.

In addition to audio mixing surface manufacturers, Klotz is looking to systems integrators and multimedia controller manufacturers as potential Vadis platform partners.

A mid-priced digital console for multiple control room applications and individual stations looking to go digital, Klotz's Spherion is built upon the router technology of Vadis 3d. Spherion is available in two sizes: 12-fader/min. 24 input and 20-fader/min. 40 input sources. DSP production features include EQ, limiters, compressors and gates. "Source to Fader" formats can be saved with routing assignments and be recalled, and any source connected to the console can appear on any fader.

Standard features also include programmable button banks, intercom talkback, mechanical/ballistic VU meters, gold contact connectors and stereo program and audition outputs in digital and analog.

Booth #313

Prophet introduces NexGen Digital Broadcasting

Taking the success of its AudioWizard on-air system to a higher level, Prophet Systems will feature "NexGen Digital Broadcasting," which encompasses new programming in a more powerful language, Windows API, for Windows 98, 2000 and NT. NexGen provides more user choices, higher speed and up to 128 audio servers from one system with multiple file server redundancy. Real-time voice tracking

INNOVATIONS

*...not just part of our name—
it's what we are about.*



**NexGen™
DIGITAL**

NexGen Digital features:

- Compressed or non-compressed audio
- Real-time status of up to 128 local network workstations
- A single PC running a station
- Redundancy using multiple file servers
- Individual user preference records
- Customized default configuration
- High speed digital audio extraction
- Timesaving drag and drop capabilities
- Pot status window
- Voice-track recording concurrent with programming
- Instant and seamless mode and shift changes



Together, let's make great radio!



Sales: (800) 658-4403
Support: (800) 658-4396
E-Mail: sales@prophetsys.com
Web: www.prophetsys.com

is now possible across a network of stations, along with customized reporting and instant, seamless mode and shift changes. "The first key with NexGen is scalability—it can go from one workstation up to several hundred on one system. The second is fault tolerance and third was flexibility—what we've built in is the ability to adapt and modify the system to meet customers' particular needs," said **Lynn Moore**, PSI Director, Product Development.

Booth # 947

RCS offers XML data formats

RCS has announced an open architecture initiative for some aspects of digital on-air and scheduling systems, using the XML data format (used extensively with Web site development), and Microsoft's COM standard. New versions of RCS' Selector®, Linker and Master Control NT may soon be more compatible with software from BE, CBSI, Computer Concepts, Dalet, Datacount, Enco, Marketron, Media Touch, Power Gold, Prophet, Register Data and Scott Studios.

"What we're trying to spec out is how to pass events—a song, a commercial spot, a schedule—back and forth. We've talked to about 16 vendors and we have been developing an XML interface between our own products. Some people have talked about openness and what they've wanted to do was just write things to each other's databases. That's alright, but if you have 10 people who are writing to your database, you then become a captive to each of those vendors—you cannot move and improve or add things without getting consent," said RCS President **Andrew Economos**. "What we're proposing is by setting up a standard, when you come here and ask for a song, this is what you're going to get. If all you want is the intro, beats per minute and title and artist, then here's how you ask for it."

RCS is currently working with Enco and Marketron to prove out the XML standard interface. RCS will also hold a press conference discussing XML and other new product announcements September 1, 10AM Room 206-C.

Booth # 1146

Netia shows "The Snippet"; gets snapped up by EVS

A new editing system from Netia, "The Snippet" was developed to save time in the production room. Users can run several sound files on the same track, and insert them in any location. Each file takes on a different color for easier ID. The Snippet also offers a new key, "cut non-selected," to keep only what has been selected.

Netia has been acquired (8/17) by Belgian-based EVS Broadcast Equipment, which specializes in broadcast video. EVS is best known for its LSM multi-channel slow motion replay system. Netia's founders **Christophe Carniel** and **Pierre Keiflin** will stay on and have been offered an EVS board position. EVS has offices in the US, Hong Kong, France, UK, Italy, Argentina and Brazil.

Booth # 532

WarpRadio.com launches all-Beatles channel

Ken Micheals, who produced a weekly Beatles program for 10 years on WDHA-FM Dover, NJ, and currently a producer for ABC in NY, is

launching an all-Beatles channel at the show (or soon after) on WarpRadio.com. WarpRadio, along with numerous narrowcasted Internet-only stations, offers stations 24/7 streaming for two minutes of inventory/day. **John Sutton**, co-founder, tells RBR WarpRadio is rolling out an entirely new syndication department for well-known personalities and audio channels, some of which may be announced at the show. On Sept. 7 in NY, WarpRadio is co-sponsoring the "Buddy Holly Rock and Roller Dance," hosted by **Paul McCartney**. Other co-sponsors include Infinity (N:INF), LiveOnTheNet.com and MPL Tours. The following stations are participating in the promotion: WODS-FM Boston, WJMK-FM Chicago, KLUV-FM Dallas, WCBS-FM NY, WOGL-FM Philly and KFRC-FM SF.

Booth # 1041

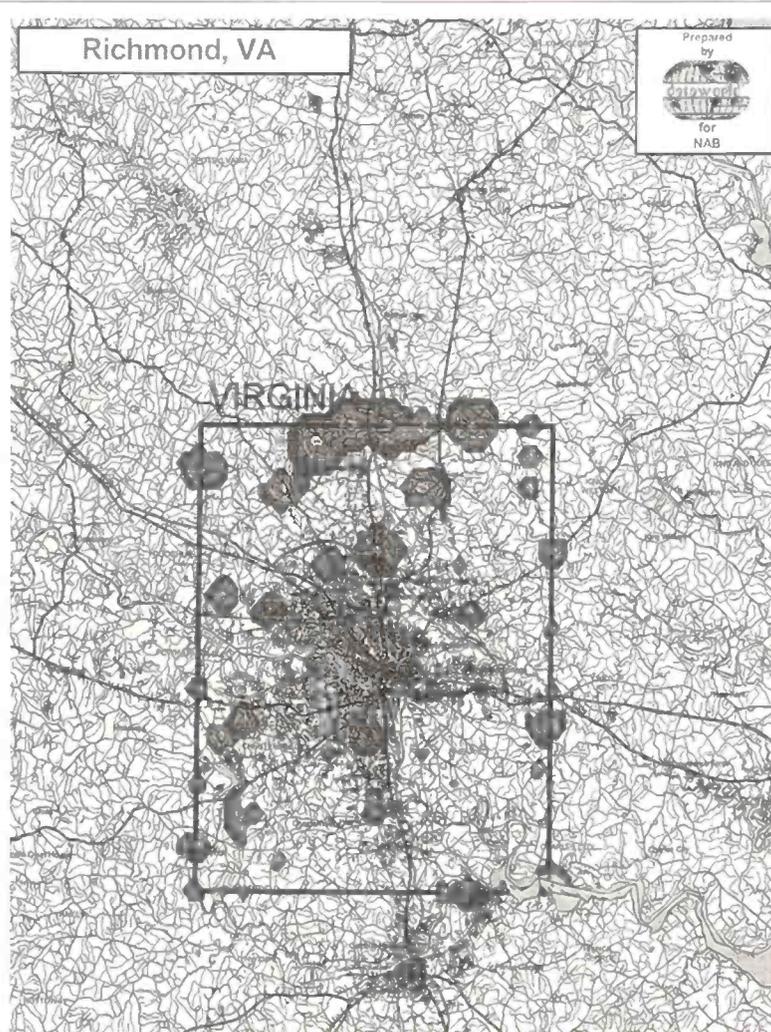


Dataworld shows NAB maps, new Internet service

Signal coverage mapping company Dataworld will be showing off its study for the NAB LPFM comment filing, which includes interference studies on differing receivers for 60 markets, using the FCC's LP100 and LP1000 allotments.

Dataworld will be demonstrating its new "DataXPert®" service, providing Internet access to clients for ownership information, contour population data, map display, engineering data and more. Station data is retrieved by entering call letters. Dataworld will also show its "Dataflex" Program via the Internet, encompassing the "Within" and "Sitecheck" programs.

Booth #1001



BROADCAST INVESTMENTSTM

August 18—RBR Stock Index 1999

Company	Mkt:Symbol	8/11 Close	8/18 Close	Net Chg	Pct Chg	8/18 Vol	Company	Mkt:Symbol	8/11 Close	8/18 Close	Net Chg	Pct Chg	8/18 Vol
Ackerley	N:AK	16.063	15.250	-0.813	-5.06%	323900	Hearst-Argyle	N:HTV	25.875	25.938	0.063	0.24%	16800
Alliance Bcg.	O:RADO	0.469	0.531	0.062	13.22%	316500	Hispanic Bcg.	O:HBCCA	67.750	70.875	3.125	4.61%	125500
Am. Tower	N:AMT	20.500	22.938	2.438	11.89%	394600	Infinity	N:INF	25.375	26.188	0.813	3.20%	869300
AMFM Inc.	N:AFM	47.625	51.000	3.375	7.09%	627600	Jeff-Pilot	N:JP	69.000	69.938	0.938	1.36%	105100
AMSC	O:SKYC	17.063	17.000	-0.063	-0.37%	323500	Metro Networks	O:MTNT	51.750	52.500	0.750	1.45%	39700
Belo Corp.	N:BLC	19.688	19.375	-0.313	-1.59%	332800	NBG Radio Nets	O:NSBD	1.875	1.938	0.063	3.36%	7300
Big City Radio	A:YFM	4.375	4.250	-0.125	-2.86%	0	New York Times	N:NYT	36.938	37.500	0.562	1.52%	268700
CBS Corp.	N:CBS	44.688	46.563	1.875	4.20%	1911200	Otter Tail Power	O:OTTR	41.750	41.750	0.000	0.00%	18100
CD Radio	O:CDRD	28.750	28.625	-0.125	-0.43%	176500	Pacific R&E	A:PXE	2.250	2.250	0.000	0.00%	10000
Ceridian	N:CEN	27.188	29.625	2.437	8.96%	728800	Pinnacle Hldgs.	O:BIGT	24.375	24.250	-0.125	-0.51%	224600
Citadel	O:CITC	31.250	31.938	0.688	2.20%	60900	Radio One	O:ROIA	42.875	43.000	0.125	0.29%	23500
Clear Channel	N:CCU	64.875	69.500	4.625	7.13%	983600	RealNetworks	O:RNWK	69.750	83.813	14.063	20.16%	1476900
Cox Radio	N:CXR	57.000	53.625	-3.375	-5.92%	10100	Regent Pfd.	O:RGCIP	8.250	7.000	-1.250	-15.15%	1500
Crown Castle	O:TWRS	17.813	16.938	-0.875	-4.91%	341200	Saga Commun.	A:SGA	21.750	22.688	0.938	4.31%	34700
Cumulus	O:CMLS	25.000	28.500	3.500	14.00%	170600	Salem Comm.	O:SALM	26.125	26.500	0.375	1.44%	31800
DG Systems	O:DGIT	4.375	4.438	0.063	1.44%	40800	Sinclair	O:SBGI	20.500	17.938	-2.562	-12.50%	608500
Disney	N:DIS	25.875	29.188	3.313	12.80%	10674000	SportsLine USA	O:SPLN	17.250	21.813	4.563	26.45%	730000
Emmis	O:EMMS	53.625	57.875	4.250	7.93%	190600	TM Century	O:TMCI	0.469	0.469	0.000	0.00%	0
Entercom	N:ETM	36.938	35.750	-1.188	-3.22%	10500	Triangle	O:GAAY	0.219	0.186	-0.033	-15.07%	3476800
Fisher	O:FSCI	61.750	61.625	-0.125	-0.20%	100	Tribune	N:TRB	86.375	91.250	4.875	5.64%	350400
FTM Media	O:FTMM	11.500	9.125	-2.375	-20.65%	1000	WestTower	A:WTW	24.125	25.000	0.875	3.63%	300
Gaylord	N:GET	31.438	31.000	-0.438	-1.39%	3200	Westwood One	N:WON	34.750	35.438	0.688	1.98%	29100
Harris Corp.	N:HRS	29.813	28.063	-1.750	-5.87%	328500	WinStar Comm.	O:WCII	44.813	49.188	4.375	9.76%	1899600

Nuthin' but net for Mel

CBS (N:CBS) CEO **Mel Karmazin** has two more deals to add to his stable of Internet deals: 1) CBS will swap \$62M in advertising and promotion for a 38% stake in jobs.com Inc., an online competitor to newspaper "help wanted" ads; and 2) CBS will provide \$33M in advertising and promotion to Wrenhead.com Inc. in return for a 22% stake in the Internet site for automobile enthusiasts.

Cox takes the ticket

Cox Interactive Media (CIM) is investing \$30M in an effort to make Tickets.com a major competitor to giant Ticket Master. As part of the deal, Tickets.com will be buying \$13.5M in advertising over three years on media outlets controlled by CIM's parent company, Cox Enterprises, which includes Cox Radio (N:CXR). Along with the Cox deal, Tickets.com announced a \$55M investment by Excite@Home (O:ATHM).



COMMUNICATIONS
EQUITY
ASSOCIATES

Communications Equity Associates
invites you to the

The CEA Financial Breakfast

at the

NAB Radio Show

Orlando, Florida

Special Guest Speakers:

Gloria Tristani

FCC Commissioner

Harold W. Furchtgott-Roth

FCC Commissioner

Wednesday, September 1, 1999

7:30 am - 8:45 am

Orange County Convention Center

Room 315 A/B

CEA is a member of the National Association of Securities Dealers, Inc. and its professional associates are registered with the NASD. Member SIPC.

by Jack Messmer

Superduop dispute settled in Missouri

Zimmer Broadcasting, MVP Radio, Premier Radio Group and the Attorney General of Missouri, **Jay Nixon**, have settled their dispute over radio consolidation in Columbia, MO (*RBR* 4/13/98, p. 12).

Under the settlement, which is awaiting FCC approval, Zimmer will spin off two of the stations in its Columbia superduopoly—KWOS-AM & KJMO-FM Jefferson City, MO—to **Alan Germond's, David Baugher's** and **John Ott's** Premier for \$2.3M. That will give Premier (formerly known as Columbia AM Inc.) a seven-station daisy chain superduopoly: Its existing 1 AM/3 FM cluster, the Zimmer combo and a Class A CP for 104.1 MHz in Jefferson City which is also covered by the settlement.

In return, Premier and the AG will withdraw their objections to: 1)

Zimmer's pending deals to buy KLIK-AM & KTXY-FM Jefferson City and KFAL-AM & KKCA-FM Fulton, MO; and 2) MVP's deal to buy KATI-FM California, MO. That will give Zimmer, owned by **Jerry, Don, John** and **James Zimmer**, a 2 AM/6 FM daisy chain superduopoly. MVP, owned by **David and Tom Zimmer**, will have a 1 AM/2 FM duopoly.

RBR observation: If this sounds like a game of musical chairs to you, you're not alone. At least the game ends with everyone happy.

Salem marches into Atlanta

Salem Communications (O:SALM) has been trying to get into the tight Atlanta market through the back door—it still has an application pending to move WLRN-FM Milledgeville, GA into

the market. Now **Ed Atsinger** is going in through the front door. Salem will pay **Bruce Maduri's** Genesis Communications \$8M for WNIV-AM & WLTA-AM. In a second deal, Salem is getting a second AM in San Diego, paying \$5M for Concord Media's KCBQ-AM. **Broker: Mark Jorgenson**, Jorgenson Broadcast Brokerage

Blessings abound

The Department of Justice (DOJ) has given its blessing to a couple of deals that had raised antitrust eyebrows:

•**Jim & Tom Ingstad** will be able to acquire Otter Tail Power's (O:OTTR) Fargo stations for \$24M, provided that they go through with a spin-off of five stations to Triad Broadcasting (*RBR* 5/24, p. 12) for \$20.4M. That will leave the Ingstads with six stations.

RBR observation: Although DOJ's announcement noted that combining all of the stations under Ingstad ownership (which wouldn't have been legal under the 1996 Telecommunications Act anyway) would have given the brothers 93% of the Fargo radio ad market, it was strangely silent on the split after divestiture. Although DOJ uses BIA numbers, our calculation for the 11 stations (also using BIA) is 91.67%. Post-divestiture, the Ingstads' six stations will have 50.83% and Triad 40.83% (with .01% lost to rounding).

•**Westwood One (N:WON)**, which already owns Shadow Broadcast Services, got a thumbs up to acquire Metro Networks (O:MTNT). Look for that \$900M stock-swap merger (*RBR* 6/7, p. 12) to close by the end of next month.

RBR observation: The **Clinton Administration** DOJ is so political that you just can't figure what will or won't push the agency's hot button. With WW1's connection to CBS (N:CBS), we figured the DOJ publicity hounds would be all over this one. Instead, it got a green light without moving to a second stage antitrust probe. Go figure.

Rich Heibel, President of
GMA Broadcasting Corporation

has agreed to transfer the assets of

KBGZ-FM
Joplin, Missouri

for

\$220,000

to

Robert C. Landis, President of
LAND GO Broadcasting, Inc.

**Star
Media
Group, Inc.**

**"Radio's Full Service
Financial Specialists"™**

5080 Spectrum Drive, Suite 609 East • Dallas, TX 75248 • (972) 458-9300

CLOSED

Happy marriage in Palm Springs

Triangle Broadcasting (O:GAAY) and Integrated Healthcare (O:ITHC) have come to terms over their competing buyout bids and will merge. The resulting company will be called Triangle Multi-Media Group Ltd. and trade over the counter as "QBID." Exact details of the merger are still being worked out, but the CEOs of the two penny stock companies hope that the combination will be strong enough to get the new stock listed on a stock exchange.

City of Brotherly Love gets Disney

Chalk up the 8th top 10 market for Radio Disney. Disney's (N:DIS) ABC Radio is buying WWJZ-AM Philadelphia, which will begin carrying the kiddie network 9/13. The only top 10 markets still lacking Radio Disney outlets are Detroit and RBR's home, Washington, DC. **Broker: Elliot Evers & Charles Giddens**, Media Venture Partners

No more Happy Broadcasting

Long-time owner **Ray Woolfenden's** Happy Broadcasting is selling WPWC-AM Dumfries, VA (in the far reaches of the DC metro) for \$900K. The buyer is JMK Communications, a new company owned by **Jae Min Chang**. **Broker: Bruce Houston**, Blackburn & Co.

Interop posts gains

Q2 revenues increased 6.3% to \$25.5M for Interop National Radio Sales (public bonds) and the report is even better if you exclude the rep company's revenues from contract terminations—commission revenues

rose 9.6M to \$24.2M. Cash flow (EBITDA) declined 3.3% to \$6.9M, but excluding the termination cash operating cash flow gained 7.3% to \$5.6M.

CEO **Ralph Guild** applauded the gains for the radio rep's ongoing business and expressed confidence in the future: "Our strong position in the radio business provides us with an excellent foundation for our expansion into the Internet."

Selling ads on the Web is still a small, but growing sector for Interop. The company said its Internet business lost \$500K for the first half of this year.

DG gains cash flow and Kantor

DG Systems (O:DGIT) reported a 20% rise in Q2 revenues to \$12.1M. Cash flow (EBITDA) shot up 64% to \$184K.

Meanwhile, the digital audio/video delivery company announced that **David Kantor**, President of AMFM Radio Networks, has joined DG's board of directors.

AMFM exits Tri-Cities

AMFM Inc. (N:AFM) is bidding goodbye to one of the smaller markets acquired in the Capstar merger. **Michael O'Shea's** and **Ivan Braiker's** New Northwest Broadcasting is paying \$4M for KALE-AM, KTCR-AM, KIOK-FM & KEGX-FM Richland-Kennewick-Pasco, WA.

AMFM Radio CEO **Jimmy de Castro** says the deal is the first in what may be a series of "strategic swaps, acquisitions or divestitures which we believe allow us to best leverage the company's resources and focus on those assets which can provide the greatest return to shareholders." **Broker: Elliot Evers**, Media Venture Partners

CLOSED!

KVSS(FM)
Omaha, Nebraska
from
Omaha
Community Broadcasting
to
VSS Catholic
Communications

Elliot B. Evers
represented the buyer.

ELLIOT B. EVERS
415-391-4877

GEORGE I. OTWELL
941-929-0445

BRIAN E. COBB
202-478-3737

CHARLES E. GIDDENS
941-514-3375

RADIO and TELEVISION
BROKERAGE • APPRAISALS

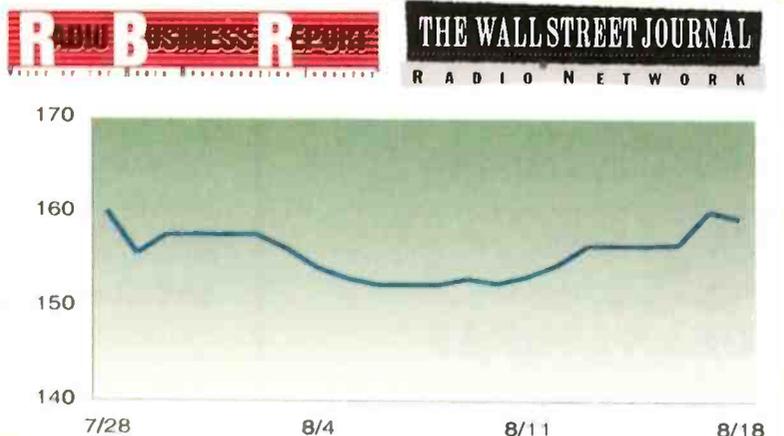


**MEDIA VENTURE
PARTNERS**

Appointments requested during NAB.

The Radio Index™

Stock prices have leveled off after recovering from an early August slump. The Radio Index closed 8/18 at 159.43, up 6.21 from a week earlier.



Sold
WHCD-FM
Ithaca, NY
\$3,000,000

Jorgenson
 Broadcast  Brokerage

Mark Jorgenson **Peter Mieuli**
 (813) 926-9260 (408) 996-0496
 Tampa San Jose

HAMMETT & EDISON, INC.
 CONSULTING ENGINEERS
 RADIO AND TELEVISION

Serving the broadcast industry since 1952...

Box 280068 • San Francisco • 94128



707/996-5200
 202/396-5200
 engr@h-e.com
 www.h-e.com

**Get ready for the
 Millennium**

RBR.COM

**Sign up today
 for free.**

www.rbr.com

THE EXLINE COMPANY

MEDIA BROKERS CONSULTANTS

**Visit us at NAB Radio Show
 PEABODY HOTEL**

ANDY McCLURE DEAN LeGRAS

4340 Redwood Highway • Suite F-230 • San Rafael, CA 94903

Telephone • 415-479-3484 Fax • 415-479-1574

TRANSACTION DIGEST

by Jack Messmer & Dave Seyler

The deals listed below were taken from recent FCC filings. *RBR's* Transaction Digest reports on all deals that involve assignment of a station license (FCC Form 314) and substantial transfers of control of a licensee via a stock sale (FCC Form 315), but not internal corporate restructurings (FCC Form 316). All deals are listed in descending order of sales price.

\$36,000,000 WDLT-AM & FM & WBLX-FM Mobile AL (Fairhope-Chicksaw-Mobile AL) and **KTEX-FM & KBFM-FM** McAllen-Brownsville-Harlingen TX (Brownsville-Edinburg TX), 100% stock sale of April, May & July Broadcasting, subsidiaries of Calendar Broadcasting (Philip Giordano, John Murphy Jr., Kevin Whitman, Nassau Capital Partners LP). \$1.8M escrow, balance in cash at closing. Existing **duopolies**. Broker: Bergner & Co.

\$11,250,000 WINE-AM, WPUT-AM, WAXB-FM & WRKI-FM Danbury CT (Brookfield CT-Brewster-Patterson NY) from The Capstar Trust (Henry Rivera, trustee) to Aurora Communications LLC (Frank Osborn, Frank Washington). \$250K letter of credit as escrow, \$11.25M in cash at closing. Existing **duopoly** daisy chain, plus new overlap of WRKI-FM with WICC-AM & WEBE-FM Bridgeport CT.

\$6,350,000 WCYK-FM, WVAO-FM & WVSF-FM Charlottesville VA (Staunton-Crozet-Ruckersville VA) from Clark Broadcasting Company (Michael Douglass, CEO/Radio) to Clear Channel Communications (N:CCU). \$317.5K escrow, balance in cash at closing. Existing **superduopoly**. LMA since 7/1. Broker: Media Services Group

\$5,900,000 KSYZ-FM Grand Island NE from Mid-Nebraska Broadcasting Inc. (Richard Chapin) to Neuhoff Broadcasting - Grand Island Inc. (Geoffrey Neuhoff, Mike Hulvey). \$295K escrow, balance in cash at closing.

\$4,500,000 KKBY-FM Seattle (Eatonville WA) from Barbara J. Geesman to Rock On Radio LLC (George Kriste, Lance Anderson, Robert Case, Ernie Hopseker). \$80K prepayment, additional \$125K escrow, balance in cash at closing. LMA since 6/7.

\$4,000,000 KASI-AM & KCCQ-FM Des Moines (Ames IA) from Ames Broadcasting Co. (Betty Baudler) to Clear Channel Broadcasting Licenses (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU). \$500K escrow, balance in cash at closing. **Superduopoly** with WHO-AM, KWMT-AM, KKEZ-FM, KMXD-FM & KYSY-FM. Broker: The Connelly Co., Jorgenson Broadcast Brokerage

\$3,550,000* KGHL-AM, KIDX-FM & KRSQ-FM Billings (Billings-Laurel MT) from Marathon Media of Montana LP (Bruce Buzil & others) to New Northwest Broadcasters II Inc. (Michael O'Shea, Ivan Braiker & others). \$3.55M cash. Existing **duopoly**. Broker: Star Media Group

\$2,875,000 WASP-AM & FM Brownsville-Oliver PA from The Humes Broadcasting Corp. (James Humes) to Forever of PA Inc. (Lynn Depen, The Judy Slichon Alt Irrevocable Trust, The Judy Marie Confer Irrevocable Trust). \$142,750 escrow, balance in cash at closing.

\$850,000 KAPZ-AM & KKSF-FM Bald Knob AR from John Paul and Elizabeth Capps to Bald Knob Radio Inc., a subsidiary of Equity Broadcasting Corp. (Henry Luken III, Larry Morton, Gregory Fess, Max Hooper & others). \$125K downpayment with LMA, additional \$150K in cash at closing, \$575K note. Double **duopoly** with KAWW-AM & FM Heber Springs AR, plus LMA of KWCK-AM & FM Searcy AR. LMA since 6/1. Broker: MGMT Services Inc.

\$750,000 KCBF-AM & KXLR-FM Fairbanks AK from Northern Television Inc. (Robert Gottstein) to New Northwest Broadcasters II (Michael O'Shea, Ivan Braiker). \$750K cash. LMA since 7/1.

\$700,000* WGLY-FM Waterbury VT from Family Broadcasting Inc. (Alexander & Jennie McEwing) to Radio Broadcasting Services Inc., owned 65% by Northeast Broadcasting Co. Inc. (Jane Cole, Steven Silberberg) and 35% by Jennie McEwing. \$100K escrow, \$700K (less escrow) in cash at closing. **Duopoly** with WSKI-AM & WNCS-FM Montpelier VT.

\$700,000 WSLD-FM Whitewater WI from SLD Broadcasting Ltd. (William Wiswell) to WPW Broadcasting Inc. (Wayne Whalen). \$10K escrow, \$500K (less escrow) in cash at closing, \$200K note.

\$680,000 KWUF-AM & FM Pagosa Springs CO from Stubbs Broadcasting Company Inc. (Don & Dianna Stubbs) to Wolf Creek Broadcasting LLC (William Spears Jr., Kristen Spears and other family members). \$35K escrow, additional \$515K in cash at closing, \$130K note. Broker: James F. Hoffman

\$600,000 WRCW-AM Canton OH from Arcey Broadcasting Inc. (Ronald Colaner) to Otter Communications Ltd. (Daniel Ott Jr.). \$5K escrow, balance in cash at closing. LMA since 1/1.

\$500,000 KOES-FM Stamford TX from M&M Broadcasters Ltd. (Gary Moss) to KOES Broadcasting Inc. (David, Richard & Mary Klement). \$500K in cash at closing. Note: David Klement is the station's Sales Manager.

\$500,000 WXPZ-FM Milford DE, 48.5% stock sale of Samson Communications Inc. from Hall Reed Jr. & Jeanette Reed (0% thereafter) to William Sammons Jr. & Bonny Sammons (97%). \$500K note.

\$325,000 WELY-AM & FM Ely MN, 100% stock sale of Boundary Waters Broadcasters Inc. from Suzanna B. Kuralt to Janice Erickson (99.7%) and Alice L. Hill (0.3%). \$125K non-refundable downpayment, balance in cash at closing.

\$320,000 KIFG-AM & FM Iowa Falls IA, 100% stock sale of P.B.W. Broadcasting Corp. from John & Patricia Whitesell and James Starr to Times Citizen Communications Inc. (Mark & Laura Hamilton, Jo Martin). \$15K escrow, balance in cash at closing.

\$305,000 KKG-T-AM Portland OR, 50% stock buyback by Western Broadcasting Company from Jeannine Jolicoeur-Wells and Theodore Piccolo. \$5K downpayment, \$50K in cash at closing and \$110K note to Wells; \$5K downpayment, \$80K in cash at closing and \$55K note to Piccolo. Simul-

taneously, William & Cynthia Sizemore are buying a 50% stake for \$50K in cash, making them equal owners with Frank & Myrna Eisenzimmer.

\$250,000* KBKH-FM CP Ilwaco WA from Richard M. Schafbuch to New Northwest Broadcasters II (Michael O'Shea, Ivan Braiker). Cash (\$10K escrow returned to buyer). **Superduopoly** with KVAS-AM Astoria OR, KSWB-AM/KULU-FM Seaside OR, KKEE-FM Long Beach WA (all acq pending from Dolphin Radio Inc.). Broker: Montcalm Inc. (buyer)

\$155,000 KWAN-FM Gualala CA from Thomas M. Duddy, Court-Appointed Post-Judgement Receiver for KWAN Broadcasting Co., to Four Rivers Broadcasting Inc. (John Power, Randy Butchard, Joseph Smith, Allan Williams). \$15.5K escrow, balance in cash at closing. LMA since 5/17.

\$155,000 KIXC-FM Quanah TX from Glen A. Ingram to Michael Augustus. \$40K payment to The Security National Bank of Quanah and assumption of the balance of approx. \$42K owed to the bank, balance in cash at closing.

\$150,000 KTYX-FM CP* Jonesville LA from Ray Toney to First Natchez Corp. (William & Marie Perkins). \$10K downpayment,

additional \$65K in cash at closing, \$75K note. **Superduopoly** with WHAT-AM, WQNZ-FM & WTRC-FM Natchez MS.

\$140,000 KAOH-FM CP (104.9 MHz) Lompoc CA from Lompoc Minority Broadcasters Partnership (Richard Keating) to Brian Costello. \$5K escrow, \$30K (less escrow) in cash at closing, additional \$40K 60 days after closing, balance 120 days after closing.

\$103,000 KFLP-AM & KFLL-FM Floydada TX from Robert L. Alldredge and Charlene Alldredge, joint tenants, to Anthony L. Ricketts. Two notes (\$10K for real estate, \$93K for other assets) at closing.

\$75,000 KOMH-AM Pawhuska OK from McCaslin Media Inc. (Tom McCaslin) to Oklahoma Area Radio Group Inc. (Linda McCarter, Dorothy Roberts, Mallory Sodano, Kenneth Rickert). \$7.5K escrow, balance in cash at closing.

\$65,000* FM CP (106.5 MHz) North Kingsville OH, 51% stock transfer of EWC Enterprises Ltd. from Emily Chismar to David & Richard Rowley (each 50% thereafter). \$65K cash at closing, plus release from all debt obligations. **Superduopoly** with WFUN-AM, WREO-FM & WZOO-FM Ashtabula-Edgewood OH.

www.patcomm.com

1999 NAB RADIO SHOW

THE PEABODY HOTEL, SUITE 609

*Call Today to Discuss Your Station's Brokerage
and Financing Needs*

Larry Patrick
President

Terry Greenwood
Vice President

Susan Patrick
Executive Vice President

Gregory Guy
Director of Marketing

PATRICK



COMMUNICATIONS

(410) 740-0250



The Age of Possibilities

WITH NEWT GINGRICH

Who are we as Americans?
Where are we going as a country?
What should we as citizens care about?

Hosted by former Speaker of the House Newt Gingrich, **The Age of Possibilities** is a daily 90-second commentary about the people who make America succeed and how they, as citizens, are changing the world around them.

From his travels across the country, Newt believes technology and education are transforming society. And the knowledge, ideas, solutions and opportunities are empowering individuals to continue to make this country great.

Draw listeners and sponsors to an exciting daily feature that will introduce them to the people that make America strong.

Consider the possibilities.

PREMIERE
RADIO NETWORKS

For more information contact your Premiere Radio Networks representative at 212-445-3919

