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The Newsweekly of Television and Radio

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In 1996**

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Annual Special Report On
Station & Cable Trading**

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Jacor's Randy Michaels

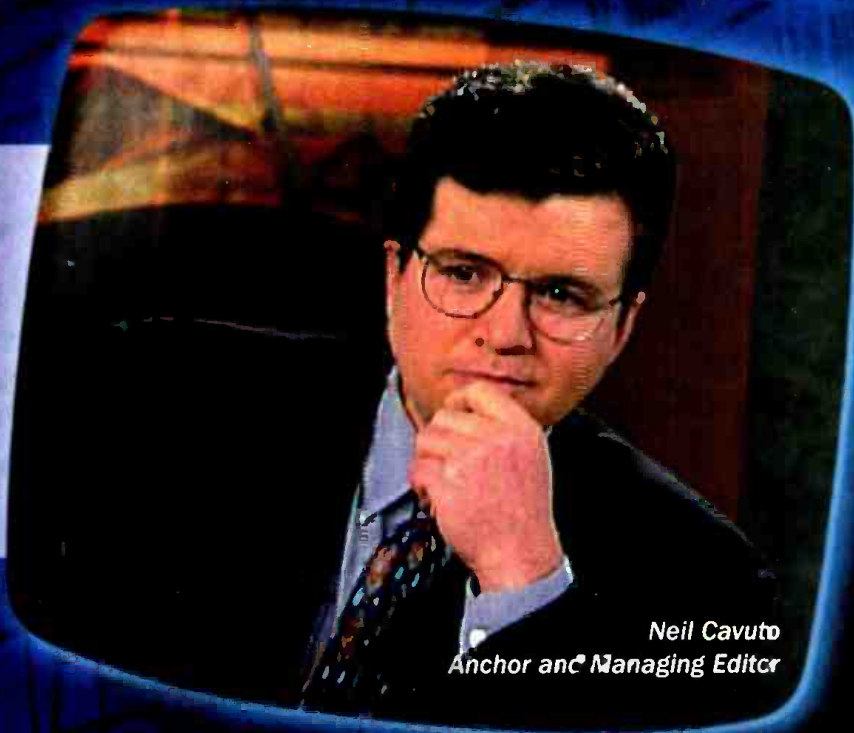
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TOP OF THE WEEK / 4
BROADCASTING / 49
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TECHNOLOGY / 75

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Fast Track

Must Reading from

**Broadcasting
& Cable**

February 3, 1997

TOP OF THE WEEK / 4

Split NAB board backs more ownership relaxation The NAB voted to back further relaxation of broadcast ownership rules. But both supporters and opponents of the resolution agree that the position will be a tough sell at the FCC. / 4

Fox trading for KIRO-TV Fox last week was close to completing plans for a two-for-one station swap with A.H. Belo Corp., sources said. Belo plans to trade its UPN affiliate KIRO-TV Seattle (ch. 7) for two of Fox's new acquisitions from the New World station group. / 8

FCC fines TVs for kids violations Federal regulators last week handed out \$49,000 in fines for violations of rules restricting advertising during children's TV programming. The "notices of apparent liability" ranged from \$10,000 to \$15,000 each. / 10

Nick offers advertisers package-deal Nickelodeon wrapped up ad sales for the kids upfront market last Friday, and got a head start on the adult upfront in the process. / 12

Compromise reached on V-U digital rift Broadcasters say they have headed off a potential rift between UHF and VHF stations over digital TV, with a plan to cap the digital TV power levels of some stations during a two-year period while allowing others to boost their power. / 15



Fox Sports Net is surfacing as a possible suitor for ITT's stake in Madison Square Garden, which owns the New York Knicks. / 12

BROADCASTING / 49

Shows play musical (producer) chairs A reported blowup between new ABC sitcom star Arsenio Hall and the show's executive producer underscores a wave of producing changes that have vexed this TV season. Veteran and freshman shows have seen turnovers at the helm. / 49

Hearst Entertainment's 'B. Smith with Style' leads the pack of new first-run weekly lifestyle/how-to programs coming out of last month's NATPE convention. Industry observers say 'B. Smith' could be heir to the 'Martha Stewart Living' throne as a weekend daytime draw. / 50



Cosby shares grief with Rather, nation CBS Evening News anchor Dan Rather got a big scoop last week: a two-and-a-half-hour interview with Bill Cosby in which the entertainer acknowledged an extramarital affair more than two decades ago with the mother of a woman recently claiming to be his daughter. / 54



COVER STORY Station and cable trading sets a record

Randy Michaels led Jacob Communication on a \$1.6 billion spending spree, growing in 1996 from 24 radio stations to 122 today. / 22

Cover photo by Paula Norton Photography

CABLE / 65

More fallout over TCI snafu Problems encountered by Tele-Communications Inc. in notifying as many as 6.5 million subscribers of channel lineup changes have sparked disciplinary action by at least two local regulatory agencies, in St. Louis and northern Ohio. / 65

CNN settles Jewell suit Just weeks after NBC agreed to pay Jewell an estimated \$500,000, CNN on Tuesday said it had reached an unspecified settlement of its own with the former security guard. / 66

Spike Lee's 'Clockers' is one of the films targeted to black audiences by the just-launched BET Movies/Starz!3. / 70



Telemedia Week

Flat rates out, hourly deals back in? Major Internet service providers have begun moving away from the all-you-can-eat rates that now define the business. Compu-Serve abandons flat rates this week, with Netcom On-Line Communications Services soon to follow. / 73

TECHNOLOGY / 75

HDTV heats up in Seattle KCTS-TV, the PBS station in Seattle, became the nation's fourth experimental DTV station last Wednesday, when it began transmitting an HDTV test signal. / 76

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Top of the Week

NAB Backs Call for More

A divided joint board adopts resolution that's expected to be 'a tough sell' to the FCC

By Heather Fleming
NAPLES, FLA.

A divided National Association of Broadcasters joint board of directors voted last week to back further relaxation of broadcast ownership rules.

The resolution approved 13-9 by the TV board urges the FCC to permit common ownership of two UHF stations or one UHF and one VHF station in a market. It also urges the commission to continue to permit local marketing agreements (LMAs) or "permit them to be converted to full ownership."

The NAB will now file comments with the FCC taking those positions as the commission considers changes to

TV ownership and attribution rules. As required by the Telecommunications Act of 1996, the FCC is considering whether LMAs should be subject to TV ownership and crossownership restrictions and whether duopoly should be allowed under certain circumstances. Comments are due at the commission Feb. 7, and replies are due March 21.

But even those who support the NAB resolution say the fight at the FCC is an uphill battle. "It's a tough sell," one industry source said. "The administration opposes further concentration, and [FCC Commissioner] Susan Ness and [FCC Chairman Reed] Hundt espouse the administration line."

On Capitol Hill, the same battle lines

are likely over the relaxation of ownership rules as were drawn in the debate over the Telecommunications Act. Senate Commerce Committee Chairman John McCain (R-Ariz.) and House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.) will continue to push for further deregulation, while senators Fritz Hollings (D-S.C.) and Byron Dorgan (D-N.D.) will side with the administration against further media concentration.

Regardless of the prospects, NAB board members who voted to support further relaxation say the rule changes are needed to remain competitive.

"The number of local broadcast television stations has increased, and the audience and advertising shares of

NAB projects \$8.6 million in income this year

NAPLES, FLA.—The National Association of Broadcasters anticipates a record-breaking year financially, with its fiscal 1997-98 net income projected to climb nearly \$3.3 million, to \$8.62 million.

NAB projects total revenue of \$40.86 million, an increase of \$2.7 million over the current year, while expenses are expected to be \$31.4 million, up \$453,000.

The major contributor to the association's continued financial success is the NAB convention. NAB '97 is expected to make \$17.63 million, an increase of more than \$2.5 million from NAB '96. That gain is due primarily to an increase of \$2 per square foot in the exhibition rate and an increase in space rental.

The change in format of its 1997 Radio Show to a "radio only" conference and exhibition will result in a decrease in revenue of \$1.26 million, to \$2.33 million, primarily due to lower exhibit revenue. Registration revenue also is expected to decrease. Compared with 1993, the last year of a "radio only" show, revenue is projected to increase by \$249,000. Factoring in expenses, the radio show is expected to generate \$530,000 in net income.

The "board contingency" item for '97-'98 is budgeted at \$837,000, which includes \$537,000 to fund expenses associated with the new TV ratings program, the Satellite Home Viewer Act efforts and work with the Department of Justice regarding the radio industry.

—HF

NAB'S 1997-98 PROPOSED BUDGET

(April 1, 1997–March 31, 1998)

	Projected actual '96-'97	Proposed '97-'98	% ch.
REVENUE			
Dues, radio	\$ 3,744,343	\$ 3,815,808	1.9%
Dues, TV	5,074,629	5,273,764	3.9
Dues, assoc. members	1,150,000	1,152,000	0.2
NAB convention	21,709,850	25,042,089	15.3
Radio convention	3,587,035	2,330,567	-35.0
NAB services	1,317,252	1,365,000	3.6
Adv. & event marketing	285,675	392,000	37.2
Interest	791,707	986,000	24.5
Other	481,608	503,715	4.6
Total Revenue	\$38,142,099	\$40,860,943	7.1
EXPENSES			
Government relations	2,884,462	3,161,404	9.6
Legal	1,495,701	1,363,386	-8.8
Human resource development	213,999	219,971	2.8
Public affairs & communications	848,653	985,295	16.1
NAB services	1,290,545	1,271,308	-1.5
Adv. & event marketing	345,979	378,558	9.4
Science & technology	897,865	957,962	6.7
Research & information	1,398,215	1,493,988	6.8
Radio	1,089,685	1,114,038	2.2
Television	1,054,617	1,084,980	2.9
Meetings & conference services	687,532	710,945	3.4
Conventions & exhibitions	47,183	50,002	6.0
General & administrative	8,785,221	9,392,242	6.9
NAB convention	6,632,372	7,417,135	11.8
Radio convention	3,276,663	1,800,110	-45.1
Total Revenue	\$30,948,692	\$31,401,323	1.5
OPERATING INCOME			
Board contingency	964,570	837,000	-13.2
Extraordinary items	880,000	0	-100.0
NET INCOME	\$ 5,348,837	\$ 8,622,620	61.2

local television stations are increasingly challenged by proliferating multi-channel video competitors," the board-approved resolution says. In light of these changes, if local TV stations "are to continue to play the unique role they have in their communities, the FCC's outdated local television ownership rules must be revised...." it says.

"The world has changed a lot," said James Babb, TV board chairman and president of LIN TV. "Why should we have our hands tied behind our back to fight?"

Board member John Hayes, president of Raycom Media, said LMAs allow broadcasters to air more local programming. "With LMAs, [broadcasters] create greater diversity in the marketplace," he explained. "You shouldn't have to buy cable in order to get diverse programming."

But nine board members thought the board should remain neutral, as it did when the board split over ownership issues during debate on the Telecommunications Act. Sources say ABC representative Bill Pitts and joint board chairman Phil Jones were among those leading the fight for neutrality.

"I just don't think the vote reflects the majority of people in the industry," said William Ryan, president of the Post-Newsweek Stations group.

Another board member said the resolution "goes way beyond any credible position" and "no one at the FCC is going to support blanket duopoly and continued LMAs."

Andy Schwartzman, Media Access Project executive director, says the board's vote "should dispel any remaining doubt that the NAB no longer represents all broadcasters. Instead, it's a wholly owned subsidiary of large broadcasters."

On the radio side, board members described their meeting as "non-contentious" as they agreed to go forward with filing comments at the FCC in favor of relaxation of crossownership rules.

Board members also held a free-flowing discussion on broad issues affecting the industry. William O'Shaughnessy, president of WVOX (AM)-WRTN(FM) New Rochelle, N.Y., made a plea to the radio board "not [to] be so focused on money issues," but rather to "concentrate on radio's real strength as the medium closest to the people. Only when we are pressed do we remind ourselves that we are the public's trustees," O'Shaughnessy said. ■

Are two stations better than one?

By Don West
NAPLES, FLA.

If you want to know how well LMAs work, ask the man who owns one.

BROADCASTING & CABLE did last week, in the shadow of the NAB's Florida joint board meeting. The owner was Bernard Waterman, president of Waterman Broadcasting in Fort Myers, Fla., licensee of WBBH-TV

there and holder of a local marketing agreement for WZVN-TV Naples. That station had been owned by Ellis Communications, but was sold to Montclair Communications, headed by Lara Kunkler, for \$21.3 million.

It couldn't have happened under existing duopoly rules, which the NAB is now devoted to changing. But it and the 50 or so existing LMAs are the precursors of a world in which broadcasters operate multiple channels.

In Fort Myers, it's first class. Waterman has been able to do for both stations what neither could have done alone. Last week the combination was completing an expanded studio operation that would permit both to present head-to-head 11 p.m. newscasts. A new Doppler radar had been installed, the only one in the market. (WBBH-TV is a UHF NBC affiliate, WZVN-TV is a UHF ABC affiliate. The one V in the market is a CBS affiliate.) The stations have spent \$4 million for the upgrade, including studio wiring that anticipates digital operation.

Waterman is forceful in advocating the LMA approach. "The government has allowed concentration in all media other than over-the-air television. Cable has multiple channels and advertising interconnections agreements that allow them to sell against an entire region. They're getting into the local news business against us. Trying to compete against the conglomerates is difficult and getting more difficult."

Echoed Steven Pontius, the WBBH-TV general manager: "Even the telephone company is competing against us, not with television but with the Yellow Pages. And DBS encroachment is



Waterman Broadcasting's Fort Myers, Fla., facility houses both WBBH-TV (NBC) and WZVN-TV (ABC).

becoming meaningful, taking our viewers away in favor of stations from New York. Even MMDS, run by American Wireless, is making inroads."

The Waterman approach has been to expand competition, not diminish it, said Pontius. "A lot of people thought that when we took on an LMA, we'd try to drive it into the ground. Our way is to make WZVN-TV the best station it can be."

"Every medium has been permitted to expand except us," said Waterman. "We're still living in 1934. The major assets television could have today are duopolies and LMAs."

Waterman said it would be several years before the combined operation paid for itself and began making money, but he was confident it was the right direction TV should take to compete.

If two stations are so good, wouldn't three be better? Waterman said it might be hard to put your arms around such an operation. But that's not the question, he said. "The question is: What if we don't [expand the number of channels]? What if the industry is not permitted to compete? We can't now. I've been in the business for 45 years and it is my sincere belief that broadcasters can't compete fairly."

"Our only product is local news. The *New York Times* in Sarasota now has a 24-hour news product. If you take us out of the playing field, who is going to handle the public service? Where are the candidates for political office going to go? First news will go. Then sports goes. I tell you, we are in a very delicate area for the future of over-the-air television today." ■

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Fox deal makes Petry largest rep

By Steve McClellan

NEW YORK

After months of discussion, Petry and Fox Television Stations struck a deal last week giving the rep firm all the spot business for the 22-station group. The station group generates approximately \$650 million of annual national spot business, making it the single largest piece of business ever awarded to a rep firm.

As a result of the transaction, in which Petry acquired Fox's in-house rep firm, New World Television Sales, Petry Media Corp. becomes the largest

rep, with roughly \$2.5 billion in annual billings, according to sources. The Cox-owned reps (Telerep, MMT and HRP) have roughly \$2 billion in billings, and Katz Media Corp. has about \$1.7 billion.

Petry will now own three rep companies: Blair Television, Petry Television and Fox Television Sales. William P. Shaw, who has headed Petry Television's national division, has been named president of Fox Television Sales. Petry executives estimate that all 22 stations will complete the transition to the new unit within two or three months.

Thomas Burchill, chairman of Petry, says the deal reflects an effort the industry is making toward strategic and long-term planning: "It's a changing marketplace, and everybody benefits."

Jim Burke, executive vice president, sales and marketing, Fox Television Stations, says the company "looked long and hard" at the pros and cons of in-house versus outside representation, as well as at other "very good" proposals from competing reps. But the long-

The station group generates approximately \$650 million of annual national spot business, making it the single largest piece of business ever awarded to a rep.

term Petry deal, he said, offered the most efficiency and positioning for "substantial" growth.

The Fox deal is a major coup for Petry. During the past six months, the rep suffered defections in Atlanta, Pittsburgh, Washington and Miami. Stations in the last two markets were lost when NBC decided to represent its owned stations in-house, which will be implemented in mid-February.

With Petry's acquisition of the Fox account, Cox-owned Telerep loses Fox stations in Washington, Houston and Salt Lake City, worth roughly \$115 million in annual billings. ■

'Savannah' loses hometown affiliate

HOLLYWOOD—In an ironic twist, WUBI(TV) Savannah, Ga.—the setting of The WB's Aaron Spelling drama *Savannah*—has switched its affiliation to UPN.

WUBI, in the nation's 100th-largest market, has been an affiliate of The WB since the network's sign-on in January 1995. The agreement expired last month.

"We have a better future with UPN, and they're easier to work with," says Jimmy Upchurch, the station's president, of his five-year agreement with UPN. "I think Warner Brothers is turning into a cable company and will ultimately not support its affiliates."

WB spokesman Brad Turell says the netlet expected to lose affiliates in 100-plus markets as part of its plan to launch the WeB, the cable distribution outlet it hopes will strengthen The WB's distribution in those smaller markets: "In some cases we will see affiliates move to UPN, and we wish them the best. We feel the WeB in the long term is essential to reach 98 percent of the country in an efficient way...we are determined to make that work."

Upchurch says he asked the The WB for a new agreement, but the network was willing to extend it only until 1998—the same year The WB plans to launch its WeB. The WB programming already can be seen in Savannah on superstation WGN-TV Chicago. —LR

Fox trading for KIRO-TV

Network will swap Phoenix, Austin stations for Seattle

By Cynthia Littleton and Elizabeth A. Rathbun

HOLLYWOOD

Fox Television Stations Inc. last week was close to finalizing a two-for-one TV-station swap with A.H. Belo Corp., sources say.

Fox plans to trade its KSAZ-TV Phoenix (ch. 10) and KTBC-TV Austin, Tex. (ch. 7)—recently acquired from New World Communications Group Inc.—for Belo's UPN-affiliated KIRO-TV Seattle (ch. 7), according to one source.

KIRO-TV will take over the market's Fox affiliation from Kelly Broadcasting's KCPQ(TV) Tacoma/Seattle. KCPQ was described as "a recalcitrant Fox affiliate" by one observer of the market. Meanwhile, UPN will have to find another outlet there.

Sources put the value of KIRO-TV at \$200 million or more. Last month, Cox Broadcasting Inc. paid \$160 million for a weaker station, KSTW(TV) Seattle, a CBS affiliate at ch. 11.

If Fox acquires KIRO-TV, it would become the first network to have an O&O in Seattle.

Belo has to divest KIRO-TV so it can keep Seattle's powerhouse NBC affiliate, KING-TV. Belo acquired KING-TV as part of its merger with the Providence Journal Co. That deal is expected to close this month, after a shareholders' vote scheduled for Feb. 14. FCC rules currently bar a broadcaster from owning two TV stations in a market.

If the Fox-Belo deal is concluded, Fox would swap VHF stations in the 17th- and 64th-largest markets for a VHF outlet in the 12th-largest.

The Seattle/Tacoma TV market is in the midst of a major ownership turnover. Besides Cox taking over KSTW, USTV of Washington State has put KTZZ-TV up for sale. Paramount Stations Group is said to be among the leading candidates to buy KTZZ-TV, a WB Network affiliate.

Belo paid \$162.5 million for KIRO-TV in September 1994. ■



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Lott wants word on Powell

Other names circulating for FCC include David Baker, Harold Furchtgott-Roth, William Kennard

By Chris McConnell and Heather Fleming

WASHINGTON

Senate Majority Leader Trent Lott (R-Miss.) wants to know more about Michael Powell's Republican credentials.

"I've asked...how he got to be at the Justice Department in the Clinton administration," Lott said of the potential FCC nominee last week. "This is a Republican slot." Lott

added that he had requested a copy of Powell's resume.

Powell, son of retired general Colin Powell, emerged two weeks ago as a leading candidate for the vacant Republican FCC seat (B&C, Jan. 27). Sources say Senate Commerce Committee Chairman John McCain (R-Ariz.) is backing Powell for the agency's Republican vacancy.

And Senate Communications Subcommittee Chairman Conrad Burns (R-Mont.) says he thinks the Clinton administration will nominate Powell. Speaking at a Media Institute luncheon last week, Burns said he expects Powell's name to be included in a "package" of FCC nominees.

But last week Lott said he wanted more information on the 33-year-old Powell, currently chief of staff for the Justice Department's antitrust division: "I don't even know what his positions are on regulations. I want a deregulatory type."

Others last week predicted Powell would be able to defend his political affiliation. One source said he served on the staff of the 1992 Republican Platform committee.

"I don't even know what [Michael Powell's] positions are on regulations. I want a deregulatory type."

Senator Trent Lott

Powell's work history also includes service as a lawyer at Washington's O'Melveny & Myers law firm. Before that he was a law clerk for Harry Edwards, chief judge of the U.S. Court of Appeals in Washington. Powell also served as an officer in the U.S. Army from 1985 to 1988.

Beyond Powell, the field of potential Republican FCC nominees includes Georgia Public Service Commission Chairman David Baker, who has endorsements from House Speaker Newt Gingrich and Senator Paul Coverdell (R-Ga.) and was making the rounds in Washington last week. Sources also say House Commerce Committee Chairman Thomas Bliley (R-Va.) is backing committee economist Harold Furchtgott-Roth.

On the Democrat side, FCC General Counsel William Kennard continues to top the list of potential nominees to the seat Commissioner James Quello is giving up this year. ■

FCC fines TVs for kids violations

WASHINGTON—Federal regulators last week handed out \$49,000 in fines for violations of rules that restrict advertising during children's TV programming.

The "notices of apparent liability"—ranging from \$10,000 to \$15,000 each—went to four stations, in Virginia and Washington. The stations admitted violating the rules in applications for license renewals.

The stations said they had violated the rules that limit the amount of commercial time which may be aired during children's programming (10 1/2 minutes per hour on weekends and 12 minutes per hour on weekdays). The FCC also counts an entire program as a commercial if the show is associated with a product and commercials for that product air during the program.

Fox's WTTG(TV) Washington said it had exceeded the commercial limits eight times and blamed the violations on errors at the station. It received a \$10,000 fine, which Fox plans to pay. The other fines went to WDRG(TV) Danville, Va. (\$10,000); WGNT(TV) Portsmouth, Va. (\$14,000), and WAWB(TV) Ashland, Va./Richmond (\$15,000). The stations were given 30 days to contest the fines.

While issuing the fines, the FCC granted the renewal applications of all four stations. —CM

DARS delays at FCC

Commissioners split over public interest obligations

By Chris McConnell

WASHINGTON

Satellite radio rules have hit another snag at the FCC.

Commissioners last week were divided over the idea of placing public interest obligations on companies that provide digital audio radio satellite service (DARS). Drafts of the DARS rules prepared earlier last year carried public interest obligations for the DARS licenseholders, and sources following the rulemaking had expected the rules to remain.

But at least one commissioner is concerned about that idea. "We don't have [a DARS service] yet," says Commissioner James Quello, adding that he will

need to take a hard look at the proposed rules. Quello says he doesn't like placing public service obligations on a service that has not yet been launched.

Also threatening to delay the long-stalled satellite service were new objections from the Consumer Electronics Manufacturers Association (CEMA). The group last week told commissioners that the spectrum designated for DARS would not support the planned satellite radio services.

"The FCC must locate other, more appropriate, [DARS] spectrum," the group said in an FCC filing. One official cited potential impacts on adjacent spectrum slated for auction in April and said the commission would have to consider the group's arguments. ■

Senate to hold liquor ad hearings

But both Burns and Tauzin are urging industry settlement beforehand

By Heather Fleming and
Harry A. Jessell

WASHINGTON

Representative Billy Tauzin's (R-La.) plate is too full for hearings on TV liquor ads anytime soon, but Senate Communications Subcommittee Chairman Conrad Burns (R-Mont.) promises that his subcommittee or John McCain's (R-Ariz.) parent committee will tackle the controversy with hearings in February or March.

Tauzin and Burns are holding out hope that broadcasters, cable companies and the distilled spirits industry can settle the dispute on their own.

There used to be an "unwritten rule" of responsibility, Burns said at a Media Institute luncheon last week. "Some things you do and some things you don't." In any event, the regulatory agencies should stay out of the dispute, he said. "If it's a legal product, I don't think it's the FCC's business or the FTC's business."

Liquor advertising became a hot issue last year after distillers decided to drop its voluntary ban on broadcast advertising. It claims the ban puts its members at a disadvantage to the beer and wine industries, which make ample use of TV.

At that time, Tauzin said the House

Telecommunications Subcommittee, which he chairs, would hold hearings on the issue. But now his agenda is packed with hearings on cellular telephone privacy, spectrum issues, oversight of the Telecommunications Act and FCC reform, an aide says.

"Billy is calling on the distilled spirits industry, broadcasters and cable companies to sit down together and try to hammer out a new uniform code of conduct to deal with advertising content, placement and targeting," Tauzin spokesman Ken Johnson says. "But if he can't get them moving in the right direction by themselves, he's prepared to take a lead role in it."

Senate, FCC to hear gripes on TV ratings

By Harry A. Jessell
WASHINGTON

The public will get an opportunity soon to sound off before government officials on the TV industry's TV ratings system.

The FCC and the Senate Commerce Committee last week announced separate hearings on the controversial movie-style system designed to warn viewers of shows laden with sex and violence.

The Commerce Committee will hear from yet-to-be-named witnesses on Feb. 27. The FCC has yet to set a date, but officials said it will be scheduled in April or May, shortly after the commission receives the first round of comments on its proceeding to determine whether the system is "acceptable."

If the FCC finds the ratings scheme unacceptable, it must, by law, appoint an advisory committee of industry representatives and "appropriate public interest groups" to provide "guidelines and recommended procedures" for an alternative ratings scheme.

Senator Kent Conrad (D-S.D.) and a number of groups critical of the ratings system had asked for the public hearing. FCC Reed Hundt agreed to the hearing after meeting with them in Conrad's office last Thursday.

"The age-based ratings system used by the networks is flawed in several ways," Conrad said in a prepared statement after the meeting. It offers little information, is inconsistently applied and is controlled by the TV industry, he said. "The networks, not the parents, decide what's best for every age group."

Like Conrad, Committee Chairman John McCain (R-Ariz.) has been critical of the ratings system for failing to give parents sufficient information. But it's unclear where the Commerce Committee hearing might lead.

Senator Conrad Burns (R-Mont.), chairman of the Communications Subcommittee, at a Media Institute luncheon in Washington last week said he feared the ratings system would be counterproductive. TV producers may include more violence and sex in programs and hide behind the rating, he said. "People will use any excuse to walk on responsibility."

The broadcasters, producers and cable programmers implemented the "voluntary" ratings system at the start of the year under heavy pressure from the White House and Congress.

The system has drawn criticism. But Hundt, who will be leading the FCC examination, has so far reserved judgment.



Anti-ratings media blitz

Donald Wildmon's American Family Association is doing its part to make a case against the new TV ratings system: a write-in campaign to three media outlets.

Postcards and letters addressed to the news desk at BROADCASTING & CABLE began arriving last week with this message: "Count me as one who is disgusted with the amount of sex, violence and profanity on TV. I don't think the new ratings system was intended to reduce sex and violence and profanity. I would be willing to participate in a boycott of the leading sponsors of programs rated TV-14 and TV-M."

According to Wildmon, 150,000 pieces were mailed to members, who are being asked to send them to BROADCASTING & CABLE, the AP and Advertising Age to "get the word out" on the boycott campaign.

By press time, B&C had received more than 6,000 postcards. —JSE

Fox Sports eyeing piece of MSG

Officials call talk 'premature,' but interest is there

By Rich Brown
NEW YORK

Fox Sports Net is surfacing as a likely suitor for ITT's stake in Madison Square Garden should the hotel and gaming giant undergo a hostile takeover.

It is still not clear if Hilton Hotels will succeed in its planned takeover of ITT, but media players are already speculating on the future of the company's sports operation. Hilton officials said last week that they would likely spin off ITT's interest in MSG, which includes New York's Madison Square Garden arena as well as local sports teams the Knicks and the Rangers and the MSG regional sports cable network.

If ITT's stake in MSG is put up for sale, multiple system cable operator Cablevision Systems Corp. would have right of first refusal. Cablevision teamed with ITT to buy MSG in 1994 for \$1.1 billion, and the cable system operator owns 26.6% of the operation. Cablevision has until March 17 to buy up to 50% of MSG under the terms of the original deal.

Cablevision's drawn-out payments for its stake in ITT, and the company's considerable debt (an estimated \$3 billion), make some analysts doubtful that the MSO would seek to buy MSG out-

right. And there is some precedent to make Cablevision think twice about such a deal: the stock market did not respond favorably to Comcast Corp. when the MSO invested heavily in Philadelphia sports properties last year.

A Fox Sports spokesperson says it is "premature and speculative" to talk about the possibility of buying into ITT but Fox officials privately are said to be eyeing the properties with great interest. The New York sports operation could become a key jewel in the Fox Sports Net crown, which already includes several regional sports operations serving 40 million subscribers nationally. Fox's partner in Sports Net, Tele-Communications programming unit Liberty Media, earlier attempted to buy MSG with a failed \$1 billion bid in 1994.

Other companies seen as likely bidders include former owner Viacom/Paramount and Group W/CBS, which has money to spend and has expressed interest in building its cable programming portfolio. One media giant not likely to go after MSG is debt-laden Time Warner/Turner, even though it owns cable



The New York Knicks are just one of the properties included in ITT's interest in Madison Square Garden that Fox is considering buying.

systems serving more than 1 million MSG subscribers in New York City.

"Wall Street would not like that at all," one analyst says of the possibility of a Time Warner/Turner bid. "They're supposed to be de-leveraging."

In addition to an MSG deal, ITT would likely seek to unload its stake in WBIS-TV New York. ITT purchased the fledgling UHF station last year with partner Dow Jones for \$207 million. ■

Nick offers advertisers package deal

NEW YORK—Nickelodeon wrapped up ad sales for the kids upfront market last Friday, and got a head start on the adult upfront in the process.

The cable network persuaded Nickelodeon advertisers that also advertise on adult programming to buy spots on its co-owned TV Land, which features vintage programming. The channel launched commercial-free last April, and will begin running ads in the fourth quarter. Both channels are owned by MTV Networks.

MTVN's senior vice president of sales, John Popkowski, said TV Land was approximately 50% sold for the 1997-98 season as of Friday. Also tied to the sales packages are sales for Nick at Nite, which also runs vintage TV shows.

The bottom line for Nickelodeon is that it will retain the

largest single share of the kids market this year with an estimated \$225 million in advertising, up roughly 15%.

Popkowski would not confirm the number, but did say Nickelodeon is the market leader, with 57% of the available gross rating points for kids this year. In addition, the cable network has extended most of its multiyear ad sales deals through the 1998-99 season.

"The concept was to expand at last year's base cost-per-thousand deal and extend at a price increase through the third quarter of 1999," he said. The increases will be negotiated next year.

The kids cable network already had commitments for about two-thirds of available inventory for the coming year, as a result of multiple-year deals done earlier. Now a similar base has been laid for the 1998-99 season. —SM

Merrill Lynch on sweeping the ratings in 1996.

\$485,000,000 AFLAC INCORPORATED Insuring Over 38 Million People Worldwide AFLAC Incorporated Broadcast Division has been acquired by Raycom Media Pending	\$275,000,000  ALLBRITTON COMMUNICATIONS 9.750% Senior Subordinated Notes due 2004 February 1, 1996	Not Disclosed ARGYLE Television, Inc. Argyle Television Inc. has swapped two television stations with Gannett Company Pending	\$365,000,000 Colfax Communications Colfax Communications has been acquired by Chancellor Broadcasting Company Pending
\$207,000,000 Dow Jones & Co. Dow Jones & Co. and ITI Corporation have acquired WNYC July 1, 1996	\$5,000,000,000  Infinity Infinity Broadcasting Corp. has been acquired by Westinghouse Electric Corp. Pending	\$100,000,000 Jacor Communications Liquid Yield Option Notes ("LYONS") June 6, 1996	\$80,000,000 Park COMMUNICATIONS, INC. 13.750% Senior Pay-in-Kind Notes and Warrants due 2004 May 6, 1996
\$58,000,000 Park COMMUNICATIONS, INC. Senior Secured Term Loan Facility May 6, 1996	\$241,000,000 Park BROADCASTING, INC. 11.750% Senior Notes due 2004 May 6, 1996	\$122,906,000 The Providence  Journal Company Initial Public Offering June 21, 1996	\$167,000,000 QWestCom L.P. QWestCom L.P., a partnership with Tribune Company/Quincy Jones has acquired two television stations January 1, 1996
\$1,130,000,000 TRIBUNE Tribune Company has acquired Renaissance Communications. Pending	\$247,657,000  Young Broadcasting Inc. Class A Common Stock September 30, 1996	\$125,000,000  Young Broadcasting Inc. 9.000% Senior Subordinated Notes due 2006 January 9, 1996	

Merrill Lynch starred as both leading advisor and underwriter to the broadcasting industry in 1996. The reasons? In-depth industry knowledge, innovative thinking and our unrivaled distribution system. Capabilities that achieve results make a difference.
The difference is Merrill Lynch.

'60 Minutes' drops Cosby interview

By Lynette Rice
HOLLYWOOD

CBS's *60 Minutes* decided to scrap a Dan Rather interview with Bill Cosby for Feb. 2 after a flurry of media reports featured segments from the exclusive interview.

The interview, which occurred Jan. 26 and aired the next day on CBS's morning and evening news shows, included poignant comments from Cosby about his son, Ennis, and his thoughts about the extortion plot by a woman claiming to be his illegitimate daughter.

"When the subject was first broached that there might be an additional installment of the excellent Jan. 26 Dan Rather-Bill Cosby interview for the *60 Minutes* edition of Feb. 2, it seemed like a good idea," said Don Hewitt, *60 Minutes* executive producer. "During the week, having noticed that everybody and his brother was running parts of the interview, either on air or in print—including numerous pirated versions—and that hype was beginning to take over, I suggested to Dan and to Andrew Heyward [president, CBS News] that many too many people had picked over the interview and there wasn't as much left as we thought there would be."

Indeed. Stations including KCBS-TV Los Angeles and other media ran their own stories of the interview. The coverage in Los Angeles alone prompted criticism from *Los Angeles Times* columnist Howard Rosenberg, who also poked fun at KCBS-TV reporter Linda Alvarez for interviewing Rather about his interview with Cosby. "One important facet was initially missing, however," Rosenberg wrote. "It remained to be seen whether someone else at Action News would interview Alvarez about her interview with Rather about his interview with Cosby."

Said Hewitt: "None of us could disagree all that much with columnists who said this story was being exploited. It's not easy to give up a sure couple of rating points, but that's what *60 Minutes* decided to do." ■

Closed Circuit

WASHINGTON

Budget forecast

President Clinton will release his budget blueprint for fiscal year 1998 this week, and broadcasters expect its spectrum auction proposals to be a carbon copy of last year's. Clinton's FY '97 budget included a proposal to speed up the transition to digital TV, requiring an FCC auction of the analog TV channel in 2002 and requiring broadcasters to hand it over by 2005. If the money raised falls short of the \$17 billion target, broadcasters would be forced to make up the difference through a tax. Also expected in the proposal are plans to auction the spectrum now being used for electronic newsgathering (ENG) and the UHF TV channels 60-69.

Auction foe

ABC Washington lobbyist William Pitts sent a letter Jan. 24 to the chairmen of the House and Senate budget committees and commerce committees arguing that spectrum auctions should not count toward deficit reduction because they are a "onetime revenue raiser." In passing the Deficit Control Act of 1985, Congress said that asset sales may not be scored as deficit reduction. "The President and the budget committees should stand by that provision of the law and not allow spectrum auctions to become...illegitimately scored as a substitute for a real effort to address overall federal outlays," Pitts wrote.

NAPLES

Both sides now

The National Association of Broadcasters TV board's split vote on backing relaxation of ownership rules at the FCC raises the question of whether the NAB should remain neutral on issues where there is significant controversy among board members. "When there's such a division of opinion, should the board ask the NAB to take a position?" asked Philip Jones, president of Meredith Broadcasting. "How can [the NAB] get passionate about

something that many of its members may not like?" Jones said the association should consider going on a retreat where it could debate whether, in certain circumstances, more than a simple majority should be required for the NAB to take a position.

NEW YORK

Sick Cavett

Less than two weeks after debuting on about 25 radio stations nationwide in early January, host Dick Cavett fell ill with flu that turned into pneumonia. He has been off the air since Jan. 20. Cavett's producer, Jim Moscovitz, had hoped he would return to work Feb. 3 but concedes it may take longer for Cavett to recover. In Cavett's absence, Moscovitz has recruited a number of substitute hosts, including WRKO(AM) Boston talker Jerry Williams and WWRC(AM) Washington talker Joe Palka. Moscovitz says he expects Williams to fill in for Cavett until he returns and wants him to continue as co-host of the program. WRKO management shifted Williams from weekdays to weekends about two weeks ago. Meanwhile, some of Cavett's affiliates have complained that the show did not deliver some of the high-profile guests—namely Colin Powell, Michael Jordan and Billy Crystal—it promised for January. Moscovitz said those guests had wanted to appear on the show when Cavett was hosting.

WASHINGTON

Rule revision

FCC officials this week hope to issue their revised rules on cable leased-access pricing. The new rules, which could appear as early as today, are aimed at boosting leased-access programmer efforts to find space on cable systems. Sources following the proceeding have said they expect the revised rules to incorporate a cable industry proposal to replace the current "highest implicit fee" formula with a system for charging the average implicit fee.

Compromise reached on V-U digital rift

Plan calls for power limit on some UHF's, boost for others

By Chris McConnell

WASHINGTON

Broadcasters say they have headed off a potential rift between UHF and VHF stations over digital TV.

A group of them have settled on a plan for resolving UHF broadcaster worries that they will not have enough power in the digital age to deliver signals to the areas they now reach. The deal calls for capping the digital TV power levels of some stations during a two-year period while allowing others to boost their power.

"This is a way of letting everything move forward," says communications lawyer Jonathan Blake of Washington's Covington & Burling. Association of Local Television Stations President James Hedlund, whose group had raised concerns about the power issue, says he too is happy with the agreement.

"There was a lot of movement over the last weeks," says Hedlund, citing negotiations between the VHF and UHF broadcasters.

The negotiations followed a January FCC filing from Sinclair Broadcast Group and Sullivan Broadcasting charging that proposed plans for assigning each broadcaster a channel for digital TV would treat the analog UHF broadcasters unfairly. The groups cited the higher power levels planned for analog VHF stations moving into the UHF band for digital TV (V-to-U's).

Engineers say the disparity results from an effort to preserve in the digital age the premium that VHF stations enjoy today. Because those stations generally cover larger areas than UHF stations, VHF stations receiving a digital channel in the UHF band will need more power to replicate their current service areas once they switch to digital TV.

Conversely, analog UHF stations receiving a UHF channel for digital TV (U-to-U's) will need less power to cover the smaller areas that they reach today. Engineers say the U-to-U's will need even less power in the digital age than they do now because the digital transmission technology requires less power to cover the same area.

But UHF broadcasters earlier this year said their planned power levels were too small and might lead to a loss in service

"This is a way of letting everything move forward."

Lawyer Jonathan Blake

area. In their filing, Sinclair and Sullivan called both the FCC and the broadcaster proposals "manifestly unfair."

Sinclair now says it supports the compromise plan proposed by the Broadcasters Caucus. Sullivan also calls the proposal to limit power levels for two years acceptable, but continues to argue that the proposed transition plan would widen the current disparity between UHF and VHF stations.

The compromise plan calls for a two-year cap on the power levels at which all DTV stations, including the VHF stations moving into the UHF band, will operate. At the same time, many UHF stations will be permitted to increase their power levels during the two-year period. After that period, the FCC will determine what power

adjustments are needed. The plan also calls for an 18-month study of digital TV interference and coverage.

The broadcasters remain divided on what the digital TV power limit should be during the initial two years. Networks and the Association for Maximum Service Television (MSTV) favor a one megawatt limit, while PBS, Sinclair, Tribune, Viacom and ALTV want a 500 kw cap.

Despite the lingering issue, broadcasters voice confidence the agreement will keep the DTV proceeding from stalling over the power issue.

"I think it was distracting, but we got around it," says MSTV Vice President Victor Tawil.

Covington & Burling's Blake adds that the compromise will still work—although not as well—if the FCC decides to reallocate channels 60-69 to another service. But broadcasters continued to oppose that prospect in comments to the FCC. "Public safety spectrum needs or other spectrum-related issues should not detract from or unduly hinder the transition to DTV," the Broadcasters Caucus said. ■

COMMENTARY ON THE NEWS

ABC thrown to the Lion

By Dan Trigoboff

The North Carolina jury that awarded supermarket chain Food Lion \$5.5 million in punitive damages last month (B&C, Jan. 27) sent a chilling message to journalists, who sometimes must rely on aggressive tactics to uncover potential threats to the public interest. The award may have been only a fraction of the \$50 million—\$2 billion the company sought, and ABC may yet successfully appeal the verdict. But it's another—and a particularly troublesome—example of backdoor attacks on news reporting that exploit public dissatisfaction with the media.

PrimeTime Live reporters were found to have committed fraud and trespass by going undercover to

investigate food handling at Food Lion. The award-winning result used hidden cameras to show rotted, rat-infested and sometimes bleached meat and cheese offered to the public. Food Lion cried foul, blaming ABC for more than \$1 billion in losses. In actual damages, the chain asked for less than \$2,500—and got only \$1,400 for the reporters' falsifying their backgrounds to get the jobs, and for training and other expenses. Somehow the same jury that didn't accept Food Lion's rather insignificant actual-damage estimate decided to punish ABC with a \$5.5 million judgment—for what essentially amounts to lying on a job application. Of course, most resume-padders lack ABC's deep pockets.

Food Lion claims it's been unfairly

maligned and that truth is on its side. It's gotten some surprising help recently from the Fox News Channel, which broadcast outtakes suggesting that ABC staged some of its report. Why, then, didn't Food Lion sue ABC—which called Fox's broadcast "outrageous" and distortive—on the issue of the truthfulness of the report? That's easy. By avoiding a traditional defamation action, Food Lion escaped a full viewing of the evidence and the protections historically afforded the media in their pursuit of the truth—even as the chain effectively exploited the backlash that's developed from years of media-bashing and some real abuses by the media. Most lawyers will tell you it's a lot easier to prove trespassing than actual malice—although most trespass cases aren't likely to bring multimillion-dollar awards.

The bizarre ratio of punitive-to-actual damages in this case, about 4,000:1, may itself be grounds for a successful appeal, given recent Supreme Court cases on excessive damages. Although journalists should support ABC's appeal, it would be better if ABC ultimately won because the North Carolina case offends the First Amendment.

A history of First Amendment cases demonstrates that the Constitu-

tion protects journalists who make an honest effort to get at the truth. But media lawyers point to a recent wave of what they call "trash torts" that allow subjects of reporting to attack journalists' conduct rather than content. "In a case about reporting," asks Jane Kirtley of the Reporters Committee for Freedom of the Press, "how can you divorce the report from the conduct?"



The use of tort claims other than traditional defamation has developed into an unfortunate trend. Tobacco company Brown & Williamson used a claim of tortious interference with contractual relations in an attempt to block CBS from airing an incriminating *60 Minutes* interview with a former Brown & Williamson executive. Other tort claims have centered around breach of fiduciary duty, invasion of privacy and infliction of emotional distress.

Journalists generally have little regard for deception, but some undercover reporting—consumer reporting, in particular—may require at least less-than-full disclosure. Should we presume that the same information would have been available by going through Food Lion's public relations channels?

As the U.S. Court of Appeals for

the Seventh Circuit said in a recent decision with the same defendant, *Desnick v. ABC*: "Today's tabloid-style investigative reportage, conducted by networks desperate for viewers in an increasingly competitive television market, constitutes—although it is often shrill, one-sided and sometimes defamatory—an important part of that market. It is entitled to all safeguards with which the Supreme Court has surrounded liability for defamation. And it is entitled to them regardless of the name of the tort and ...regardless of whether the tort suit is aimed at the content of the broadcast or the production of the broadcast" (emphasis added).

If the Food Lion decision is upheld in the Fourth Circuit, Kirtley notes, that split with the Seventh Circuit could bring the case to the Supreme Court, and we'd know how far the First Amendment goes.

If *Desnick* became law, egregious reports that rely on trucks rigged to explode or other staged incidents would still demonstrate the requisite malice for a successful plaintiff's lawsuit. And then as now, public light shed on such practices will damage credibility.

Ultimately, journalists—not juries—are the best arbiters of their professional tactics. Should journalists be held to a different standard than others? Yes. That's a good part of what the First Amendment is about. The bulk of this discussion belongs in the classrooms and the newsrooms. Save the courtrooms for extreme cases.

Meanwhile, what do journalists do? ABC reportedly told the jury that massive damages weren't necessary in this case and that the network had learned its lesson. Exactly what that lesson is, and who learned it, is disturbingly unclear.

It's bad enough that news organizations have to worry about defamation charges that, even if overturned, are nonetheless costly and distracting. If investigative journalists can't rely on truth as a defense and their targets are allowed to circumvent malice as an essential element of liability, already cautious and cost-conscious news organizations (and their even more cautious corporate parents) will think three and four times before undertaking—or not undertaking—an undercover expedition toward the public good.

Some judges and some jurors may want to think about that the next time they bite into a ham-and-cheese sandwich. ■

PrimeTime 24 sued over distant signals

Broadcasters last week fired another shot in their white-area battle with satellite carriers.

ABC-owned WTVB(TV) Durham, N.C., filed suit in U.S. District Court in Greensboro, N.C., charging PrimeTime 24 with violating the Satellite Home Viewer Act. The law bars satellite carriers from delivering network signals to areas served by a local station.

In its lawsuit, WTVB said PrimeTime 24 violated the law by beaming distant ABC signals to homes within the station's signal reach. The suit asks the court to bar the transmissions.

The lawsuit follows a similar action in December by Fox and CBS. The networks, along with the CBS Affiliates Association and five CBS affiliates, charged PrimeTime 24 with knowingly selling network programming to customers served by local stations.

"It seems like we're getting ganged up upon," PrimeTime 24 Chairman Sid Amira said of the lawsuits. "It looks like a concerted effort to put PrimeTime 24 out of business."

PrimeTime 24 says that many of those viewers receiving local signals see poor picture quality. The company has called for Congress to include picture quality in the white-area criteria.

—CM

TW challenges BT over MCI

Time Warner is challenging British Telecommunications' bid to buy MCI's DBS license. The company has asked the FCC to block the DBS license transfer until it has investigated whether the United Kingdom and Australia are open to U.S. satellite service providers. The filing follows requests earlier this month by Primestar and EchoStar that the commission reconsider its December decision to grant MCI a DBS license for its ASkyB venture with News Corp. The commission granted the license after ruling that foreign ownership caps do not apply to subscription video services. Time Warner called that decision unsupportable. "The commission has long held that the provision of content by a license raises special concerns under the alien ownership limits," the company said.

The FBI also had something to say about the BT/MCI merger, urging the FCC to examine its impact on national security and law enforcement. "The potential for a foreign-based carrier to surreptitiously conduct electronic surveillance monitoring of U.S. persons and companies for economic or other reasons is a significant concern," the FBI said.

FCC lawyers rated high

The FCC scored high in *American Lawyer's* tally of top legal talent outside the private sector. The January/February issue of the magazine lists 45 young lawyers outside private practice "whose vision and commitment are changing lives." FCC officials making the "Public Sector 45" include Common Carrier Bureau Chief Regina Keeney, General Counsel William Kennard and Chief Counsel to the Chairman Julius Genachowski.

FCC gives Gannett time to sell Niagara paper

The FCC last Monday gave Gannett Co. Inc. more than six months to get rid of its *Niagara Gazette* (N.Y.) newspaper so that it can own WGRZ-TV Buffalo, N.Y., instead. Gannett in November said it would seek the waiver of the TV-newspaper crossownership rule as part of its plans to swap WLWT-TV Cincinnati and KOCO-TV Oklahoma City for Argyle Television Inc.'s WGRZ-TV and WZZM-TV Grand Rapids, Mich. The FCC notes that although Niagara Falls is just 10 miles from Buffalo, it "is only marginally within the station's predicted Grade A contour." There also are plenty of other voices in Niagara Falls, including seven TV stations and 23 radio stations, the FCC says. Gannett has six months from the time it closes on WGRZ-TV to divest itself of the newspaper.

Nelson changes jobs

Michael Nelson is moving from the White House to the FCC. Nelson, who has worked for four years in the White Office of Science and Technology Policy as special assistant for information technology, is shifting to the commission's Office of Plans and Policy. There he will be assuming the position of director for technology policy.

FCC fines

The FCC's Mass Media Bureau has fined one broadcaster \$5,000 for ceding control of a Denver low-power TV station without receiving FCC approval. In a letter to Western Slope Communications, the commission cited an agreement

between the broadcaster and W. Russell Withers under which Withers has exercised control over the station. The commission fined Withers, as well as Western Slope, \$5,000.

In another action, the bureau ordered a low-power TV broadcaster to pay a \$5,000 fine. The bureau had assessed the fine on Angel Ginorio in 1994 for transferring control of a Puerto Rico station with FCC approval. Although the bureau rejected Ginorio's arguments that he did not intend to violate FCC rules, officials reduced the original \$20,000 fine to \$5,000.

Spectrum auctions forum

The FCC will give potential bidders information on upcoming spectrum auctions during a one-day conference this month. The commission says its Feb. 19 "spectrum auctions forum" is aimed at informing potential investors about some of the services slated for auction. Some services headed for the auction block include local multipoint distribution service (LMDS), wireless communications service and paging services. The forum will be held at the Washington Marriott Hotel.

Congress, Clinton get low grades

Congress and the Clinton administration earned Ds from The Media Institute in the group's grading of government efforts to protect the First Amendment. The group says Congress scored a D for several reasons, including its passage of the Communications Decency Act and the V-chip legislation. The Clinton administration scored a D+ for actions that included the children's educational programming requirement and the Food and Drug Administration's restrictions on tobacco advertising. The Judicial Branch fared better, scoring a B- in the group's assessment. The Media Institute cited court decisions to block enforcement of the Communications Indecency Act. In addition to issuing the grades, the group's report cited two trends "that threaten the First Amendment." The report voiced concerns that the government will regulate speech in cyberspace and that the "children's card" is being increasingly played to justify regulation of program content.

Senators speak out on universal service

Senate Commerce Committee Chairman John McCain (R-Ariz.) and Senator Ted Stevens (R-Alaska) don't want the FCC to wrap up the education-related provisions of its universal service rulemaking before it settles the entire proceeding. The rulemaking—aimed at boosting availability of telecommunications technology—includes provisions that would devote funds to schools and libraries for telecommunications. McCain and Stevens said the commission should not implement those provisions separately. "Sound implementation...requires that the commission resolve all the interrelated issues involved in universal service carefully and contemporaneously," the senators said in a Jan. 27 letter to Hundt. Their letter was sent the same day Hundt was lauding the education-related initiatives during a Washington speech. "By the time the [next] century starts we want all schools on line, with technology fully integrated into the students' lives," Hundt said to the National School Boards Association.



Edited by Chris McConnell and Heather Fleming

SPECIAL REPORT: STATION & CABLE TRADING

1996 spending tops \$48 billion

Trading Market Explodes

Radio-TV station deals total \$25.4 billion, cable system transactions top \$23 billion. Last year was unlike any other in the history of buying and selling broadcasting and cable TV properties, with record numbers of deals and dollar values. Following is a recap of the radio-TV market; a cable review appears on page 20; radio's biggest spender is on page 22, and a tally of \$1million-plus deals begins on page 23.

By Donna Petrozzello

Spurred by the Telecommunications Act of 1996, consolidation swept the broadcasting industry last year, ushering in an unprecedented era of megagroups and multibillion-dollar deals.

In June, the \$4.9 billion merger of Infinity Broadcasting Corp. into Westinghouse Electric Corp./CBS Radio Inc. riveted the attention of investors and advertisers to the radio industry. In July, News Corp./Fox Television Stations Inc.'s \$3 billion purchase of the remaining 80% of New World Communications Group Inc. made News Corp. the nation's leading TV station owner.

Almost without exception, brokers and group owners across the country describe the year as their busiest—and most lucrative—ever. In 1996, \$25.36 billion changed hands. That is an astonishing 204.8% increase over the \$8.32 billion spent on TV and radio deals in 1995, according to figures compiled by BROADCASTING & CABLE (see chart at right). And 1996 is the fourth consecutive year of increased station trading since the slump of 1990-92.

Expectations also are high for this year: "Last year and 1997 will represent the two highest levels of station trading in the radio industry ever, and likely will never be surpassed," says broker William J. Steding, managing director, Star Media Group Inc., Dallas.

"Nineteen ninety-six was the best year in our history," says broker Fred Kalil, of Kalil & Co., Tucson, Ariz. "And we already have enough in the hopper for 1997 to beat 1996."

Radio was the champion in 1996, with the all-radio Westinghouse/Infinity merger topping the list of the year's



biggest deals (see box, page 23). The Telecommunications Act did far more to deregulate radio than television, encouraging radio-station consolidation and leaving many changes in the TV rules in the hands of the FCC.

New law drives the deals

"The Telcom Act drove the deal business," says broker Gary Stevens, of Gary Stevens & Co., New Canaan, Conn. "I've never seen such a quantum leap in the industry, particularly in the radio industry, in so short a time. I think it exceeded everyone's expectations, and it went much faster than anyone could have imagined."

The act allows broadcasters to own as many radio stations as they want, nationally. Locally, the most generous cap still in place allows ownership of up to eight stations in a market with 45 or more other radio stations.

The amount spent on radio in 1996, \$14.87 billion, topped 1995's radio total by a whopping 315.5%. Meanwhile, dollars spent on TV stations rose 121.3%, to \$10.49 billion. The number of TV deals actually dropped, howev-

er, from 112 in 1995 to 99 last year.

"Ninety-six was not as big a year as everybody thought it would be [in TV]," says Steve Pruett, senior vice president, Communications Equity Associates, New York. Early in the year, in anticipation of deregulation, TV stations were drawing multiples of 14, 15 even 16, he says. However, "buyers drew a line [and] there just weren't a lot of sellers.... Clearly, [TV trading] was not the deal-a-minute thing that radio was."

Prices rise for radio deals

Indeed, "1996 was the most active trading year in the history of radio broadcasting, and there was a tremendous amount of consolidation," says Scott Ginsburg, chairman, Evergreen Media Corp., Dallas. More than 1,000 radio deals were made last year, compared with 737 in 1995.

Prices also ran high as radio stations became increasingly popular investments. The average deal price was \$14.64 million last year, compared with \$4.86 million in 1995. Multiples, which have risen steadily since the early 1990s, "went out the window" last year, says broker Brian Cobb, of Media Venture Partners, Fairfax, Va. "We've never seen anything like this, ever."

"Consolidation has given buyers the ability to pay great prices and still get good returns on their investments," says broker Glenn Serafin, president, Serafin Bros., Tampa, Fla. "Watching the largest radio companies trade stations in the 12, 14 or 16 times cash-flow range" increased trading values even in the smallest markets, Serafin says, like "a rising tide lifts all ships."

But the news wasn't all good. In October, radio companies' stock plunged as much as 20% after the Justice Depart-

DOLLARS FLOW WITH DEREG



Even before President Clinton signed telecommunications deregulation in February 1996, radio- and TV-station trading was expected to shatter records. The numbers did not disappoint. Here are the dollars spent on TV and radio stations in 1996 (and the number of deals), compared with 1995:

Station type	1996	1995	% change
TV	\$10.488 billion/99 deals	\$4.74 billion/112 deals	121.26%/-11.61%
AM-FM combos	\$12.034 billion/345 deals	\$2.79 billion/213 deals	331.33%/61.97%
FM	\$2.628 billion/417 deals	\$685.68 million/329 deals	283.27%/26.75%
AM	\$212.82 million/254 deals	\$106.76 million/195 deals	99.34%/30.26%
Total	\$25.362 billion/1,115 deals	\$8.32 billion/849 deals	204.83%/31.33%

Source: BROADCASTING & CABLE

ment limited the number of stations and the amount of radio revenue that American Radio Systems Corp. could control in Rochester, N.Y. The previously fast-paced year went out like a lamb. But by last month, radio stocks had largely returned to pre-October levels.

Justice's "inquiries and companies' digesting earlier acquisitions tapped the brakes a little on trading in the fourth quarter," Serafin says. "But that's temporary. Stocks are rising, capital remains plentiful [and] consolidation is working."

Mid-market groups grow

Midsize groups also gained clout with investors in 1997 and acquired the muscle to grow at unprecedented levels.

"The Telcom Act created a structural shift in the industry that for the first time allowed the creation of middle-market companies that are large enough to be of interest to public markets," Pruett says. "We are looking at a structural change that is permanent."

Nevertheless, some brokers expect smaller, privately held radio companies to survive and perhaps even thrive in 1997. Any private companies still in business are in for the long term, Stevens says: They are not likely to accept a buyout if they haven't already.

Other brokers envision a different scenario. Richard Foreman, president, Richard A. Foreman Associates, Stamford, Conn., anticipates a time when private groups may feel unable to compete larger entities and eventually will sell.

"In radio, we are heralding the onset of privately held groups being in the minority," Foreman says. "Their plight is that eventually someone will make them a godfather offer they can't refuse."

Operating stations in a market with larger station groups has "made competition more intense. You've got better competitors, and we're finding that the surviving companies are much more

savvy and they have more resources," says Jeff Smulyan, chairman, Emmis Broadcasting Corp., Indianapolis.

Groups become megagroups

The biggest deals of 1996 were marriages of publicly traded radio groups: "1996 was characterized by big-on-small mergers," or big companies buying small companies, Stevens says. "In 1997, we'll see combinations of the big companies with each other."

Although brokers and owners don't expect the frenzied levels of 1996 to last through 1997, they do expect trading to remain strong through year's end.

"The trading dollar volume will be high in 1997, but the number of deals will be lower," Stevens predicts. "There will be fewer—but bigger—deals."

"In terms of the number of [radio] stations, I don't think consolidation will keep up at the same pace," says Robert F.X. Sillerman, executive chairman, SFX Broadcasting Inc., New York. But, he says, "there will be intriguing transactions taking place."

"There's still an awful lot of acquisitions to be done," especially in markets 20-100, says broker Dean Meiszer, president, Crisler Co., Cincinnati. Swaps will continue as buyers whittle down their large deals. "Companies trading [stations with similar] cash flow...improve their positions in markets where they want to be," he says.

The year's "hot" properties will be "strong cash-flow stations with a rock-solid niche in a format or [audience] demographic," says broker Michael Bergner, Bergner & Co., Boca Raton, Fla.

"In radio, the most sought-after situations in 1997 will be any market where there is a facility left 'undupolized,' particularly in large and medium markets," Cobb says.

Ginsberg expects trading to pick up as the year unfolds. He describes 1996

as the first six innings of a baseball game and the first 60 days of 1997 as "the seventh-inning stretch." Now "we're ready to play the rest of the ball game," Ginsburg says. "I think it will last through 1997, but then it will be pretty much done."

'Unprecedented' TV multiples

In television, many brokers expect duopoly rules and technology and must-carry issues that have limited the industry's growth to be resolved in coming months, spurring a period of heightened trading.

While television trading stepped up in markets of all sizes last year, "medium and small markets were particularly active," Cobb says. Within the past two years, the number of TV station owners has declined by 20%, he adds. Multiples ranging from 10.5 to 15 "are the highest multiples we've seen. It's just unprecedented."

Pruett predicts "a few more strategic moves in 1997" similar to last year's \$1.13 billion purchase of Renaissance Communications Corp. by Tribune Co., and the \$1.2 billion merger of River City Broadcasting and Sinclair.

Stevens anticipates a higher pace of TV trading in 1997. "Television is on the cusp of further deregulation, and there will be more duopoly buys in television that will send TV down the same road as radio," he says.

Most brokers agree that 1997 will be another seller's year: "More money than ever is looking for stock values and since the beginning of 1997, radio stocks have rebounded anywhere from 20 percent to 35 percent," Steding says.

"Barring economic catastrophe, 1997 will be just as good a year as 1996," says broker Ted Hepburn, Palm Beach, Fla. "This will even extend into the next century," he says. "Consolidation just can't happen overnight." ■

Elizabeth A. Rathbun contributed to this report.



STATION & CABLE TRADING

Cable's \$23 billion-plus year

Consolidation continues to power big deals and small

By Price Colman

Cable may have been out of favor in the investment community in 1996, but that didn't stop the industry from trading systems at a record pace, with 1996 closings on big deals and small totaling approximately \$23.1 billion.

The megabucks transactions got the headlines, of course: US West's \$11.5 billion acquisition of Continental Cablevision, Tele-Communications Inc.'s \$2.7 billion Viacom cable buy, Comcast's \$1.58 billion purchase of Scripps Howard Cable.

"I think everyone had increased activity," says Brian Deevy, president of Daniels & Associates, the Denver-based brokerage founded by cable pioneer Bill Daniels. "A lot of people are trying to consolidate markets or are trying to rationalize some of their holdings."

But the big players by no means accounted for all the activity. Mid-size MSOs such as Marcus Cable, Charter Communications and FrontierVision also were active, largely for the same reasons as their larger counterparts: clustering and consolidation.

"It was a good opportunity for the Charters and Marcuses of the world to grow," says John Waller of Waller Capital Corp. "A lot of those companies doubled in size. Some came from almost nowhere to become 1 million-subscriber MSOs. It was a great year for those kinds of MSOs."

A couple of factors underlie the frenetic market. First, deals put on hold by the 1992 Cable Act continue to make their way through the pipeline. Second, 1996 was a year of uncertainty for the cable industry, and unlike the stock market, the cable deal market appears to thrive on uncertainty.

"When things are stable, that's when the deal market tends to be slow," says Tom MacCrory, managing director of the cable division at Communications Equity Associates.

In the cable brokerage lexicon, stable appears to mean record. Waller, Daniels and CEA all had record years. With cable M&A deals worth \$4.1 billion,

TOP CABLE DEALS OF 1996

Seller	Buyer	Value	Basic Subs	Value/Sub
1. Continental	US West	\$11.5B	4,200,000	\$2,214
2. Viacom	TCI	\$2.3B	1,200,000	\$1,975
4. A-R Cable Svcs.	Cblvsn Sys.	\$593M	297,800	\$1,991
5. Chronicle Pub.	TCI	\$578M	327,000	\$1,767
6. Fanch	RW/Fanch-One Co.	\$373.5M	243,300	\$1,535
7. Prime Cable-Alaska	General Comm.	\$280.6M	101,000	\$2,778
9. Falcon Cable	Falcon Hldngs.	\$247.4M	135,600	\$1,824
10. Tele-Media	Fanch	\$240.5M	160,000	\$1,503
11. Maryland Cable	Jones	\$235M	87,000	\$2,701
12. US Cable Group	TCI	\$213.8M	87,500	\$2,443
13. Cencom Cbl Inc.	Charter	\$211M	100,000	\$2,110
14. Time Warner	RW/Fanch One	\$205.2M	130,000	\$1,578
15. TCI	InterMedia	\$196.2M	115,000	\$1,706
16. Continental	TCI	\$172.4M	95,800	\$1,800
17. TCI	Continental	\$172.4M	100,600	\$1,714
18. TWEAN*	Jones	\$165M	89,000	\$1,854
19. KC Cable Assoc.(CVI)	Charter	\$150M	70,000	\$2,143
20. American Cable	FrontierVis.	\$146M	83,200	\$1,755
21. Meredith Cable	Continental	\$124M	74,400	\$1,667
22. Jones	Century	\$104M	59,000	\$1,763
23. Triax	FrontierVision	\$85M	53,800	\$1,580
24. Jones	Lenfest	\$84.5M	36,000	\$2,347
25. Continental	Cox	\$83.7M	48,700	\$1,719

*Time Warner Entertainment-Advance Newhouse Source: Industry sources

Waller emerged as the leading brokerage in 1996. Daniels, the perennial powerhouse, was second, with 47 M&As valued at \$2.6 billion. Daniels had an additional 21 cable-related deals—arranging debt offerings or financial advisories—that added \$1.1 billion for a total \$3.7 billion. CEA also had a record year, consummating 35 domestic cable deals worth nearly \$561 million.

You'd figure that ample supply coupled with reduced demand would drive down the price of deals. That wasn't exactly the case in 1996. Instead, the economic law of supply and demand kept the more expensive deals from driving up other prices. The average per-sub price ranged from roughly \$1,700 at CEA to about \$2,000 at Daniels. At Waller, the average per-sub price was just shy of \$1,800. Predictably, prices vary depending on the size and location of the system.

Along with significant activity among the midsize players, another trend on the growth track during 1996 was system trades. Consolidation and clustering were key factors driving activity in the swap sector. "Trading is being done for the most part by larger companies because they don't have the cash to

buy," says MacCrory. "And trades are much better from a tax perspective."

The pace of system trades has prompted Waller to revise his view of how that part of the market functions.

"I used to think it was something that would happen over a long period of time," he said. "What's happening right now is that the big companies have a short list they want to move around. They want to get trades done in a short period. We saw a lot of activity in 1996, and we'll see a lot in 1997. Then it's going to dwindle. If you have any interest in trading, you'd better get in it."

The gurus of the cable deals market offer a few forecasts for '97:

■ Larger operators will continue to consolidate in chosen geographic areas. Midsize operators will pursue a similar strategy. The pace of trades is likely to accelerate before losing steam in '98.

■ MSOs' first-quarter performance will set the tone for the remainder of the year. If the numbers are good, investor interest in cable should rise, stimulating an upward cycle.

■ Watch for big news from the cable arena—a mega-merger, another Baby Bell buy-in or possibly stronger-than-expected results from cable modems. ■

Congratulations to AP's 1996 Gramling Award Winners

The Gramling Awards are made possible by a bequest from the late AP newsman and executive Oliver S. Gramling.

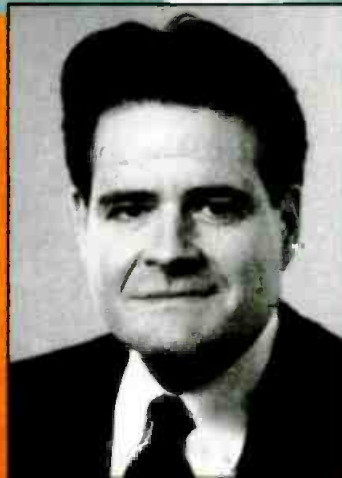
The awards recognize excellence and initiative with cash prizes to three AP staffers each year.



Thelma LeBrecht

Senior Correspondent,
Broadcast News Center
Washington

The Gramling Reporter Award
for the depth and breadth
of her reporting.
(\$10,000 cash prize)



Tim Gallivan

Director of News Technology,
New York

The Gramling Achievement Award
for refining and developing
news categorization, archive
and election systems.
(\$10,000 cash prize)



Bill Schroeder

Business Development Creative
Services Group Manager,
New York

The Gramling Fellowship
to study design management.
(\$25,000 fellowship)



COVER STORY: STATION & CABLE TRADING

THE MAN WITH THE MONEY

By Elizabeth A. Rathbun

With cash to burn, Randy Michaels and Jacor Communications Inc. did just that in 1996. Except for the \$4.9 billion merger of Infinity Broadcasting Corp. into Westinghouse Electric Corp., Jacor spent more money to buy radio stations than any other company last year.

The radio (and one TV) group spent more than \$1.603 billion on radio stations, according to figures compiled by BROADCASTING & CABLE. American Radio Systems Corp. follows with \$1.363 billion; next is Clear Channel Communications Inc. with \$1.051 billion (see list of deals, page 23). In 1995, the entire industry spent \$8.32 billion on TV and radio deals.

But the Telecommunications Act of 1996 has put an end to those days (see main story, page 18). "They're only going to pass the telecom bill once... We're never going to have the same kind of chance we have now," Michaels says.

So Michaels has moved rapidly to take advantage of deregulation. Even before President Clinton signed dereg into law last February, Jacor proclaimed itself the first group to reach the new local ownership cap of eight stations. Under dereg, the company has grown from 24 stations at the beginning of 1996 to 122 today.

Jacor has recorded some other notable firsts. Last August, it won the dubious distinction of being the first company to settle a radio antitrust investigation with the Justice Department. A month later, it became the first to engineer a like-kind exchange of a TV station for radio stations.

Last year was one of "fundamental change [and] powerful opportunity," says Michaels, who has led Jacor since 1992. And "flexibility, creativity and opportunism are what build winners in times of fundamental change."

After hiring "people specifically to help us reinvent radio," Michael's plan is to build clusters of local radio stations around Jacor stations in larger core markets. "Seven or eight stations, properly aligned in Cincinnati, gives you the reach of television or newspaper at a fraction of the [advertising] cost," he says. In fact, "when you add up our radio shares, they're bigger than TV" in Cincinnati, where Jacor has a temporary FCC waiver to own WKRC-TV.

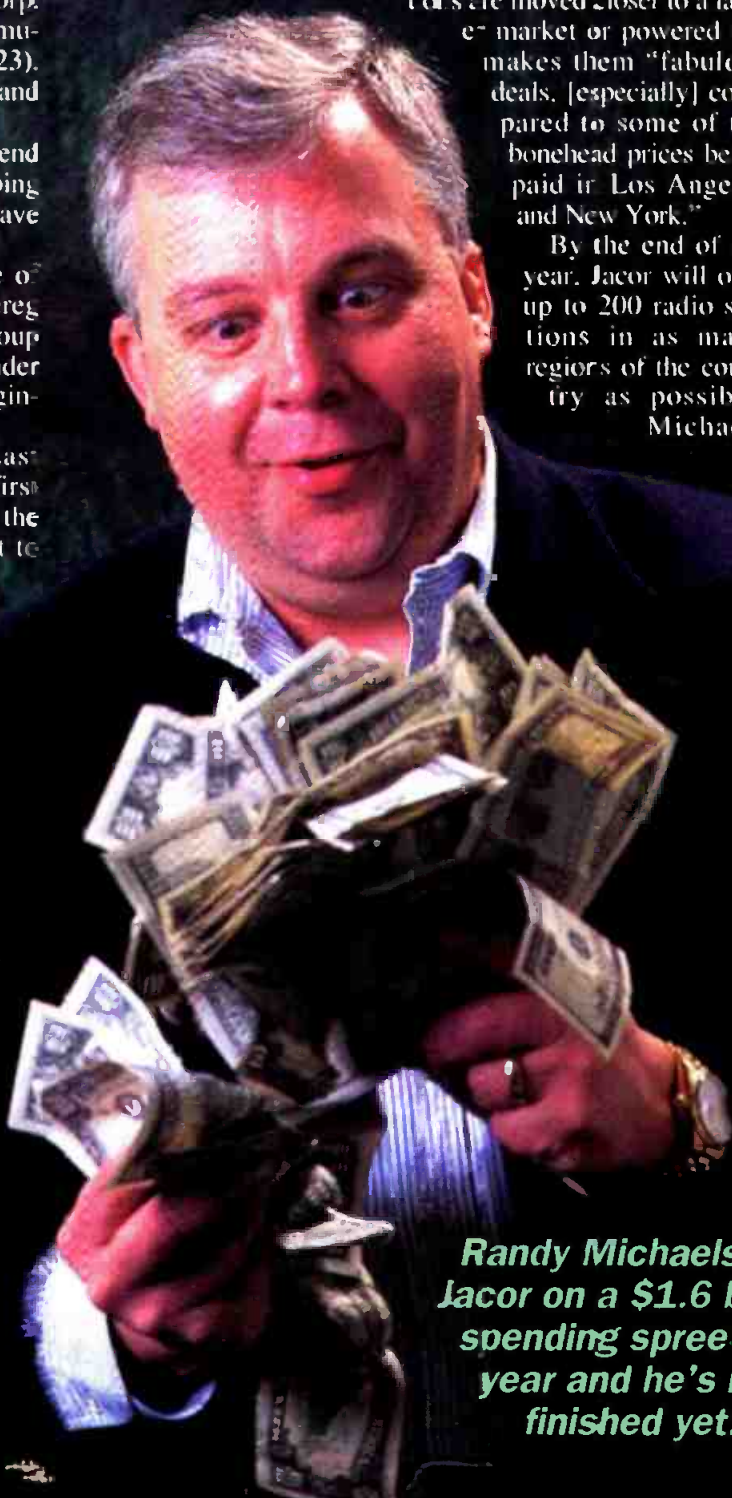
So far, Jacor counts 18 regional clusters, including Fort Collins, Colo./Casper, Wyo./Denver; Sarasota/Tampa, Fla.; Lexington/Louisville, Ky., and Lima/Toledo, Ohio. In Toledo, for example, it owns or is buying WSPD(AM)-WVKS(FM), WRVF-FM and WOT-AM-FM. Last month, Jacor said it would buy four more stations 80 miles away in Lima. As it is wont to do, Jacor paid a bargain-basement price: \$8 million, or seven times

cash flow (B&C, Jan. 27).

"We've managed to assemble the greatest number of stations without paying any crazy prices, and I'm very proud of that," Michaels says. Backed by billionaire financier Sam Zell, who owns 70% of Jacor, "I have no money to do bad deals and all the money in the world to do good deals," Michaels says.

Jacor "bought a lot of stuff that was losing money" in 1996, Michaels admits. But the high potential return, once the stations are moved closer to a larger market or powered up, makes them "fabulous deals, [especially] compared to some of the bonehead prices being paid in Los Angeles and New York."

By the end of the year, Jacor will own up to 200 radio stations in as many regions of the country as possible, Michaels



Randy Michaels led Jacor on a \$1.6 billion spending spree last year and he's not finished yet.



says. Noting that "the downside to a bunch of small markets is figuring out how to run them," Michaels says Jacor's clusters will be linked via computer, also by the end of the year.

Not only will this "allow us to invent new ways to manage the stations," but advertising can be sold to advertisers in a package, he says. Programming and regional ads will be simulcast, with airtime reserved for each town to do its own local ads, news and weather.

"This makes a lot of niche formats—not previously seen as attractive by major broadcasters—extremely attractive, because you can put them on multiple transmitters and create multiple profit centers with a single product," Michaels says. The product also can be sold to other companies in need of programming.

Jacor is managing its clusters with regional managers who report directly to Jacor. "It's going to be very interesting as we try to actually implement some of the plans we have to run this many stations," Michaels says. But the future is so

bright that Jacor has a national version of this strategy in the works.

While 1996 "was a year when we created an awful lot of chaos," buying stations right and left, 1997 will be "absolutely as busy [but] in a somewhat different way," Michaels says. Broadcasters will have to figure out how to run all the stations they've bought "to continue to have above-average performance...."

"No one knows how to do this yet," he says. "We're all making it up as we go along. None of us are very far up the learning curve. None of us are experts. I think the proper thing to be doing in that circumstance is a lot of experimentation, a lot of trial and error."

Meanwhile, Jacor will keep doing deals. "Bring me something that requires some creativity, bring me something where there's a problem and where we can bring a little extra work and a little more creativity to the deal to make it happen. Those are the kind of deals we like," Michaels says. ■

The \$1 million-plus club

A new year, a new \$1 million-plus list. But in 1996, deregulation not only changed the face of radio, it altered the arrangement of BROADCASTING & CABLE's yearly roster of radio- and TV-station deals worth \$1 million or more. Now, most deals involving stations in more than one state are separate from TV- and radio-only deals. Multistate deals are ordered from most valuable to least, while the other deals remain alphabetical by state. And the unprecedented volume of deals in 1996 has forced another change: The list has grown from 12 pages last year to 18 this time around. —EAR



KSAZ-TV Phoenix; **WTVT** Tampa, Fla.; **WAGA-TV** Atlanta; **WJBK-TV** Detroit; **WDAF-TV** Kansas City, Mo., and **KTVI-TV** St. Louis; **WJW-TV** Cleveland; **KTBC-TV** Austin and

KDFW-TV Dallas, Texas (LMA with **KDFI-TV** Dallas), and **WITI-TV** Milwaukee (includes remaining 80% of New World Communications Group Inc.) **Price:** \$3 billion **Buyer:** News Corp./Fox Television Stations Inc. Ltd. (Rupert Murdoch, chairman) **Seller:** New World Communications Group Inc. (Ronald O. Perelman, chairman)

KMSB-TV Tucson, Ariz.; **KTVB-TV** Boise, Idaho; **KHNL-TV** Honolulu and satellites **KHBC-TV** Hilo and **KOGG-TV** Wailuku, all Hawaii; **WHAS-TV** Louisville, Ky.; **KASA-TV** Santa Fe, N.M.; **WCNC-TV** Charlotte, N.C.; **KGW-TV** Portland, Ore., and **KING-TV** Seattle and **KREM-TV** Spokane, Wash. **Price:** \$1.5 billion (merger; includes newspaper and cable networks) **Buyer:** A.H. Belo (Robert W. Decherd, president) **Seller:** Providence Journal Co. (Stephen Hamblett, chairman) **Broker:** Bear, Stearns & Co. (Belo)

KTXL-TV Sacramento, Calif.; **WTIC-TV** Hartford, Conn.; **WDZL-TV** Miami; **WXIN-TV** Indianapolis; **WPMT-TV** York/Harrisburg, Pa., and **KDAF-TV** Dal-

las/Fort Worth **Price:** \$1.13 billion cash (merger) **Buyer:** Tribune Co. (John Madigan, president) **Seller:** Renaissance Communications (Michael Finkelstein, chairman) **Brokers:** Merrill Lynch & Co. (buyer); Morgan Stanley & Co. (seller)

KOLD-TV Tucson; **WZVN-TV** Naples, Fla.; **WSAV-TV** Savannah, Ga.; **KSLA-TV** Shreveport, La.; **WJTV-TV** Jackson and satellite **WHLT** Hattiesburg, Miss.; **KAME-TV** Reno; **WECT-TV** Wilmington, N.C.; **WUPW-TV** Toledo, Ohio; **WACH-TV** Columbia, S.C.; **KSFY-TV** Sioux Falls and satellites **KABY-TV** Aberdeen and **KPRY-TV** Pierre, all S.D., and **WTNZ-TV** Knoxville and **WMC-TV-AM-FM** Memphis, Tenn. **Price:** \$732 million cash **Buyer:** Ellis Acquisitions Inc. (Stephen I. Burr, principal; Retirement Systems of Alabama, financier [David G. Bronner, CEO]) **Seller:** Ellis Communications Inc. (Bert Ellis, president)

WBMG-TV Birmingham and **WHOA-TV** Montgomery, Ala.; **WTVQ-TV** Lexington, Ky.; **KALB-TV** Alexandria, La.; **WUTR-TV** Utica, N.Y.; **WNCT-TV** Greenville, N.C.; **WDEF-TV** Chattanooga and **WJHL-TV** Johnson City, Tenn., and **WTVR-TV** Richmond and **WSLS-TV** Roanoke, Va. (includes 28 daily and 82 weekly newspapers) **Price:** \$710 million cash (merger) **Buyer:** Media General Inc. (J. Stewart Bryan III, president) **Seller:** Park Communications Inc. (Wright M. Thomas, president) **Broker:** Media Venture Partners (seller)

WAFF-TV Huntsville, Ala.; **WTVM-TV** Columbus and **WTOC-TV** Savannah, Ga.;

KWWL-TV Waterloo/Cedar Rapids, Iowa; **WAFB-TV** Baton Rouge, La.; **KFVS-TV** Cape Girardeau, Mo., and **WITN-TV** Washington/Greenville, N.C. **Price:** \$485 million **Buyer:** Raycom Media Inc. (formerly Ellis Acquisitions Inc. [Stephen I. Burr, principal; Retirement Systems of Alabama, financier]) **Seller:** AFLAC Inc. (Daniel P. Amos, president)

KNSD-TV San Diego and **WVTM-TV** Birmingham, Ala. **Price:** \$425 million plus working capital **Buyer:** NBC Inc. (Robert Wright, president) **Seller:** New World Communications Group Inc. (William C. Bevens, CEO)

WHOI-TV Peoria/Bloomington, Ill.; **WWLP-TV** Springfield/Holyoke, Mass.; **WILX-TV** Onondaga/Lansing, Mich.; **KOSA-TV** Odessa/Midland and **KAUZ-TV** Wichita Falls/Lawton, Tex.; **WTRF-TV** Wheeling, W.Va./Steubenville, Ohio, and **WMTV-TV** Madison and **WSAW-TV** Wausau/Rhineland, Wis. **Price:** \$270 million (\$225 million cash, \$45 million stock) **Buyer:** Benedek Broadcasting Corp. (A. Richard Benedek, chairman) **Seller:** Brissette Broadcasting Corp. (Paul Brissette, CEO)

WHO-TV Des Moines and **KFOR-TV** Oklahoma City **Price:** \$226 million (\$155 million for KFOR-TV; \$71 million for WHO-TV) **Buyer:** New York Times Co. (Lance R. Primis, president) **Seller:** Palmer Communications Inc. (Joseph Lentz, president)

WALA-TV Mobile, Ala.; **KHON-TV** Honolulu and satellites **KHAW-TV** Hilo and **KAIL-TV** Wailuku, Hawaii; **WVUE-TV** New



STATION & CABLE TRADING

Orleans, and WLUC-TV Green Bay, Wis.
Price: \$210 million (merger) **Buyer:** Silver King Communications Inc. (Barry Diller, owner) **Seller:** Savoy Pictures Entertainment Inc. (Lewis Korman, president) **Broker:** Gleacher & Co.

WPNB-TV Traverse City/Cadillac-WTOM-TV Cheboygan/Cadillac and WLUC-TV Marquette, Mich.; WDAM-TV Laurel/Hattiesburg, Miss.; KTVO-TV Ottumwa, Iowa/Kirkville, Mo., WSTM-TV Syracuse, N.Y., and KNDO-TV Yakima-KNDU-TV Richland/Yakima, Wash. **Price:** \$170 million (merger) **Buyer:** Raycom Media Inc., Boston (Stephen I. Burr, secretary; Burr Family Trust, 33.3% owner) **Seller:** Federal Enterprises Inc. (Dale G. Rands, president) **Broker:** Media Venture Partners

WCTV-TV Thomasville, Ga./Tallahassee, Fla., and WKXT-TV Knoxville, Tenn. **Price:** \$165 million for stock (\$15 million for WCTV; \$150 million for WKXT-TV) **Buyer:** Gray Communications Sysms Inc. (Ralph W. Gabbard, president) **Seller:** John H. Phipps Inc. (John E. Phipps, chairman)

KSBW-TV Salinas/Monterey, Calif.; WEYI-TV Saginaw/Flint, Mich., and WROC-TV Rochester, N.Y. **Price:** \$160 million **Buyer:** Hicks, Muse, Tate & Furst Inc. (Thomas O. Hicks, chairman) **Seller:** Smith Broadcasting Partners LP (Robert N. Smith, president)

WDKY-TV Danville/Lexington, Ky., and KOCB-TV Oklahoma City **Price:** \$63 million for stock **Buyer:** Sinclair Broadcast Group Inc. (David D. Smith, president) **Seller:** Superior Communications Group Inc. (Perry Sook, president). **Brokers:** Alex. Brown & Sons Inc.; Communications Equity Associates

Swap of WLWT-TV Cincinnati and KOCO-TV Oklahoma City (owner, Gannett Co. Inc. [John Curley, chairman]) **for WZZM-TV Grand Rapids, Mich., and WGRZ-TV Buffalo, N.Y.** (owner, Argyle Television Inc., Bob Marbut, chairman) **Price:** More than \$20 million

WSTR-TV Cincinnati and KSMO-TV Kansas City, Mo. **Price:** \$20 million (\$11 million for WSTR-TV; \$9 million for KSMO-TV) **Buyer:** Sinclair Broadcast Group Inc. (David D. Smith, president) **Seller:** ABRY Holdings Inc. (Royce Yudkoff, president)

KWBF-TV Flagstaff/Phoenix, Ariz.; KUBD-TV Denver and LPTV at Fort Collins, Colo.; WCEE-TV Mount Vernon, Ill./St. Louis, and WTJC-TV Springfield/Dayton, Ohio **Value:** \$18.7 million (\$18.3 million in loans + \$100,000 per station) **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Christian Network Inc. (James L. West, chairman, Lowell W. "Bud" Paxson, co-founder)

KSWT-TV Yuma, Ariz., and KTVH-TV Helena, Mont. **Price:** \$8 million cash (\$3.43 million for KSWT) **Buyer:** Grapevine Communications Inc. (Wendell S. Reilly, president) **Seller:** John K. Radeck **Broker:** Sailors & Associates



TELEVISION SINGLE STATE
Buyer: Allbritton Communications Co. (Robert L. Allbritton, executive VP) **Seller:** Osborn Communications Corp. (Frank D. Osborn, president)

WOWL-TV Florence/Huntsville **Price:** \$2.407 million **Buyer:** Galleria Broadcast Group (managing partners Gary Kneller, Bruce Lumpkin) **Seller:** Rick Biddle **Broker:** Stan Raymond & Associates

WHOA-TV Montgomery **Price:** \$6 million plus assumption of liabilities **Buyer:** Park Communications Inc. (Wright M. Thomas, president) **Seller:** WHOA-TV Inc. (Louis Frey Jr., president) **Broker:** Media Venture Partners

Alaska

KTBY-TV Anchorage **Price:** \$8.5 million **Buyer:** Grapevine Communications Inc. (Wendell Reilly, president) **Seller:** Ronald Bradley **Broker:** Kalil & Co.

Arizona

CP for KAJW-TV Tolleson/Phoenix **Value:** \$12 million (\$5.4 million for 49% interest; option to buy remainder for \$6.6 million after station is built and running one year) **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Hector Garcia Salvatierra **Broker:** Kalil & Co.

Arkansas

KHBS-TV Fort Smith and satellite KHOG-TV Fayetteville/Fort Smith **Price:** About \$30 million (merger) **Buyer:** Argyle Television Inc. (Bob Marbut, chairman) **Seller:** Sigma Broadcasting Inc. (Robin "Robert" Hernreich, Cynthia Hernreich-Beller, owners) **Broker:** Chase Manhattan Bank N.A.

California

KIEM-TV Eureka **Price:** \$3.05 million **Buyer:** Pollack/Belz Broadcasting Co. (William H. Pollack, president) **Seller:** Precht Television Associates Inc. (Robert H. Precht, president) **Broker:** Blackburn & Co.

KCAL-TV Los Angeles **Price:** \$385 million **Buyer:** Young Broadcasting Inc. (Vincent J. Young, chairman) **Seller:** Walt Disney Co. (Michael D. Eisner, chairman) **Broker:** Bear Stearns & Co. Inc. (seller)

KCSO-TV Modesto/Sacramento **Price:** \$40 million **Buyer:** Univision Communications Inc. (A. Jerrold Perenchio, president) **Seller:** Sainte Ltd. (Chester and Naomi Smith, 51% general partners) **Broker:** Kalil & Co.

KCNS-TV San Francisco **Price:** \$30 million

Alabama

WJSU-TV Anniston **Price:** \$19 million (\$10 million for option to buy and LMA; \$2 million to exercise option; \$7 million to move tower)

Buyer: Ramcast Corp. (Rachamim Anatian, chairman; Barbara Laurence, president) **Seller:** West Coast United Broadcasting Co. (Carson Chen, president) **Broker:** Gammon Media Brokers Inc.

KFWU-TV Fort Bragg/San Francisco **Price:** \$3.25 million **Buyer:** Pappas Telecasting Cos. (Harry J. Pappas, president) **Seller:** Sainte Ltd. (Chester and Naomi Smith, 51% general partners)

Connecticut

WTWS-TV New London/Hartford **Price:** \$3,050,949 **Buyer:** Roberts Broadcasting of Hartford LLC (co-owners Steven C. and Michael V. Roberts) **Seller:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman)

District of Columbia

WMDO-TV Washington and WMDO(AM) Wheaton, Md./Washington **Price:** \$4.7 million **Buyer:** Latin Communications Group Inc. (Peter W. Davidson, president) **Seller:** Los Cerezos Broadcasting Corp. (Antonio Guernica, president)

WVVI-TV Manassas, Va./Washington **Price:** Up to \$40 million (\$30 million plus \$10 million more if Supreme Court upholds must-carry) **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** ValueVision International Inc. (Nicholas M. Jaksich, president)

Florida

WBSG-TV Brunswick, Ga./Jacksonville **Price:** \$10,567,500 **Buyer:** Allbritton Communications Co. (Robert L. Allbritton, executive VP) **Seller:** Coastal Com Inc.

WZVN-TV Naples **Price:** \$21.3 million **Buyer:** Montclair Communications Inc. (Lara Kunkler, president) **Seller:** Ellis Communications Inc. (U. Bertram Ellis Jr., president)

WPGX-TV Panama City **Price:** \$5 million **Buyer:** Wicks Broadcast Group LP (WBG Management Inc., general partner [Edgar R. Berner, president]) **Seller:** Ashling Broadcast Group Inc. (Elizabeth W. Mooney, principal) **Brokers:** Kalil & Co. (buyer); York Street Partners (seller)

WTWC-TV Tallahassee **Price:** \$4.6 million **Buyer:** Guy Gannett Communications (James B. Shaffer, president) **Seller:** Thomas M. Duddy (receiver for Holt-Robinson Television Inc.)

WFCT-TV Bradenton/Tampa/St. Petersburg **Price:** \$1.491 million (includes loan and option to buy) **Buyer:** Christian Network Inc. (James L. West, chairman; Lowell W. "Bud" Paxson, co-founder) **Seller:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman)

Georgia

Formation of LP to own WFXL-TV Albany **Value:** \$5.7 million **Buyer:** BCI Growth IV LP (Theodore T. Horton Jr., principal; after transfer, BCI will be 66.5% limited partner)

OVER \$1 BILLION IN TRANSACTIONS IN 1996

Financings • Mergers & Acquisitions • Valuations • Strategic Advisory • Merchant Banking

The following is a partial listing of transactions completed by CEA's Broadcasting Division:

\$68,000,000
SENIOR DEBT FINANCING
has been arranged for U.S. Broadcast Group, L.L.C.


ACQUIRED
U.S. Broadcast Group, L.L.C. has acquired \$97,000,000 of television broadcast properties


\$24,600,000
SUBORDINATED DEBT FINANCING
has been arranged for U.S. Broadcast Group, L.L.C.


\$15,000,000
PREFERRED AND COMMON EQUITY CAPITAL
has been arranged for U.S. Broadcast Group, L.L.C.


\$15,000,000
EQUITY CAPITAL
has been arranged for Exel' Holdings, Inc.


\$12,800,000
SENIOR DEBT FINANCING
has been arranged for Grant Broadcasting System II, Inc. and Grant Media, Inc.


\$63,000,000
SOLD
Superior Communications Group, Inc. WDKY-TV and KOCB-TV to Sinclair Broadcast Group, Inc.


\$14,540,000
POST-RECAPITALIZATION EQUITY
Purchase of Chesapeake Outdoor Enterprises, Inc. Option has been arranged for Outdoor East, L.P.


\$30,000,000
SENIOR DEBT FINANCING
has been arranged for Outdoor East, L.P.


\$16,000,000
SENIOR DEBT FINANCING WITH ATTACHED WARRANTS
has been arranged for Grant Television, Inc.


\$30,000,000
RADIO ACQUISITIONS
Represented buyer and arranged debt and equity financing *62nd Street Broadcasting


\$60,500,000
SOLD
Outdoor East, L.P. to Lamar Advertising Company, Inc.


*Closing subject to FCC approval



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STATION & CABLE TRADING

Seller: Clarion Broadcasting Corp. (Daniel S. Dayton, president; before transfer Clarion was 100% general partner; after transfer will be 33.5% GP)

WFXG(TV) Augusta and WXTX(TV) Columbus Price: \$40.1 million **Buyer:** Galleria Broadcast Group LLC (managing members Gary D. Kneller, Bruce K. Lumpkin) **Seller:** John D. Pezold **Broker:** Stan Raymond & Associates Inc. (buyer)

WTGS-TV Hardeeville, S.C./Savannah Price: \$7 million **Buyer:** LP Media Inc. (J. Curtis Lewis III, president) **Seller:** Hilton Head Television Inc. (Carleton D. Burt, president)

Illinois

WYZZ(TV) Bloomington/Peoria Price: \$23 million **Buyer:** Sinclair Broadcast Group Inc. (David D. Smith, president) **Seller:** Bloomington Comco Inc. (Gerald J. Robinson, president)

Louisiana

WVLA(TV) Baton Rouge Price: \$23.975 million **Buyer:** White Knight Broadcasting Inc. (Sheldon H. Galloway, owner) **Seller:** Vetter Communications (Cyril Vetter, owner)

KTVE(TV) El Dorado, Ark./Monroe Price: \$9.5 million **Buyer:** GOCOM Television (Ric Gorman, CEO) **Seller:** Gray Communications Systems Inc. (Ralph W. Gabbard, president)

Maine

WPXT(TV) Auburn/Portland Price: \$17.25 million **Buyer:** Pegasus Communications

Holdings Inc. (Marshall W. Pagon, president) **Seller:** Bride Communications Inc. (John W. Bride, president)

Massachusetts

WNDS(TV) Derry, N.H./Boston Price: \$18 million **Buyer:** Ramcast Corp. (Rachamim Anatian, chairman) **Seller:** CTV of Derry Inc. (Gerald Q. Nash, chairman)

WHRC(TV) Norwell/Boston Price: \$15 million **Buyer:** Christian Network Inc. (James L. West, chairman; Lowell W. "Bud" Paxson, co-founder) **Seller:** Massachusetts Redevelopment LLC (Micheal L. Parker, president)

Michigan

WXON-TV Detroit Price: \$175 million cash **Buyer:** Granite Broadcasting Corp. (W. Don Cornwell, chairman) **Seller:** Aben E. Johnson Jr. **Broker:** H.B. La Rue Media Brokers

50% of WLAJ-TV Lansing Value: \$17 million **Buyer:** Paul Brissette Jr. **Seller:** Joel I. Ferguson

Minnesota

KXLI-TV St. Cloud/Minneapolis/St. Paul Price: \$12 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** KX Acquisition LP c/o Lang Communications (Dale W. Lang, owner)

Mississippi

WDAM-TV Laurel/Hattiesburg Price: \$6 million **Buyer:** Media Broadcasting Group Inc. (Donald R. Tomlin Jr., president) **Seller:**

Raycom Media Inc. (Bryan Kent Hawkins, president)

Nebraska

KHGI-TV Kearney, KWNB-TV Hayes Center and KSNB-TV Superior Price: \$12.75 million **Buyer:** Pappas Telecasting Cos. (Harry J. Pappas, president) **Seller:** Fant Broadcasting Co. (Anthony J. Fant, president) **Broker:** Kalil & Co.

New York

WOCD(TV) Amsterdam/Albany Price: \$2.5 million **Buyer:** Christian Network Inc. (James L. West, chairman; Lowell W. "Bud" Paxson, co-founder) **Seller:** Cornerstone TeleVision Inc. (Oleen Eagle, president)

WNYB(TV) Buffalo Price: \$12 million (plus transfer of WTJA(TV) Jamestown, N.Y., to seller) **Buyer:** Grant Television Inc. (Milton Grant, president) **Seller:** Tri-State Christian TV Inc. (Garth W. Coonce, president) **Broker:** Fox Media

WNYS-TV Syracuse (includes construction permit for LPTV at Mexico, N.Y.) **Price:** \$4.245 million **Buyer:** RKM Media Inc. (Ronald W. Philips, president) **Seller:** Metro TV Inc. (Craig L. Fox, president)

WFXV(TV) Utica (includes low-power WUPN(TV)) **Price:** \$3.2 million **Buyer:** Sullivan Broadcasting Co. (J. Daniel Sullivan, president) **Sellers:** ■ WFXV: Mohawk Valley Broadcasting Inc. (Craig Fox, 37.5% owner) ■ WUPN: Acme TV Corp. (Kevin O'Kane, president)

North Carolina

WAAP(TV) Burlington/Winston-Salem Price: \$5.5 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Television Communications Inc. (debtor-in-possession; Jack Rehburg, president) **Broker:** Connelly Co.

WYDO(TV) Greenville Price: \$1.5 million **Buyer:** GOCOM Broadcasting Corp. (Richard L. Gorman, president) **Seller:** KS Family Television Inc. (Frederick J. McCune, principal)

WRMZ(TV) Raleigh/Durham Price: \$3.1 million (\$600,000 plus \$2.5 million in assumptions) **Buyer:** Carolina Broadcasting System Inc. (Thomas H. Campbell, president) **Seller:** Tar Heel Broadcasting Inc. (Edward E. Hollowell, chairman)

WRAY-TV Wilson/Raleigh/Durham Price: \$5 million **Buyer:** Ramcast Corp. (Rachamim Anatian, chairman) **Seller:** Wilson Telecasters Inc. (James Thrash, president) **Broker:** Blackburn & Co

Letter of intent for WSFX-TV Wilmington Price: \$10 million **Buyer:** Twin Towers Communications Co. (Edward L. Gargano, president) **Seller:** Wilmington Telecasters Inc. (Ty Watts, president).

Ohio

WNWO-TV Toledo Price: \$39.5 million **Buyer:** Malrite Communications Group Inc. (John Chaffee, president) **Seller:** WNWO

TOP 10 DEALS OF 1996

- \$4.9 billion:** Westinghouse Electric Corp./CBS Inc. buys Infinity Broadcasting Corp.; 43 radio stations involved. **Brokers:** Merrill Lynch & Co. (Infinity); Chase Securities Inc, Salomon Bros. Inc. (Westinghouse)
- \$3 billion:** News Corp./Fox Television Stations Inc. buys remaining 80% of New World Communications Group Inc.; 10 TV stations involved
- \$1.5 billion:** Providence Journal Co. merges into A.H. Belo Corp.; 11 TVs **Broker:** Bear, Stearns & Co. Inc. (Belo)
- \$1.2 billion:** River City Broadcasting LP merges into Sinclair Broadcast Group Inc.; 10 TVs, 31 radios **Broker:** Communications Equity Associates Inc.
- \$1.13 billion:** Tribune Co. buys Renaissance Communications Corp.; six TVs **Brokers:** Merrill Lynch & Co. (buyer); Morgan Stanley & Co. Inc. (seller)
- \$774 million:** Citicasters Inc. merges into Jacor Communications Inc.; two TVs stations, 19 radios
- \$732 million:** Ellis Acquisitions Inc. (later Raycom Media Inc., see below) buys out Ellis Communications Inc.'s 15 TVs, two radios
- \$710 million cash:** Media General Inc. buys Park Communications Inc.; 10 TVs, 28 daily and 82 weekly newspapers **Broker:** Media Venture Partners (seller)
- \$655 million:** EZ Communications merges into American Radio Systems Corp.; 23 radios
- \$485 million:** Raycom Media Inc. acquires AFLAC Inc.'s seven TVs



Associates (Ralph E. Becker, principal) **Broker:** Media Venture Partners

Oklahoma

KMMZ-TV Oklahoma City Price: \$6.395 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Aracelis Ortiz **Broker:** Patrick Communications Corp.

Pennsylvania

WJAL-TV Hagerstown, Md./Chambersburg Price: \$7.5 million cash **Buyer:** ALQ Holdings Ltd. (Joseph M. Wolz, chairman) **Seller:** Good Companion Broadcasting Co. (Gerald Jacobs Sr., president)

Massachusetts

WICU-TV Erie Price: \$11 million for stock **Buyer:** SJL Communications LP (George D. Lilly, president) **Seller:** Lamb Enterprises (Priscilla Lamb Schwier, president) **Broker:** Wood & Co.

WFXP-TV Erie Price: \$5 million **Buyer:** Jason Elkir **Seller:** Erie Broadcasting Inc. (James Keim, president)

WSEE-TV Erie Price: \$12 million for stock **Buyer:** WSEE Television 1996 Trust (James L. Winston, trustee) **Seller:** Northstar Television Group Inc. (Mark Vander Starre, principal)

WYOU-TV Scranton Value: At least \$23.3 million **Buyer:** Nexstar Broadcasting Group Inc. (Perry Sook, president) **Seller:** Diversified Communications (David H. Lowell, principal)

Puerto Rico

50% of WKPV-TV Ponce, WSJN-TV San Juan and WJWN-TV San Sebastian Price: \$4 million for stock **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Housing Development Associates SE (Don Blakeman, president)

Rhode Island

WPRI-TV Providence Price: \$68 million **Buyer:** Clear Channel Communications Inc. **Seller:** CBS Inc.

South Carolina

WBNU-TV Charleston Price: \$4.2 million **Buyer:** Max Media Properties LLC (John A. Trinder, president) **Seller:** New View Broadcasting Inc. (Lawrence E. Steinberg, president) **Brokers:** Richard A. Foreman Associates Inc. (buyer); Bergner & Co. (seller)

WFVT-TV Rock Hill/Charlotte Price: \$4 million **Buyer:** TV 55 LLC (H. Wharton Winstead Jr., president) **Seller:** Family Fifty-Five Inc. (Paul E. Hood, 20% owner)

WGSE-TV Florence/Myrtle Beach Price: \$1,500,010 **Buyer:** JME Media Inc. (James McGregor Everett, president) **Seller:** Carolina Christian Broadcasting Inc. (James H. Thompson, president) **Broker:** Broomall Enterprises Inc.

South Dakota

KELO-TV Sioux Falls/Mitchell and satellites KDLO-TV Florence/Sioux

Falls/Mitchell, KCLO-TV Rapid City and KPLO-TV Reliance/Sioux Falls/Mitchell Price: \$50 million **Buyer:** Young Broadcasting Inc. (Vincent Young, chairman) **Seller:** Midcontinent Media Inc. (Joseph H. Floyd, president) **Broker:** Kalil & Co.

Tennessee

WKZX-TV Cookeville/Nashville Price: \$1.2 million **Buyer:** Co-owners Michael V. and Steven C. Roberts **Seller:** InaVision Broadcasting Inc. (Ed Gilgenbach, president) **Broker:** Kalil & Co. Inc.

WNAB-TV Nashville Price: \$2.2 million cash for stock **Buyer:** Speer Communications Holdings LP (General Hershey Inc., general partner [Richard M. Speer, owner]) **Seller:** Ruth Payne Carman

WXMT-TV Nashville Price: \$28.9 million (merger) **Buyer:** Mission Broadcasting I Inc. (David S. Smith, owner) **Seller:** Central Tennessee Broadcasting Corp. (Michael P. Thompson, president)

Texas

KTAB-TV Abilene Price: \$8 million **Buyer:** ShootingStar Inc. (Diane Sutter, president) **Seller:** Shamrock Holdings Inc. (Roy E. Disney, chairman)

KYLE-TV Bryan Price: \$1.1 million **Buyer:** Communications Corp. of America (Thomas R. Galloway Sr., chairman) **Seller:** Silent Minority Group Inc. (Rodger B. Wains, principal)

KFOX-TV El Paso Price: \$20.855 million **Buyer:** Cox Enterprises Inc. (Nicholas D. Trigony, president) **Seller:** KFOX-TV Inc. (John B. Mulderrig, president)

KINT-TV El Paso (and KSVE(AM)-KINT-FM El Paso) Price: \$29.2 million **Buyer:** Entravision Communications Co. LLC (Walter F. Ulloa, managing member) **Seller:** Paso del Norte Broadcasting Corp. (Jose Angel Silva Jr., president)

51% of KZJL-TV Houston Price: \$1.4 million for stock **Buyer:** Shop at Home Inc. (Kent E. Lillie, president) **Seller:** Urban Broadcast Systems Inc. (Charles E. Walker, president)

KE-TV Jacksonville/Tyler, and KLSB-TV Nacogdoches/Tyler Price: \$17.1 million **Buyer:** Max Media Properties LLC (John A. Trinder, president) **Sellers:** ■ **KE-TV:** Lone Star Broadcasting Inc. (James M. Buck III, principal) ■ **KLSB-TV:** KLSB Acquisition Corp. (Paul Lucci, president)

KRRT-TV Kerrville/San Antonio Price: \$2 million plus assumption of liabilities **Buyer:** Glencairn Ltd. (Edwin L. Edwards Sr., president) **Seller:** KRRT Inc. (John Kanzius, president)

KNVO-TV McAllen/Brownsville Price: \$24.8 million cash for stock (merger) **Buyer:** Entravision Merger Corp. (Walter F. Ulloa, chairman) **Seller:** LS Communications Ltd.

Utah

KOOG-TV Ogden/Salt Lake City Price:

\$7.5 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Alpha & Omega Communications LLC (Max Jarimillo, president)

Virginia

WJCB-TV Norfolk Price: \$6.75 million (merger) **Buyer:** Lockwood Broadcasting Inc. (James L. Lockwood, CEO) **Seller:** Tidewater Christian Communications Corp. (Sam Jacobs, principal)

Washington

KAYU-TV Spokane Price: \$6.44 million (\$3.6 million in subordinated promissory notes; \$2,398,222 for stock; \$441,778 for Class A LP interests) **Buyer:** Alta Subordinated Debt Management Partners III LP, general partner [Craig L. Burr, founding general partner] **Seller:** Brian W. Brady **Broker:** Amsterdam Pacific

Wisconsin

WHKE-TV Kenosha/Milwaukee Price: \$6.1 million (\$6 million forgiveness of debt; \$100,000 cash) **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Christian Network Inc. (James L. West, chairman; Lowell W. "Bud" Paxson, co-founder)

WMSN-TV Madison Price: \$26.5 million cash **Buyer:** Sullivan Broadcasting Co. (J. Daniel Sullivan, president) **Seller:** Channel 47 LP c/o Madison GP (Ronald J. Koepler, president)



KROQ-FM and KRTH-FM Los Angeles and KOME-FM, KFRC-AM-FM and KYCY(FM) San Francisco; WQYK-AM-FM Tampa/St. Petersburg, Fla.; WZGC-FM and WAOK(AM)-

WVEE(FM) Atlanta; WUSN-FM, WJJD(AM)-WJMK-FM, WCKG(FM) and WYSY(FM) Chicago; WBCN-FM, WZLX-FM, WBOS(FM) and WOAZ-FM Boston; WYCD(FM), WOMC-FM and WXYT(AM) Detroit; WFAN(AM) and WZRC(AM)-WXRK-FM New York; WYSP-FM and WIP(AM) Philadelphia; Kews(FM), KDMM(AM)-KVIL-FM, KLUV-FM, KYNG(FM), KRBV-FM and KHVN(AM)-KOAI(FM) Fort Worth/Dallas, and KXYZ(AM), WJFK(AM)-WLIF-FM, WPGC-AM-FM, WJFK-FM and WCAO(AM)-WXYV(FM) Baltimore/Washington Price: \$4.9 billion (merger) **Buyer:** Westinghouse Electric Corp./CBS Inc. (Michael H. Jordan, chairman) **Seller:** Infinity Broadcasting Corp. (Mel Karmazin, president) **Brokers:** Merrill Lynch & Co. (Infinity); Chase Securities Inc., Salomon



STATION & CABLE TRADING

KBLA(AM) Santa Monica/Los Angeles and **KOVR(TV)** Stockton/Sacramento, Calif.; **WTTV(TV)** Bloomington and **WTTK(TV)** Kokomo/both Indianapolis; **KDSM-TV** Des Moines, Iowa; **KMEZ(FM)** Belle Chasse/New Orleans and **WWL(AM)**, **WLMG-FM** and **WSMB(AM)** New Orleans, La.; **KDNL-TV** St. Louis, **WVRV(FM)** Wilmore, Ky./East St. Louis and **KPNT(FM)** St.

Genevieve/St. Louis, Mo.; **KZSS(AM)**-**KZRR-FM** Albuquerque and **KLSK-FM** Albuquerque/Santa Fe, N.M.; **WBEN(AM)**, **WWKB(AM)**, **WKSE-FM**, **WMJQ-FM**, **WGR(AM)** and **WWWS(AM)** Buffalo, N.Y.; **WLOS(TV)** Asheville, N.C.; **WSYX(TV)** Columbus, Ohio; **WKRZ-FM**, **WGGY-FM**, **WILK(AM)**, **WGBI(AM)**, **WWSH-FM**, **WXPX(AM)** and **WQEQ(FM)**, all Wilkes-Barre/Scranton, Pa.; **WFBC-AM-FM**, **WORD(AM)** and **WSPA-AM-FM** Greenville, **WLOS(TV)** Asheville/Greenville and **WFBC-TV** Greenville, S.C.; **WRVR-FM**, **WJCE(AM)**-**WOGY-FM** Memphis and **WLAC-AM-FM** and **WJCE-FM** Nashville, and **KABB-TV** San Antonio, Tex. (and **LMA** with **KRRT-TV** Kerrville/San Antonio) **Price:** \$1.2 billion (merger) **Buyer:** Sinclair Broadcast Group Inc. (David D. Smith, president) **Seller:** River City Broadcasting LP (Barry Baker, president) **Broker:** Communications Equity Associates Inc.

KOPA(AM)-**KSLX(FM)** Scottsdale/Phoenix, Ariz.; **KSEG(FM)** Sacramento and **KRXQ(FM)** Roseville/Sacramento, Calif.; **WXTB(FM)** Clearwater/Tampa, **WTBT(FM)** New Port Richey/Tampa and **WTSP-TV** St. Petersburg/Tampa, Fla.; **WKLS-FM** Atlanta; **WDAF(AM)**-**KYYS(FM)** Kansas City, Mo.; **WKRC-TV**, **WKRC(FM)** and **WWNK(FM)** Cincinnati and **WTVN(AM)**-**WLVQ(FM)** Columbus, Ohio, and **KEX(AM)**-**KKRZ(FM)** Portland and **KKCW(FM)** Beaverton/Portland, Ore. **Price:** \$774 million (merger) **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Citicasters Inc. (John Zanotti, president)

KHTK(AM)-**KNCL(FM)** and **KRAK-FM** Sacramento, Calif.; **KBEQ-AM-FM** (Kan.) and **KFKF-FM** (Mo.) Kansas City; **KFNS(AM)**-**KEZK-FM**, **KSD-AM-FM** and

KYKY(FM) St. Louis; **WSOC-FM** and **WSSS(FM)** Charlotte, N.C.; **WBZZ(FM)** and **WZPT(FM)** Pittsburgh; **WIOQ(FM)** and **WUSL(FM)** Philadelphia, and **KRPM(AM)**, **KYCW(FM)**, **KMP5-AM-FM** and **KZOK-FM** Seattle and **KBKS(FM)** Tacoma/Seattle, Wash. **Price:** \$655 million (merger) **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** EZ Communications (Alan Box, president)



"Last year and 1997 will represent the two highest levels of station trading in the radio industry ever, and likely will never be surpassed."

William J. Steding,
managing director,
Star Media Group Inc.

WHOO(AM)-**WHTQ(FM)** and **WMMO(FM)** Orlando, Fla.; **WAOK(AM)**-**WVEE(FM)** Atlanta; **WCAO(AM)**-**WXYV(FM)** Baltimore; **WBOS(FM)** Brookline/Boston and **WOAZ-FM** Lowell/Boston, and **KRBV-FM** Dallas and **KHVN(AM)**-**KOAI(FM)** Fort Worth, Tex. **Price:** \$410 million (merger) **Buyer:** Infinity Broadcasting Corp. (Mel Karmazin, president) **Seller:** Granum Holdings LP (Herb McCord, president)

KOOL-FM, **KISO(AM)**-**KZON(FM)** and **KOY(AM)**-**KYOT-FM** Phoenix; **WGMS(FM)**, **WBIG(FM)** and **WTEM(AM)** Washington; **WBOB(FM)** and **KQQL(FM)** Minneapolis/St. Paul, and **WOKY(AM)**-**WMIL(FM)** Waukesha/Milwaukee, Wis. **Price:** \$365 million **Buyer:** Chancellor Broadcasting Co. (Steve Dinetz, president; Hicks, Muse, Tate & Furst Inc., 90% owner) **Seller:** Col-

fax Communications Inc. (L. Steven Goldstein, president)

KTNQ(AM)-**KLVE(FM)** Los Angeles; **WRTO(FM)** Goulds, Fla./Miami, **WAQI(AM)** and **WQBA(AM)**-**WAMR-FM** Miami; **WLXX(AM)** Chicago; **KLSQ(AM)** Laughlin, Nev.; **WPAT(AM)** Paterson, N.J./New York, **WGLI(AM)** Babylon, N.Y., and **WADO(AM)** New York, and in the Dallas/Fort Worth market: **KINF(AM)** Denton, **KICI-FM** Corsicana, **KMRT(AM)** Dallas, **KMRT-FM** Granbury, **KESS(AM)** Fort Worth, **KECS(FM)** Gainesville and **KHCK(FM)** Denton **Price:** \$336 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president/22% owner) **Seller:** Heftel Broadcasting Corp., Las Vegas (Cecil Heftel, chairman)

WNDE(AM)-**WRZX(FM)** and **WFBQ(FM)** Indianapolis; **WTAM(AM)**-**WLTF(FM)** Cleveland, and **WDVE(FM)**, **WXDX-FM**, **WDSY-FM** and **WJJJ(FM)** Pittsburgh **Price:** \$300 million **Buyer:** SFX Broadcast-

ing Inc. (Robert F.X. Sillerman, executive chairman/53.2% owner) **Seller:** Secret Communications LP (Frank Wood, president)

Swap of WIOQ-FM and WUSL-FM Philadelphia plus \$10 million for **WPEG(FM)** Concord/Charlotte, **WBAV(AM)** Charlotte-**WBAV-FM** Gastonia/Charlotte, **WFNZ(AM)**-**WRFX-FM** and **WNKS-FM** Charlotte, N.C. **Value:** \$250 million **Swapper,** **WIOQ-FM**, **WUSL-FM:** EZ Communications (Alan Box, president) **Swapper,** **WPEG**, **WBAV-AM-FM**, **WFNZ-WRFX**, **WNKS-FM:** Evergreen Media Corp. (Scott K. Ginsburg, chairman/55.6% owner) **Broker:** Star Media Group

WZZK-AM-FM and **WODL-FM** Birmingham, Ala.; **WEZN-FM** Bridgeport, Conn.; **WCFB(FM)** Daytona Beach and **WDBO(AM)**-**WWKA-FM** and **WZKD(AM)** Orlando, Fla.; **WJZF-FM** La Grange/Atlanta; **WBBS(FM)** Fulton/Syracuse and **WSYR(AM)**-**WYYY(FM)** Syracuse, N.Y.; **KRMG(AM)**-**KWEN(FM)** and **KJSR(FM)** Tulsa, Okla., and **KCJZ(FM)** Terrell Hills/San Antonio and **KKYX(AM)**-**KCYF(FM)** San Antonio **Price:** \$250 million **Buyer:** Cox Broadcasting Inc. (Nicholas D. Trigony, president; Robert F. Neil, executive VP/radio) **Seller:** NewCity Communications Inc. (Dick Ferguson, president)

WCKT(FM) Lehigh Acres/Fort Myers and **WXRm-FM** Naples Park/Fort Myers, Fla.; **WNOE-FM** and **KLZJ-FM** New Orleans; **WHYN-AM-FM** Springfield, Mass.; **WXRA(FM)** Eden and **WSJS(AM)**-**WTQR(FM)** Winston Salem, N.C.; **KXXY-AM-FM** and **KTST(FM)** Oklahoma City; **WWBB(FM)** Providence and **WWRX-FM** Westerly, R.I.; **WWDm(FM)** Sumter and **WARQ(FM)** Columbia, S.C., and **WREC(AM)**-**WEGR-FM** and **WRXQ-FM** Memphis **Price:** \$235 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Radio Equity Partners LP (George Sosson, president)

KDFC(AM) Palo Alto/San Francisco-**KDFC-FM** San Francisco, **KKSF-FM** San Francisco and **WDAS-AM-FM** Philadelphia **Price:** \$218 million **Buyer:** Evergreen Media Corp. (Scott K. Ginsburg, chairman/55.6% owner) **Sellers:** ■ **KDFC-AM-FM**, **KKSF-FM:** Brown Organization (Michael Brown, president; Phil Melrose, president, Brown Broadcasting Co.) ■ **WDAS-AM-FM:** Beasley Broadcast Group (George G. Beasley, president/owner) **Broker:** Star Media Group Inc.

KSOL(FM) San Mateo/San Francisco and **KYLZ(FM)** Santa Cruz, Calif.; **WIND(AM)**-**WOJO(FM)** Evanston/Chicago; **KBNA-AM-FM** and **KAMA(AM)** El Paso, **KGBT(AM)**-**KiWW-FM** Harlingen, **KLAT(AM)** Houston, **KMIA(FM)** Jasper (moving to Winnie), **KQXX(FM)** McAllen, **KLTN(FM)** Port Arthur, **KMPQ(AM)** Rosenberg/Richmond, **KCOR(AM)**, **KROM-FM** and **KXTN-AM-FM** San Antonio and **KMIA(FM)** Winnie, all Tex.; 26% of **KUNO(AM)**-**KSAB-FM** Corpus Christi, Tex.

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STATION & CABLE TRADING

Value: \$210 million (merger) **Buyer:** Hefelt Broadcasting Corp./Clear Channel Communications Inc. **Seller:** Tichenor Media Systems Inc. (McHenry T. Tichenor Jr., president/10.1% owner) **Broker:** Star Media Group Inc.

WINE(AM)-WRKI(FM) Brookfield, **WNLC(AM)-WEFX(FM)** Norwalk and **WSTC(AM)-WKHL(FM)** Stamford, all Conn.; **WJBR-AM-FM** Wilmington, Del.; **WKQS(FM)** Gifford/Vero Beach, **WZZR(FM)** Stuart and **WQOL(FM)** and **WAXE(AM)-WAVW(FM)** Vero Beach, all Fla.; **WPUT(AM)** Brewster, **WVIB(FM)** Mount Kisco, **WVYB(FM)** Patterson, and **WFAS-AM-FM** White Plains, all N.Y.; **WBVB(FM)** Coal Grove and **WIRO(AM)** and **WMLV(FM)** Ironton, Ohio; **WAEB-AM-FM** Allentown and **WZZO(FM)** Bethlehem, Pa., and **WKEE-AM-FM** and **WHRD(AM)** Huntington, **WTCR(AM)** Kenova/Huntington-**WTCR-FM** Huntington, **WZZW(AM)** Milton and **WFXN-FM** Milton/Huntington, all W.Va. **Price:** \$200 million **Buyer:** Capstar Broadcasting Partners (R. Steven Hicks, president/3.2% owner) **Seller:** Commodore Media Inc. (Bruce A. Friedman, president) **Brokers:** BT Securities (Hicks Muse); Media Venture Partners, CIBS Wood Gundy (Commodore)

Swap of WTSP-TV St. Petersburg/Tampa, Fla., for **KILS(AM)-KFMC(FM)** Los Angeles, **KSDO(AM)-KCLX-FM** San Diego and **WDAE(AM)-WUSA-FM** Tampa **Value:** \$190 million **Swapper,** WTSP-TV: Jacor Communications Inc. (Randy Michaels, CEO) **Swapper, radios:** Gannett Co. Inc. (John Curley, chairman)

KUDL-FM and **KMXV(FM)** Kansas City, Mo.; **KBGO-FM**, **KSNE-FM** and **KFMS-FM** Las Vegas and **KWNR(FM)** Henderson and Las Vegas, Nev.; **WEZL(FM)** and **WXLY(FM)** Charleston, S.C., and **KUTQ-FM** Bountiful, **KZHT(FM)** Provo, **KALL(AM)-KODJ(FM)** Salt Lake City and **KKAT(FM)** Ogden/Salt Lake City, all Utah **Price:** \$184.7 million **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Regent Communications (Terry S. Jacobs, president)

XETRA-AM-FM Tijuana, Mexico/San Diego; **KHOW(AM)-KHIH(FM)** Denver and **KBCO-AM-FM** Boulder/Denver, Colo.; **KATZ(AM)-KMJM(FM)** St. Louis and **KNJZ-FM** Alton, Ill./St. Louis, and **WSPD(AM)-WVKF(FM)** Toldedo and **WRVF-FM** Beavercreek/Toledo, Ohio **Price:** \$152 million (merger) **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Noble Broadcast Group Inc. (John Lynch, CEO) **Broker:** Crisler Capital Co.

KMJX(FM) Conway/Little Rock and **KDDK(FM)** Jacksonville/Little Rock, Ark.; **WRAW(AM)-WRFY-FM** Reading, Pa.; **WDIA(AM)-WHRK-FM** Memphis; **KHEY-AM-FM** and **KPRR(FM)** El Paso, Tex., and 40% of **WKKV(FM)** Racine, Wis./Milwaukee; **LMAs** with options to buy **WQOK(FM)** S. Boston, Va./Raleigh and

WNND-FM Fuquay-Varina/Raleigh, N.C., and **KJOJ-AM-FM** Freeport/Houston, Tex.; joint sales agreements with **WOWI-FM** and **WJCD(FM)** Norfolk and **WSVY-AM-FM** Portsmouth, Va. **Price:** \$140 million (merger) **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** US Radio Group Inc. (Ragan A. Henry, chairman/50.9% owner)

KMJ(AM)-KSKS(FM) and **KKDJ(FM)** Fresno and **KCTC(AM)-KYM(X)(FM)** Sacramento, Calif.; **KFAB(AM)-KGOR(FM)** Omaha, Neb., and **KBBT(AM)-KUFO(FM)** Portland, Ore. **Price:** \$115 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Henry Broadcasting Co. (Charlton Buckley, chairman) **Broker:** Media Venture Partners

WAAX(AM)-WQEN(FM) Gadsden, Ala.; **WOLZ(FM)** Fort Myers and **WKII(AM)-WEEJ(FM)** Port Charlotte/Fort Myers, Fla.; **WWNC(AM)-WKSF(FM)** Asheville, N.C.; **WING-FM** Dayton/Springfield, Ohio; **WTJS(AM)-WTNV(FM)** Jackson and **WYNU(FM)** Milan/Jackson, Tenn.; **WKWK-AM-FM**, **WWVA(AM)-WOVK(FM)** and **WEGW(FM)**, Wheeling and **WHLX(FM)** Bethlehem/Wheeling, W.Va., and 50% of **WDRR(FM)** Sanibel/Fort Myers, Fla. **Price:** \$111.4 million (merger) **Buyer:** Capstar Broadcasting Partners Inc. (R. Steven Hicks, chairman/3.2% owner) **Seller:** Osborn Communications Corp. (Frank D. Osborn, president/6.3% owner) **Broker:** Bankers Trust, Robert Chaisson (seller)

Swap of WFYV-FM Atlantic Beach/Jacksonville and **WAPE-FM** Jacksonville, Fla., for Long Island, N.Y.-market stations **WGBB(AM)** Freeport-WBAB-FM Babylon, **WBLI(FM)** Patchogue and **WHFM(FM)** Southampton **Value:** \$108 million **Swapper,** WFYV-FM, WAPE-FM: Chancellor Broadcasting Co. (Steve Dinetz, president) **Swapper,** Long Island stations: SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman/53.2% owner) **Broker:** Star Media Group Inc.

KCEE-AM-KWFM(FM) and **KNST(AM)-KRQQ(FM)** Tucson, Ariz.; **WOKV(AM)-WKQL(FM)**, **WIVY(FM)** and **WPDQ(AM)** Jacksonville, Fla.; **KNSS(AM)-KKRD(FM)** Wichita and **KRZZ-FM** Derby/Wichita, Kan.; **WWKY(AM)-WVEZ(FM)** and **WTFX(FM)** Louisville, Ky., and **WZZU(FM)** Burlington/Graham/Raleigh and **WDCG(FM)** Durham/Raleigh, N.C. **Price:** \$105.25 million **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman/53.2% owner) **Seller:** Prism Radio Partners LP (Bill Phalen, president) **Broker:** J.P. Morgan

Swap involving KISW(FM) Seattle; **WDSY-FM** and **WNRQ(FM)** (to be WJJJ) Pittsburgh, and **KTBB(FM)** Lake Jackson/Houston, Tex. **Value:** \$105 million **Swapper,** WDSY-FM, WNRQ(FM): Entertainment Communications Inc. (Joseph M. Field, president/70.3% owner) to Secret Communications LP (Frank E. Wood, president) **Swap-**

per, KISW: Nationwide Communications Inc. (Steve Berger, president) to Entercom; Secret trades rights to acquire KTBZ to Nationwide **Broker:** Gary Stevens

KSJO(FM) San Jose and **KUFJ(FM)** Gilroy/San Jose, Calif., and **KUPL-FM** Portland and **KKJZ(FM)** Lake Oswego/Portland, Ore. **Price:** \$103 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** BayCom Partners LP (Jack McSorley, COO/general partner; Triad Capital Management Inc., partner) **Broker:** Media Venture Partners

KISO(AM)-KZON(FM) and **KOY(AM)-KYOT-FM** Phoenix, Ariz.; **KARO(FM)** Nampa/Boise and **KIDO(AM)-KLTB(FM)** Boise, Idaho, and **WOKY(AM)** Milwaukee-WMIL(FM) Waukesha/Milwaukee, Wis. **Price:** \$95 million **Buyer:** Colfax Communications Inc. (L. Steven Goldstein, president) **Seller:** Sundance Broadcasting (Mike Jorgenson, president) **Broker:** Kalil & Co.

Swap of WOMX-FM Orlando, Fla., plus \$43.5 million for **WMJI(FM)** and **WMMS(FM)** Cleveland **Value:** \$93.5 million (includes \$1.5 million consulting agreement) **Swapper,** WOMX-FM: Nationwide Communications Inc. (Steve Berger, president) **Swapper,** WMJI, WMMS: OmniAmerica Group (Carl E. Hirsch, chairman) **Brokers:** Star Media Group Inc. (OmniAmerica); Crisler Co. (Nationwide)

Swap of WAXQ(FM) New York for **KNDD(FM)** Seattle and **KBSG(AM)** Auburn/Federal Way-KBSG-FM Tacoma, Wash. **Value:** \$91.2 million **Swapper,** WAXQ: Entertainment Communications Inc. (Joseph M. Field, president) **Swapper,** Washington stations: Viacom International Inc. (Sumner M. Redstone, president) **Broker:** Media Venture Partners

Swap of KPOP(AM)-KGB-FM San Diego for **KSLX-AM-FM** Scottsdale, Ariz. **Value:** \$90 million. **Swapper,** KPOP(AM)-KGB-FM: Nationwide Communications Inc. (Steve Berger, president) **Swapper,** KSLX-AM-FM: Jacor Communications Inc. (Randy Michaels, CEO)

Swap of KRRW(FM) Dallas/Fort Worth and **KTXQ(FM)** Fort Worth/Dallas for **WHFS(FM)** Annapolis, Md./Baltimore/Washington **Value:** \$80 million **Swapper,** KTXQ, KRRW: Westinghouse Electric Corp./CBS Inc. (Michael H. Jordan, chairman) **Swapper,** WHFS: SFX Broadcasting (Robert F.X. Sillerman, executive chairman/53.2% owner) **Broker:** Star Media Group Inc.

Los Angeles-market stations **KVAR(FM)** Riverside, **KSZZ(AM)** San Bernardino and **KCAL(AM)** Redlands/San Bernardino; **KRCX(AM)** Roseville/Sacramento and **KMYC(AM)-KSXX-FM** Marysville/Sacramento, Calif., and **KOTK(AM)-KINK-FM** Portland, Ore. **Price:** \$80 million **Buyer:** EXCL Communications Inc. (Christopher Marks, chairman; Latin Communications Group Inc., 80% owner) **Seller:** Embarcadero Media Inc. (Luis G. Nogales, chairman)



WQRS-FM Detroit, WFLN-FM Philadelphia and WTMI-FM Miami Price: \$67 million (seller simultaneously buys back WTMI-FM for \$18 million) **Buyer:** American Radio Systems Corp. (Steven B. Dodge, president) **Seller:** Marlin Broadcasting Inc. (Howard "Woody," Tanger, president) **Broker:** Blackburn & Co. (WTMI)

Swap of WEAT-AM-FM West Palm Beach and WOLL-FM Rivera Beach/West Palm Beach, Fla., for KSTE-FM Rancho Cordova/Sacramento, Calif. Value: \$40.25 million **Swapper,** KSTE-FM: American Radio Systems Corp. (Steven B. Dodge, chairman) **Swapper,** Florida stations: Chancellor Corp. (Steve Dinetz, president) **Broker:** Star Media Group Inc.

KMZQ-FM and KJMZ(FM) Henderson, KVEG(AM) North Las Vegas and KFBI(FM) Pahump, all Nev., and KMJI(AM)-KSFM(FM) Woodland/Sacramento, Calif. Price: At least \$38 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Sellers:** ■ KMZQ-FM, KFBI, KVEG(AM): Crescent Communications LP (Allen Shaw, president/owner) ■ KJMZ: Parker Communications (John D. Parker, chairman) ■ KMJI-KSFM: Secret Communications LP (Frank E. Wood, president) **Brokers:** Media Venture Partners (Vegas stations); Blackburn & Co. Inc. (Sacramento stations) **Note:** Besides acquiring KMJI-KSFM from Secret Communications LP, ARS will get \$20 million. In turn, ARS will trade to Secret its WQRS-FM Detroit and WFLN-FM Philadelphia

Swap of WKLB-FM Framingham/Boston for WEBR(FM) Washington Value: \$34 million **Swapper,** WKLB-FM: Evergreen Media Corp. (Scott Ginsburg, chairman) **Swapper,** WEBR-FM: Greater Media Inc. (Peter A. Bordes, chairman/owner)

WIRA(AM)-WCLB(FM) West Palm Beach/Fort Pierce, Fla.; WENZ-FM Cleveland, and WYSR-AM-FM Charleston and WBES-FM Dunbar/Charleston, W.Va. Price: \$31.8 million **Buyers:** ■ WIRA(AM)-WCLB(FM): Fairbanks Communications Inc. (Richard M. Fairbanks, president) ■ WYSR-AM-FM, WBES-FM: Bristol Broadcasting Co. Inc. (W.L. "Pete" Nining, president/89.29% owner) ■ WENZ-FM: Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Ardman Broadcasting Corp. (Myer Feldman, president) **Broker:** Blackburn & Co. (seller)

Swap of KRPM(AM)-KCIN-FM Seattle for WRNO-FM, WEZB-FM and WBYU(AM) New Orleans Price: Value: \$25 million **Swapper,** KRPM(AM)-KCIN-FM: Heritage Media Corp. (James Hoak, chairman) **Swapper,** WRNO-FM, WEZB-FM, WBYU(AM): EZ Communications Inc. (Alan Box, president)

KMYK(FM) Benton/Little Rock and KSSN(AM) Little Rock, Ark., and KZSN(FM) Wichita-KZSN-FM Hutchinson/Wichita, Kan. Price: \$24.5 million **Buyer:** Triathlon Broadcasting Co. (Norm Feuer, president; Robert F.X. Sillerman,

backer) **Seller:** Southern Skies Corp. (Jerry Atchley, president) **Brokers:** Sillerman Cos. (buyer); Star Media Group Inc. (seller)

Swap of WHTQ(FM), WHOO(AM) and WMMO(FM) Orlando, Fla., plus \$20 million, for WCKQ(FM) Elmwood Park/Chicago and WYSY-FM Chicago Value: To be determined by 90 days after closing **Swapper,** WHTQ, WHOO, WMMO: Infinity Broadcasting Corp. (Mel Karmazin, president) **Swapper,** WCKQ, WYSY-FM: Cox Broadcasting Inc. (Nicholas D. Trigony, president)

WCUZ-AM-FM Grand Rapids, Mich., and KQLL(AM) Tulsa-KQLL-FM Owasso/Tulsa and KOAS-FM Tulsa, Okla. Price: \$15.4 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Pathfinder Communications Corp. (John Dille III, president/75% owner)

KRMD-AM-FM Shreveport, La., and WJMZ-FM Anderson/Greenville, S.C. Price: \$15 million **Buyer:** Benchmark Communications (Bruce R. Spector, general partner) **Seller:** AmCom General Corp. (George R. Francis Jr., president/owner)

WKEE-AM-FM and WHRD(AM) Huntington and WZZW(AM)-WFXN(FM) Milton, all W.Va., and WBVB-FM Coal Grove and WIRO(AM)-WMLV(FM) Ironton, Ohio Price: \$12 million **Buyer:** Commodore Media Inc. (Bruce A. Friedman, president) **Sellers:** ■ WKEE-AM-FM, WZZW(AM), WBVB-FM, WIRO(AM): Adventure Communications Inc. ■ WHRD(AM), WFXN(FM), WMLV(FM): Simmons Broadcasting Co. (David L. Simmons, VP/51% owner) **Broker:** Media Venture Partners

KWLO(AM)-KFMW-FM Waterloo/Cedar Rapids, Iowa, and WDEF-AM-FM Chattanooga, Tenn. Price: \$11.2 million (\$7.7 million for Chattanooga stations; \$3.5 million for Iowa stations) **Buyer:** Bahakel Communications Ltd. (Cy N. Bahakel, CEO) **Seller:** Park Communications Inc. (Wright M. Thomas, president) **Broker:** Media Venture Partners

WCCQ(FM) CrestHill/Joliet, Ill.; KQAD(AM)-KLQL(FM) Luverne, Minn.; KTTT(AM)-KKOT(FM) Columbus and KMEM(AM)-KNET(FM) Lincoln, Neb., and KBRK-AM-FM Brookings and KIJV(AM)-KZNC(FM) Huron, S.D. Price: \$10.2 million **Buyer:** Three Eagles Communications Co. (Rolland C. Johnson, CEO; Gary Buchanan, president) **Sellers:** ■ WCCQ: TKO Broadcasting LLC (Scott Krusinski, president) ■ All other stations: Radio One Broadcasting (Ray Lamb, president/owner) **Brokers:** Chapin Enterprises, Star Media (sellers)

WGBF(AM) Evansville, Ind.-WGBF-FM Henderson, Ky., and KOEL-AM-FM Oelwein/Cedar Falls, Iowa Price: \$9.2 million **Buyer:** Connoisseur Inc. (Jeffrey D. Warshaw, president/owner) **Sellers:** ■ WGBF-AM-FM: Aiken Communication Corp. (Larry Aiken, president) ■ KOEL-AM-FM: Independence Broadcasting Corp. (Peter Sulick, president) **Brokers:** WGBF-AM-FM: Media Venture Partners (buyer); John Bowen (seller);

KOEL-AM-FM: Bergner & Co.

WDSM(AM)-KZIO(FM) and KXTP(AM) Superior, Wis., and KTCO(FM) Duluth, Minn. Price: \$3.8 million **Buyer:** Shockley Communications Corp. (Terry K. Shockley, principal; Sandy Shockley, executive VP/radio) **Sellers:** Patricia McNulty, Ken Buehler **Broker:** Patrick Communications Corp.

Swap of KKSO(AM) Des Moines-KJJY(FM) Ankeny/Des Moines, Iowa, for WCSO(FM) Portland and WLPZ(AM) Westbrook, Maine, and WHOM(FM) Mount Washington, N.H. Price: \$3.5 million (Swapper of Iowa stations also must assign purchase agreement for WZPK-FM Berlin, N.H.) **Swapper:** WCSO, WLPZ, WHOM: WCSO Broadcasting LP (Barnstable Broadcasting Inc., general partner [Albert J. Kaneb, VP/owner]) **Swapper,** KKSO-KJJY: Fuller-Jeffrey Broadcasting Cos. (Robert F. Fuller, president/50.003% owner) **Broker:** Americom Radio Brokers Inc.

KMJI(AM) Sacramento, Calif., and KMPS(AM) Seattle Price: \$3.5 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president/co-owner) **Seller:** EZ Communications Inc./American Radio Systems Corp. (Steven B. Dodge, president) **Broker:** Gary Stevens (seller)

KVIK(FM) Decorah, Iowa, and KQYB(FM) Spring Grove and KSOF(FM) Caledonia, Minn. Price: \$2.814 million **Buyer:** Marathon Media LLC (Bruce Buzil, 90% owner) **Seller:** Greg Wennesa

WDIF(FM) Marion and WHMQ(FM) North Baltimore, Ohio, and WKYG(AM)-WXXK(FM) Parkersburg, W.Va. Price: At least \$2.782 million (\$1.722 million for WDIF; \$1.02 million for WHMQ; at least \$40,000 for WKYG-WXXK) **Buyer:** Burbach Broadcasting Co. (John L. and Suzanne C. Laubach, joint 52.1% owners) **Sellers:** ■ WDIF: Janice Scantland ■ WHMQ: Bulmer Communications of Findlay Inc. (John A. Bulmer, president) ■ WKYG-WXXK: Fritz Communications Inc. (Jack W. Fritz II, president)

WHYS(AM)-WBDY-FM Bluefield and WBBY(FM) Cedar Bluff, Va., and WKOY(AM) Bluefield-WKMY(FM) Princeton, W.Va. Price: \$1.795 million **Buyer:** New Adventure Communications Inc. (Michael R. Shott, president; Adventure Communications Inc., 50% owner) **Sellers:** ■ WHYS, WBDY-FM, WBBY: Bluefield Broadcasting Co. (George F. Barnes Jr., president) ■ WKOY-WKMY: Country Broadcasting Corp. (Richard T. Judy, president)

KDGO(AM)-KWXA(FM) Durango, Colo., and KENN(AM)-KRWN(FM) Farmington, N.M. Price: \$1.72 million **Buyer:** Roberts Radio LLC (Robert W. Pittman, chairman/13% owner; Robert B. Sherman, president/7.7% owner) **Seller:** Kenneth Kendrick **Broker:** Kalil & Co. (seller)

WGIR-AM-FM Manchester, N.H.; and WEZF(FM) Burlington, Vt., and WTAG(AM)-WSRS(FM) Worcester, Mass.



STATION & CABLE TRADING

Price: \$1.386 million **Buyer:** Brothers Randolph H., Robert A. and N. Scott Knight (sons of seller; each will be 16% owner after sale) **Seller:** Norman Knight, (54.8% owner before sale/26% owner after sale)

WCLY(AM) Raleigh/Durham, N.C., and WLLV(AM) Louisville, Ky. Price: \$1 million **Buyer:** Mortenson Broadcasting Co. (Jack M. Mortenson, president) **Seller:** Argie Dale



Alabama

WHMA-AM-FM Anniston Price:

At least \$25.05 million (\$15.05 million plus \$20 million for CP for Class C-1 FM facility, \$13 million for CP for

Class C-2 FM facility or \$10 million for CP for Class C-3 facility or below) **Buyer:** Susquehanna Radio Corp. (David E. Kennedy, president) **Seller:** Sapphire Broadcasting Inc. (Hoyt J. Goodrich, partner)

WHOS(AM)-WDRM(FM) Decatur and WBHP(AM) Huntsville Price: \$23 million (merger) **Buyer:** Osborn Communications Corp. (Frank D. Osborn, president) **Seller:** J. Mack Bramlett **Broker:** Stan Raymond & Associates

WKSJ(AM) Prichard/Mobile-WKSJ-FM Mobile and WMYC(FM) Mobile Price: \$11.27 million **Buyer:** Capitol Broadcasting Co. LLC (Kenneth S. Johnson, president) **Seller:** Gardner Broadcasting Inc. (Wayne Gardner, president) **Broker:** Blackburn & Co.

WACT-AM-FM Tuscaloosa Price: \$1 million **Buyer:** Osborn Communications Corp. (Frank D. Osborn, president) **Seller:** Taylor Communications Corp. (Edward L. Taylor, chairman) **Broker:** Media Services Group Inc.

WTNW(AM)-WFFX(FM) (to be WBHJ) Tuscaloosa Price: \$2.8 million **Buyer:** H&P Radio LLC (H. Carl Parmer, Cecil Heftel, co-owners) **Seller:** Alabama Universal Corp. (James L. Kirk II, president)

Alaska

KHAR(AM)-KBRJ(FM) Anchorage, KJNO(AM)-KTKU(FM) Juneau, KTKN(AM)-KGTW(FM) Ketchikan and KIFW(AM)-KSBZ(FM) Sitka Price: \$3.5 million (includes \$3.3 million assumption of debt) **Buyer:** Steven L. Rhyner **Seller:** Media Ltd. (E. Roy Paschal, general partner)

Arizona

KFLG-AM-FM Bullhead City Price: \$1.675 million **Buyer:** Continental Radio Broadcasting LLC (David F. Peschau, president) **Seller:** Guyann Corp. (Guy Christian, owner) **Broker:** Rowan Media Brokers

KOOL-AM-FM Phoenix Price: \$35 million **Buyer:** Colfax Communications Inc. (L. Steven Goldstein, president) **Seller:** Par Broadcasting Co. (Steve Jacobs, president) **Broker:** Kalil & Co.

KXEW(AM) South Tucson/Tucson and KOHT(FM) Marana Price: \$2.725 million **Buyer:** Big Broadcast of Arizona LLC (Arthur "Art Laboe" Egnoian, president) **Seller:** Cactus Broadcasting LP (Frank Lazarus, general partner)

KEZC(AM)-KJOK-FM Yuma Price: \$1.375 million **Buyer:** MonsterMedia LLC (Western Newspapers Inc., Gordon Keith Lewis, co-owners) **Seller:** Magnamedia Inc., (Jim Stowe, president)

Arkansas

KAAB(AM) Batesville-KWOZ(FM) Mountain View Price: \$1.05 million for stock **Buyer:** WRD Entertainment Inc. (Preston W. Grace Jr., president) **Seller:** John Dan Kemp, Daniel E. Thomas, Guy W. Moseley (before sale owned 74.6% of FM, 51% of AM; after sale owns 0% of both)

KWHN(AM)-KMAG(FM) Fort Smith Price: \$3.5 million **Buyer:** GulfStar Communications Holdings Inc. (John Cullen, president) **Seller:** Ft. Smith FM Inc. (David Baugher, president) **Broker:** Media Venture Partners

California

KHIS-AM-FM Bakersfield Price: \$2.65 million **Buyer:** Hemisphere Broadcasting LLC (Clifford N. Burnstein, Peter D. Mensch, owners) **Seller:** International Church of the Foursquare Gospel Inc. (James Rogers, executive assistant) **Broker:** Sterling Associates

30.9% of KLOC(AM) Ceres and KTDO(FM) Columbia, Calif. Price: \$1,442,448 for stock **Buyer:** Silverado Broadcasting Co. (John A. Winkel, president) **Seller:** Clock Broadcasting Co. (Michael Sturtevant, president)

KNSN(AM) Chico and KHSL-FM Paradise Price: \$1.466 million **Buyer:** McCoy Broadcasting Co. (Craig W. McCoy, president) **Seller:** Alta California Broadcasting Inc. (John C. Power, president) **Broker:** Exline Co.

80% of KBRG(FM) Fremont, KLOK(AM) San Jose-KLOK-FM Greenfield and KVRG(AM) Soledad-KVRG-FM Seaside Price: \$15 million **Buyer:** Latin Communications Group Inc. (Peter Davidson, president) **Seller:** Estelle Gonzales-Walgreen 51% owner, (and other shareholders)

KOQO(AM) Clovis-KOQO-FM Fresno and KSRQ(AM) Sacramento Price: Payment of \$4.2 million in debts/stock (merger) **Buyer:** Silverado Broadcasting Co. (John A. Winkel, president/trustee, Winkel Family Trust) **Seller:** D&V Equinox XX Inc. (Dwight Casey, president)

KOQO(AM) Clovis/Fresno-KOQO-FM Fresno and KXOA-AM-FM and KQPT(FM) Sacramento Price: \$56 million **Buyer:** American Radio Systems Corp. (Steven B.

Dodge, chairman) **Sellers:** ■ KXOA-AM-FM, KQPT: Brown Broadcasting Co. (Phil Melrose, president) ■ KOQO-AM-FM: D&V Equinox XX Inc. (Dwight Casey, president) **Broker:** Media Venture Partners (Sacramento stations); W. John Grandy Radio Brokers (Fresno stations)

KDES-AM-FM Palm Springs Price: \$2 million **Buyer:** Rozene R. Supple **Seller:** Tourtelot Broadcasting Co. (Joseph V. Tourtelot, 72.5% owner)

KHJJ(AM)-KGMX(FM) Lancaster/Palmdale Price: \$1,437,500 **Buyer:** Point Broadcasting Co. (John Q. Hearne, president) **Seller:** Eric-Chandler Communications of Antelope Valley Inc. (Tom Miserendino, Robert Geddes, owners) **Broker:** Media Venture Partners

KNRO(AM) Redding-KARZ(FM) Burney/Redding Price: \$1.2 million **Buyer:** Power Curve Inc. (John C. Power, president) **Seller:** Merit Broadcasting Corp. (Jeff Martin, president)

KCEO(AM) Vista/San Diego-KUPR-FM Carlsbad/San Diego Price: \$32 million **Buyer:** Nationwide Communications Inc. (Steve Berger, president) **Seller:** Tri-Cities Broadcasting Ltd. c/o Philadelphia Music Works (Ken Gross, president) **Brokers:** Gary Stevens & Co. (buyer); Media Venture Partners (seller)

KOGO(AM)-KKLQ-FM, KCBQ(AM) and KIOZ(FM) San Diego Value: \$72 million **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Par Broadcasting Co. (Steve Jacobs, president) **Broker:** Kalil & Co.

KPOP(AM)-KGB-FM San Diego Price: \$50 million **Buyer:** Nationwide Communications Inc. (Steve Berger, president) **Seller:** Brown Broadcasting Co. (Phil Melrose, president) **Broker:** Gary Stevens & Co. (buyer)

KKSJ(AM)-KBAY(FM) San Jose/San Francisco Price: \$31.212 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** United Broadcasting Co. (Andrew Molasky, president) **Broker:** Media Venture Partners

KIST(AM) Santa Barbara-KMGQ-FM Goleta/Santa Barbara Price: \$3.5 million **Buyer:** Engles Enterprises Inc. (Steven B. Engles, president) **Seller:** Channel Islands Broadcasting Inc. (Michael Micassio, president) **Broker:** Media Services Group Inc. (buyer)

KTMS(AM)-KHTY(FM) Santa Barbara Price: \$2 million **Buyer:** Engles Enterprises Inc. (Steven B. Engles, president) **Seller:** Atmor Properties Inc. (Lee W. Shubert, president) **Broker:** Exline Co.

KSRO(AM)-KXFX(FM) Santa Rosa, KLCQ(FM) Healdsburg/Santa Rosa and KMGG(FM) Monte Rio/Santa Rosa Price: \$8.7 million **Buyer:** Amaturio Group Ltd. (Joseph C. Amaturio, general partner) **Sellers:** ■ KLCQ, KSRO-KXFX: Fuller-Jeffrey Broadcasting Cos. Inc. (Robert F. "Doc" Fuller, president) ■ KMGG: Pacific Radio Santa Rosa



Corp. (Rick Dames, president) **Broker:** Exline Co.

KTRO(AM) Port Hueneme-KCAQ(FM) Oxnard/Ventura **Price:** \$3.65 million **Buyer:** Gold Coast Broadcasting Co. (John Hearne, Carl Goldman, principals) **Seller:** Alta Subordinated Debt Partners LP **Broker:** Media Venture Partners

KVEN(AM)-KHAY(FM) Oxnard/Ventura **Price:** \$12.7 million **Buyer:** McDonald Investment Co. Inc. (William W. McDonald, chairman)/Bengal Pacific Communications (Joseph D. Schwartz, president) **Seller:** KVEN Broadcasting Corp. (Robert L. Fox, David Loe, principals) **Broker:** Media Venture Partners (seller)

KXSP(AM) Ventura-KTND(FM) Ojai/Ventura and KBBY(FM) Ventura **Price:** \$8.6 million (\$6.6 million for KBBY; \$2 million for AM-FM) **Buyer:** KXSP-KTND: Gold Coast Broadcasting Co. (John Hearne, Carl Goldman, principals) **Seller:** Buena Ventura Inc. (Kathy Duncan, president) **Broker:** Media Venture Partners (seller)

KVVQ(AM) Hesperia-KVVQ-FM Victorville **Price:** \$1 million **Buyer:** Power Surge Inc. (John C. Power, president) **Seller:** William R. Rice (receiver)

Colorado

KKLI(FM) Widefield/Colorado Springs **Price:** \$3.8 million **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** Tippi Communications (Henry B. Tippi, president)

KYBG(AM) Aurora/Denver and KNRX-FM Castle Rock **Price:** \$7.7 million **Buyer:** EXCL Holdings Inc. (Athena Marks, president) **Seller:** Century Denver Broadcasting LP (George A. Collias, Anthony C. Karlos, limited partners)

KCOL(AM)-KPAW(FM) Fort Collins and KGLL(FM) Greeley **Price:** \$7.2 million (\$4.24 million for AM-FM; \$2.958 million for KGLL) **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Sellers:** ■ AM-FM: University Broadcasting Co. (Arthur A. Angotti, president) ■ KGLL: Duchossois Communications Co. (Richard Duchossois, president)

Connecticut

WSTC(AM)-WKHL(FM) Stamford **Price:** \$9.5 million **Buyer:** Commodore Media Inc. (Bruce A. Friedman, president) **Seller:** Q Broadcasting (Michael Kakoyiannis, VP) **Brokers:** Media Venture Partners (buyer); Frank Boyle & Co. (seller)

District of Columbia

WXVR(FM) Braddock Heights, Md./Washington, WQSI(AM) Frederick, Md./Washington and WXTR-FM Waldorf, Md./Washington **Price:** \$25 million **Buyer:** Bonneville International Corp. (Bruce T. Reese, president) **Seller:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Broker:** Star Media Group Inc.

Florida

WSWN(AM)-WBGF(FM) Belle Glade and WCTH(FM) Plantation Key **Price:** \$2 million **Buyer:** BGI Broadcasting LP (David P. Lampel, principal) **Seller:** Seminole Broadcasting Inc./Sounds of Service Radio Inc. (Marie B. Rivers, principal) **Broker:** Hadden & Associates

WMYM(AM)-WLRQ-FM Cocoa, WMMB(AM)-WGGD-FM Melbourne and WHKR(FM) Rockledge **Price:** \$9.3 million (\$3.5 million for WMYM-WLRQ-FM; \$1.8 million for WMYM-WLRQ-FM; \$4 million for WHKR) **Buyer:** Capstar Broadcasting Partners LP (R. Steven Hicks, president) **Sellers:** ■ WMYM-WLRQ-FM: EYZ Com Inc. (Tanya Klepper, president) ■ WMMB-WGGD-FM: City Broadcasting Co. Inc. (David P. Franco, president) ■ WHKR: Roper Broadcasting Inc. (Robert T. and Gwendolyn G. Roland, principals)

WNDB(AM) Daytona Beach-WTSM(FM) Ormond-by-the-Sea **Price:** \$3.6 million **Buyer:** Black Crow Broadcasting Inc. (J. Michael Linn, president/joint owner with Nicole Linn) **Seller:** Root Communications Ltd. (James L. Devis, president)

WNOG(AM)-WARO(FM) and WNOG-FM Naples/Fort Myers **Price:** \$9.25 million **Buyer:** Meridian Broadcasting Inc. (Joseph C. Schwartzel, president) **Seller:** Palmer Communications Inc. (Joseph Lentz, president)

WOLZ(FM) Fort Myers and WKII(AM)-WFSN(FM) Port Charlotte/Fort Myers **Price:** \$11 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Osborn Communications Corp. (Frank D. Osborn, president)

WAPE-FM Jacksonville and WFYV-FM Altantic Beach/Jacksonville; WOMX-FM Orlando, WJHM(FM) Daytona Beach/Orlando and WXXL(FM) Leesburg/Orlando, and WOLL-FM Riviera Beach/West Palm Beach and WEAT-AM-FM West Palm Beach **Price:** \$178 million **Buyer:** Chancellor Corp. (Steve Dinetz, president) **Seller:** OmniAmerica Group (Carl E. Hirsch, chairman) **Broker:** Star Media Group Inc.

WTAI(AM)-WAOA(FM) Melbourne **Price:** \$5 million **Buyer:** GEM Broadcasting Inc. (Joseph D. Farish Jr., president) **Seller:** Silicon East Communications Partnership (Sylvan Taplinger, president) **Broker:** Robert A. Chaisson Inc.

WQAM(AM)-WKIS-FM Boca Raton/Miami **Price:** \$57 million **Buyer:** Beasley Broadcast Group (George Beasley, president) **Seller:** Sunshine Wireless Co. (Dan Cohen, president) **Brokers:** Star Media Group Inc. (buyer); Gary Stevens & Co. (seller)

WSRF(AM)-WSHE-FM Fort Lauderdale/Miami **Price:** \$57.5 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** T-K Communications Inc. (John Tenaglia, president)

WDIZ(FM) Orlando; WPAP-FM and

WPBH(FM) Port St. Joe/Panama City; WTKX-FM and WOWW-FM Pensacola, and WSNi(FM) Thomasville, Ga./Tallahassee, WNLS(AM)-WTNT(FM) Tallahassee, WTPS(FM) and WXSX(FM) Quincy/Tallahassee **Price:** \$43.3 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Sellers:** ■ wdz: Shamrock Communications Inc. (Edward J. Lynett Jr., George V. Lynett, William R. Lynett, Cecelia Lynett Haggerty, owners) ■ All other stations: Southern Broadcasting Cos. Inc. (Paul C. Stone, president) **Broker:** Media Venture Partners

WGNE(AM)-WFSY(FM) Panama City and WEBZ(FM) Mexico Beach/Panama City **Price:** \$2.907 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** B. Radio Inc. and Boss Radio Group Inc. (Timothy O'Brien, president) **Broker:** Media Services Group Inc. (buyer)

WSPB(AM)-WSRZ-FM Sarasota and CP for WYNF(FM) Coral Cove/Sarasota **Price:** \$12.5 million plus assumption of contracts **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** New Wave Communications LP (John Ferrari, president; D&F Broadcasting Inc., general partner) **Brokers:** Jorgenson Broadcast Brokerage (buyer); Blackburn & Co. (seller)

WNLS(AM)-WTNT-FM Tallahassee **Price:** \$3.5 million **Buyer:** WTNT Inc. (R. Sanders Hickey, president) **Seller:** Park Communications Inc. (Wright M. Thomas, president) **Broker:** Media Venture Partners

WAMR(AM)-WCTQ(FM) Venice **Price:** \$4.435 million plus assumption of obligations **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Asterisk Radio Inc. (Frederick H. Ingham, president)

WAXE(AM)-WAVW(FM) Vero Beach and WKQS(FM) Gifford **Price:** \$8 million **Buyer:** Commodore Media Inc. (Bruce A. Friedman, president) **Seller:** Media VI (James J. Pagano, president) **Broker:** Media Venture Partners

Georgia

WDDO(AM)-WPEZ(FM) Macon and WMGB(FM) Jeffersonville **Price:** \$6.95 million **Buyer:** U.S. Broadcasting LP (Magic Broadcasting II Inc., owner [Donald G. McCoy, president]) **Seller:** Piedmont Communications Corp. (Ben G. Porter, Oscar Leverette, Fred L. Newton, owners)

WMAZ(AM)-WAYS(FM) Macon **Price:** \$1.5 million **Buyer:** Ocmulgee Broadcasting Co. Inc. (Eddie Esserman, principal) **Seller:** Gannett Co. Inc. (John Curley, chairman) **Broker:** Media Services Group Inc.

WQTK(AM) Macon, WIBB-FM Fort Valley/Macon and WITK(AM)-WRBG(FM) Warner Robbins/Macon **Price:** \$2.5 million **Buyer:** WIKS-FM Inc. (Stephen J. Taylor, president) **Seller:** Taylor Communications Corp. (Edward J. Taylor III, chairman/father of Stephen Taylor)



STATION & CABLE TRADING

WBMQ(AM)-WIXV(FM) Savannah Price: \$4.5 million **Buyer:** Point Communications Inc. (Richard P. Verne, president) **Seller:** Radio Southeast LP (Joan McCormick, general partner) **Broker:** Mahlman Co. (buyer)

WEAS-AM-FM Savannah Price: \$3.75 million **Buyer:** Ogeechee Broadcast Co. (Eddie Esserman, Leon Perlis, principals) **Seller:** E.D. Rivers Group **Broker:** Crisler Co.

WMOG(AM) Brunswick/Savannah, WHFX(FM) St. Simons Island/Waycross/Brunswick/Savannah and WFGA-FM and WBGA(FM) Waycross/Brunswick/Savannah Price: \$5.48 million **Buyer:** Root Communications Inc. (James L. Devis, president) **Seller:** Rowland South Georgia Radio Inc. (co-owners/spouses Marshall W. Rowland Sr., Carol C. Rowland) **Broker:** Jorgenson Broadcast Brokerage (seller)

WSOK(AM)-WAEV(FM) Savannah and WLVH(FM) Hardeeville, S.C./Savannah Price: \$11 million **Buyer:** Patterson Broadcasting Inc. (James W. Wesley Jr., president) **Seller:** Southeastern Broadcasting Co. (Thomas C. Birch, president) **Broker:** Media Services Group Inc.

WLET-AM-FM Toccoa Price: \$2.2 million **Buyer:** Southern Broadcasting Cos. of Pensacola Inc. (Paul C. Stone, president) **Seller:** Sonic Broadcasting Inc. (Eugene J. Mark Jr., president)

Hawaii

KIKI-AM-FM and KHHV(AM)-KKLV-FM Honolulu Price: \$9.1 million **Buyer:** Patterson Broadcasting Inc. (James W. Wesley Jr., president) **Seller:** Henry Broadcasting Co. (Charlton H. Buckley, president) **Broker:** Media Venture Partners

KQMQ-AM-FM Honolulu Price: \$4 million **Buyer:** Caribou Communications Co. (J. Kent Nichols, president) **Seller:** Desert Communications II Inc. (Matthew M. Breyne, president; FINOVA Group Inc., ultimate parent)

KMVI-AM-FM Wailuku/Pukalani, Maui Price: \$1.25 million **Buyer:** C&C Radio License Co. (co-owners Cortland J. Dahl, Christopher T. Dahl Jr.) **Seller:** Obie Broadcasting of Maui Inc. (Brian B. Obie, president)

Idaho

KGEM(AM)-KJOT(FM) Boise and KQXR(FM) Payette/Boise Price: \$5.1 million **Buyer:** American General Media (Antho-

ny S. Brandon, president) **Seller:** Viking Broadcasting (Bruce Johnson, president)

KIDO(AM)-KLTB(FM) Boise and KARO(FM) Caldwell/Boise Price: \$11 million **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Colfax Communications Inc. (L. Steven Goldstein, president) **Broker:** Kalil & Co.

Illinois

WCIL-AM-FM Carbondale Price: \$1.765 million **Buyer:** Zimmer Broadcasting (Jerome R. Zimmer, president) **Seller:** Dennis and Paula Lyle

WGIL(AM)-WAAG(FM) Galesburg Price: \$2 million **Buyer:** John T. Pritchard (33.3% owner) **Seller:** Norwest Bank Illinois (trustee) **Broker:** William Hansen & Associates

WPRC(AM)-WWTE-FM Lincoln and WTAX(AM)-WDBR(FM) Springfield Price: \$6 million **Buyer:** Saga Communications Inc. (Edward K. Christian, president) **Seller:** Central States Network LP (Thomas L. Booke, president) **Broker:** Blackburn & Co.

WFMB-AM-FM Springfield and WCVS-FM Virden Price: \$7 million **Buyer:** Patterson Broadcasting Inc. (James Wesley Jr., president) **Seller:** Neuhoft Broadcasting Corp. (Geoffrey H. Neuhoft, president) **Broker:** Blackburn & Co.

Indiana

WJOB(AM) Hammond-WZVN(FM) Merrillville Price: \$5.3 million **Buyer:** M&M Broadcasting Inc. (Thomas McDermott, president) **Seller:** Julian Colby (chairman) **Broker:** George Jennison

Iowa

KBUR(AM)-KGRS(FM) Burlington Price: \$1,560,725 (mostly for stock) **Buyer:** John M. Weir **Seller:** James M. and Mary J. Livengood (joint tenants/58.84% owners)

WMT-AM-FM Cedar Rapids and WHO(AM)-KLYF(FM) Des Moines Price: \$52.5 million cash **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Palmer Broadcasting LP (Joseph Lentz, president) **Brokers:** Kalil & Co. (buyer); Salomon Bros. (seller)

KWSL(AM)-KGIL(FM) Sioux City Price: \$2.1 million plus option to purchase up to 25% of stock and assumption of liabilities **Buyer:** Chesterman Communications Sioux City Inc. (Cy W. Chesterman, president) **Seller:** Cardinal Communications Inc. (John

H. Daniels, Theodore H. Mahn, principals)

WNAX-AM-FM Yankton, S.D./Sioux City Price: \$7 million **Buyer:** Saga Communications Inc. (Edward K. Christian, president) **Seller:** Park Communications Inc. (Wright M. Thomas, president)

Kansas

KYQQ(FM) Arkansas City, KLLS(FM) Augusta, KXXX(AM)-KQLS(FM) Colby, KGNO(AM)-KOLS(FM) and CP for KDGB(FM) Dodge City, KZLS(FM) Great Bend, KYUU(AM)-KSLS(FM) Liberal, KILS(FM) Minneapolis, KFNF(FM) Oberlin and KWLS(AM)-KGLS(FM) Pratt Price: \$14.8 million (includes \$1 million noncompete agreement) **Buyer:** Great Empire Broadcasting Inc. (Michael C. Oatman, executive VP/26% owner) **Seller:** Lesso Inc. (Larry Steckline, president)

KSAL(AM)-KYEZ(FM) Salina Price: \$3 million cash plus cancellation of debt **Buyer:** DLR Communications Corp. (Donald L. Rabbitt, president) **Seller:** Independence Broadcasting Corp. (Peter Sulick, president)

Kentucky

WLAP(AM)-WMXL(FM) Lexington and WWYC-FM Winchester Price: \$14 million plus assumption of obligations **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Trumper Communications Inc. (Jeffrey E. Trumper, president)

WTKT(AM)-WXZZ(FM) Georgetown/Lexington and WKQQ(FM) Lexington Price: \$24 million **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Village Communications Inc. (James A. Heavner, president) **Broker:** Media Venture Partners

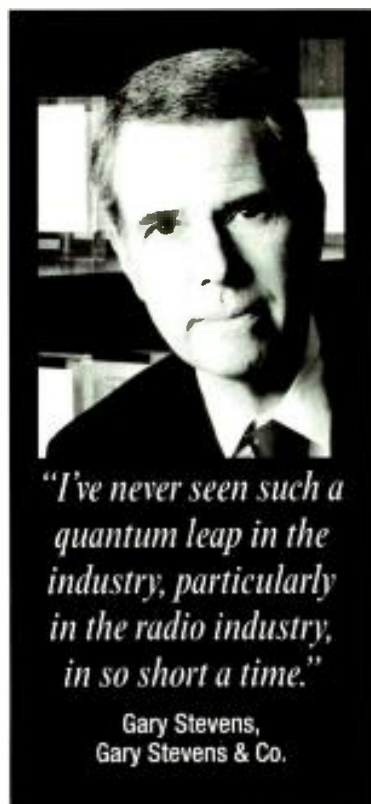
WHKW(AM) Louisville and intellectual rights to WHKW-FM Louisville Price: \$1 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Regent Communications Inc. (Terry S. Jacobs, president)

WWKY(AM)-WVEZ(FM) and WTFX(FM) Louisville Price: \$19.5 million **Buyers:** ■ WTFX, WWKY: Clear Channel Communications Inc. (L. Lowry Mays, president) ■ WVEZ: Regent Communications Inc. (Terry S. Jacobs, president) **Seller:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman)

WNBS(AM) and WSJP(AM)-WBLN-FM Murray Price: \$2.8 million **Buyer:** WRUS Inc. (William McGinnis, president) **Seller:** Samuel Parker **Broker:** Media Venture Partners

WVJS(AM) and WSTO(FM) Owensboro Price: At least \$7 million **Buyer:** Brill Media Co. Inc. (Alan Brill, president) **Seller:** Owensboro On the Air Inc. (Leonard and Claire Tow, owners) **Brokers:** Patrick Communications Corp. (buyer); Edwin Tornberg & Co. (seller)

WPAD(AM)-WDDJ(FM) Paducah Price: \$2.9 million **Buyer:** Bristol Broadcasting Co. Inc. (W.L. Nining, president) **Seller:** Robert Lee Hagan





Louisiana

WKJN-FM Hammond/Baton Rouge and WBR(AM) Baton Rouge Price: More than \$6 million 'or stock (merger) **Buyer:** Citywide Communications Inc. (Peter Moncrieffe, president) **Seller:** Southern Communications Inc. (Don Nelson, president) **Broker:** Klein Ainsworth & Co.

KACY(AM)-KSMB(FM) Lafayette Price: \$4.4 million **Buyer:** Powell Group Inc. (Nanette N. Kelley, president) **Seller:** Media Properties (Rish Wood, president) **Broker:** Questcom Media Brokerage Inc.

KVOL(AM) Lafayette-KVOL-FM Opelousas Price: \$1.25 million **Buyer:** Powell Broadcasting Co. (John L. Peroyea, CEO) **Seller:** Cavaness Broadcasting Inc.

KXZZ(AM)-KBIU-FM Lake Charles Price: \$1.5 million **Buyer:** Louisiana Media Interests Inc. (John M. Borders, Don L. Turner, Jerry Goos, principals) **Seller:** Dixie Broadcasters Inc. (Al and Dixie Johnson, son Danny Johnson, owners) **Broker:** Sunbelt Media Inc.

KWKH-AM-FM Shreveport Price: \$4.05 million **Buyer:** Progressive United Corp. (William R. Fry, president) **Seller:** Great Empire Broadcasting Inc. (Michael C. Oatman, principal)

Maine

WPOR-AM-FM Portland Price: \$10 million **Buyer:** Saga Communications Inc. (Edward K. Christian, president) **Seller:** Ocean Coast Properties (Phil Corper, president) **Broker:** Gary Stevens & Co.

Massachusetts

WWTM(AM)-WAAF(FM) Worcester/Boston Price: \$24.8 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Zapis Communications (Xenophon Zapis, president) **Broker:** Star Media Group (seller)

Michigan

WYTZ(FM) Bridgman, WCSY-AM-FM South Haven and CP for WZTY(FM) Hartford Price: \$3.088 million **Buyer:** WSJM Inc., (William R. Walker, secretary) **Sellers:** ■WCSY-AM-FM: CoSY Broadcasting Inc. (Donald L. Anderson, president); ■WYTZ, WZTY: Dunes Broadcasting Inc. (Arlene M. Anderson, president/owner/1% owner of seller)

WCKC-FM Cadillac and WIDG(AM)-WMKC-FM St. Ignace Price: \$1.5 million **Buyer:** Rylinds Ltd. (Mary Reynolds, president/joint owner with husband, Del Reynolds) **Seller:** ■ Combo: Mighty-Mac Broadcasting Co. ■ WCKC-FM: Four Seasons Broadcasting Co

WDFN(AM)-WWWW-FM Detroit Price: \$30 million **Buyer:** Evergreen Media Corp. (Scott Ginsburg, chairman) **Seller:** Chancellor Broadcasting Co. (Steve Dinetz, president) **Broker:** Star Media Group Inc.

WVFN(AM)-WVIC-FM East Lansing Price: \$2.2 million cash (merger) **Buyer:** Liggett

Broadcast Inc. (Robert G. Liggett Jr., chairman; R.G. Liggett Jr. Trust, owner) **Seller:** Jencom Broadcasting Inc. (James A. Jensen, president) **Broker:** Blackburn & Co.

WVFN(AM)-WVIC-FM East Lansing/Lansing Price: \$2 million **Buyer:** Jencom Broadcasting Inc. (James A. Jensen, president) **Seller:** MSP Communications Inc. (Jackson Smart, chairman) **Broker:** Blackburn & Co.

WKLA-AM-FM Ludington, WMTE(AM) Manistee and WKZC(FM) Scottville Price: \$1,130,068 **Buyer:** Lake Michigan Broadcasting Inc. (Roger K. Baerwolf, president)

Seller: Chickering Associates Inc. (John E. Chickering, president)

WOOD-AM-FM and WBCT-FM Grand Rapids Price: \$42.25 million cash **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** WOOD Radio LP (Bruce H. Holberg, president/general partner) **Broker:** Kalil & Co.

WCCW-AM-FM Traverse City Price: \$2.2 million **Buyer:** Midwestern Broadcasting Co. (Ross A. Biederman, president) **Seller:** Fabiano-Strickler Communications Inc. (James C. Fabiano, president)

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STATION & CABLE TRADING

Minnesota

KASM-AM-FM Albany Price: \$1.25 million **Buyer:** StarCom Inc. (Dennis G. Carpenter, president) **Seller:** Robert E. Ingstad **Broker:** Johnson Communications Properties Inc.

KLIZ-AM-FM and KVBR-AM-FM Brainerd, KLLZ-AM-FM Walker, KWAD(AM)-KKWS(FM) Wadena and KNSP(AM) Staples Price: \$4.1 million **Buyer:** Robert M. Kommerstad **Seller:** Ingstad Broadcasting Inc. (James D. Ingstad, president) **Broker:** Chapin Enterprises

KSGS(AM)-KMJZ-FM St. Louis Park/ Minneapolis/St. Paul Price: \$22 million **Buyer:** Nationwide Communications Inc. (Steve Berger, president) **Seller:** Park Communications Inc. (Wright M. Thomas, president) **Brokers:** Media Venture Partners; Gary Stevens & Co.

KVOX-AM-FM Moorhead Price: \$3.3 million **Buyer:** Mid-States Development Inc. (Lauris Molbert, president) **Seller:** KVOX Inc. (David L. Nelson, president)

Mississippi

WOAD(AM) and WKXI(AM)-WJMI(FM) Jackson and WKXI-FM Magee/Jackson Price: \$14,997,500 **Buyer:** Benchmark Communications (Bruce R. Spector, Joseph L. Mathias IV, general partners) **Seller:** Chrysler Capital Corp. (Thomas J. Allen, VP) **Broker:** Gary Stevens & Co. (seller)

WZRZ(AM)-WSTZ-FM Jackson/Vicksburg Price: \$3.5 million **Buyer:** Multi-Market Radio Inc. (Michael G. Ferrell, president) **Seller:** Lewis Broadcasting Corp. (J.C. Lewis Ford, principal)

Missouri

KGIR(AM) Cape Girardeau-KCGQ-FM Gordonville/Cape Girardeau Price: \$1.35 million **Buyer:** Zimmer Broadcasting (Jerome R. Zimmer, president) **Seller:** Target Media Inc. (Thomas P. Stine, president) **Broker:** Media Services Group Inc.

KFSB(AM) Joplin and KIXQ(FM) and KXDG(FM) Webb City Price: \$3.25 million **Buyer:** Big Mack Broadcasting Inc. (Jim von Gremp, president) **Seller:** West Group Broadcasting Ltd. (Richard M. Reider, principal)

KCAZ(AM) Mission, Kan./Kansas City and KXTR(FM) Kansas City Price: \$10.5 million (includes monthly business magazine) **Buyer:** Heritage Media Corp. (James Hoak, chairman; Paul W. Fiddick, president, Radio Group) **Seller:** Ingram Media LLC (Robert P. Ingram, chairman)

KFNS(AM) Wood River, Ill./St. Louis-KEZK-FM St. Louis Price: \$48 million **Buyer:** EZ Communications Inc. (Alan Box, president) **Seller:** Par Broadcasting Co. (Steve Jacobs, president) **Broker:** Kalil & Co.

WKBB(AM) St. Louis, WLBQ-FM Jerseyville, Ill./St. Louis and WKXX-FM Granite City, Ill./St. Louis Price: \$42.5 million **Buyer:** Emmis Broadcasting Corp. (Jeffrey Smulyan, president) **Seller:** Zimmer Radio

Group (Jerome R. Zimmer, president) **Broker:** Media Services Group Inc. (seller)

Montana

KBOZ(AM)-KATH(FM) Bozeman and KPKX(FM) Livingston, Mont. (and transfer of KBKO-FM Billings, Mont., from buyer to seller) Value: \$1.9 million (\$1.15 million for KBOZ-KATH and KPKX; KBKO valued at \$750,000) **Buyer:** Reier Broadcasting Co. (William R. Reier, president) **Seller:** Deschutes River Broadcasting Inc. (Edward T. Hardy, president)

KYLT(AM)-KZOQ-FM Missoula Price: \$3.9 million **Buyer:** Fisher Broadcasting Inc. (Patrick M. Scott, president) **Seller:** JS Marketing & Communications Inc. (Jeff M. Smith Jr., principal)

Nebraska

KFOR(AM)-KFRX(FM) Lincoln Price: \$5.3 million **Buyer:** Three Eagles Communications Inc. (Rolland C. Johnson, chairman) **Seller:** KFOR/KFRX Broadcasting Inc. (Edward W. May Jr., principal) **Broker:** McCarthy & Co. (seller); Chapin Enterprises (buyer)

KFAB(AM)-KGOR(FM) Omaha Price: \$39 million (includes Muzak franchise for Omaha and Lincoln, Neb.) **Buyer:** Triathlon Broadcasting Co. (Norman Feuer, president) **Seller:** American Radio Systems Corp. (Steven B. Dodge, president) **Broker:** Media Venture Partners (seller)

Nevada

KXNO(AM) North Las Vegas-KLUC-FM Las Vegas Price: \$11 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Nationwide Communications Inc. (Steve Berger, president) **Broker:** Media Venture Partners

KPLY(AM)-KQNV(FM) Sparks/Reno and KZAK-FM Incline Village/Reno Price: \$1.9 million cash **Buyer:** Americom (Tom Quinn, general partner) **Seller:** New World Enterprises Inc. (Duane Hoover, president) **Broker:** Media Services Group Inc.

New Mexico

KDZZ(AM)-KTEG(FM) and KHTZ(FM) Albuquerque Price: \$7.4 million **Buyer:** Trumper Communications II LP (Jeffrey E. Trumper, president) **Seller:** Bengal Communications of N.M. Ltd. Co. (Eric Seltzer, principal)

KHFN(AM)-KHFM(FM) Albuquerque Price: \$5.725 million **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** Peter Besheer, F. Michael Langner

80% of KIVA(AM) Corrales/Albuquerque, KZKL-FM Rio Rancho/Albuquerque, KRLL(AM)-KZRQ(FM) Santa Fe and KIOT-FM Los Lunas/Simmons Price: \$5 million (merger of buyer and seller to form Simmons-New Mexico) **Buyer:** Simmons Family Inc. (Craig Hanson, executive VP) **Seller:** Territorial Communications (Martin Balk, president) **Broker:** Media Services Group Inc.

KRZY(AM)-KRST(FM) Albuquerque and KOLT(FM) Santa Fe Price: \$23 million **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** Crescent Communications LP (Allen Shaw, president) **Brokers:** Kalil & Co. (buyer); Questcom Media Brokerage Inc. (seller)

KZSS(AM)-KZRR-FM Albuquerque and KLSK(FM) Santa Fe/Albuquerque Price: \$8 million **Buyer:** Trumper Communications Inc. (Jeffrey E. Trumper, president) **Seller:** River City Broadcasting LP (Barry Baker, president)

KCQL(AM) Aztec/Farmington, KKFG(FM) Bloomfield/Farmington and KTRA(FM) and KDAG(FM) Farmington Price: \$5.25 million **Buyer:** GulfStar Communications Inc. (John D. Cullen, president; Hicks, Muse, Tate & Furst, owner) **Seller:** J. Thomas Development of N.M. Inc./Radio Properties Inc. (Jeff, Mary and Richard Thomas, principals) **Broker:** Media Venture Partners

New Jersey

WJLK(AM)-FM Asbury Park and WQNJ(FM) Ocean Acres Price: \$16.75 million **Buyer:** Nassau Broadcasting Partners LP (Louis F. Mercatanti Jr., president) **Seller:** New Wave Communications LP (John Ferrari, president; D&F Broadcasting Inc., general partner) **Broker:** Blackburn & Co.

WNNJ-AM-FM Newton Price: \$4.5 million cash **Buyer:** Nassau Broadcasting Partners LP (Louis F. Mercatanti Jr., president/limited partner) **Seller:** Group M Communications Inc. (Michael B. Levine, president) **Broker:** Serafin Bros. Inc.; Hickman Associates

WTTM(AM)-WCHR(FM) Trenton Price: \$20 million **Buyer:** Nassau Broadcasting Partners LP (Louis F. Mercatanti Jr., president/33.4% owner; Spectrum Equity Investors LP, 50/7% owner) **Seller:** Great Scott Broadcasting (Faye Scott, president) **Broker:** Americom

New York

WQBK-AM-FM Rensselaer/Albany and WQBJ(FM) Cobleskill/Albany, N.Y. Price: \$7.5 million **Buyer:** Radio Enterprises Inc. (Clear Channel Communications Inc., majority owner; minority owners David Arcara, president, and James Arcara, chairman) **Seller:** Maximum Media Inc. (Joe Weiss, president) **Broker:** Blackburn & Co.

WHTT-AM-FM and WSJZ-FM Buffalo Price: \$32 million **Buyers:** ■ WHTT-AM-FM: Mercury Radio Communications (Charles W. Banta, president) ■ WSJZ-FM: American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Evergreen Media Corp. (Scott K. Ginsburg, chairman) **Broker:** Star Media Group Inc.

WTKO(AM)-WQNY(FM) Ithaca Price: \$2.1 million **Buyer:** Eagle II Broadcasting Corp. (Kenneth Cowan, president) **Seller:** Gilmore Communications Inc. (James Gilmore III, president/general manager) **Broker:** Blackburn & Co.



WNYC-AM-FM New York Price: \$20 million
Buyer: WNYC Foundation (Laura Walker, president) **Seller:** City of New York

WLNA(AM)-WHUD(FM) Peekskill Price: \$20 million **Buyer:** Albany Broadcasting Co. Inc. (James J. Morrell, president) **Seller:** Radio Terrace of Albany Inc. (Gary B. Pease, president)

WKIP(AM)-WRNQ(FM) and LMA with WNSX-FM Poughkeepsie Price: \$3.475 million **Buyer:** Straus Media Group (Eric Straus, president) **Seller:** Dutchess Communications/WKIP Broadcasting Corp. (Richard D. Novik, president) **Broker:** Blackburn & Co.

WHAM(AM)-WVOR-FM, WPXY-FM and WHTK(AM) Rochester Price: \$30.5 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Lincoln Group LP (Albert "Bud" Wertheimer, president)

WRNY(AM)-WSKS(FM) Rome and WADR(AM)-WUUU(FM) Remsen Price: \$1.5 million **Buyer:** Dame Media Consultants Inc. (J. Albert Dame, president/83% owner) **Seller:** Norma Eilenberg **Broker:** Biernacki Brokerage

WHEN-AM-FM Syracuse Price: \$4.5 million **Buyer:** Cox Broadcasting Inc. (Nicholas D. Trigony, president; Robert F. Neil, executive VP/radio) **Seller:** Park Communications Inc.

(Wright M. Thomas, president) **Broker:** Media Venture Partners

WUTQ(AM)-WOUR(FM) Utica Price: \$1.5 million **Buyer:** Dame Media Consultants Inc. (J. Albert Dame, president/83% owner) **Seller:** Bendat Communications and Broadcasting Inc. (Paul N. Bendat, 50% owner) **Broker:** Biernacki Brokerage

WNCQ(AM)-WCIZ(FM) Watertown, N.Y., and LMA with WKGG(FM) Cape Vincent Price: \$2.8 million **Buyer:** Forever Broadcasting Inc. (Kristen Cantrell, president/GM, WTSH(AM) Rome, Ga.) **Seller:** Watertown Radio Associates (Jeffrey Shapiro, William Goddard, Bruce Danzinger, principals) **Broker:** Richard A. Foreman Associates Inc.

North Carolina

WZFX(FM) Whiteville/Fayetteville and WYRU(AM) Red Springs/Fayetteville-WLRD(FM) St. Pauls/Fayetteville Price: \$8.2 million (\$7 million for WZFX; \$1.2 million for WYRU-WLRD) **Buyer:** Sound Communications LLC (Richard H. Churchill Jr., manager/99% owner) **Sellers:** ■ WZFX: Joyner Communications Inc. (David Weil, president) ■ WYRU-WLRD: Lumbee Regional Development Association Inc. (Adolph Blue, chairman) **Broker:** Whittle Agency (sellers)

WQMG-AM-FM Greensboro Price: \$6.9 million **Buyer:** Max Media Properties LLC (John A. Trinder, president) **Seller:** Morgan

Rees Poag

WEWO(AM)-WAZZ(FM) Laurinburg Price: \$4.2 million **Buyer:** Beasley Broadcast Group (George G. Beasley, president) **Seller:** Carolina Media Group (Donald W. Curtis, principal)

WSIC(AM)-WFMX(FM) Statesville/Hickory/Salisbury Price: \$9.6 million **Buyer:** Benchmark Radio Acquisition Fund VIII LP (Bruce R. Spector, Joseph L. Mathias IV, general partners) **Seller:** Adventure Communications Inc. (Michael Shott, president/85% owner) **Broker:** Michael Bergner

North Dakota

KQFN(AM) West Fargo/Fargo-KQWB-FM Moorhead, Minn./Fargo Price: \$2 million **Buyer:** Ingstad Broadcasting Inc. (James D. Ingstad, president) **Seller:** Brill Media Co. Inc. (Alan R. Brill, president) **Broker:** Blackburn & Co.

KNOX-AM-FM Grand Forks Price: \$1.1 million **Buyer:** Leighton Enterprises Inc. (Alver Leighton, president/86.5% owner) **Seller:** Radio Grand Forks Associates Ltd. (Henry Slane, president)

Ohio

WHLO(AM) Akron-WTOF-FM Canton Price: \$8 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president/50% owner) **Seller:** Mortenson Broad-



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casting Co. (Jack M. Mortenson, president)

WVAC(AM)-WLKR-FM Norwalk Price: \$1.292 million **Buyer:** North Central Radio Holdings Inc. (David E. Mehling, president) **Seller:** James R. and Patricia Westerhold (51.4% owners)

WLEC(AM)-WCPZ-FM Sandusky Price: \$7.5 million **Buyer:** Allur of Ohio Inc. (Regina Henry, president) **Seller:** Erie Broadcasting II Inc. (James Embrescia, president) **Broker:** Blackburn & Co.

WIOT(AM)-WIOT-FM Toledo Price: \$13 million plus assumption of liabilities **Buyer:** Jacor Communications Inc. (Randy Michaels, CEO) **Seller:** Enterprise Media Partners (Edward Rogoff, president) **Brokers:** Jorgenson Broadcast Brokerage (buyer); Blackburn & Co. (seller)

WSOM(AM)-WQXK(FM) Salem/Youngstown Price: \$13.5 million **Buyer:** Connoisseur Inc. (Jeffrey D. Warsaw, president) **Seller:** Lincoln Group LP (Albert "Bud" Wertheimer, president)

Oklahoma

KGTO(AM)-KRAV-FM Tulsa Price: \$5.5 million **Buyer:** Cox Broadcasting Inc. (Nicholas D. Trigony, president) **Seller:** Kravis Co. (George R. Kravis II, president) **Broker:** Star Media Group Inc.

Oregon

KCMX-AM-FM Ashland and KTMT-AM-FM Medford/Phoenix Price: \$2 million **Buyer:** Deschutes River Broadcasting Inc. (co-owners John W. Dixon, president; Jon Von Schlegell, secretary/treasurer) **Sellers:** ■ KTMT: Sierra Cascade Communications Inc. (Karen Johnson, assistant secretary) ■ KCMX: Rogue Valley Broadcasting Inc. (Karen Johnson, president)

KLRF(FM) Brownsville and KUGN-AM-FM Eugene Price: \$7.1 million (merger) **Buyer:** Deschutes River Broadcasting Inc. (Edward T. Hardy, president/11% owner; Endeavour Capital Funds LP, 86% owner) **Sellers:** Combined Communications Inc./C&C Broadcasting (Charles V. Chackel, Kathryn Chackel, 65% owners)

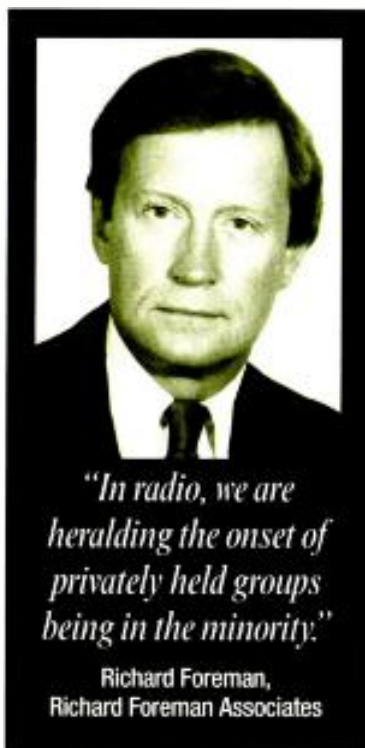
KDUK(AM) Eugene-KDUK-FM Florence/Eugene Price: \$2.5 million **Buyer:** McCoy Broadcasting Co. (Craig W. McCoy, president/43.7% owner) **Seller:** Quack Radio Corp. (Richard Dames, P. Stephen Bunyard, principals)

KZEL-FM Eugene, KNRQ-FM Creswell and KNRQ(AM) Springfield Price: \$5 million **Buyer:** McDonald Investment Co.

(William McDonald, owner) **Seller:** Nola Pappas (trustee, Mike J. Pappas Family Trust) **Broker:** Kalil & Co.

KWJJ-AM-FM Portland Price: \$35 million **Buyer:** Fisher Broadcasting Inc. (Patrick M. Scott, president) **Seller:** Park Communications Inc. (Wright M. Thomas, president) **Broker:** Media Venture Partners

Pennsylvania



WRIE(AM)-WXKC(FM) Erie Price: \$3.25 million **Buyer:** Media One Group Erie LLC (James T. Embrescia, managing member/51% owner) **Seller:** Atmor Properties Inc. (Lee W. Shubert, president) **Broker:** Americom Radio Brokers Inc. (seller)

WCMB(AM)-WYMJ(FM) and WWKL(FM) Harrisburg Price: \$11 million **Buyer:** Dame Media Consultants Inc. (J. Albert Dame, president/83% owner) **Seller:** Albert J. Kaneb **Broker:** BIA Capital (buyer)

WAZL(AM)-WXMT(FM) Hazelton Price: \$3.5 million **Buyer:** Tele-Media Broadcasting Co. (Robert E. Tudek, president/50% owner) **Seller:** 4M Broadcasting Inc. (Robert Moisey, president)

WLAN-AM-FM Lancaster Price: \$7 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Peoples Broadcasting Co. (Samuel Altdorfer IV, president) **Broker:** Gordon P. Moul & Associates

WARM(AM) Scranton-WMGS(FM) Wilkes-Barre; LMAs for WBHT-FM Mountain Top/Wilkes-Barre and WKQV-FM Olyphant/Wilkes-Barre; JSA for WKQV(AM) Pittston/Scranton Price: \$11 million **Buyer:** Tele-Media Broadcasting Co. (Robert E. Tudek, president/50% owner) **Seller:** Susquehanna Radio Corp. (David E. Kennedy, president)

WPIC(AM)-WYFM(FM) Sharon Price: \$5.885 million **Buyer:** Connoisseur Inc. (Jeffrey D. Warsaw, president) **Seller:** Wicks Broadcast Group LP (WBG Management Inc., general partner [Edgar R. Berner, president/41.7% owner])

40% of WHTG(AM)-WAYZ(FM) Waynesboro Price: \$1,068,699 **Buyer:** John Ver Standig, Eileen Gail Lehrer, Brian Madden, trustees, Ver Standig 1996 Children's Trusts **Seller:** Helen Ver Standig

South Carolina

WXTC-AM-FM Charleston and WSSP-FM

Goose Creek Price: \$2.7 million **Buyer:** Southwind Broadcasting Inc. (co-owners William G. Dudley III, president; Randall T. Odeneal) **Seller:** Ralph C. Guild

WJXY-AM-FM Conway/Myrtle Beach Price: \$1.3 million **Buyer:** Carolina Broadcasting Inc. (Stan Karas, president) **Seller:** Downs Satellite Broadcasting of South Carolina Inc. (Paul Downs, president) **Broker:** Snowden Associates

South Dakota

KWSN(AM)-KRRO(FM) Sioux Falls Price: \$3 million **Buyer:** Midcontinent Media Inc. (N.L. Bentson, chairman/58.2% owner) **Sellers:** BCR Corp. (Dan Young, 29.6% owner; John W. Biddinger, 17% owner)

Tennessee

WHUB-AM-FM Cookeville Price: \$3.8 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** WHUB Inc. (M.L. Medley, president) **Broker:** Media Services Group Inc.

KWAM(AM)-KJMS(FM) Memphis Price: \$12.5 million **Buyer:** US Radio Inc. (Ragan A. Henry, chairman/50.9% owner) **Seller:** E.D. Rivers Group (Marie B. Rivers, president) **Broker:** Crisler Co.

Texas

KFON(AM) Austin-KEYI-FM San Marcos/Austin Price: \$3,166,556 **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Mercury Broadcasting Co. Inc. (Van Henry Archer III, president)

KDAE(AM) Sinton/Corpus Christi-KLTG(FM) Corpus Christi Price: \$1.575 million **Buyer:** Broadcasting Corp. of the Southwest (William D. York III, president/5.6% owner) **Seller:** Stereo Broadcasting Corp. (Stephen A. Dewalt, president)

KRYS-AM-FM and KMXR(FM) Corpus Christi Price: \$6 million **Buyer:** GulfStar Communications Inc. (R. Steven Hicks, 98.5% owner) **Seller:** Ranger Broadcasting Co. (Richard M. Hull, president) **Broker:** John Barger (buyer); Dick Chapin (seller)

Swap of KRLD(AM) Dallas/Fort Worth and Texas State Network for KKRW-FM Houston Value: \$70 million **Swapper,** KRLD-AM, state network: SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman/53.2% owner) **Swapper,** KKRW-FM: CBS Radio (Dan Mason, president) **Broker:** Star Media Group Inc.

KRVA(AM) Cockrell Hill/Dallas-KRVA-FM McKinney/Dallas and KXEB(AM) Sherman Price: \$5,468,680 (merger) **Buyer:** KRVA Broadcasting Inc. (51% owner: Z Spanish Radio Network Inc. [Amador S. Bustos, president/72.15% joint owner with wife/secretary Rosalie L.]; 49% owner: El Dorado Communications Inc. [Thomas H. Castro, president/45% owner]) **Seller:** Radio Plano Inc. (joint owners Alexander A. Rodriguez and Elesha Rodriguez 1991 Trusts, Irving, Tex.)



[Antonio B. Rodriguez, trustee])

KROD(AM)-KLAQ(FM) and KSII(FM) El Paso Price: \$8.25 million **Buyer:** Ferrari Broadcasting Inc. (Jon Ferrari, chairman/35% owner/president of seller) **Seller:** New Wave Communications LP (Jon Ferrari, president; D&F Broadcasting Inc., general partner)

KNUZ(AM)-KQUE(FM) Houston Price: \$39.5 million **Buyer:** Multi-Market Radio Inc. (Michael G. Ferrell, president/2.28% owner) **Seller:** Texas Coast Broadcasters Inc. (David H. Morris, president)

KCRS-AM-FM Midland Price: \$1,004,400 **Buyer:** Parker Humes Broadcasting Co. (Parker M. Humes, owner) **Seller:** Midland Broadcasting Co. (Wendell Mayes Jr., 77.5% owner)

KWTX-AM-FM Waco Price: \$3.8 million **Buyer:** Gulfstar Communications Inc. (John Cullen, president) **Seller:** KWTX Broadcasting Co. (Thomas G. Pears, president)

WACO-AM-FM Waco Price: \$3.5 million **Buyer:** Sonance Communications Inc. (William R. Hicks, president/80% owner) **Seller:** SBG Communications Corp. (Gerald Poch, principal)

Virginia

WTAR(AM)-WLTY-FM Norfolk and WKOC(FM) Chesapeake/Norfolk Price: \$14.6 million **Buyers:** ■ WTAR, WKOC-FM: Sinclair Communications, (John Sinclair, president) ■ WLTY-FM: Susquehanna Radio Corp. (Louis J. Appel Jr., chairman) **Seller:** Benchmark Radio Acquisition Fund VIII LP (Bruce R. Spector, Joseph L. Mathias IV, general partners) **Broker:** Americom Radio Brokers Inc. (WLTY-FM)

WFOG(AM) Chesapeake/Norfolk-WFOG-FM Suffolk/Norfolk and WPTE-FM Virginia Beach/Norfolk Price: \$15.135 million **Buyer:** Max Media Properties LLC (John A. Trinder, president/COO) **Seller:** Sunshine Wireless Co. (Dan N. Cohen, president) **Broker:** Blackburn & Co.

WTVR-AM-FM Richmond Price: \$18 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Park Communications Inc. (Wright M. Thomas, president) **Broker:** Media Venture Partners

Washington

KALE(AM)-KIOK(FM) Richland/Pasco/Kennewick Price: \$1.2 million **Buyer:** Triathlon Broadcasting Co. (Norman Feuer, president/26.52% owner; Robert F.X. Sillerman, backer) **Seller:** Sterling Realty Organization Co. (Fredric A. Danz, chairman)

KEZX(AM)-KWJZ(FM) Seattle Price: \$26 million **Buyer:** Sandusky Newspapers Inc. (David Rau, chairman) **Seller:** Park Communications Inc. (Wright M. Thomas, president) **Brokers:** Ray Stanfield (buyer); Media Venture Partners (seller)

KAQQ-AM-KISC(FM) and KNFR(AM) Spokane Price: \$8.75 million **Buyer:** Triathlon Broadcasting Co. (Norm Feuer,

president; Robert F.X. Sillerman, backer) **Seller:** Silverado Broadcasting Co. (John A. Winkel, president/trustee, Winkel Family Trust) **Broker:** Sillerman Cos.

KTRW(AM)-KZZU-FM Spokane Price: \$1.75 million **Buyer:** Evening Telegram Co. (Elizabeth Murphy Burns, president/50% owner) **Seller:** Louis Dearias (receiver)

KMWX(AM)-KFFM(FM) Yakima Price: \$1.75 million plus assumption of debt **Buyer:** T&J Broadcasting Inc. (Thomas E. Ingstad, president) **Seller:** Northwest Broadcasting Co. (Michael M. Mercy, president)

West Virginia WJLS-AM-FM Beckley Price: \$1.5 million for stock **Buyer:** Husband and wife William and Lynn O'Brien **Seller:** Nancy R. Smith

WBUC-AM-FM Buckhannon and WVUC-FM Barrackville Price: \$1.3 million **Buyers:** Richard and Karen McGraw **Seller:** Cat Radio Inc. (Norris D. Phillips, principal) **Broker:** Ray H. Rosenblum (buyers)

WKWK-AM-FM Wheeling Price: \$2.65 million **Buyer:** Osborn Communications Corp. (Frank D. Osborn, president/6.3% owner) **Seller:** WKWK Radio Inc. (James Glassman, president/50% owner)

Wisconsin

WATK(AM)-WRLO-FM Antigo Price: \$1.467 million **Buyer:** Marathon Media II

LLC (Bruce Buzil, manager) **Seller:** Ad-Mark Communications Inc. (Robert McCormick, general partner) **Broker:** Kozacko Media Services

WBIZ-AM-FM Stevens Point/Eau Claire Price: \$4 million for partnership liquidation **Buyer:** Phillips Broadcasting Co. (Mike Phillips, president) **Seller:** Americus Communications No. 1 LP (general partners: Continental Broadcasting Inc. [William C. Davis, president] and Richard L. Muzzy) **Broker:** Media Services Group Inc.

WEAQ(AM)-WIAL(FM) Eau Claire and WECL(FM) Elk Mound Price: \$2.55 million **Buyer:** Central Communications Inc. (David L. Nelson, president/65% owner) **Seller:** RadioWorks of Eau Claire GP (Thomas A. Walker, 15.8% owner)

WLIP(AM)-WIIL(FM) Kenosha Price: \$8.5 million **Buyer:** Pride Communications LLC (James H. Hooker, managing member/47.3% owner) **Seller:** Independence Broadcasting Corp. (Peter Sulick, president)

WNAM(AM) Neenah-Menasha-WUSW(FM) Oshkosh Price: \$5.2 million **Buyer:** Value Radio Corp. Inc. (William R. Walker, secretary/40.7% owner) **Seller:** ODON Communications Group I LP (William O'Donnell, president) **Broker:** Broadcasting Asset Management Corp.

Formation of general partnership (Point

Joseph L. Mathias and Bruce R. Spector
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Madison GP, Montauk, N.Y.) combining WMAD-AM-FM Sun Prairie, WIBA-AM-FM Madison WTSO(AM)-WZEE-FM Madison and WMLI-FM Sauk City/Madison, Wis. Value: \$17.4 million Owner, WMAD-AM-FM, WIBA-AM-FM: Point Communications (Richard P. Verne, owner) Owner, WTSO(AM)-WZEE-FM, WMLI-FM: Midcontinent Broadcasting Co. (Joseph H. Floyd, president)

WROE(FM) and WNCY-FM Neenah-Menasha/Oshkosh and WNFL(AM) Green Bay Price: \$9.5 million and exchange of WKKQ(AM) Hibbing-WTDX(FM) Nashwauk, Minn. Buyer: Midwest Communications Inc. (Duke E. "Duey" Wright, president/92% owner) Seller: Central States Network LP (Thomas L. Bookey, president) Broker: Blackburn & Co. (seller)

50% of WTCH(AM)-WOWN(FM) Shawano Price: \$2,704,670 for stock Buyer: Bruce D. Grassman Seller: Ray L. Wheeler

WHBL(AM)-WWJR(FM) Sheboygan Price: \$2.1 million Buyer: Walton LLC (Michael R. Walton Sr., president/51% owner) Seller: Central States Network LP (Thomas L. Bookey, president) Broker: Blackburn & Co. Inc.

WSPO(AM)-WSPT(FM) Stevens Point Price: \$1.2 million Buyer: Americus Communications Inc. (Richard L. Muzzy, president) Seller: Americus Communications No. 1 LP (general partners: Continental Broadcasting Inc. [William C. Davis, president] and Richard L. Muzzy)

WSAU(AM)-WIFC(FM) Wausau Price: \$3.5 million Buyer: WRIG Inc. (Duey E. Wright, president) Seller: Journal Broadcast Group Inc. (Douglas G. Kiel, president) Broker: Blackburn & Co.

Wyoming

KTWO(AM)-KMGW-FM Casper and Wyoming Radio Network Price: \$1.6 million Buyer: Jacor Communications Inc. (Randy Michaels, CEO) Seller: Clear Channel Radio Inc. (Jack Rosenthal, Robert D. Price, Hugh M. Duncan, owners)



Alabama

WBHK(FM) Warrior/Birmingham Price: \$6 million cash Buyer: H&P Radio LLC (H. Carl Parmer, Cecil Heftel, co-owners) Seller: North South

Broadcasting Co. LLC (Robert G. Brennan, member, board of managers)

WMCZ-FM Millbrook/Montgomery and WZHT-FM Troy/Montgomery Price: \$17.75 million Buyer: Benchmark Communications (Bruce R. Spector, Joseph L. Mathias IV, general partners) Seller: Capital Communications (Ronald Eubanks, principal) Broker:

Sailors & Associates

WTXT-FM Fayette/Tuscaloosa Price: \$5.1 million Buyer: Osborn Communications Corp. (Frank D. Osborn, president) Seller: Tuscaloosa Broadcasting Co. Inc. (Bill Dunnavant, president) Broker: Stan Raymond & Associates

Alaska

KEAG(FM) plus option to buy KKRO(FM) Anchorage Price: \$2.5 million Buyer: Pioneer Broadcasting Co. (Matthew N. Clapp Jr., owner) Seller: Thomas E. Ingstad

Arizona

KBZR(FM) Coolidge (moving to Gilbert) Price: \$7.35 million Buyer: NPR Phoenix LLL (Scott Fey, president; Jerry Clifton, COO) Seller: Rainbow Broadcasting Inc. (C. Jayson Brentlinger Jr., president) Broker: Serafin Bros. Inc.

KVVA-FM Apache Junction/Phoenix Price: \$8.55 million Buyer: Z Spanish Radio Network Inc. (Amador S. Bustos, president) Seller: American Broadcasting Systems (Tim Shaffer, Tom Kearney, principals)

Arkansas

KEZA(FM) Fayetteville Price: About \$7 million Buyer: GulfStar Communications Inc. (John Cullen, president) Seller: Communications Corp. of America (Thomas R. Galloway Sr., chairman) Broker: Media Venture Partners

KKIX(FM) Fayetteville and KKZQ(FM) Lowell Price: \$10 million Buyer: GulfStar Communications Inc. (John D. Cullen, president; Hicks, Muse, Tate & Furst, owner) Seller: Noalmark Broadcasting Corp. (William Nolan, president) Broker: Whitley Media

KOLL(FM) Maumelle/Little Rock Price: \$4.1 million plus assumption of liabilities Buyer: Triathlon Broadcasting Co. (Norman Feuer, president) Seller: Multi-Market Radio Inc. (Michael G. Ferrell, president)

KLPO-FM Sherwood/Little Rock and KBBL-FM Cabot Price: \$1.009 million (\$825,000 for KLPO-FM; \$184,000 for KBBL-FM) Buyers: ■ KLPO-FM: CDB Broadcasting of Arkansas (Calvin G. Arnold, president) ■ KBBL-FM: Snider Corp. (Ted L. Snider Jr., president) Seller: Phil and Christy Flynn-Hall

California

KDNO(FM) Delano/Bakersfield Price: \$1.75 million Buyer: Hemisphere Broadcasting LLC (co-owners Clifford N. Burnstein, Peter D. Mensch) Seller: Tape Networks Inc. (Richard Palmquist, principal)

KNAX-FM/KRBT-FM Fresno Price: \$7 million Buyer: Osborn Communications Corp. (Frank D. Osborn, president) Seller: EBE Communications LP (Ralph C. Guild, president)

KNAX-FM and KRBT-FM Fresno Price: \$11.25 million Buyer: American Radio Systems Corp. (Steven B. Dodge, chairman)

Seller: Osborn Communications Corp.

KLCX(FM) Indio Price: \$1.231 million Buyer: RM Broadcasting LLC (Robert Rivkin, president) Seller: Mirage Broadcasting Corp. (Andrew Reimer, president)

KYKF(FM) San Fernando/Los Angeles Price: \$10.8 million Buyer: Liberman Broadcasting Inc. (co-owners Lenard and Jose Liberman) Seller: Chagal Broadcasting Inc. (Warren W. Chang, VP)

KDJK(FM) Medesto/Oakdale Price: \$5 million Buyer: Citadel Broadcasting Co. (Lawrence R. Wilson, president) Seller: Photosphere Broadcasting LP (Clifford N. Burnstein, Peter D. Mensch, limited partners)

KSEG(FM) and KRXQ-FM Sacramento Price: \$45 million Buyer: Entertainment Communications Inc. (Joseph M. Field, president) Seller: Jacor Communications Inc. (Randy Michaels, CEO; Zell/Chilmark Fund LP, 70% owner) Broker: Kalil & Co.

KSSJ-FM Shingle Springs/Sacramento Price: \$14 million Buyer: American Radio Systems Corp. (Steven B. Dodge, chairman) Seller: Olympic Broadcasters Inc. (Douglas Kahle, president) Broker: Star Media Group Inc.

KXOA-FM Sacramento Price: \$27.5 million Buyer: Entertainment Communications Inc. (Joseph M. Field, president) Seller: American Radio Systems Corp. (Steven B. Dodge, chairman)

KBZT(FM) San Diego Price: \$25 million for stock Buyer: Jefferson-Pilot Corp. (David A. Stonecipher, president) Seller: Anaheim Broadcasting Corp. (Timothy R. Sullivan, president)

KFSD-FM San Diego Price: \$23 million Buyer: Nationwide Communications Inc. (Steve Berger, president) Seller: Lotus Communications Corp. (Howard A. Kalmenson, president) Broker: Gary Stevens & Co.

KIFM-FM San Diego Price: \$28.75 million Buyer: Jefferson-Pilot Communications Co. (William E. Blackwell, president) Seller: KIFM Broadcasting LP (Bruce Walton, president) Broker: Star Media Group Inc.

KYLD-FM San Mateo/San Francisco Price: \$44 million Buyer: Evergreen Media Corp. (Scott K. Ginsburg, chairman) Seller: Crescent Communications LP (Allen Shaw, president) Broker: Star Media Group

KSOL(FM) San Mateo/San Francisco and KYLZ(FM) Santa Cruz Price: \$40 million Buyer: Tichenor Media System Inc. (McHenry T. Tichenor Jr., president) Seller: Crescent Communications LP (Allen Shaw, president) Broker: Star Media Group Inc.

KWIZ(FM) Santa Ana Price: \$11.2 million cash Buyer: Liberman Broadcasting Inc. (Jose and Lenard Liberman, principals) Seller: Odyssey Broadcasting Inc. (Stuart Subotnick, Michael Kakoyiannis, principals) Broker: Media Venture Partners

Colorado

KQKS-FM Longmont/Denver Price: \$15



million **Buyer:** Jefferson-Pilot Communications Co. (William E. Blackwell, president; Jefferson-Pilot Corp., owner) **Seller:** Western Cities Broadcasting Inc. (Richard C. Phalen, president) **Broker:** Blackburn & Co.

KIKX-FM Manitou Springs Price: \$2.825 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Wiskes/Abaris Communications KIIQ Partnership (John P. Higgins and Don J. Wiskes, general partners) **Broker:** McCoy Broadcast Brokerage Inc.

KGFT(FM) Pueblo Price: \$3 million cash **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Falcon Media Inc. (Edward G. Atsinger III, president)

Connecticut

WKSS(FM) Hartford Price: \$18 million **Buyer:** Multi-Market Radio Inc. (Michael G. Ferrell, president) **Seller:** Precision Media Corp. (Timothy Montgomery, VP) **Brokers:** Sillerman Cos. (buyer); Blackburn & Co. (seller)

WWYZ(FM) Waterbury Price: \$25.25 million **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Seller:** Gilmore family

Florida

WOSN-FM Indian River Shores/Fort Pierce Price: \$1.6 million **Buyer:** Commodore Media Inc. (Bruce A. Friedman, president) **Seller:** Indian River Shores Partners LC (Sally Smulley DiLucente, managing member) **Broker:** Media Venture Partners

WWSF(FM) Andalusia, Ala./Fort Walton Beach Price: \$1.9 million **Buyer:** Patterson Broadcasting Inc. (James W. Wesley Jr., president) **Seller:** Affable Inc. (Stephen C. Riggs, president)

WPVJ-FM Ponte Vedra Beach/Jacksonville Price: \$4 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** InterMart Broadcasting First Coast Inc. (James E. Martin, president)

WFSJ-FM St. Augustine/Jacksonville Price: Up to \$5 million (merger) **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Todd Communications Inc. (Todd and Devon Paxson, owners)

WCIE-FM Lakeland Price: \$5 million **Buyer:** Moody Bible Institute of Chicago (Joseph M. Stowell, president) **Seller:** Evangel Christian School Inc. (Joseph Perez, principal)

WEDR(FM) Miami Price: \$65 million cash **Buyer:** Evergreen Media Corp. (Scott Ginsburg, chairman) **Seller:** Rivers Group (Rex B. Rivers, president) **Broker:** Media Venture Partners

WTMI-FM Miami Price: \$18 million **Buyer:** Marlin Broadcasting LLC (Howard Tanger, president) **Seller:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Broker:** Blackburn & Co.

WRMA(FM) Fort Lauderdale/Miami and WXDJ(FM) Homestead/Miami Price: \$115 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Sellers:** ■ WRMA: Seventies Broadcasting Corp. (Alan and Robert Potemkin, owners) ■ WXDJ: New Age Broadcasting Inc. (Russell A. Oasis, owner)

WXDJ(FM) Homestead/Miami and WRMA(FM) Fort Lauderdale/Miami Price: \$110 million **Buyer:** Spanish Broadcasting System Inc. (Raul Alarcon Jr., president) **Seller:** New Age Broadcasting Inc. (Russell A. Oasis, 50% owner)

WNCV(FM) Niceville Price: \$1.26 million cash **Buyer:** Holladay Broadcasting Co. Inc. (Clay E. Holladay, president) **Seller:** Century 100 Broadcasting Inc. (Robert Lee, VP)

WTKS(FM) Cocoa Beach/Orlando Price: \$25 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Press Broadcasting Co. (Robert McAllan, president)

WJHM-FM Daytona Beach/Orlando Price: \$21.3 million **Buyer:** OmniAmerica Group (Carl E. Hirsch, chairman) **Seller:** Beasley Broadcast Group (George Beasley, president) **Broker:** Star Media Group Inc. (seller)

WOWW-FM Pensacola Price: \$2.6 million **Buyer:** Southern Broadcasting of Pensacola (Paul Stone, president) **Seller:** Sun Media

Inc. (John W. Biding, president) **Brokers:** Media Venture Partners; William Rice (seller)

WKES-FM St. Petersburg Price: \$35.323 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Moody Bible Institute of Chicago, Chicago (Joseph M. Stowell, president)

Georgia

WCHZ(FM) Harlem/Augusta Price: \$1.2 million **Buyer:** Beasley Broadcast Group (George G. Beasley, president) **Seller:** GMR MO Inc. (Frank Copsidas Jr., owner) **Broker:** Bergner & Co.

WKBG(FM) Martinez/Augusta and WRXR-FM Aiken, S.C./Augusta Price: \$5 million **Buyer:** Wilks Broadcasting Acquisitions Inc. (Jeffrey S. Wilks, president) **Seller:** Multi-Market Radio Inc. (Michael G. Ferrell, president) **Broker:** Media Services Group (seller)

WWIQ(FM) Gray Price: \$1.6 million **Buyer:** Stephen J. Taylor **Seller:** IQ Radio Network Inc. (Donald L. Jones, president)

WGCO-FM Midway, S.C./Savannah Price: \$2.5 million **Buyer:** New Adventure Communications Inc. (Michael R. Shott, president) **Seller:** Clark Broadcasting Co. (Michael Douglass, president) **Broker:** Serafin Bros. (seller)

Hawaii

KPOI-FM Honolulu Price: \$2.125 million

This notice appears as a matter of record only

December 1996

\$7,000,000

Follow-on Senior debt financing for



**ETHNIC-AMERICAN
BROADCASTING CO.**

*We initiated the original transaction,
served as exclusive financial advisor to
Ethnic-American Broadcasting Company, L.P.
and assisted in the negotiations.*

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STATION & CABLE TRADING

Buyer: Caribou Communications Co. (J. Kent Nichols, president) **Seller:** Kilohana Broadcasting (Charles Cotton, president) **Broker:** Kalil & Co. Inc. (buyer)

KRTR-FM Kailua/Honolulu Price: \$2.5 million **Buyer:** New Planet Radio (Gerry Clifton, Scott Fey, Albert Bracht, managing partners) **Seller:** Ohana Broadcasting Inc. (Austin and Linda Vali, owners)

Idaho

KIZN(FM) Boise and KZMG(FM) New Plymouth/Boise Price: \$5 million **Buyer:** Pacific Northwest Broadcasting Corp. (Charles H. Wilson, president) **Seller:** West Group Broadcasting Ltd. (Paul Meacham, president)

KMXM(FM) Gooding and KIKX(FM) Ketchum Price: \$1,118,379 **Buyer:** FM Idaho Co. (co-owners Wendell M. and Lydia C. Starke) **Seller:** Idaho Broadcasting Consortium Inc. (Frederic W. Constant, president) **Broker:** Exline Co. (seller)

Illinois

WBWN(FM) Le Roy/Bloomington Price: \$2.975 million **Buyer:** Bloomington Broadcasting Corp. (Richard D. Johnson, senior VP) **Seller:** Mid-America Radio Group Inc. (David Keister, principal) **Broker:** Media Venture Partners

WPNT-FM Chicago Price: \$68 million cash **Buyer:** Evergreen Media Corp. (Scott Ginsburg, chairman) **Seller:** Century Broadcasting Corp. (George Collias, president) **Broker:** Broadcasting Asset Management Corp. (seller)

WYSY-FM Chicago Price: \$33 million **Buyer:** Spanish Broadcasting System Inc. Raul Alarcon Jr., president / 59% owner **Seller:** Infinity Broadcasting Corp. (Mel Karmazin, president)

WABT(FM) Dundee/Chicago and WWJY(FM) Crown Point, Ind./Chicago Price: \$3.6 million **Buyer:** Z Spanish Radio Network Inc. (Amador S. Bustos, president) **Seller:** M&M Broadcasting Inc. (Thomas McDermott, president) **Broker:** Snyder and Sanchez Agency

WCCQ(FM) Crest Hill/Joliet Price: \$2.7 million **Buyer:** TKO Broadcasting LLC (Scott Krusinski, president) **Seller:** CHB Venture (Bob Channick, president) **Broker:** Media Venture Partners

WEMG-FM Crete Price: \$2.5 million **Buyer:** Flinn Broadcasting Corp. (George S. Flinn

Jr., president) **Seller:** Eugene Crane (trustee in bankruptcy for Word of Faith)

WIVR-FM (to be WEEK-FM) Eureka Price: \$1 million **Buyer:** Granite Broadcasting Corp. (W. Don Cornwell, chairman) **Seller:** Livingston County Broadcasters (J. Collins Miller III, CEO)

WFPS(FM) Freeport Price: \$1.638 million (includes \$400,000 consulting agreement) **Buyer:** EveningStarMedia Group LLC (Michael Weckerly, president) **Seller:** Freeport Radio Inc. (Charles P. Mills, president)

WBUS(FM) Kankakee Price: \$7 million for shares **Buyer:** Z Spanish Radio Network Inc. (Amador S. Bustos, president) **Seller:** Trust B, Lorin E. Milner Revocable Trust Agreement (Jacqueline A. Milner, principal)

Indiana

WRBT(FM) Mt. Carmel, Ill./Evansville Price: \$1.3 million **Buyer:** Connoisseur Inc. (Jeffrey D. Warshaw, president) **Seller:** Old Northwest Broadcasting Inc. (David L. Crooks, president) **Broker:** Media Venture Partners

WFWI(FM) Fort Wayne Price: \$4.3 million **Buyer:** Pathfinder Communications Corp. (John F. Dille III, president) **Seller:** Edgewater Radio Inc. (Russell A. Oasis, president)

WBTU(FM) Kendallville/Fort Wayne Price: \$6.8 million **Buyer:** Starboard Communications LLC (R. Charles McLavy, preferred member) **Seller:** Fort Wayne Media LP (Carl P. Lanci, general partner)

WBVR(FM) Van Wert, Ohio/Fort Wayne Price: \$5.85 million cash **Buyer:** Pathfinder Communications Corp. (John F. Dille III, president) **Seller:** Regional Radio Corp. (Dennis L. Mockler, president) **Broker:** Richard A. Foreman Associates

WXTZ(FM) Noblesville Price: \$4 million **Buyer:** Panache Broadcasting LP (Charles D. Schwartz, president) **Seller:** Weiss Communications Inc. (Mary B. Weiss, principal) **Broker:** Binford Miles Rodgers & Associates

Iowa

KKCV(FM) Cedar Falls Price: \$3.2 million **Buyer:** Connoisseur Inc. (Jeffrey D. Warshaw, president) **Seller:** Thin Air Investments Inc. (Diane Winkey, president) **Broker:** Bergner & Co.

KEZT-FM Des Moines Price: \$3.2 million **Buyer:** Saga Communications Inc. (Edward

K. Christian, president) **Seller:** Robert Bunce

KRKQ(FM) Boone/Des Moines Price: \$2.35 million **Buyer:** Fuller-Jeffrey Broadcasting Cos. Inc. (Robert F. Fuller, president) **Seller:** Radio Ingstad of Iowa Inc. (James D. Ingstad, president)

KFMG(FM) Pella/Des Moines Price: \$2.7 million **Buyer:** Saga Communications Inc. (Edward K. Christian, president) **Seller:** Intergalactic Communications Inc. (Ron Sorenson, president) **Broker:** Gary Stevens & Co.

Kansas

KTLI-FM El Dorado Price: \$1,252,500 **Buyer:** Adonai Radio Group Inc. (Michael P. Stephens, president) **Seller:** New Life Fellowship Inc. (Jimmy Wayne Lee, trustee)

KTPK(FM) Topeka Price: \$2.9 million **Buyer:** Kansas Capital Broadcasting Inc. (Berl Brechner, president) **Seller:** Twenty First Century Broadcasting Inc. (H. Pat Powers, president)

Kentucky

WXNU(FM) Valley Station/Louisville Price: \$2.5 million **Buyer:** Cox Broadcasting Inc. (Nicholas D. Trigony, president) **Seller:** Otting Broadcasting Inc. (John Page Otting, president) **Broker:** Blackburn & Co.

WLRO(FM) Richmond Price: \$2.048 million **Buyer:** Clark Enterprises Inc. (Michael L. Douglass, principal) **Seller:** WCBR Radio Inc. (George W. Robbins, president)

Louisiana

WTGE-FM Baton Rouge Price: \$5.5 million **Buyer:** Guaranty Broadcasting Corp. (George A. Foster Jr., president) **Seller:** Vetter Communications Co. (Cyril E. Vetter, chairman)

WBBU-FM Baker/Baton Rouge Price: \$1.75 million **Buyer:** Guaranty Broadcasting Corp. (George A. Foster Jr., president) **Seller:** BEBE-F Broadcasting (Beatriz Facundus, president) **Broker:** Media Venture Partners

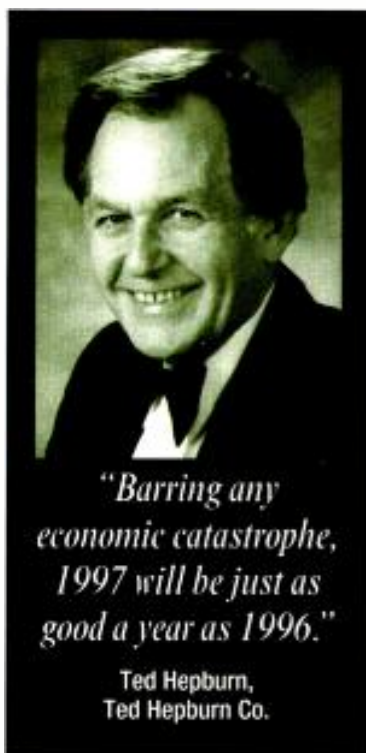
KFTE(FM) Breaux Bridge/Lafayette and KMDL(FM) Kaplan/Lafayette Price: \$4.475 million **Buyer:** Communications Corp. of America (Thomas R. Galloway Sr., chairman) **Seller:** Schilling Distributing Co., (Kenny Hix, principal)

KDEA(FM) New Iberia Price: \$2 million **Buyer:** Powell Broadcasting Co. Inc. (Nanette N. Kelley, president) **Seller:** Cajun Consulting Inc. (Roger W. Cavaness, president)

KHOM(FM) Houma/New Orleans Price: \$6.75 million cash **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** KHOM Associates LLP (Raymond A. Saadi, James J. Buquet Jr., principals) **Broker:** Serafin Bros. Inc. (seller)

Maryland

WWMX(FM) and WOCT(FM) Baltimore Price: \$90 million (\$60 million for wwmx; \$30 million for woct) **Buyer:** American Radio





Systems Corp. (Steven B. Dodge, chairman)
Seller: Capitol Broadcasting Co. Inc. (Jim Goodman, president; Robert J. Lind, VP, radio group)

WXCZ(FM) Havre de Grace Price: \$3.5 million **Buyer:** Steinman Stations Inc. (Julian H. Booker, president) **Seller:** Prettyman Broadcasting Co. (William E. Prettyman Jr., president)

Massachusetts

WFCC(FM) Chatham/Cape Cod Price: \$1.19 million **Buyer:** Charles River Broadcasting Co. (Cynthia D. Scullin, president) **Seller:** Dolphin Productions Inc. (Allen Stanley, president)

WUNZ(FM) Falmouth, WUNX(FM) Harwichport and WCOD-FM Hyannis Price: \$2.8 million **Buyer:** Boch Broadcasting Corp. c/o Subaru of New England Inc. (Ernest J. Boch, president) **Seller:** Leapfrog Radio Partnership (Paul Levesque, president)

WBOQ(FM) Gloucester Price: \$3.75 million **Buyer:** Marlin Broadcasting Inc. (Howard "Woody" Tanger, president) **Seller:** Southfield Communications LP (Douglas H. Tanger, president; Bach Communications Corp., general partner; [Douglas Tanger, president])

Michigan

WMXD(FM), WJLB(FM) and WQRS(FM) Detroit, and WFLN-FM Philadelphia Price: \$237.75 million (\$168 million for WMXD and WJLB; \$32 million for WQRS Detroit; \$37.75 million for WFLN-FM) **Buyer:** Evergreen Media Corp. (Scott K. Ginsburg, chairman/55.6% owner) **Seller:** Secret Communications LP (Frank E. Wood, president/limited partner) **Broker:** Star Media Group Inc.

WDZR(FM) Mt. Clemens/Detroit Value: \$12 million **Buyer:** Syndicated Communications Venture Partners II LP (Herbert P. Wilkins Sr., 53.4% owner of general partner Wilkins and Jones LP) **Seller:** Allur Communications Group Inc. (before sale owns 60% interest, after sale owns 0%; Ragan Henry National Radio LP, minority owner)

WKPK(FM) Gaylord and WMLQ(FM) Rogers City Price: \$1.4 million **Buyer:** Northern Broadcast Inc. (Richard A. Dills, president; Northern Bottling Co., owner) **Seller:** Alpine Broadcasting Co. Inc./North South Radio Group Inc. (John D. DeGroot, president)

WAKX(FM) Holland/Grand Rapids, Mich. Price: \$4.1 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Pathfinder Communications Corp. (John F. Dille III, president)

WITL-FM Lansing Price: \$16.2 million **Buyer:** Liggett Broadcast Inc. (Robert G. Liggett Jr., chairman) **Seller:** MSP Communications Inc. (Jackson W. Smart Jr., chairman) **Broker:** Blackburn & Co.

WBHR(FM) and WJXQ(FM) Jackson/Lansing and WWDX(FM) St. Johns/Lansing Price: \$15 million **Buyer:** 62nd Street

Broadcasting (Charles McLavy, Gregory Capogna, principals) **Seller:** Regional Radio Corp. (Myron Patten, chairman) **Broker:** Richard A. Foreman Associates Inc.

WGER(FM) Saginaw Price: \$4.2 million **Buyer:** Fritz Broadcasting Inc. (Jock Fritz, president) **Seller:** F-B Communications Inc. (Jack FitzGerald, president) **Broker:** Richard A. Foreman Associates

Minnesota

KFGX(FM) Detroit Lakes Price: \$1.3 million **Buyer:** MSB Inc. (Lauris N. Molbert, president) **Seller:** Leighton Enterprises Inc. (Alver Leighton, president)

KCFE(FM) Eden Prairie Price: \$6 million (\$3.4 million plus \$2.6 million assumption of liabilities) **Buyer:** Trusts of James R. Cargill II and Susan M. Cargill St. Paul (James R. and Susan M. Cargill, trustees) **Seller:** Southwest Suburban Broadcasting Inc. (Raymond O. Mithun Jr., owner)

Mississippi

WJDX(FM) Jackson Price: \$3 million **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Seller:** Spur Jackson LP (Don R. Kuykendall, president)

Missouri

KISF(FM) Lexington Price: \$2.42 million **Buyer:** Syndicated Communications Venture

Partners II LP (Herbert P. Wilkins Sr., 53.4% owner of general partner Wilkins and Jones LP) **Seller:** Meyer-Baldrige Radio Inc. (Kenneth E. Meyer, president)

KTOZ-FM Marshfield Price: \$1.8 million **Buyer:** KOSP LP (MW Springmo Inc., general partner [William R. Walker, secretary]) **Seller:** GMR MO Inc. (Frank Copsidas Jr., owner)

KLTO(FM) Sparta Price: \$1,063,020 **Buyer:** Great Empire Broadcasting Inc. (Michael C. Oatman, principal) **Seller:** Champion Broadcasting Inc. (Michael Crowder, Jeffery L. LaRocca, principals)

Nebraska

KUHG(FM) Milford/Lincoln Price: \$1.3 million option to purchase **Buyer:** Warner Enterprises Inc. (Norton E. Warner, president) **Seller:** Bott Broadcasting Co. (Richard P. Bott, president) **Broker:** Patrick Communications Corp.

KOSJ-FM Nebraska City/Omaha Price: \$5 million **Buyer:** Journal Broadcast Group Inc. (Douglas G. Kiel, president; Journal Communications Inc., owner) **Seller:** Joerg G. Klebe **Broker:** Kalil & Co.

Nevada

KTHX-FM Carson City (moving to Fair Oaks, Calif.) Price: \$14.95 million **Buyer:** Susquehanna Radio Corp. (Louis J. Appel

SOLD!

WWYZ-FM

Hartford, CT

WATR, Inc.

to

SFX Broadcasting

\$25.25 Million

SOLD!

WKES-FM

St. Petersburg, FL

The Moody Bible Institute of Chicago

to

Pavson Broadcasting of Tampa, L.P.

\$35.323 Million

SOLD!

WBNW-AM

Boston, MA

Back Bay Broadcasters

to

New England Continental Media, Inc.

\$6 Million

SOLD!

KQXR-FM, KCID-FM, KGEM-AM, KJOT-FM

Boss, ID

AGM-Nevada, L.L.C.

to

Lanique Multimedia Systems, Inc.

\$8 Million

SOLD!

WKBQ-AM, WKBQ-FM, WKXX-FM

St. Louis, MO

Zimmer Radio Group

to

Emmis Broadcasting

\$12.5 Million

CLOSED!

KUTQ-FM, KZHT-FM

Salt Lake City, UT

Bountiful Broadcasting II, L.L.C.

to

Regent Communications, Inc.

\$11.0 Million

CLOSED!

WSOK-AM, WLVI-FM, WAEV-FM

Savannah, GA

Southeastern Broadcasting

to

Patterson Broadcasting

\$11.0 Million

SOLD!

WEAS-AM/FM

Savannah, GA

WEAS, Inc.

to

Ogeechee Broadcasting Company, Inc.

\$3.75 Million

CLOSED!

KIOT-FM, KZKL-FM, KZRO-FM, KIVA-AM, KRLL-AM

Albuquerque, NM

Simmons Radio Group-New Mexico

with

Territorial Communications, Inc.

\$5.0 Million

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STATION & CABLE TRADING

Jr., chairman; David E. Kennedy, president) **Seller:** Sapphire Broadcasting Inc. (Hoyt J. Goodrich, president) **Broker:** Patrick Communications Corp. (buyer)

KWNR(FM) Henderson Price: \$12 million (merger) **Buyer:** Regent Communications Inc. (Terry S. Jacobs, president) **Seller:** Southwest Florida Enterprises Inc. (Fred Havenick, president) **Broker:** Media Venture Partners

KKLZ(FM) Las Vegas

Price: \$13 million **Buyer:** Apogee Communications Inc. (James Johnson, president; Roy P. Disney, owner) **Seller:** Max Media Properties LLC (John A. Trinder, president) **Broker:** Kalil & Co.

New Hampshire

WZPK-FM Berlin Price: \$1.825 million **Buyer:** Fuller-Jeffrey Broadcasting Cos. (Robert F. Fuller, president) **Seller:** New England Broadcasting Inc. (debtor-in-possession: Stephen E. Powell, president) **Broker:** Media Services Group Inc.

New Jersey

WAYV-FM Atlantic City Price: \$3.1 million **Buyer:** Equity Communications LP (Stephen F. Gormley and Gary S. Fisher, principals) **Seller:** Osborn Communications Corp. (Frank D. Osborn, president)

WSUS(FM) Franklin Price: \$5 million **Buyer:** Nassau Broadcasting Partners LP (Louis F. Mercatanti Jr., president) **Seller:** WSUS Communications Inc., (James Normoyle, principal) **Brokers:** Serafin Bros. (buyer); Hickman Associates (seller)

WADB(FM) Point Pleasant Price: \$8 million **Buyer:** New Jersey Broadcasting Partners (E. Burke Ross Jr., president) **Seller:** Seawood Broadcasters Inc. (Arthur Shadek, owner) **Broker:** Gary Stevens & Co.

New Mexico

KASY-FM Albuquerque Price: \$5 million **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** Ramar Communications Inc. (Ray Moran, principal)

KBOM(FM) Los Alamos Price: \$2.475 million **Buyer:** W. Russell Withers Jr. **Seller:** Tesuque Radio Co. (John C. Herklotz, chairman)

KNYN(FM) Santa Fe and KTMN-FM Los Alamos Price: \$3.5 million cash **Buyer:** American General Media (Charles Salisbury, VP) **Seller:** Plaza Broadcasting Inc./Mountain Broadcasting Inc. (Jim Leary,

president) **Broker:** Norman Fischer & Associates (seller)

New York

WHRL-FM Albany Price: \$2,632,500 **Buyer:** Dame Media Consultants Inc. (J. Albert Dame, president) **Seller:** Regal Broadcasting Corp. (Robert L. Hill, owner) **Broker:** Kozacko Media Services

WYSR(FM) Rotterdam/Albany Price: \$1 million **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Seller:** Jarad Broadcasting Co. of New York Inc. (Donald J. Morey, president)

WZVU(FM) Long Branch, N.J., and WWHB(FM) Hampton Bays, N.Y. Price: \$20 million (\$12 million for

wzvu, \$8 million for wwhb) **Buyer:** Odyssey Communications Inc. (Mike Kakoyannis, president) **Sellers:** ■ wzvu: K&K Broadcasting (Donald L. Kelly, president) ■ wwhb: South Fork Broadcasting (Eddie Simon, president) **Broker:** Gary Stevens & Co. (wzvu)

WHRR(FM) Avon/Rochester Price: \$2 million **Buyer:** Heritage Media Corp. (James Hoak, chairman) **Seller:** Livingston Communica-

tions (Robert C. Savage, president)

WXCD(FM) Syracuse Price: \$2.8 million **Buyer:** Pilot Communications of Syracuse Inc. (James L. Leven, president) **Seller:** Salt City Communications Inc. (Merrill B. Charles, president)

North Carolina

Swap of WRFX-FM, WNKS-FM and WSSS(FM) Charlotte for WTDR(FM) Statesville/Charlotte plus \$64.8 million Value: \$100 million **Swapper,** WRFX-FM, WNKS-FM, WSSS(FM): EZ Communications Inc. (Alan Box, president) **Swapper,** WTDR: SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman/53.2% owner) **Broker:** Dugan & Associates (SFX)

WHSL-FM Greensboro Price: \$6 million cash **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Seller:** Hicks, Muse, Tate & Furst Inc. (Thomas O. Hicks, chairman) **Broker:** Star Media Group

WIKS(FM) New Bern/Greenville, WMGV(FM) Newport/Greenville and WXNR(FM) Grifton/Greenville Price: \$16 million (\$14 million for wiks-fm and wmgv-fm; \$2 million for wxnr) **Buyer:** Beasley Broadcast Group (George G. Beasley, president) **Sellers:** ■ wiks-fm, wmgv-fm: WIKS-FM Inc. (Stephen Taylor, principal) ■

WXNR-FM: Taylor Communications Corp. (Edward L. Taylor III, chairman) **Broker:** Bergner & Co.

WMYK(FM) Moyock Price: \$3.35 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Willis Broadcasting Corp. (L.E. Willis Sr., president)

WKIX-FM Raleigh/Durham Price: \$16 million **Buyer:** Curtis Media Group (Donald W. Curtis, owner) **Seller:** Alchemy Communications LP 1 (Howard and Miriam Warshaw, owners) **Broker:** Media Services Group Inc.

WFXK-FM Tarboro/Raleigh/Durham, N.C. Price: \$5.9 million **Buyer:** Pinnacle Broadcasting Co. Inc. (Edward J. Ferreri, president) **Seller:** Osborn Communications Corp. (Frank D. Osborn, president) **Broker:** Star Media Group Inc.

North Dakota

KPFX(FM) Fargo Price: \$2.125 million **Buyer:** Ingstad Broadcasting Inc. (James D. Ingstad, president) **Seller:** T&J Broadcasting Inc. (Thomas E. Ingstad, president)

WDAY-FM Fargo Price: \$1.5 million **Buyer:** T&J Broadcasting Inc. (Thomas E. Ingstad, president) **Seller:** Forum Communications Co. (William Marcil Sr., president)

Ohio

WGRR(FM) Hamilton/Cincinnati Price: \$31 million **Buyer:** Tsunami Communications Inc. (Tony Galluzzo, president) **Seller:** Dalton Group Inc. (William and Susan Dalton, owners) **Broker:** Media Venture Partners

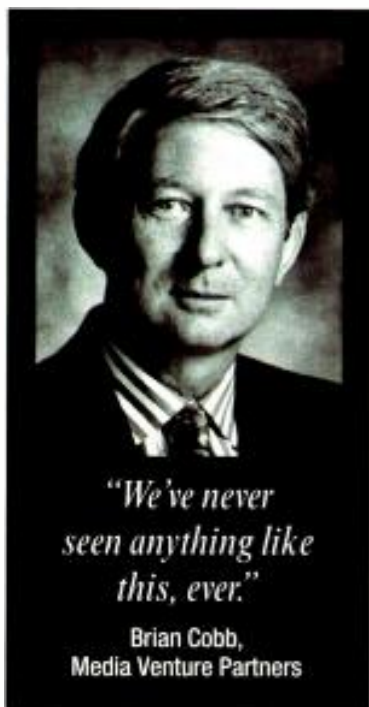
WIZF(FM) Erlanger, Ky./Cincinnati Price: \$4 million **Buyer:** Blue Chip Broadcasting (Ross Love, president) **Seller:** Inter-Urban Broadcasting of Cincinnati Inc. through U.S. Bankruptcy Court **Brokers:** Richard A. Foreman Associates Inc. (seller); Chrysler Capital Co. (buyer)

WXEG(FM) Beavercreek/Dayton Price: \$3,347,338 **Buyer:** American Radio Systems Corp. (Steven B. Dodge, president) **Seller:** New Generation Broadcasting Inc. (Alan Gray, president)

WLQT(FM) Kettering/Dayton and WDOL(FM) Englewood/Dayton Price: \$12 million **Buyer:** Palm Beach Radio Broadcasting Inc. (Gary Hess, VP; Macfadden Holdings LP, 80% owner) **Seller:** Regent Communications Inc. (Terry S. Jacobs, president) **Broker:** Media Venture Partners

WBTT(FM) Englewood/Dayton and WLQT(FM) Kettering/Dayton Price: \$12 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, president) **Seller:** Palm Beach Radio Broadcasting Inc. (Gary Hess, VP; Macfadden Holdings LP, 80% owner)

WCEZ(FM) Delaware Price: \$1.95 million **Buyer:** Associated Group Inc. (Monroe E. Berkman, officer) **Seller:** Radio Delaware Inc. (James Shaheen Sr., principal) **Bro-**



Brian Cobb,
Media Venture Partners



ker: Media Venture Partners

WIMX(FM) Gibsonburg Price: \$1 million
Buyer: Fritz Broadcasting Inc. (Jock T. Fritz, president) **Seller:** WRED Inc. (Buddy Carr, principal)

WLSN(FM) Greenville Price: \$2.35 million
Buyer: Hawes-Saunders Broadcast Properties Inc. (Ro Nita Hawes-Saunders, president) **Seller:** Treaty City Broadcasting Corp. (Nicholas F. Bodi, president)

WCKX(FM) London Price: \$4.5 million
Buyer: Blue Chip Broadcasting (Ross Love, president) **Seller:** Joerg G. Klebe **Broker:** Crisler Co. (buyer); Star Media Group Inc. (seller)

Oklahoma

KTNT-FM Edmond/Oklahoma City Price: \$2.65 million **Buyer:** Caribou Communications Co. (J. Kent Nichols, president) **Seller:** Life Broadcasting Inc. (Porter Davis, president) **Broker:** Kalil & Co.

KCFM(FM) Okmulgee Price: \$1.8 million
Buyer: Shamrock Communications Inc. (William R. Lynett, president) **Seller:** Integrated Broadcasting Co. (Benjamin F. Davis Jr., owner)

Oregon

KDBX(FM) Banks/Portland Price: \$14 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Salem Communications Corp. (Edward G. Atsinger III, president) **Brokers:** Media Venture Partners (buyer); Gary Stevens & Co. (seller)

Pennsylvania

Swap of WALY(FM) Bellwood/Altoona and WDLN(FM) Dallas/Wilkes Barre/Scranton Value: \$1.384 million
Swapper of WDLN: Winston Radio Corp. (Michael F. Brosig Sr., CEO) **Swapper of WALY:** Swanson Holdings Ltd. (Stephen Kilian, principal) **Brokers:** Media Services Group Inc.; Satterfield & Perry

WKSL(FM) Greencastle Price: \$1.25 million **Buyer:** Chambersburg Broadcasting Co. (Margaret Ehle, president) **Seller:** Greencastle Broadcasting Co. (Robert L. Thomas, president)

WSSZ(FM) Greensburg Price: \$2.4 million
Buyer: Sheridan Broadcasting Corp. (Ronald R. Davenport Sr., chairman) **Seller:** WHJB Corp. (Melvin A. Goldberg, president)

Frequency of WAMO-FM Pittsburgh Price: \$10 million and buyer's license for 106.7 mhz frequency of wxpx(FM) Beaver Falls, Pa., in exchange for license for frequency of WAMO-FM and \$10 million like-kind property) **Buyer:** Secret Communications LP (Frank E. Wood, president) **Seller:** Sheridan Broadcasting Corp. (Ronald R. Davenport Sr., chairman)

Puerto Rico

WIOB-FM Mayaguez, WIOC-FM Ponce and WIOA-FM San Juan Price: \$12 million

Buyer: Primedia Broadcast Group (Rafael Oller, president) **Seller:** Cadena Estereotempo (Alfred R. De Arellano, president) **Broker:** Media Venture Partners

South Carolina

WMGL(FM) Ravenel/Charleston and WWWZ(FM) Summerville/Charleston Price: \$7.505 million (merger) **Buyer:** Wicks Broadcast Group LP (WBG Management Inc., general partner [Edgar R. Berner, president]) **Seller:** Mayo Radio of Charleston Inc. (Barry A. Mayo, president)

WSCQ-FM Columbia Price: \$4.1 million
Buyer: Benchmark Communications (Bruce R. Spector, Joseph L. Mathias IV, general partners) **Seller:** Congaree Broadcasters (Dennis Waldrop, president) **Broker:** Americom (seller)

WAVF(FM) Hanahan Price: \$2,964,414 for stock **Buyer:** Haywood B. Bartlett Jr. **Seller:** Beach Co. (43% owner); Lawrence O. Thompson (25.5% owner); Three Strands Investments (8% owner)

WMYB(FM) Myrtle Beach Price: \$1.1 million **Buyer:** Multi-Market Radio Inc. (Michael G. Ferrel, president) **Seller:** Puritan Radiocasting Co. (Ron Rackley, president) **Broker:** Media Services Group

WYAK-FM Surfside Beach/Myrtle Beach and WMYB(FM) Socastee/Myrtle Beach

Price: \$5.125 million **Buyer:** Pinnacle Broadcasting Co. (Philip D. Marella, chairman) **Seller:** Multi-Market Radio Inc. (Michael G. Ferrel, president) **Broker:** Star Media Group Inc.

WBUB(FM) St. George/North Charleston Price: \$2.55 million **Buyer:** Southwind Broadcasting Inc. (William G. Dudley III, president) **Seller:** Lowcountry Media Inc. (co-owners Charles A. Barton, Ronald E. Hoover)

WROQ(FM) Anderson/Greenville/Spartanburg Price: \$14 million **Buyer:** Multi-Market Radio Inc. (Michael G. Ferrell, president) **Seller:** ABS Communications Inc. (Kenneth A. Brown, chairman/president/treasurer) **Broker:** Blackburn & Co.

Tennessee

WFXS-FM Soddy-Daisy/Chattanooga Price: \$1,142,500 **Buyer:** Bloomington Broadcasting Corp. (Kenneth H. Maness, president) **Seller:** Pye Broadcasting Inc. **Broker:** Ra-Ad of Trenton Inc.

WYNU(FM) Milan/Jackson Price: \$3.6 million **Buyer:** Osborn Communications Corp. (Frank D. Osborn, president) **Seller:** Malkan Broadcast Association (Glen Powers, president)

WAEZ(FM) Elizabethton/Johnson City

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STATION & CABLE TRADING

Price: \$3 million **Buyer:** Bristol Broadcasting Co. Inc. (W.L. Nininger, president) **Seller:** Upper East Tennessee Broadcasting Inc. (Eaton Govan III, president) **Broker:** Blackburn & Co.

WXVO(FM) Oliver Springs/Knoxville
Price: \$1.5 million **Buyer:** Dick Broadcasting Co. of Tennessee Inc. (James A. Dick Jr., president) **Seller:** Phillips Broadcasting Inc. (Charles E. Phillips, president/GM) **Broker:** Media Services Group Inc.

Texas

KKPS(FM) Brownsville and KFRQ(FM) Harlingen **Price:** \$6.1 million **Buyer:** Sunburst Radio Inc. (John M. Borders, president) **Seller:** Rio Grande Partners LP (Dick Oppenheimer, president) **Broker:** Americom

KOND-FM Cleveland
Price: \$10 million **Buyer:** Preferred Media Group Inc. (Gerald M. Birnberg, secretary) **Seller:** Texas Classical Radio Inc. (M.S. Stude, owner)

KNCN(FM) Sinton/Corpus Christi **Price:** \$2.1 million **Buyer:** GulfStar Communications Inc. (John D. Cullen, president; Hicks, Muse, Tate & Furst, owner) **Seller:** Tippi Communications (Henry B. Tippie, president) **Broker:** Whitley Media

KEWS(FM) Arlington/Dallas \$32.1 million and buyer gives seller KDFX(AM) Dallas **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Infinity Broadcasting Corp. (Mel Karmazin, president) **Broker:** Gary Stevens & Co.

51% of CP for KNBR-FM Haltom City/Dallas/Fort Worth **Price:** At least \$13.705 million **Buyer:** Susquehanna Radio Corp. (Louis J. Appel Jr., chairman) **Seller:** Marcos A. Rodriguez Jr.

KVLY(FM) Edinburg **Price:** \$3.175 million **Buyer:** Sunburst Media (John Borders, president) **Seller:** Tippi Communications (Henry B. Tippie, president) **Brokers:** Whitley Media (seller); Americom (buyer)

KGRI-FM Henderson **Price:** \$1.3 million for stock **Buyer:** Hunt Broadcasting Inc. (co-owners Janice A. and James G. Hunt) **Seller:** Chipper Dean

KTBS-FM Lake Jackson/Houston **Price:** \$27 million **Buyer:** Secret Communications LP (Frank E. Wood, president) **Seller:** Chancellor Broadcasting Co. (Steve Dinetz, president; Hicks, Muse, Tate & Furst Inc.,

90% owner) **Broker:** Star Media Group Inc.

KMIA(FM) Jasper (moving to Winnie) **Price:** \$3.5 million cash **Buyer:** Tichenor Media System Inc. (McHenry T. Tichenor Jr., president) **Seller:** Roy E. Henderson

KNRV-FM Harker Heights/Killeen
Price: \$1.1 million

Buyer: Don R. Chaney **Seller:** GulfStar Communications Inc. (R. Steven Hicks, CEO; Hicks, Muse, Tate & Furst, owner)

Broker: Whitley Broadcast Media Inc. (buyer)

KQXX(FM) McAllen
Price: \$1.3 million **Buyer:** Tichenor Media System Inc. (McHenry T. Tichenor Jr., president) **Seller:** Bravo Broadcasting Co. (Edward L. Gomez, president)

KMRK-FM Odessa, KCHX(FM) Midland and KCDQ(FM) Monahans/Odessa **Price:** \$2.625 million

(\$575,000 for KMRK; \$450,000 for KCHX; \$1.6 million for KCDQ) **Buyer:** Champion Broadcasting Corp. (C.J. Jones, president) **Sellers:** ■ KMRK: Midcities Corp. (Ed Roskelley, president) ■ KCHX: Sonance Communications Inc. (William R. Hicks, president) ■ KCDQ: FHL Partnership (Steve Horowitz, Gordon Holcomb, David Perkins, Brad Holcomb, principals) **Broker:** Whitley Media

KTLLR-FM Terrell

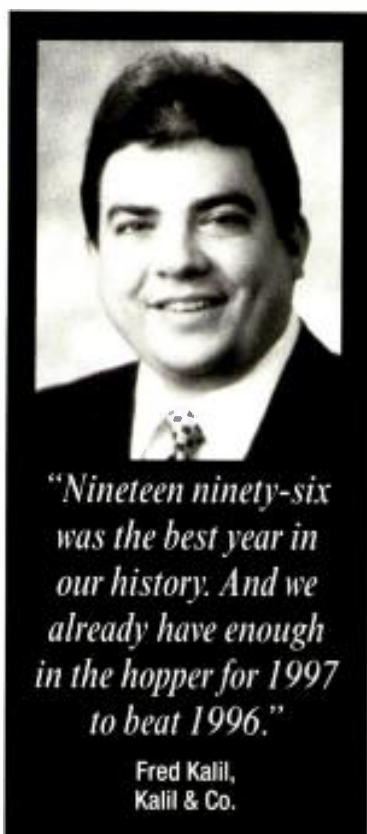
Price: \$1.415 million **Buyer:** El Dorado Communications Inc. (Thomas H. Castro, president) **Seller:** Metro Broadcasters-Texas Inc. (Ken Jones, CEO)

KTYL-FM Tyler **Price:** \$2.55 million **Buyer:** GulfStar Communications Inc. (R. Steven Hicks, 98.5% owner) **Seller:** Stansell Communications Inc. (James I. Stansell Jr., president)

KCKR(FM) Waco **Price:** \$2.1 million **Buyer:** GulfStar Communications Inc. (John D. Cullen, president; Hicks, Muse, Tate & Furst, owner) **Seller:** Stellar Communications (Don Chaney, president) **Broker:** Whitley Media

Utah

KUTQ(FM) Bountiful/Salt Lake City and KZHT(FM) Provo/Salt Lake City **Price:** \$11 million cash **Buyer:** Regent Communications Inc. (Terry S. Jacobs, president) **Seller:** Starley D. Bush **Broker:** Media Services Group Inc.



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Fred Kalil,
Kalil & Co.

Option to buy KBER-FM Ogden/Salt Lake City **Price:** \$7.7 million **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** RadioWest (Curtis Harris, president) **Broker:** Star Media Group Inc.

KENZ(FM) Orem/Salt Lake City **Price:** \$5.8 million for stock **Buyer:** Citadel Broadcasting Co. (Lawrence R. Wilson, president) **Seller:** Richard D. Rees, Eric D. and Scott R. Slaymaker

KMXB-FM Orem/Salt Lake City **Price:** \$1.438 million **Buyer:** Monarch Broadcasting Inc. (Richard D. Rees, president) **Seller:** Wolf Communications LLC (Steve Marriott, partner)

Vermont

WXPS(FM) Vergennes/Burlington **Price:** \$1.005 million **Buyer:** Watertown Radio Associates LP (Northstar Broadcasting Corp., 20.7% general partner; Jeffrey D. Shapiro, William D. Goddard, co-owners) **Seller:** Lakeside Broadcasting Corp. (John Davis, president) **Broker:** Media Services Group Inc. (buyer)

Virginia

WUMX(FM) Charlottesville **Price:** \$1.1 million **Buyer:** Air Virginia Inc. (David G. Mitchell, president) **Seller:** Spectrum Broadcasting Corp. (Deborah M. Royster, president)

WVSF(FM) Charlottesville **Price:** \$1 million **Buyer:** Clark Enterprises Inc. (A. James Clark, president) **Seller:** Radio Piedmont Inc. (Jay Hicks, principal)

WVGO-FM Richmond and WLEE-FM Williamsburg/Richmond **Price:** \$14.5 million **Buyer:** ABS Communications, (Kenneth Brown, president) **Seller:** Benchmark Communications, Baltimore (Bruce R. Spector, Joseph L. Mathias IV, general partners) **Broker:** Bergner & Co.

WVGO-FM Richmond, WLEE-FM Williamsburg/Richmond, WKHK-FM Colonial Heights/Richmond and WBZU(FM) Crewe/Richmond **Price:** \$37.5 million (\$23 million for WKHK-FM and WBZU; \$14.5 million for WVGO-FM and WLEE-FM) **Buyer:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Sellers:** ■ WVGO, WLEE: Benchmark Communications ■ WKHK, WBZU: ABS Communications LLC (Kenneth Brown, president)

Washington

KYCW-FM Seattle **Price:** \$26 million **Buyer:** EZ Communications Inc. (Alan Box, president) **Seller:** Infinity Broadcasting Corp. (Mel Karmazin, president)

KRWM(FM) Bremerton/Seattle **Price:** \$29.25 million **Buyer:** Sandusky Newspapers Inc. (David Rau, chairman; Norman Rau, president, Sandusky Radio) **Seller:** Brown Broadcasting Co. (Phil Melrose, president)

KEZE(FM) Spokane **Price:** \$1.2 million **Buyer:** Z-Rock Communications Corp. (A.M. Hochstadt, president) **Seller:** Melinda

SPECIAL REPORT

Boucher Read

Wisconsin

WOLX-FM Baraboo/Madison *Price:* \$10.5 million *Buyer:* Woodward Communications Inc. (William F. Skemp, president) *Seller:* Shockley Communications Corp. (Terry K. Shockley, principal)

WOFM-FM Mosinee/Wausau *Price:* \$1.45 million *Buyer:* Midwest Radio Inc. (Orville N. Heinz, president) *Seller:* Mosinee Communications Inc. (Peggie P. Mallery, president)



Alabama

WNSI(AM) Jacksonville *Price:* \$3.5 million *Buyer:* United Broadcasting Network Inc. (investors: Pat Choate, Helen Dorsey, Charles

Harder and Dianne Mayfield-Harder, and International Union, United Automobile, Aerospace & Agricultural Implement Workers of America [Stephen P. Yokich, president]) *Seller:* Peoples Network Inc. (Charles Harder, president)

Arizona

KOOL(AM) Phoenix *Price:* \$6.5 million *Buyer:* Salem Communications Corp. (Edward G. Atsinger III, president) *Seller:* Colfax Communications Inc. (L. Steven Goldstein, president) *Broker:* Kalil & Co.

KVVA(AM) Phoenix *Price:* \$4.9 million *Buyer:* Pulitzer Broadcasting Co. (Ken J. Elkins, president) *Seller:* American Broadcasting Systems (Tim Shaffer, Tom Kearney, principals)

California

KWNK(AM) Simi Valley/Los Angeles *Price:* \$4.2 million *Buyer:* Lotus Communications Corp. (Howard A. Kalmenson, president) *Seller:* Valley Radio 670 Ltd. (Manuel Cabranes, general partner) *Brokers:* Bergner & Co. (buyer); Foreman & Associates (seller)

KSTE(AM) Rancho Cordova *Price:* \$7.25 million *Buyer:* American Radio Systems Corp. (Steven B. Dodge, chairman) *Seller:* Fuller-Jeffrey Broadcasting Cos. Inc. (Robert F. Fuller, president) *Broker:* Media Venture Partners

KRRA(AM) West Covina *Price:* \$3.1 million *Buyer:* El Dorado Communications Inc. (Thomas H. Castro, president) *Seller:* Robert Burdette & Associates Inc. (Robert Burdette, president)

District of Columbia

WWRC(AM) Washington *Price:* \$22.5 million *Buyer:* Evergreen Media Corp. (Scott K. Ginsburg, chairman) *Seller:* Greater

March 1996
Clearview Broadcasting
sold
WHIC-FM
Blairstown, NJ
to
Nassau Broadcasting

May 1996
Public Interest Corp.
sold
WWWB-TV
Tampa/Lakeland, FL
to
Hearst Broadcasting

July 1996
Nassau Broadcasting
LMA'd
WOBM AM-FM
Toms River, NJ
from
Seashore Broadcasting

August 1996
Nassau Broadcasting
acquired
WNNJ AM-FM
Newton, NJ
from
Group M Communications

September 1996
Rainbow Broadcasting
sold
KBZR-FM
Phoenix/Coolidge, AZ
to
NPR Phoenix, LLC

November 1996
KHOM Associates
agreed to sell
KHOM-FM
Houma, LA
to
Clear Channel Communications

November 1996
Clark Broadcasting Co.
agreed to sell
WGCO-FM
Savannah, GA
to
New Adventure Communications

December 1996
Nassau Broadcasting
agreed to acquire
WSUS-FM
Franklin, NJ
from
WSUS Communications

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STATION & CABLE TRADING

Media Inc. (Peter A. Bordes, chairman)

Florida

WYFX(AM) Boynton Beach Price: \$2.25 million **Buyer:** Fairbanks Communications Inc. (Richard M. Fairbanks, president) **Seller:** Beach Broadcasting Co. Inc. (Gary Lewis Schroepfer, president)

WACC(AM) Hialeah/Miami Price: \$2.55 million **Buyer:** Radio Peace Catholic Broadcasting Inc. (Rev. Federico Capdepon, president) **Seller:** New Interamerican Broadcasting Inc. (Adib Eden, president) **Broker:** Herbert M. Levin (seller)

WIOD(AM) Miami Price: \$13 million **Buyer:** Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) **Seller:** Cox Broadcasting Inc. (Nicholas D. Trigony, president; Robert F. Neil, executive VP/radio) **Broker:** Media Venture Partners

WRBD(AM) Pompano Beach Price: \$1.5 million **Buyer:** HHH Broadcasting Inc. (Howard Goldsmith, president) **Seller:** WRBD Inc. (Jerry J. Rushin, principal) **Broker:** Rick Rieke

Georgia

WGKA(AM) Atlanta Price: \$2 million **Buyer:** JW Broadcasting Inc. (Joseph Weber, president) **Seller:** WGKA Inc. (Eathel Holley, principal) **Broker:** Sailors and Associates

WPLO(AM) Grayson/Lawrenceville Price: \$1.3 million **Buyer:** Teresa Prieto **Seller:** C. Lamar and Norris J. Nash

Illinois

WSCR(AM) Chicago Price: \$7.5 million **Buyer:** N. John Douglas **Seller:** CBS Radio (Dan Mason, president) **Broker:** H.R. LaRue Media Brokers (buyer)

WFXW(AM) St. Charles Price: \$2.091 million **Buyer:** C.C.C. Communications Inc. (John Czech, president) **Seller:** Valley Communications Inc. (Louis F. Pignatelli, principal)

WAUR(AM) Sandwich/Aurora/Chicago Price: \$3.9 million **Buyer:** Children's Broadcasting Corp. (Christopher T. Dahl, president) **Seller:** Nelson Broadcasting Inc. (Larry Nelson, president)

Kentucky

WKYN(AM) Florence Price: \$1.3 million **Buyer:** Chancellor Broadcasting Co. (Steve Dinetz, president; Hicks, Muse, Tate &

Furst Inc., 90% owner) **Seller:** Twenty-First Century Media (Joseph J. Schildmeyer, principal)

Maryland

WBGR(AM) Baltimore Price: \$2.775 million **Buyer:** American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller:** Mortenson Broadcasting (Jack Mortenson, principal) **Broker:** American Radio Brokers

Massachusetts

WBNW(AM) Boston Price: \$6 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Back Bay Broadcasters Inc. (Peter Ottmar, CEO) **Brokers:** Gary Stevens & Co. (buyer); Media Services Group Inc. (seller)

Michigan

WCAR(AM) Livonia/Detroit Price: \$1.5 million **Buyer:** Children's Broadcasting Corp. (Christopher T. Dahl, president) **Seller:** Wolpin Broadcasting Co. (Walter Wolpin, president) **Broker:** Force Communications & Consultants LLC

Minnesota

KEGE(AM) Minneapolis/St. Paul Price: \$3 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** Entertainment Communications Inc. (Joseph M. Field, president) **Broker:** Gary Stevens & Co.

Gary Stevens & Co.

Missouri

KFEZ(AM) Kansas City Price: \$1.3 million **Buyer:** Greystone Broadcasting Inc. (William R. Johnson, president) **Seller:** Beal Broadcasting Co. (Thomas E. Beal, president)

KSD(AM) St. Louis Price: \$10 million **Buyer:** Dorsey Group Inc. (Tim Dorsey, principal) **Seller:** EZ Communications Inc. (Alan Box, president) **Broker:** Gary Stevens & Co. (buyer)

WIBV(AM) Belleville, Ill./St. Louis Price: \$1.5 million **Buyer:** Charter Communications Inc. (Howard L. Wood, chairman, management committee) **Seller:** Belleville Broadcasting Inc. (Emert Wyss, president)

Nevada

KVEG(AM) North Las Vegas Price: \$1.8 million **Buyer:** Allen Shaw **Seller:** Jerry Kutner **Brokers:** Force Communications &

Consultants LLC; Broadcasting Asset Management Corp.

New Jersey

WJDM(AM) Elizabeth Price: \$11.6 million **Buyer:** Children's Broadcasting Corp. (Christopher T. Dahl, president) **Seller:** John R. Quinn **Broker:** Star Media Group Inc.

WERA(AM) Plainfield Price: \$1 million **Buyer:** Unity Broadcasting Network—New York Inc. (Sydney L. Small, president) **Seller:** Cloud 9 Broadcasting Inc. (Jesse B. Carroll Jr., president)

New York

WLNG(AM) Sag Harbor Price: \$1.6 million **Buyer:** Unity Broadcasting Network—New York Inc. (Sydney L. Small, president) **Seller:** Main Street Broadcasting Co. Inc. (Ann Buckhout, executive VP)

Ohio

WHK(AM) Cleveland Price: \$6.5 million **Buyer:** Salem Communications Corp. (Edward G. Atsinger III, president) **Seller:** OmniAmerica Group (Carl E. Hirsch, chairman) **Broker:** Gary Stevens & Co.

Pennsylvania

WPWA(AM) Chester Price: \$1.3 million **Buyer:** Children's Broadcasting Corp. (Christopher T. Dahl, president) **Seller:** Lloyd B. Roach Inc. (Lloyd B. Roach, president)

WURD(AM) Philadelphia Price: \$1.57 million **Buyer:** Mega Broadcasting Corp. (Alfredo Alonso, president) **Seller:** Philadelphia Christian Radio Inc. (Bishop L. E. Willis Sr., president)

Texas

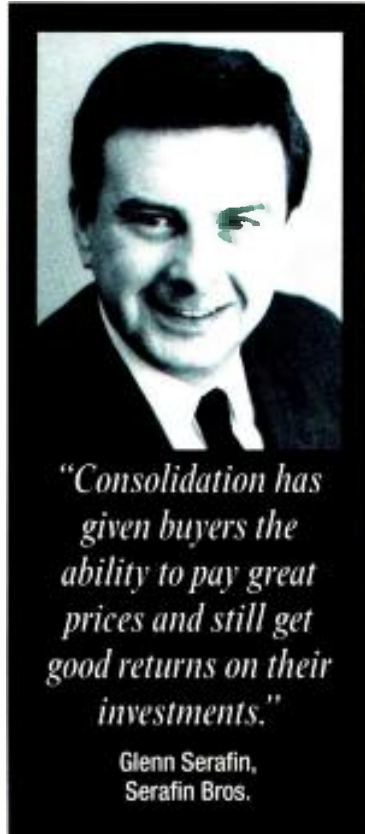
KGGR(AM) Dallas Price: \$1.15 million **Buyer:** Mortenson Broadcasting Co. of Texas Inc. (Jack Mortenson, president) **Seller:** Faith Broadcasting LP (Anthony R. Chase, principal)

KTCK(AM) Dallas/Fort Worth Price: \$14 million **Buyer:** Susquehanna Radio Corp. (Louis J. Appel Jr., chairman) **Seller:** SFX Broadcasting Inc. (Robert F.X. Sillerman, executive chairman) **Broker:** Star Media Group Inc.

KEYH(AM) Houston Price: \$1.2 million **Buyer:** El Dorado Communications Inc. (Thomas H. Castro, president) **Seller:** Artlite Broadcasting Co. Inc. (David M. Best, principal)

KJOJ(AM) Conroe/Houston Price: \$1 million **Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president) **Seller:** Family Group Enterprises Inc. (Rigby Owen Jr., president) **Broker:** John W. Saunders (buyer)

KLVL(AM) Pasadena/Houston Price: \$1 million **Buyer:** El Dorado Communications Inc. (Thomas H. Castro, president) **Seller:** Estate of Angela Vera Morales



Broadcasting

February 3, 1997

Shows play musical (producer) chairs

Thrown-together deals, pressure for quick fixes get part of blame

By Lynette Rice

A reported blowup Jan. 21 between ABC's new sitcom star Arsenio Hall and the show's executive producer has underscored a wave of producing changes that have plagued this TV season.

Both veteran and freshman shows have seen turnovers at the helm this year, from changes in executive producers on NBC's *The Jeff Foxworthy Show* and CBS's *Cybill* to new show runners in charge of CBS's *Ink* and NBC's *Men Behaving Badly*. Just two weeks ago, David Rosenthal (creator of *Ellen*) reportedly quit his executive-producing post on ABC's midseason sitcom *Arsenio* after an expletive-ridden exchange with the star.

Arsenio's producer, DreamWorks TV, would not confirm Rosenthal's departure last week, but a source close to the show said the executive had yet to report to work.

That work can be extremely important to a show's continuity, since the executive producer not only sets the tone but in many cases serves as head writer and talent scout.

In the meantime, speculation has already surfaced about possible replacements, with Warren Bell (ABC's *Life's Work*) a leading candidate. *Arsenio*, which also stars Vivica Fox, is set to debut March 5.

"Most of the changes at the top don't affect the overall product," said one source close to DreamWorks. "I think there are problems that run a lot deeper than the show runner."

Hastily constructed series deals, along with pressure to produce a quick fix when ratings lag, have been blamed for some of the turnover at shows including NBC's *The Single Guy* and *Suddenly Susan*, CBS's *Cosby* and UPN's *The Burning Zone*. Midseason shows like NBC's *The Naked Truth*, UPN's *Social Studies* and CBS's



CBS's *Ink* and NBC's *'Jeff Foxworthy'* are two of the sitcoms with producer turnover this season.

Life...And Stuff also saw their share of changes at the helm before the shows were scheduled.

"You'd seldom go wrong if you attribute almost any happenstance in show business to fear," said Lee Aronson, who created and subsequently left *Life...And Stuff* over creative differences. The show has yet to debut on CBS. "The stakes are high: if I were a performer whose entire career was riding on one TV series, I'd probably try to exert as much control as I possibly could. But then, I'd probably try to tell my doctor how to remove my appendix too."

"If you slam a deal into the network and think about the creative auspices later, that comes back to haunt you," said Bob Greenblatt, Fox's executive vice president, prime time programming. "Sometimes studios will go to networks with this whole package that sounds great on paper, but they haven't done their homework to make sure it's something the writer can write. They put it together quickly to get the 13-episode commitment or the 22-episode commitment, and then you worry about the show later on. I think that's incredibly dangerous." And in some cases costly.



In the case of *Ink*, DreamWorks earlier this season pulled Jeffrey Lane from his executive producer post, but still has him on the payroll in a development deal. Meanwhile, it recruited Diane English to replace Lane. English's price included getting CBS to reconsider her sitcom *Lawyers*.

One high-ranking network source joined a growing chorus of disgruntled show runners blaming the turnover on stars with executive-producing power.

In fact, *Cybill* Shepherd of Carsey-Werner's *Cybill* reportedly played a significant role in the firing of creator/executive producer Chuck Lorre and co-executive producer Lee Aronson in 1995, and of executive producer Jay Daniel at the beginning of this season. Howard Gould, who replaced Lorre, quit a few weeks later—reportedly over creative differences with Shepherd.

Carsey-Werner declined to comment.

"When you look at who are the really great executive producers, it's a pretty elite club," said the high-ranking source, adding that a good executive producer can command \$75,000-\$100,000 per episode. "When you look at who are the great stars/executive

producers, it's a really, really small club."

Roseanne could be counted in that club—despite the many executive producers who have come and gone from the Carsey-Werner show over its nine-year run—the source added.

"She has shown unbelievable instinct in what she should be doing," the source said. "The entertainment industry is populated with writers who

have spent time in hell with Roseanne, but consistently—or up until this year, where she seemingly just lost it—she's had brilliant sense."

Alan Berger, International Creative Management's executive vice president of TV programming, said the executive producer talent pool has been stretched thin this year because of the influx of shows. "There aren't enough experienced executive producers to run

all the shows," he said.

At least one seasoned producer, however, is expected to be available later this year: Larry Charles will reportedly leave his executive post on NBC's *Mad About You* at the end of the year, with supervising producer Victor Levin serving as the likely replacement. Paul Reiser and Danny Jacobson also serve as executive producers on the NBC show. ■

B. Smith leads with 'Style'

Weekly lifestyle programs—and counterprogramming—collect clearances

By Cynthia Littleton

Hearst Entertainment's *B. Smith with Style* leads the pack of new first-run weekly lifestyle/how-to programs coming out of last month's NATPE convention.

B. Smith has been cleared in eight of the top 10 markets, including NBC O&Os in New York, Los Angeles and Chicago. The show, hosted by author/restaurateur Barbara Smith, has attracted national sponsorship from Procter & Gamble and Kraft Foods.

Industry observers say *B. Smith* could be the heir to *Martha Stewart Living*'s throne as a weekend daytime draw for broadcasters, particularly in New York, where Smith, a former fashion model, is prominent in social and business circles. After four seasons as a solid performer for the CBS O&Os, Eyemark Entertainment's *Martha Stewart*



Once and perhaps future lifestyle mavens Barbara Smith and Martha Stewart smile for the camera at last month's NATPE convention in New Orleans.

Living is expanding next fall from a half-hour weekly to a six-day strip.

A TV edition of *Better Homes and Gardens* is likely to compete with *B. Smith* for the elegant-living audience next fall. Meredith Corp., whose broadcasting arm is growing through acquisi-

tions, is developing a TV series based on its long-running monthly magazine.

Paramount Domestic Television is charging into the boom in wildlife programming with an hour weekly, *Wild Things*, which promises to bring *Cops*-style reality production to nature programming. The show was a fast starter for Paramount, which has cleared the hour in over 70% of the country after just a month.

"This show just seemed right as a weekly hour as opposed to a strip," says Frank Kelly, PDT's president, creative affairs. "We knew there was interest in the marketplace for a wildlife show presented in a more contemporary style."

As counterprogramming to *B. Smith* and other female-oriented lifestyle series, Wall Street Journal Television and Raycom Sports have come out with new sports-themed half-hours.

Wall Street Journal TV's *Sports Busi-*

CBS shakes up Wednesday

Look for more shake-ups on the Wednesday prime time lineup, this time at CBS.

The network last week pulled its fledgling *Coast to Coast* from the 9 p.m. slot, saying it plans to return the news magazine to prime time sometime in the summer with more original episodes. The drama *Orleans* also was yanked from 10 p.m. for later debut March 28, joining Friday's lineup of *JAG* and *Nash Bridges*. A spot opens up for *Orleans* with the moving of *Everybody Loves Raymond* to Monday and the departure of *Dave's World*, which goes on hiatus after the February sweeps, with a planned return in May.

CBS will use Wednesday to roll out the midseason comedy *Temporarily Yours*, starring Debi Mazar, at 8:30 p.m., and *Feds*, a Dick Wolf crime drama, from 9 to 10 p.m., beginning March 5. The freshman drama *EZ*

Streets—dropped from the schedule earlier this season because of stagnant ratings—will return to the Wednesday lineup at 10-11 p.m. March 5 after briefly re-emerging at 10 p.m. Monday, March 3.

The freshman comedy *Everybody Loves Raymond* will get a second lease on life March 3, when it moves from Friday to 8:30 p.m. Monday. *Ink* then jumps to the 9:30 p.m. time slot, while *Cybill* moves to 9 p.m. *Murphy Brown* will be rested during March and will return to the schedule April 21. *Cosby* will continue at 8 p.m.

Wednesday has seen a fair share of action this season with the addition of the midseason show *Chicago Sons* on NBC and a new home for *Coach* on ABC. ABC also rejiggered the lineup to better showcase its sophomore hit *The Drew Carey Show*, which involved new time periods for *Grace Under Fire* and *Ellen*. —LR

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ness Weekly will focus on the deal-making and business trends that drive professional sports, drawing on the resources of the *Journal* and the newspaper *Sports Business Daily*. WSJ TV is offering 52 weeks of originals on a straight barter basis.

No clearances have been announced, but WSJ TV officials say they expect the show to be picked up by at least one-third of the 188 stations that carry *The Wall Street Journal Report*. The weekly business roundup is in its 15th year of national syndication.

Raycom Sports' *More Than a Game*, hosted by CNN sports anchor Fred Hickman, will examine the human interest stories in sports. The show has been picked up by KABC-TV Los Angeles and about a dozen other stations covering 20% of the country.

BKS/Bates Entertainment hopes to roll out a TV version of the nationally syndicated radio show *More Money with the Dolans* this spring. The financial advice show is hosted by husband-and-wife team Ken and Daria Dolan.

Two freshman weeklies also garnered significant renewals and upgrades: GGP's Internet magazine *TV.COM* and Kelly News & Entertainment's *Rebecca's Garden*, a gardening

Kids upfront breaks toward double digits

Starts earlier than usual with deals struck on cable and in syndication; big changes for Saturday morning

By Steve McClellan

The children's television upfront ad sales market got into gear last week, earlier than usual and generally an indicator of strong demand.

Sales executives were predicting double-digit gains on a cost-per-thousand basis and a bigger pool of kids advertising overall—perhaps as much as \$800 million. Last year, the kids upfront totaled about \$730 million.

Deals were being struck on the cable and syndication fronts, sources report. Broadcast network sales are expected to start this week.

Last year, Nickelodeon got the largest single share of the kids upfront, with just under \$200 million, and the network appears to be in a good position for this year's upfront as well. The

network negotiated multiple-year commitments last year that extended to 1998 and is said to be working on extensions to 1999 now. The full-time kids network currently commands more than half the available gross rating points for kids 2-11.

On the broadcast side, The WB is expanding from 9 hours to 19 hours as it increases its weekday slate from one to three hours daily. At the same time, UPN is adding an hour daily teen block and Disney is cutting back its daily block (now in alliance with Kellogg) from two hours to 90 minutes. The market will also give ad buyers their first look at UPN's new in-house ad sales unit, headed by senior VP Perri Stein.

On Saturday mornings, the landscape is also changing. All of the Big

SYNDICATION MARKETPLACE

Keach 'Hammer'-ing away

Stacy Keach is returning to series TV this fall as detective Mike Hammer. MG/Perin has cleared its new weekly first-run drama in about 52% of the country. Stations on board for the new-model *Mike Hammer* include most outlets in the Partner Stations Network consortium and ABC affiliate KMGH-TV Denver. Mickey Spillane's hard-boiled sleuth has had two incarnations on TV. Darren McGavin starred in a syndicated series in 1957-59; Keach brought the character back to life 25 years later in a CBS series that ran from 1984 to 1987.



McColm

Night Man found

Tribune Entertainment has handed Night Man's mask and cape to Matt McColm, an actor/model/stuntman who

has been a featured stunt double for such stars as Arnold Schwarzenegger ("Terminator 2") and Steven Seagal ("Above the Law"). McColm caught the eye of *Night Man* producer Glen A. Larson more than a decade ago with his stunt work in NBC's *Knight Rider*. Says Larson: "Matt's recent motion picture work, combined with his astonishing physicality, clearly put him ahead of the pack and convinced us that he is Night Man." Tribune has cleared the upcoming weekly drama, based on an underground comic book, in 80% of the country for a fall start.

Suit against KW reporters settled

An invasion-of-privacy lawsuit brought against two reporters for King World Productions' *Inside Edition* has been settled out of court. King World officials say the dispute over the news magazine's use of hidden cameras was settled "without payment of any money by the defendants." Last year, two executives of

health-care-firm U.S. Healthcare sued *Inside Edition* staffers Steve Wilson and Paul Lewis after the pair set up a hidden camera to videotape the executives outside their home; the footage was later used in an investigative report on health maintenance organizations. ABC, CBS, NBC and the National Association of Broadcasters were among organizations that filed friend-of-the-court briefs in support of King World's right to use footage gathered by hidden cameras. The initial suit was filed last February in federal court in Philadelphia.

Down Under draw

Should Paul Hogan have a talk show? The lovable Aussie is still a favorite stateside, according to Petry Television's new survey of prime time movie performance on traditional independent stations in November. Hogan's 1986 farce, "Crocodile Dundee," was one of the consistently highest-rated movies on TV, along with "Lethal Weapon" and "Above the Law."—CL

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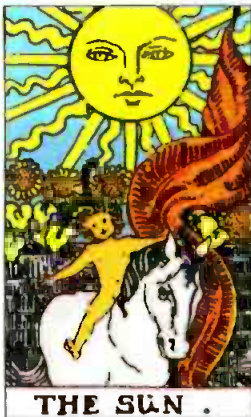
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Dawn of a New Age: The Transition to Digital



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Three are now out of the traditional kids cartoon business. NBC bowed out several years ago, when it opted to go after older kids and teens. Next season CBS is reducing its Saturday block to three hours of FCC-friendly fare, which will include *Beekman's World* and a new *Sports Illustrated for Kids* program.

ABC has said it is going all FCC-friendly as well with shows like *Brand Spanking New Doug* and *Winnie the Pooh*.

WB, Fox and CBS are set to unveil their new schedules this week. ABC had not set a release date as of last week. Nickelodeon is set to unveil its new slate Feb. 13.

CBS has also told its affiliates that it will feed its kids fare Friday nights starting with the new season, allowing stations to air the block on Saturday or Sunday morning. CBS Sales President Joseph Abruzzese says that move could actually boost the network's kids ratings (on a cume basis) because there's less competition for kids on Sunday mornings.

Still, Abruzzese acknowledges that with fewer shows and declining ratings, the network anticipates having a smaller share of the kids market.

On the syndication front, Dan Cosgrove, president of Eyemark Entertainment's ad sales division, confirmed one major deal last week, with toy

maker Galoob. Eyemark is repping nine syndicated kids shows in the upfront, more than any other single player. Those shows include *Mister Men*, *Zooing*, *Enchanted Tales* and *Vampires*.

"It's a very, very strong market," Cosgrove said last week. "It's a high-double-digit market [as far as CPM gains go]." But he said those gains, in part, were the result of generally lower Nielsen kids ratings across the board. "The Nielsen numbers have so saddled us that it has driven the number of impressions down so far that people have to buy a lot more time to get their weight," Cosgrove said. That, in turn, artificially increases demand, he said. ■

Cosby opens up to Rather in interview

Morning news, evening news and '60 Minutes' each get piece of scoop

By Steve McClellan

CBS *Evening News* anchor Dan Rather got a big scoop last week: a two-and-a-half-hour interview with Bill Cosby in which the entertainer acknowledged publicly for the first time an extramarital affair more than two decades ago with the mother of a woman recently claiming to be his daughter.

CBS aired pieces of the interview, which was requested by Cosby, on three separate broadcasts—last Monday's *CBS This Morning* and *CBS*

Evening News and yesterday's edition of *60 Minutes*.

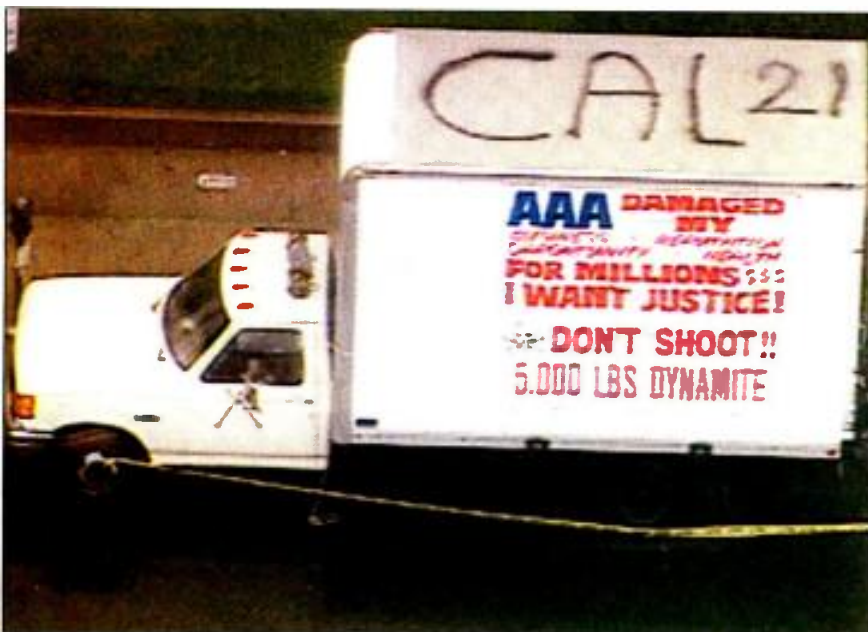
Much of the interview dealt with the family's grief over the murder of Cosby's only son, Ennis. Cosby told Rather the family was intent on "grieving with dignity."

But Cosby also wanted to let the audience know that he intended to get on with his life sooner rather than later. "I don't think there's anybody left in the United States who doesn't know what happened to the son of this comedian, and I think it's time for me to tell

the people that we have to laugh—we've got to laugh."

Cosby also acknowledged having a "rendezvous" with the mother of 23-year-old Autumn Jackson, who claims she is Cosby's daughter, but denied being the father. Jackson was arrested two weeks ago, along with a Hollywood-based collaborator, for allegedly trying to extort more than \$20 million in hush money from Cosby.

Last Monday's *This Morning* got a 9 share of audience, versus the usual 8 share. ■



KCAL stays on-air despite bomb scare

Station goes remote during hoax

By Cynthia Littleton

In the end, the truck bomb parked outside KCAL(TV) Los Angeles Jan. 25 drove away just as quietly as it arrived.

No bomb went off—it proved to be hoax—and neither did the station, thanks to a yeoman effort by KCAL staffers and a little help from their competitors.

Police say the elaborate hoax was staged Jan. 25 by a Long Beach auto body shop

KCAL had to improvise when a bomb scare involving this truck forced it from its offices and studio.

owner with an apparent grudge against the American Automobile Association.

For program director Bill Butler, the eight-hour endurance test began around 11 a.m. with a phone call from the Los Angeles Police Department ordering him to evacuate the station immediately.

A truck with a large banner proclaiming, "Don't Shoot. 5000 lbs. of dynamite" was parked outside the station, which sits adjacent to the Paramount Pictures lot on Hollywood's well-traveled Melrose Avenue. A large device that appeared to be a pipe bomb was strapped to the roof of the cab, but no explosives were found inside the truck.

"It was a very tense situation, but it's the kind of energizing situation that TV people really relish," said Butler. "It made for terrific broadcasting."

By 7:15 p.m., when staffers were allowed back into the station, KCAL had served up a live hockey game, some syndicated programming, and nearly five hours of breaking news and produced most of its regular 8 p.m. local newscast. All told, the station was off the air for less than four minutes, Butler said.

With little time to prepare, Butler and other staffers grabbed program and commercial spot reels while the engineering department adjusted its equipment to better receive and relay remote signals to the transmitter.

KCAL's helicopter unit went into action immediately, and other staffers sneaked an electronic newsgathering truck past the LAPD's command post in the parking lot. The LAPD ultimately sealed off a two-square-mile area around KCAL and Paramount while negotiating with the suspect, who spoke with police from the cab of the truck using a cellular telephone.

"We basically ran our TV station without a station," said Don Corsini, KCAL's vice president of sports operations and production.

The only way to switch between the feeds from KCAL's Sky 9 and the ENG van was to turn off the power in one or the other. Chief engineer Neil Mazur drove up to the station's transmitter atop Mount Wilson, about 30 miles away, to insert electronic stills between the switches.

"There was nothing clean about it, but we really didn't have a choice," said Butler.

Eventually, KCAL borrowed studio facilities from a nearby production company. Tribune's KTLA, ABC's Los Angeles O&O and CNN's Hollywood

"It was a very tense situation, but it's the kind of energizing situation that TV people really relish,"

KCAL(TV)'s Bill Butler

outpost also lent KCAL editing equipment and other vital facilities.

"We're all competitors, but we're all in the same business," said John Rear-

don, general manager of KTLA. "When our news department saw what had happened, they felt empathetic."

KCAL, which was recently purchased from the Walt Disney Co. by Young Broadcasting, may have been the target of the bomb scare, but the message apparently was meant for the American Automobile Association. Last week, Abram Bene Nacham, 64, pleaded not guilty to felony charges of making a false bomb threat, making terrorist threats and possessing of a "facsimile" bomb. At press time, Nacham was being held in lieu of \$500,000 bail. ■



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Game show has The WB in the dark

Show uses special technology to capture contestants performing tasks without aid of light

By Lynette Rice

In 1991 special technology made it possible for TV viewers to watch U.S. and coalition forces shower Iraqi troops with missiles under cover of darkness.

In 1997 special technology will make it possible for TV viewers to watch U.S. game show contestants perform mundane tasks in the dark.

A unique camera and lighting system—which, in the simplest terms, can be compared with the unforgettable images on CNN six years ago—has captured the attention of game show guru Jonathan Goodson, not to mention TV producers in the UK, Brazil, Portugal, Germany and Japan.

Created by England's John Gough, a former children's book publisher, and Roger Allsopp, a TV production man-



The show uses two sets of cameras, one with standard lighting and a second duplicating the setup with BVS (Beyond Visible Spectrum) equipment.

ager, the system, dubbed Beyond the Visible Spectrum, records images—in this case, a quirky game show—without the use of visible, ambient light. Over 16 months, Allsopp developed special fixtures that emit invisible light and a sensitive camera that can pick up

such high frequencies.

The system can be mounted to a normal studio camera, and operators can engage it with the flip of a switch.

"We hadn't the foggiest idea where to start because we were starting with something different from the military technology we had seen and all know about," said Allsopp of the infrared technology that records rough images without the use of ambient light.

"When you are talking about TV prime time game shows, we wanted something that would show expressions on faces: the furrowed brow, the eyes glazed over, the excitement," Allsopp continued. "But the technology didn't exist."

Allsopp and Gough ultimately teamed with Fuji International Productions Ltd. and distributor NBD TV last year to take the show on the road—namely to Brazil, Portugal, Germany and Japan. Companies in 22 countries, including America's Jonathan Goodson Productions, have purchased the format to produce a game show.

After turning down a network that wanted to run the show as a series of specials, Goodson sold the game show to The WB. Six episodes of *In the Dark* have been completed, with British comedian Julian Clary serving as the show's saucy host. Contestants are asked to perform a variety of tasks in total darkness, from serving food to putting on pajamas.

The show, which will serve as a midseason replacement for the netlet,

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will likely air after 9 p.m. Goodson, together with Harris L. Kattelman, the former president of Twentieth Television, will executive-produce the show for The WB in association with Para-

mount Network TV.

"We're thrilled to have this cutting-edge new program as our network's first foray into the game show genre," said Garth Ancier. The WB's head of

programming.

"Immediately we saw that it had very different potential," Goodson said. This is the first time we've ever licensed anything from abroad." ■

Rather assailant identified

A bizarre mystery in CBS newsman Dan Rather's life appears to have been put to rest after a decade.

The New York *Daily News* reported last week that William Tager, who was convicted of killing an NBC technician outside *Today's* New York studios in 1994, is apparently the same man who attacked Rather in 1986.

The October 1986 attack came as Rather strolled along Park Avenue after dinner at a friend's house one Saturday evening. He was confronted by a man who demanded to know, as Rather recalled later, "What's the frequency, Kenneth?"

The line inspired a pop tune from the band R.E.M., and the incident became the subject of endless cocktail-circuit and tabloid gossip. Much of the talk was derisive, and some questioned Rather's credibility and sanity.

But it was Tager's sanity that came into question after he gunned down NBC technician Campbell Theron Montgomery on Aug. 31, 1994. Tager, who was convinced

In 1986, Rather was confronted by a man who demanded to know "What's the frequency, Kenneth?"

that the media were transmitting messages to his brain, was examined by forensic psychiatrist Park Dietz after the slaying.

Tager told Dietz of his chance encounter with Rather years earlier—that he had demanded to know, as Rather reported, what frequency was being used to beam him messages.

After checking Tager's account of the incident with Rather's, as well as police records, Dietz became convinced that Tager was the mystery attacker. Rather subsequently identified Tager from photos.

Dietz told the *News* that Rather was lucky: had Tager (possibly visiting a nearby uncle) been prepared for his encounter with Rather, the result could have been much worse.

In a statement last week, Rather said he was grateful the mystery was solved. He told the *News* his one regret was that it wasn't solved before Tager killed Montgomery. —SM



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'New York Undercover' gets top pickups

Fox stations in top three markets take show for weekend barter runs

By Cynthia Littleton

Fox-owned stations in the top three markets have picked up Universal Domestic Television's *New York Undercover* for weekend barter runs beginning in fall 1998.

Universal's marketing plan for Dick Wolf's Fox drama is a good example of how major studios are turning to niche marketing—via broadcast and cable—to boost the bottom line in a fragmented TV landscape.

Like most off-net hours offered in the past two years, the gritty cop show will also debut as a Monday-Friday strip next year on basic cable USA Network. On the broadcast side, *New York Undercover* has been sold to 85 stations covering 75% of the country for weekly (7-minute national/7-minute local ad split) barter runs over a two-year license term.

Still, the broadcast marketplace for weekend off-network hours is crowded these days, with *Walker, Texas Ranger*, *The X-Files* and *NYPD Blue* coming this fall, followed next year by *ER*. Wolf himself told the press that *NYU* stood little chance of earning *ER*-level dollars in syndication during a very public salary dispute last year with stars Malik Yoba and Michael DeLorenzo.

Universal's broadcast lineup, which also includes the Paramount Station Group, clears 85% of black TV households. *New York Undercover*'s strength in its network run has been its strong performance in black TV households. Going against NBC's powerhouse Thursday lineup, *New York Undercover* has ranked as the number-one series in



New York, L.A. and Chicago Fox O&Os have 'New York Undercover' on tap for fall '98.

black households this season.

To make the most of its clearances, Universal has opted to sell the studio's share of the national barter time in the contracts to the specialty ad sales firm Alto-Marc Communications.

Frank Mercado-Valdes, founder of New York-based Alto-Marc, says he's

confident he'll turn a profit by using his ongoing relationships with ethnically targeted advertisers and media buyers to generate higher CPM rates. In addition to annual specials, Alto-Marc has launched the monthly and quarterly African Heritage Movie Network packages.

Universal gains a onetime profit on the sale and saves the expense of mounting a targeted media sales campaign for a relatively low payoff.

In the future, Mercado-Valdes predicts, more off-network product will be marketed this way. Steve Rosenberg, executive vice president, Universal Domestic Television, agrees. "The offer [Mercado-Valdes] made us for our barter spots was more than our own internal estimation of what we could sell them for in the general market. We've sold movie titles to the African Heritage Movie Network over the past few years, and we've seen how well [Mercado-Valdes] sells selectively to advertisers targeting black households." ■

Packer powers 'Kwik Witz'

Holmgren show funds game show effort

By Cynthia Littleton

The guardian angel who guided the Green Bay Packers to their first Super Bowl win in 29 years was also looking out for Steve Belkin this season.

Belkin is the one-man production/distribution machine behind *Kwik*

Witz, the sketch comedy game show that debuted in national syndication last September.

Most of the financing for Belkin's labor of love has come from revenue generated by his day job as syndicator of the TV/radio weekly football round-up show featuring Packers coach Mike Holmgren.

Needless to say, the Packers' performance this season gave a hearty boost to ratings and ad revenue for *The Mike Holmgren Show*. The half-hour show, distributed by Belkin's Cleveland-based Sports Media Management, is carried in Wisconsin on WTMJ-TV Milwaukee and WBAY-TV Green Bay.

Kwik Witz, produced and distributed by Belkin's Beau & Arrow Productions, has been picked up for a second season by the NBC O&Os in the top three markets. The late-night weekly was also upgraded earlier this month in Minneapolis, moving from ABC affiliate KSTP-TV to the post-*Saturday Night Live* slot on NBC affiliate KARE(TV) ■

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Week 19	abc	CBS	NBC	Fox	U/PIN	WB
	8.4/13	11.0/18	8.3/13	7.0/11	2.9/4	2.3/4
MONDAY	8:00 73. Dangerous Minds 6.1/10	12. Cosby 12.7/20	48. Jeff Foxworthy 8.0/13	41. Melrose Place 8.6/13	96 In the House 3.1/5	103 7th Heaven 2.4/4
	8:30	28. Ink 10.1/16	59. Mr. Rhodes 7.2/11		93 Mel & Eddie 3.1/5	
	9:00 31. ABC Monday Night Movie—Tell Me No Secrets 9.6/16	25. Murphy Brown 10.3/16	41. NBC Monday Night Movie—Friends 'Til the End 8.6/14	81. Ned and Stacey 5.7/9	100 Sparks 2.3/4	104 Savannah 2.2/3
	9:30	20. Cybill 11.0/17		85. Married...w/Childr 5.1/8	102 Code Bhr 2.5/4	
	10:00	19. Chicago Hope 11.1/19				
TUESDAY	11.0/17	10.4/16	11.9/19	6.4/10	2.9/4	
	8:00 37. Roseanne 8.7/14	34. Promised Land 9.2/14	14. Mad About You 12.2/19	68. Fox Tuesday Night Movie—Runaway Car 6.4/10	93 Ncisha 3.4/5	
	8:30 50. Life's Work 7.9/12		18. Smthg So Right 11.2/17		101 Homeboys 2.7/4	
	9:00 15. Home Imprvmt 12.1/18	20. CBS Tuesday Movie—A Child's Wish 11.0/17	9. Frasier 13.6/20		105 The Burning 2.0/3	
	9:30 25. Spin City 10.3/16		15. Caroline in/City 12.1/18			
WEDNESDAY	10.8/18	7.2/12	8.4/14	7.4/12	3.3/6	3.3/6
	8:00 52. Grace Undr Fire 7.7/13	41. The Nanny 8.6/14	52. Wings 7.7/13	50. Beverly Hills, 90210 7.9/13	91 The Sentinel 3.1/6	✓ Sister, St 2.9/5
	8:30 36. Coach 9.0/14	73. Pearl 6.1/10	48. Chicago Sons 8.0/13			✓ Nick Frano 2.9/5
	9:00 22. Drew Carey 10.8/17	54. Coast to Coast 7.6/12	61. NewsRadio 6.9/11	60. Party of Five 7.0/11	95 Star Trek: Voyager 3.1/5	✓ Wayans Br 3.5/6
	9:30 27. Ellen 10.2/16	64. Orleans 6.6/11	54. Men Bhvg Badly 7.6/12			✓ Jamie Foxx 3.9/6
THURSDAY	11. PrimeTime Live 13.5/23		28. Law & Order 10.1/17			
	5.9/9	6.2/10	19.8/32	6.3/10		
	8:00 79. High Incident 5.8/9	45. Diagnosis Murder 8.5/14	7. Friends 16.4/26	66. Martin 6.5/10		
	8:30		8. The Single Guy 15.0/24	66. Living Single 6.5/10		
	9:00 78. Murder One 5.9/9	85. Class of 2000 5.1/8	4. Seinfeld 20.4/32	73. New York Undercover 6.1/10		
FRIDAY	10.2/17	8.4/14	9.8/17	6.5/11		
	8:00 31. Family Matters 9.6/17	64. Dave's World 6.6/11	22. Dateline NBC 10.8/19	83. Sliders 5.4/9		
	8:30 47. Boy Meets World 8.3/14	71. Ev Loves Raymd 6.3/11				
	9:00 33. Sabrina/Witch 9.5/16	37. JAG 8.7/15	34. World Pro Figure Skating 9.2/16	54. Millennium 7.6/13		
	9:30 41. Clueless 8.6/14	30. Nash Bridges 9.9/17				
SATURDAY	13. 20/20 12.5/22					
	6.4/11	9.3/16	7.6/13	6.3/11		
	8:00 62. Saturday Night at the Movies—Beverly Hills Family Robinson 6.8/12	37. Dr. Quinn Medicine Woman 8.7/16	79. The Pretender 5.8/10	73. Cops 6.1/11		
	8:30	37. Early Edition 8.7/15		68. Cops 6.4/11		
	9:00	24. Walker, Texas Ranger 10.4/19	45. World Pro Figure Skating 8.5/15	68. America's Most Wanted: AFB 6.4/11		
SUNDAY	82. Behind Closed Doors I/ 5.6/10					
	5.1/8	7.1/11	4.9/8	38.0/58		2.7/2
	7:00 97. Lois & Clark 2.9/4	72. CBS News Special: Cronkite 6.2/10	87. NBC Sunday Movie Special—Doc Hollywood 4.6/7	1. Super Bowl XXXI—New England Patriots vs. Green Bay Packers 43.3/65		Brotherly Lv 1.3/2
	7:30			2. Sup Post Game 29.8/46		09. Nick & Franc 1.4/2
	8:00 89. Am Fun Hm Vid 4.0/6	54. Touched by an Angel 7.6/11		6. The X-Files 17.2/29		101. Sister, Sis 1.8/3
WEEK AVG	8.1/13	8.5/14	9.9/16	14.5/23	3.0/5	2.3/4
	9.5/16	9.7/16	10.6/18	8.1/13	3.2/5	2.6/4

Disney first quarter gets high marks

Analysts pleased with earnings, optimistic for future

By Steve McClellan

Despite some weakness at the ABC broadcast network, Disney's first-quarter earnings were applauded by Wall Street last week. The stock was up \$1 to 72 5/8 on Tuesday, when the numbers were released, and Merrill Lynch upgraded its position on the company from hold to buy.

Disney reported that its broadcasting division (primarily ABC, ESPN and The Disney Channel) achieved a pro forma 38% gain in operating income, to \$470 million, on a 4% revenue gain, to \$1.9 billion, for the company's first fiscal quarter 1997 (which ended Dec. 31, 1996). The income gain did not include a onetime \$135 million windfall from the sale of KCAL (TV) Los Angeles.

Disney said \$133 million, or about 28%, of first-quarter broadcast-segment operating income resulted from program amortization and depreciation costs related to the ABC merger. That accounting technique allowed the company to boost network results on paper, despite lower network ratings, analysts said.

Disney didn't break out ABC's performance in the first quarter; analysts estimated, however, that the network's operating income was flat or up slightly with the help of the amortization and depreciation costs, but otherwise would have shown a drop. They also said the network benefited from a strong first-quarter scatter market.

The cable properties helped boost the overall performance of the segment, analysts said, estimating a profit

gains of about 30% for ESPN and about 20% for The Disney Channel.

Disney as a whole reported revenue of \$6.278 billion for the first quarter, up 7% on a pro forma basis. Operating income was up 10%, to \$719 million.

The company also said it was considering the sale (among other options) of ABC's publishing unit, which includes daily and weekly newspapers, magazines and trade publications.

Going forward, Merrill Lynch entertainment analyst Jessica Reif predicted strong Disney results for the next year and possibly beyond, with a 12-month target stock price of \$84.

Other analysts also said Disney is well positioned for future growth. "It was a very good quarter," agreed Harold Vogel, entertainment analyst at Cowen & Co. "Except for the network, they had very good performances across all segments." ■

Changing Hands

*The week's tabulation
of station sales*

TV

WCPX-TV Orlando, Fla.; WHNS(TV) Asheville, N.C./Greenville, S.C., and KPDX(TV) Vancouver, Wash./Portland, Ore. (and low-power KFXO(TV) Bend, Ore.)

Price: \$435 million cash (B&C, Jan. 27)

Buyer: Meredith Corp., Des Moines, Iowa (William T. Kerr, president); also owns KPHO-TV Phoenix; WOGX (TV) Ocala/Gainesville and WOFL(TV) Orlando, Fla.; WNEM-TV Bay City/Flint, Mich.; KCTV(TV) Kansas City, Mo.; KVVU-TV Henderson/Las Vegas, Nev., and WSMV(TV) Nashville

Seller: First Media Television LP, Atlanta

Facilities: WCPX-TV: ch. 6, 74.1 kw visual, 14.8 kw aural, ant. 1,460 ft.; WHNS: ch. 21, 3,390 kw visual, 398 kw aural, ant. 2,509 ft.; KPDX: ch. 49, 2,612 kw visual, 216 kw aural, ant. 1,785 ft.; KFXO: ch. 39

Affiliations: WCPX-TV: CBS; WHNS: Fox; KPDX: Fox; KFXO: Fox

KAJB(TV) Calipatria, KSMS-TV Monterey/Salinas and KLOB(FM) Thousand Palms, all Calif.; KCEC(TV) Denver, and KINC(TV) Las Vegas

Price: No money involved ("asset

Proposed station trades

By dollar volume and number of sales;
does not include mergers or acquisitions
involving substantial non-station assets

THIS WEEK:

TVs □ **\$435,000,000** □ **2**

Combos □ **\$13,416,514** □ **5**

FMs □ **\$16,315,000** □ **9**

AMs □ **\$2,857,933** □ **8**

Total □ **\$467,589,447** □ **24**

SO FAR IN 1997:

TVs □ **\$614,030,000** □ **6**

Combos □ **\$491,838,155** □ **34**

FMs □ **\$295,169,168** □ **27**

AMs □ **\$9,211,084** □ **19**

Total □ **\$1,410,248,407** □ **86**

SAME PERIOD IN 1996 (FEB. 5):

TVs □ **\$268,933,010** □ **11**

Combos □ **\$144,783,486** □ **25**

FMs □ **\$96,899,510** □ **23**

AMs □ **\$4,856,999** □ **15**

Total □ **\$516,131,006** □ **74**

Source: BROADCASTING & CABLE

contribution agreement" to create new entity)

Buyer: Entravision Communications Co. LLC, Los Angeles; (Walter F. Ulloa, managing member/21% owner; Cabrillo Broadcasting Corp., 25.2% owner [Philip C. and Wendy Kruidenier Wilkinson, owners]; Golden Hills Broadcasting Corp., 24% owner); is buying KNVO(TV) McAllen/ Brownsville and KINT-TV and KSVE (AM)-KINT-FM El Paso, all Tex.; has applied to build

TV at ch. 30, Odessa, Tex. Ulloa owns 92.4% of KSTV(TV) Ventura, Calif.; 51% of WVBT(TV) Virginia Beach, Va.; 50% of ch. 17, Palm Springs, Calif., and KONG-TV Everett/Seattle, Wash.; 33.75% of KINC; 30% of KSMS-TV; 23% of KCEC; has interests in KOUI(FM) Lucerne Valley, KWQH(FM) San Luis Obispo and KRPA(TV) Rancho Palos Verdes, all Calif.; KPvw(FM) Aspen, Colo., and company building FM in Honolulu
Sellers: ■ KSMS-TV: KSMS-TV Inc., Pacific Palisades, Calif. (Walter Ulloa, 30% owner; KSMS-TV Inc. owns 1.1% of buyer); no other broadcast interests ■ KCEC: Golden Hills Broadcasting Corp., Pacific Palisades (Walter Ulloa, 23% owner; Golden Hills owns 24.1% of buyer); no other broadcast interests ■ KINC: Tierra Alta Broadcasting Inc., Pacific Palisades (Walter Ulloa, 33.75% owner; Tierra Alta owns 14.7% of buyer); no other broadcast interests ■ KAJB, KLOB: Las Tres Palmas Corp., Pacific Palisades (Walter F. Ulloa, 50% owner); owns KAJB(TV) Calipatria, Calif., and 1.1% of buyer
Facilities: KAJB: not available; KSMS-TV: ch. 67, 1,260 kw visual, ant. 2,299 ft.; KLOB: not available; KCEC: ch. 50, 2,498 kw visual, ant. 764 ft.; KINC: ch. 15, 5,000 kw visual, ant. 1,260 ft.
Affiliations: KAJB: not available; KSMS-TV: Univision; KLOB: format not available; KCEC: Univision; KINC: dark

COMBOS

KLIX-AM-FM and KEZJ-FM Twin Falls, Idaho

Price: \$8.8 million

Buyer: Lartique Multimedia Systems Inc., San Diego, Calif. (John T. Lynch, president/owner); is buying KGEM(AM)-KJOT(FM) Boise, KQXR(FM) Payette/Boise, KCID-FM Caldwell/Boise and KLIX-AM-FM and KEZJ-FM Twin Falls, all Idaho; withdrew application to buy KTMN(FM) Los Alamos and KNYN(FM) Santa Fe, N.M., and KQOL(FM) Boulder City, Nev.

Seller: B&B Broadcasting, Spokane, Wash. (Robert Barron, president); owns KLAD-AM-FM Klamath Falls, Ore.; is building FM in Bonanza, Ore. Barron has interest in KARY-FM Grandview, KARY(AM) Prosser and KBBO(AM)-KRSE(FM) Yakima, all Wash.
Facilities: AM: 1310 khz, 5 kw day, 2.5 kw night; FM: 96.5 mhz, 100 kw, ant. 130 ft.; KEZJ-FM: 95.7 mhz, 50 kw, ant. 670 ft.

Formats: AM: news/talk; FM: classic rock; KEZJ-FM: country

Broker: Media Services Group Inc.

WVMT(AM) Burlington-WXXX(FM) South Burlington, Vt.

Price: \$2,939,014

Buyer: Sison Broadcasting Inc., Colchester, Vt. (Paul S. Goldman, president/owner/20.2% owner of seller/son of president of seller); no other broadcast interests

Seller: James Broadcasting Co. Inc., Jamestown, N.Y. (Simon Goldman, president/79.8% owner); owns WJTN(AM)-WWSE(FM) Jamestown; 80% of applicant for FM in Lakewood N.Y.

Facilities: AM: 620 khz, 5 kw; FM: 95.3 mhz, 3 kw, ant. 225 ft.

Formats: AM: oldies; FM: CHR

WNGO(AM)-WXID(FM) Mayfield, Ky.

Price: \$1.3 million

Buyer: Western Kentucky Radio LLC, Augusta, Ga. (William K. McGinnis, manager/30% owner). McGinnis owns WBVR-FM Bowling Green, WVVR(FM) Hopkinsville and WRUS(AM) Russellville, all Ky.

Seller: West Kentucky Broadcast Co. Inc., Mayfield (Charles Stratton, president); no other broadcast interests

Facilities: AM: 1320 khz, 1 kw day, 97 w night; FM: 94.7 mhz, 32 kw, ant. 442 ft.

Formats: Both country

WSWV-AM-FM Pennington Gap, Va.

Price: \$325,000

Buyer: IBS Communications LLC, Pennington Gap (David S. Hartley, member/16.7% owner)

Seller: Lee Broadcasting Corp., Bris-

tol, Va. (J.D. Nicewonder, principal)
Facilities: AM: 1570 khz, 2.3 kw day, 191 w night; FM: 105.5 mhz, 3.5 kw, ant. 276 ft.

Formats: Both adult contemporary

25% of WTSN(AM) Dover-WBYY(FM) (formerly WRGW) Somersworth, N.H.

Price: \$52,500

Buyer: Robert L. Demers, Somersworth (33% owner); no other broadcast interests

Seller: Jerome Lipman, Dover; no other broadcast interests

Facilities: AM: 1270 khz, 5 kw; FM: 98.7 mhz, 6 kw, ant. 315 ft.

Formats: AM: news/talk; FM: Soft rock

RADIO: FM

WBZO(FM) Bay Shore, N.Y.

Price: \$12.45 million (includes \$200,000 noncompete agreement)

Buyer: Barnstable Broadcasting Inc., Newton, Mass. (David Gingold, president); owns KRKQ(FM) Boone and KKSO(AM) Des Moines-KJJY(FM) Ankeny/Des Moines, all Iowa; WHLI(AM)-WKJY(FM) Hempstead, N.Y.; WTCU(AM)-WKDD(FM) Akron, Ohio; WWKL(FM) and WCMB(AM)-WYMU(FM) Harrisburg, Pa., and WGKX(FM) Memphis and WSRF-FM Millington, Tenn.; has option to purchase WZPK-FM Berlin, N.H.

Seller: Shore Media Inc., Bay Shore (Betty Fox, president). Fox owns 9% of WBAZ-FM Southold/Long Island and WLIE-FM Bridgehampton/Long Island, N.Y.

Facilities: 103.1 mhz, 3 kw, ant. 285 ft.

Format: Oldies

Broker: Blackburn & Co.

WTRI(FM) Mount Carmel, Ill.

Price: \$1.3 million

Buyer: Connoisseur Inc., Westport, Conn. (75% general partner; Jeffrey D. Warshaw, president/owner); owns WXXQ(FM) Freeport, WGEN-AM-FM Geneseo, WXLN(FM) Moline and WROK

(AM)-WZOK(FM) Rockford, all Ill.; KORB(FM) Bettendorf, KOEL-AM-FM Oelwein/Cedar Falls, KJOC(AM) Davenport and KBOB(FM) Muscatine, all Iowa; WGBF(AM) Evansville-WGBF-FM Henderson, Ky.; WDFD(AM)-WDZZ(FM) Flint, Mich.; and WBBW(AM), WBBG(FM), WRTK(AM) and WHOT-FM Youngstown, Ohio, and WPIC(AM)-WYFM(FM) Sharon, Pa.; is buying WRBT(FM) Mt. Carmel, Ill./Evansville, Ind.; KKCv(FM) Cedar Falls, Ky.; WSOM(AM)-WQXK(FM) Salem/Youngstown, Ohio; has applied to build FM in Flint, Mich.

Seller: Old Northwest Broadcasting Inc., Vincennes, Ind. (Mark and Sandra Lange, David and Kimberley Crooks, owners); owns WYER(AM) Mount Carmel, and WAOV(AM) Vincennes and WWBL-FM Washington, Ind.; has TBA with WSKT-FM Spencer, Ind. Langes own WREB(FM) Greencastle and WZDM(FM) Vincennes, Ind.
Facilities: 94.9 mhz, 50 kw, ant. 425 ft.
Format: Classic rock

WBNX-FM Lebanon, N.H.

Price: \$925,000

Buyer: Mountain View Broadcasting Co. Inc., Hanover, N.H. (Robert C. Frisch, 78.2% owner); owns WTSN(AM)-WXGL(FM) Hanover and WXXK(FM) Newport, N.H.

Seller: Radio South Burlington Inc., Wilton, Conn. (Dennis Jackson, owner); owns WQQQ(FM) Sharon/Lakeville, Conn.; 50% of WMEX(FM) Westport, N.Y./Burlington, Vt.

Facilities: 100.5 mhz, 22 kw, ant. 325 ft.

Format: Alternative

Broker: New England Media Inc.

WZNX(FM) Sullivan, Ill.

Price: \$750,000

Buyer: WSHY Inc., Nashville (Bayard H. Walters, president/owner). Walters owns WHQQ(FM) Charleston, WYDS(FM) Decatur, WFYR(FM) Elmwood, WMCi(FM) Neoga, WVLE(AM)-WGLO(FM) Pekin and WSHY(AM)-WEJT(FM) Shelbyville, all Ill.;

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WLME(FM) Cannelton, Ind.; WKCM(AM)-WKCM-FM Hawesville, WBIO(FM) Philpot, Ky., and WCTZ(AM) Clarksville, WQZQ-FM Dickson and WHAL(AM)-WZPC(FM) Shelbyville, all Tenn.

Seller: Rollings Communications Corp., St. Louis (Mark Rollings, owner); owns WWDZ(FM) Danville, Ill.
Facilities: 106.7 mhz, 9.5 kw, ant. 550 ft.

Format: AOR

WRXS-FM Ocean City, Md.

Price: \$400,000

Buyer: HVS Partners, Potomac, Md. (Gisela Huberman, president). Huberman, with Adam Levinson and Bruce Timm, owns Rebus Inc., which owns WMFL(AM) Monticello and WTAL(AM) Tallahassee, Fla.; is selling WJPH (FM) Monticello. Huberman owns 64% of WLBW(FM) Fenwick Island, Del.; WBZE(FM), WHBX(FM) and WHBT(AM) Tallahassee; WQHQ(FM), WLWV(FM) and WTGM(AM) Salisbury, Md., and WXQR (FM) and WQSL(FM) Jacksonville and WWQQ(FM) Wilmington, N.C.

Seller: J.H. Communications, Virginia Beach, Va. (Joseph A. Booth, Robert Cauthen, owners); no other broadcast interests

Facilities: 106.9 mhz, 6 kw, ant. 303 ft.

Format: Modern rock

Broker: William B. Schutz Jr.

KDEW-FM DeWitt, Ark.

Price: \$150,000

Buyer: Arkansas County Broadcasters Inc., Wynne, Ark. (co-owners Bobby Caldwell, C.B. Moery Jr.). Caldwell owns KBRI(AM)-KQMC-FM Brinkley and KWYN-AM-FM Wynne, Ark.; 50% of KWAK-AM-FM Stuttgart, Ark.; has applied to build FMs in Earle, Harrisburg and Hatfield, all Ark., and DeKalb and Tunica, Miss.

Seller: First National Bank of DeWitt, Ark. (receiver for Quadras Inc.)

Facilities: 96.7 mhz, 3 kw, ant. 146 ft.

Format: Adult contemporary

KZZD(FM) (formerly KIBN) Wichita, Kan.

Price: \$130,000

Buyer: Word of Life Ministries Inc., Wichita (Robert Rotola, president/12.5% owner)

Seller: New Life Fellowship Inc., Oklahoma City (Jimmy Wayne Lee, bankruptcy trustee); owns KIBN(FM) Wichita; is selling KTLI-FM and KSRX(AM) El Dorado and KTCM(FM) Kingman, Kan.

Facilities: 90.7 mhz, 25 kw, ant. 335 ft.

Format: Spanish

WMNV(FM) Rupert, Vt.

Price: \$125,000

Buyer: Capital Media Corp., Cohoes, N.Y. (Paul Lotters, president/owner); owns WBAR-FM Lake Luzerne, WMY

(FM) Schoharie and WHAZ(AM) Troy, all N.Y.

Seller: Family Broadcasting Inc., Essex Junction, Vt. (Alexander D. McEwing, president); owns WGLV(FM) Hartford and WGLY(FM) Waterbury, Vt. McEwing has interests in WCMD (FM) Barre and WCMK(FM) Bolton, Vt.

Facilities: 104.1 mhz, 2.9 kw, ant. 223 ft.

Format: Religion

KJVC-FM Mansfield, La.

Price: \$85,000 cash

Buyer: Metropolitan Radio Group Inc., Flower Mound, Tex. (Gary L. Acker, president/owner); is buying KIOU(AM) Shreveport, La. (for other holdings, see "Changing Hands," Jan. 13)

Seller: Desoto Broadcasting Inc., Logansport, La. (Gene Fields principal); owns KORI-FM Mansfield. Note: Desoto earlier sold station to FM Radio LC for \$52,000 (B&C, July 29, 1996)

Facilities: 92.7 mhz, 3 kw, ant. 299 ft.

Format: Dark

RADIO: AM

WAVG(AM) Louisville, Ky.

Price: \$1.8 million

Buyer: Pulitzer Broadcasting Co., St. Louis (Ken J. Elkins, president; Pulitzer Publishing Co., owner [Michael E. Pulitzer, president/23.2% owner]); owns WLKY(TV) Louisville (for other holdings, see "Changing Hands," Jan. 13)

Seller: Sunnyside Communications Inc., Jeffersonville, Ind. (Charles Jenkins, president); owns WXVW(AM) Jeffersonville and WZZB(AM)-WQKC-FM Seymour, Ind.

Facilities: 970 khz, 5 kw

Format: Adult standards

KTAE(AM) Taylor, Tex.

Price: \$400,000

Buyer: Fernando Zee Zepeda, McAllen, Tex. (62% owner)

Seller: Graham Gillis Conoley, Taylor, Tex.; no other broadcast interests

Facilities: 1260 khz, 1 kw day

Format: Varied

WJIG(AM) Tullahoma, Tenn.

Price: \$163,000

Buyer: 740 AM WJIG Miracle Network Inc., Tullahoma (Dale Carroll, president/14.3% owner)

Seller: Billy Freeze, Manchester, Tenn.

Facilities: 740 khz, 250 w day, 67 w night

Format: Contemporary Christian

WJCM(AM) Sebring, Fla.

Price: \$150,000

Buyer: Concord Media Group Inc., Odessa, Fla. (Mark W. Jorgenson,

president)

Seller: Rumbaut Management Inc., Miami Beach, Fla. (Julio Rumbaut, president; receiver for WJCM Inc.)

Facilities: 960 khz, 5 kw day, 1 kw night

Format: Dark

WJTO(AM) Bath, Me.

Price: \$150,000

Buyer: Robert M. Bittner, Needham, Mass.; owns WJIB(AM) Cambridge and WNEB(AM) Worcester, Mass.

Seller: Carl D. Strube, Andover, Mass.; no other broadcast interests

Facilities: 730 khz, 1 kw

Format: Music of Your Life

Broker: Kozacko Media Services

WCTA(AM) Alamo, Tenn.

Price: \$119,933 (includes \$77,059 assumption of liability)

Buyer: Billy H. Williams, Alamo; no other broadcast interests

Seller: Gary M. Reasonos, Alamo; no other broadcast interests

Facilities: 810 khz, 250 w day

Format: CHR

KJIW(AM) West Helena, Ark.

Price: \$65,000

Buyer: David L. Brown, Atoka, Tenn.

Seller: Kaye G. Roberson, Helena, Ark.; no other broadcast interests

Facilities: 1600 khz, 1 kw

Format: Religion

WWXL(AM) Manchester, Ky.

Price: \$10,000

Buyer: Joe W. Burchell, Michael Baase London, Ky. Burchell owns 40% of WTBK(FM) Manchester.

Seller: Vernon R. Baldwin Inc., Fairfield, Ohio (Vernon R. Baldwin, president); owns WCNW(AM) Fairfield and WNLT(FM) Harrison, Ohio; is selling WKYL(FM) Lawrenceburg, Ky. Baldwin owns WWLT(FM) Manchester and WVRB(FM) Wilmore, Ky.; 90% (jointly with wife) of WRKG(AM)-WZLE(FM) Lorain, Ohio

Facilities: 1450 khz, 1 kw

Format: Gospel

—Compiled by Elizabeth A. Rathbun

Correction: Bob Fish's status at U.S. Broadcast Group was incorrectly reported in the Jan. 20 BROADCASTING & CABLE. Fish remains chairman of the company; Jason Elkin is its CEO.

Amplification: Jerry Johnson of Johnson Communication Properties was the broker for the \$1.1 million cash sale of KLGR-AM-FM Redwood Falls, Minn., from Community Airwaves Corp. to Rabbitt Enterprises Corp. (B&C, Jan. 20)

Cable

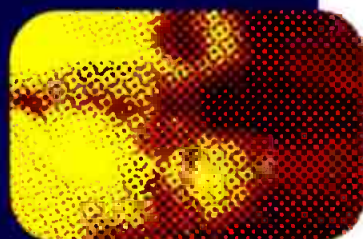
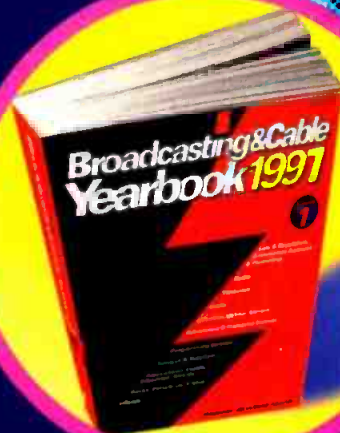
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Radio prefers preferred (stock)

Groups going with preferred stock options to raise funds

Radio

By Donna Petrozzello

Last quarter's downturn in radio stock values has led several public broadcast groups to issue preferred stock rather than common stock to raise capital, say leading broadcast industry analysts.

In recent weeks, SFX Broadcasting issued \$225 million in exchangeable preferred stock, and Chancellor Broadcasting Co. issued \$200 million in exchangeable preferred stock and \$100 million in convertible preferred stock. And American Radio Systems plans to issue \$200 million in exchangeable preferred stock, the analysts say.

Pegasus Communications and Granite Broadcasting also issued preferred stock options recently, and analysts say Benedek Broadcasting and Paxson Communications have deals outstanding to issue preferred stock.

Preferred stock carries less risk to broadcast groups because it typically carries a specific dividend throughout

the year regardless of market fluctuations, while common stock values sway heavily with market trends.

The recent downtrend in radio stock values discouraged some companies from issuing common stock out of fear of devaluing the company, analysts say. Radio stocks plunged an average 20% between Oct. 24 and Oct. 31 last year, coinciding with Department of Justice investigations of pending radio deals.

While the stocks have gradually recovered in first quarter 1997, analysts say the plunge encouraged some companies to choose the safer preferred stock offering.

Crisler Capital Co. President Dean Meiszer says preferred stock gives groups more stable, upside growth potential than common stock. And CS First Boston research analyst Bob Kricheff says issuing preferred stock "allows groups to get longer-term financing to fund acquisitions."

Kricheff points out that preferred stock "does not require any cash dividends for five years" and can be exchanged for debt to reduce a tax burden. "Broadcasters are creating a new,

relatively rare class of financing in the form of preferred shares," Kricheff says.

In addition, many broadcasters closed 1996 with acquisitions agreed upon but awaiting closure. Instead of raising capital through debt financing—if it was still available to the companies—they chose preferred stock offerings.

"Some of these broadcast companies are leveraged so highly, they cannot take on more debt," says senior broadcast analyst James Marsh for Prudential Securities.

"When stock prices tanked last fall, many companies felt they would be giving away too much of the company with common stock sold at that level," Marsh says. "I think some companies felt slightly burned because they always thought they could rely on issuing common stock to finance deals."

Kricheff expects more broadcasters to follow the lead of Chancellor, SFX and American Radio Systems: "Clearly, we're seeing acceptance in the investment community of this. It sets an example. I think many of the broadcasters will explore [preferred stock offerings] as a financing technique." ■

R I D I N G G A I N

'96 revenue tops \$12 billion

Revenue from combined local, national and network radio advertising totaled \$12.4 billion last year, an increase of 8% from 1995's \$11.4 billion, the Radio Advertising Bureau reported last week. According to the association, national revenue increased 9%, from \$1.9 billion to \$2 billion, and local revenue rose 8% in 1996 from 1995 levels. Local revenue totaled \$9.8 billion, up from \$9.1 billion. Network revenue increased 9%, to \$465 million, from \$426 million, the RAB reported.

RAB President Gary Fries says, "The 8 percent overall growth rate for the industry in 1996 sends an unmistakable signal that both local and national advertisers are recognizing the inherent strengths of radio." Meanwhile, combined revenue pushed ahead 15% in December 1996 compared with December 1995, says the RAB. Separately, national revenue

showed the steepest gains—25% on average—in December, compared with local revenue's average 12% gain for the month over the year earlier.

KMOX(AM) adds CNN

Midwest news/talk power KMOX(AM) St. Louis has signed CNN Radio News for additional national and international news cuts. CNN supplements KMOX's long-standing affiliation with CBS Radio Network news, the station said.

Heftel division signs with Katz

Katz Radio Group's Hispanic division has signed an exclusive agreement to represent national ad sales at 16 additional Hispanic stations owned by the New Heftel Group. The added stations give Katz Hispanic Media coverage of Heftel's 34-station portfolio and add about \$18 million in projected gross billings to the

KHM division, according to Katz. The deal also gives Katz representation in each of the top 10 Hispanic radio markets, Katz says.—DP

Errata

BROADCASTING & CABLE's Jan. 27 story about the Interep Radio Store and CBS Radio should have noted that CBS Radio Representatives, Group W Radio Sales and Infinity Radio Sales will not close, but will stay intact as four teams under the Interep umbrella. CBS Radio Representatives includes 44 stations, 23 of which are owned by CBS. Also, the story should have noted that Interep has represented Infinity Broadcasting's stations since 1981. Interep formed Infinity Radio Sales in 1995, at which time it started representing all of Infinity's stations.

More fallout over TCI snafu

Two local regulatory agencies take action over lack of channel change notification

By Price Colman

Problems that Tele-Communications Inc. encountered in notifying as many as 6.5 million subscribers of channel lineup changes have sparked disciplinary action by at least two local regulatory agencies.

Cable regulators in St. Louis and northern Ohio contend that TCI violated telecommunications law by failing to provide at least 30 days' notice to subscribers of impending programing changes.

TCI acknowledged at the outset that a "miscommunication" with an outside firm that was supposed to handle printing and mailing of channel lineup cards resulted in nearly half the MSO's subs failing to get the cards. Conversely, TCI officials said they followed the letter of the law in putting legal notices in newspapers where the changes were occurring.

But regulators said that because TCI implemented the programing changes before Jan. 1, when 30 days would have elapsed, and gave only vague informa-



Community leaders in Celina, Ohio, have empowered the utility company there to overbuild TCI.

tion about the changes, the MSO failed to fulfill a clause in the Telecommunications Act of 1996.

"We have given them notice that they did not meet the provision regarding 30 days," said Susan Littlefield, cable regulations administrator for St. Louis's communications division. "We sent letters in the strongest possible terms."

That letter also informs TCI that it

faces being in default on its St. Louis franchise, which encompasses about 250,000 subscribers, if it doesn't correct the situation.

Regulators at the Telecommunications Commission of Northern Ohio (TCNO) took a different form of punitive action: They fined TCI roughly \$54,000 for the notice violations and ordered the local systems to credit subscribers for one day's basic service charge for each day of violation. The credits total some \$300,000.

"They didn't say they were changing 12 channels, they said they were changing three or four," said Gary Bidlack of TCNO. "The approach TCI has taken in terms of customer service [is] basically no approach at all. I don't think they understand the small-town market at all."

Community leaders in Celina, Ohio—one of the 16 TCI franchises TCNO oversees—have become so disaffected that they've empowered the utility company there to overbuild TCI.

It wasn't so much the late notice of programing changes that had people up in arms, it was the programing changes themselves. Ohio was one of the states where TCI dropped superstation WGN-TV, highly popular because its carriage

Comedy makes case for carriage

Like its cable network siblings VH1 and MTV, Comedy Central is taking on Tele-Communications Inc. in an effort to get the channel reinstated to 1.5 million TCI subscribers.

Comedy Central has scheduled guerrilla promotional events in Lexington, Ky., on Feb. 9, and Tucson, Ariz., on Feb. 22 designed to get TCI's attention. TCI dropped Comedy Central in those and other cities as part of widespread programing changes for '97.

But after factoring in the TCI initiative with Comedy Central's long-term goal of increasing carriage, the network's marketing gurus figured go big or go home. As a result, the network is launching a \$5 million, yearlong campaign based on the message that "Comedy Central is vital to your life because life is 24 hours a day."

"It just happens to come together at the same time" as the TCI initiative, said Paul LaRocca, Comedy Central's vice president of marketing. "We have a much bigger program in place...that focuses on this message." —PC

of Chicago Bulls basketball and Cubs baseball. TCI later reinstated WGN-TV in five states, but Ohio was not one of them.

TCI has also run into problems with cable regulators in Tucson, Ariz. Programming changes there prompted calls from 600 outraged subscribers in December alone. It wasn't only subscribers who were irate. Robert Hunnicutt, telecommunications administrator for Tucson, said that when TCI decided to drop C-SPAN, WGN-TV, VH1 and Comedy Central, it sought to place responsibility for dropping C-SPAN in city hands.

During a recent press conference, city officials termed TCI's tactics misinformation intended to discredit the city and emphasized that the programmer, not the city, "has the sole responsibility for the choice of programming it carries on channels under its control."

Like St. Louis, Tucson has also given TCI initial notice that it faces defaulting on its franchise for alleged violations ranging from customer service foul-ups, noncompliance with safety codes and technical standards to violating subscribers' privacy by giving key information to telemarketers and direct mail firms.

TCI has responded, in part, by filing a federal lawsuit alleging that Tucson improperly denied a franchise extension. The MSO's franchise expired on Dec. 6.

Hunnicutt said TCI's actions, particularly on the programming, smack of a company in trouble.

"When they make these deals and implement them so quickly that they don't have time to properly notify subs ...it seems like a kind of desperate thing to do," he said.

"As knowledgeable as TCI is, you'd think they'd realize what the impact would be." ■

CNN settles Richard Jewell suit

Cable network says it still believes its coverage was 'fair and accurate'

By Rich Brown

News organizations facing litigation from Richard Jewell might want to follow the path of CNN and NBC and consider out-of-court settlements with the former Olympics bomb suspect, according to some media observers.

Just weeks after NBC agreed to pay Jewell an estimated \$500,000, CNN on Tuesday said it had reached an unspecified settlement of its own with the former security guard. Despite agreeing to the settlement, CNN officials said they continue to believe their coverage provided a "fair and accurate review" of the events that unfolded following last summer's Olympic Park explosion in Atlanta.

Terms of the settlement between CNN and Jewell were not disclosed, and

CNN news executives were tight-lipped about details, prompting one media lawyer to suspect that the cable network "got away cheap."

"It's a tactical decision," says Peter Herford, professor of journalism at the Columbia University Graduate School of Journalism and a 30-year CBS News veteran. "You sit down and say, 'How much is this going to cost you to go to court?' In a negotiation, you can control the settlement."

Sandy Baron, director of the Libel Defense Resource Center and a former network attorney, says sometimes it can make perfect business sense to settle, because litigation is costly. She adds that there is little reason to believe the Jewell settlements are the start of a dangerous trend for media organizations.

"We can create our own nightmarish

situation by treating each settlement as if it were the start of a terrible trend," says Baron. She says networks typically receive dozens of legal complaints over the course of a year that never end up in litigation and are never settled. "Any plaintiff who thinks the networks are an easy mark is probably in for a nasty dose of reality," says Baron.

The cost of a legal battle with Jewell could become clearer in Atlanta, where he filed a libel lawsuit on Tuesday against the Cox-owned *Journal and Constitution* newspaper and several reporters. The newspaper was the first to identify Jewell as an alleged suspect in the bombing last July. Jewell's self-described "88 days of hell" came to an end in October, when the Justice Department cleared him of any involvement in the bombing.

"We view the allegations seriously, but we believe the charges are without foundation and that we will prevail in court," says Roger S. Kintzel, publisher, the *Atlanta Journal and Constitution*.

Jewell's legal team told Reuters that the complaints against CNN included misrepresentation of his employment history; reports that characterized him as fitting the bomber profile; comments made on CNN's *Crossfire* talk show, and the network's insistence on keeping a news camera outside his apartment long after federal agents had searched the residence.

In other developments, Jewell's attorneys are said to be talking with HBO and 20th Century Fox about possible movie deals to tell his side of the story. ■

TW tops local ACE nominees

Time Warner cable leads all nominees for the 19th Local CableACE awards, which will be handed out at the National Cable Television Association's annual convention in New Orleans on March 18.

Time Warner received 49 nominations, followed by Continental Cablevision with 28 and TCI with 13. Cablevision Systems and Cox Communications each earned 12 nominations. Time Warner Communications of Pinellas County, Fla., tops the list of individual systems with eight nominations, followed by Time Warner Cable of Orlando and Time Warner Cable of Syracuse with seven apiece. Six nominations each were handed out to Continental Cablevision (Southfield, Mich.); Cox Communications (Phoenix); Media General Cable (Fairfax, Va.); News 12 Long Island; Time Warner Communications of Rochester, N.Y.; and Time Warner Cable's Full Service Network (Maitland, Fla.)

—MK

Eye on People names president

Geoffrey Darby comes from Nickelodeon's in-house production unit

By Rich Brown

With just two months to go before the March 31 launch of Eye on People, veteran Viacom executive Geoffrey Darby has been tapped to serve as president of the Group W/CBS-owned cable network.

Darby's appointment is the latest news to leak out about the channel, which has not yet announced any distribution or advertising deals and so far has named just two production partners from outside CBS News (Discovery Communications and independent producer Steve Rosenbaum) that will supply programming to the service. Outside suppliers are expected to provide 30%-40% of Eye on People's programming at

launch, according to Darby.

Darby, 43, joins Eye on People following a nine-year career at Viacom. During his tenure there, he helped establish and lead Nickelodeon's in-house production unit and was involved in the launch of Nick at Nite. Darby first joined Nickelodeon in 1985 as executive producer and climbed the ranks to senior vice president, programming and production, for Nickelodeon and Nick at Nite in 1990. He most recently served as president of Viacom Interactive Services.

In his new post, Darby says he will be pitching the entertainment and information service to cable system operators and advertisers and will oversee all programming and promotion. In addition to

his role as president of the network, he will serve as an executive vice president at parent company Group W Satellite Communications.

The search for Darby was said to have taken longer than expected because Westinghouse and its newly acquired broadcast division had some differences on the matter. Sources said there had even been disagreement over picking a headhunter to lead the search. ■



Darby formerly headed in-house production for Nickelodeon.

Channel Earth to launch on DIRECTV

Ag channel is headed by veteran farm broadcaster Orion Samuelson

By Michael Katz

Channel Earth, a new channel aimed at farmers, ranchers, and rural America will launch March 10 via DIRECTV.

The Chicago-based channel will carry commodity and crop reports and agricultural information, and will have a heavy emphasis on weather reports. Channel Earth will also feature programs on rural lifestyles and will have regional correspondents giving daily reports from around the country. The ad-supported channel will air from dawn to dusk each weekday, and from dawn to midday Saturday.

Orion Samuelson, who, since 1975, has hosted *U.S. Farm Report*, a syndicated Saturday morning show delivering national farm news, is the new channel's chairman. Samuelson is employed by Tribune Broadcasting for his television and radio farm reports, but will leave the company after having spent 36 years there, although Tribune will continue to distribute his *U.S. Farm Report*.

Samuelson says he has received a "tremendous amount of interest" from advertisers, although most want to see Channel Earth before making any commitments. Two advertisers have signed

on: Terra Industries and an unnamed farm equipment company.

The ideal TV viewing time for farmers is during the morning or early evening, says Samuelson, but many of the televised farm reports have been moved to inconvenient times to make room for paid programming. "Farmers would much prefer to watch the reports at 7 a.m., but sometimes they have to watch them at 4 a.m.," he says.

Although Samuelson is focusing on getting the channel off the ground, his

long-term goals are to expand Channel Earth into prime time and go global.

The network is backed by a group of private investors that includes the National Rural Telecommunications Cooperative, an association founded in 1986 to help deliver advanced technology to rural areas.

DIRECTV will deliver the channel to all of its 2.3 million subscribers, 500,000 of which live in rural areas and were signed up with the service by the NRTC. ■

Football ratings down

By Michael Katz

Lower football ratings for ESPN and TNT may cost the networks some ad dollars when negotiating begins with advertisers for the 1997-98 National Football League season.

Both cable networks saw their ratings drop at least 10% this past season compared with the previous year. TNT averaged a 7.3 rating per game in 1996, versus a 8.1 rating during the 1995 season. ESPN averaged an 8.2 rating, down

from a 9.0 the previous season.

"Our outlook remains very strong," says a Turner spokesperson. "We really expect NFL ratings to return to a high level this year." TNT says there is no clear explanation for the drop in ratings; "it's so out of the trend, and so out of what we've experienced during the last couple of years."

TNT says that because of the ratings decline it had to provide advertisers with make-goods.

"I don't think it will have that much

of an impact [on] pricing," says Bill Croasdale of Western International Media. However, "those of us on the buying side will have a better hand to play. Negotiations will be tougher, and prices will be cut somewhat."

But Croasdale says the more interesting battle will not be between the

networks and advertisers, but between the networks themselves during the upcoming NFL rights negotiations. "If we believe what we're hearing from CBS—that they want to get back in—they may go after the Sunday night cable package," he says. Both ESPN and TNT's NFL cable rights expire at

the end of next season.

Even though ratings have decreased across the board, the networks likely won't be spared from skyrocketing rights fees by the NFL because of the fierce competition. "No matter what," says Croasdale, "the NFL will come out a winner." ■

Request books scripted 'Extreme' wrestling

PPV-event violence will be strictly theater, says Panero

By Michael Katz

Request TV will be the exclusive distributor of the first Extreme Championship Wrestling event (ECW) on pay per view.

ECW Barely Legal will be shown live April 13 from Philadelphia, with a suggested retail price of \$19.95. Past ECW events include a "Fists of Glass Death Match," in which competitors fought with slivers of jagged glass glued to their gloves, and a battle where fire, chairs, tables and a garbage can were used as weapons. Another feature was a man called Cactus Jack, whose fists were wrapped in barbed wire.

While combat sports have been at the center of controversy for their violent content, Request TV President Hugh Panero says ECW is different because it isn't real. "What we found out was that this is not a combat sport like Ultimate Fighting," says Panero. "It's a theatrical wrestling event, except more extreme."

When Request TV was first approached to distribute the event, the company didn't accept immediately because executives were confused over whether the event was real or scripted. "What this is, is an R-rated wrestling

event," Panero says. "People watch it for the same reason they like going to movies.... It's not like people believe Jean Claude Van Damme is really a spy just because he plays one in a movie."

Panero says he is going to keep a close watch on what is planned for the event, which in one incarnation showed an unconscious fighter being carried from the ring tied to a crucifix.

"It's geared to an adult audience," he says. "We'll continue to run the parental warnings, and we've also scheduled it for a 9 p.m. Eastern Time slot. Most of these other events, like WWF and WCW, are usually scheduled for 7 p.m." Panero says that before the event airs, he will have to approve the script.

ECW is looking to draw viewers from a growing niche of extreme sporting events and capitalize on the popularity of professional wrestling. World Championship Wrestling *Monday Nitro Live* Jan. 20 on TNT was the highest-rated show on basic cable for the week of Jan. 20-26, with a 4.4 rating and 6.4 share representing 3.1 million households, according to Nielsen Media Research data supplied by Turner.

But the future of the more controversial Ultimate Fighting events may not be



'Extreme Championship Wrestling: 'It's a theatrical wrestling event.'

so rosy. The New York state legislature is considering two bills regarding the events. One calls for a statewide ban, while the other leaves the decision up to local governments.

Governor George Pataki in October signed a bill legalizing Ultimate Fighting. New York City Mayor Rudolph Giuliani has been vocal in his opposition to the events and hopes to ban an Ultimate Fighting event scheduled for March 28 in Manhattan. Another Ultimate Fighting event, dubbed Judgment Day, is planned for Feb. 7 in Niagara Falls. ■

Disney, Comcast buy E!

Time Warner gets \$321.2 million for its 54.4% stake in channel

By Michael Katz

The Walt Disney Co. and Comcast have agreed to purchase Time Warner's majority stake in E! Entertainment for an estimated \$321.2 million.

The two companies will own a 68.8% share of E!, 10.4% of which is already owned by Comcast.

Comcast's programming arm, C³, will

manage E!, with Lee Masters continuing as president of the 42 million-subscriber cable network. The joint venture also will reunite C³ Chairman Rich Frank and Disney, where Frank formerly headed Walt Disney Studios and Walt Disney Television and Telecommunications.

"I am very pleased that the talented Rich Frank, whom I know as an executive and with whom I worked for more than 20 years, will be overseeing this venture

and will be working with us again," said Disney Chairman Michael Eisner.

E! is the latest in Disney's growing portfolio of cable networks, which includes The Disney Channel, ESPN, ESPN2 and ESPNEWS, and stakes in Lifetime and A&E. Disney is also planning to launch ABZ, a rival to kids network Nickelodeon, by early 1998.

"We believe E! Entertainment Television is a natural fit for ABC and that it has enormous potential, which we jointly intend to develop fully," said Geraldine Laybourne, president of Disney/ABC Cable networks. "This cable network will bring a new dimension to ABC's existing cable lineup." ■

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Premium opportunity for African Americans

Encore, BET target black audiences and creative community

By Price Colman

Profit motive and social conscience are frequently no more than kissing cousins, but the just-launched BET Movies/Starz!3 could prove an exception.

BET Movies/Starz!3, a 50-50 joint venture embraced by Encore Media Corp. and BET Holdings, simultaneously targets African-American cable subscribers and the black creative community with a premium service.

On the profit side, BET Movies fills an empty spot in the cable programming lineup with a movie channel by, for and about African Americans. On the conscience side, it's both an outlet and a potential funding source for the black creative community. The partners intend to establish a development fund to back three or four \$3 million movies per year as original BET Movies programming.

Credit BET Chairman Bob Johnson and Encore CEO John Sie for the vision and for turning the concept into reality.

"It's a matter of seize the moment, and we seized the moment quickly," Sie said. "There is plenty of black programming on HBO, on the Warner networks, on the Fox networks. But a movie channel all their own is just very, very powerful."

The premium service, unveiled last September, calls for BET Movies/Starz!3 to be distributed as part of the Encore/Starz! multiplexing plan.



Spike Lee's 'Clockers' is one of the films targeted to black audiences by the just-launched BET Movies/Starz!3.

Thus, only those subscribers who receive Starz! will be able to receive BET Movies. MSOs will buy BET Movies/Starz!3 for what Sie described as an "incremental" per-sub license fee on top of the Starz! license fee. Starz!, which costs about \$5 when coupled with other premium services, or around \$10 as a stand-alone, has about 5 million subscribers out of the 23 million cable and DBS homes in which it is available.

Evidence of demand for a black culture-oriented movie channel came in mid-January, when BET launched a

30-second promotional spot for BET Movies featuring famed director Spike Lee. In just five days, the spot generated 100,000 phone calls. Although Sie acknowledged he was taken aback by the response, Johnson was hardly surprised.

"If you show the trailer or talk about the channel in a room of black subscribers, I guarantee almost every hand would go up," he said. "There is a tremendous desire on the part of African Americans to see black images portrayed on the screen, on both the viewer side and the talent side. They want a mainstream outlet for those images. BET Movies is a way of fulfilling that social need."

The bottom line is, of course, crucial for BET Movies. "Our goal is by the year 2000 to be in all 43 million cable households that carry BET," Sie said. "If we can get 5 million [subscribers], that's an unqualified success."

But that's only part of the yardstick Sie and Johnson will use to measure BET Movies' success.

"Part of what makes this so exciting is that it's a catalyst for the making of black films," said Johnson. "It's another economic outlet for these films, and we expect as we grow the channel to put dollars back into the black creative community and premiere those films on the BET Movies channel."

NCTC taps four new nets

The National Cable Television Cooperative has OK'd four new services—BET on Jazz: The Cable Jazz Channel, Game Show Network, The Outdoor Channel and Ovation—seeking carriage on its 4,800 member cable systems.

The agreements give the networks the potential to reach 7.3 million subscribers served by NCTC, a purchasing cooperative that supplies networks to many of the nation's smallest cable operations. NCTC members operate more than 35% of the franchised cable systems in the U.S., and about half of their systems average 400 subscribers.

Despite the small subscriber base at each of the systems, many of them are expanding capacity and adding channels, says Frank Hughes, vice president of programming for the cooperative. He says new networks are being launched on member systems at a rate of 290 a month.

Hughes says the NCTC has deals in place with 55 networks. The NCTC cuts blanket deals with each network and then members are free to pick and choose from the list. Some of the most popular additions in recent months have been Home and Garden Television, The History Channel and The Learning Channel, Hughes says.

—RB

Discovery, United eye TVNZ unit

Discovery Communications and the UK's United News & Media reportedly are preparing a joint bid for the prestigious natural history production unit of New Zealand public broadcaster TVNZ. National Geographic, which recently signed a joint venture with NBC to launch international channels, is also thought to be preparing a bid. Discovery/United and TVNZ Natural History have been negotiating the deal for about three months, say sources close to the talks. Discovery and United are thought to be pitching for a 25% stake each in the unit, allowing TVNZ to remain as a shareholder. The deal might include a cash offering plus funding toward future production costs, sources say. Discovery already has an extensive co-production relationship with TVNZ Natural History. United, which owns UK ITV broadcasters Anglia and Meridian, also has production ties with TVNZ through its wildlife unit, Survival. Discovery recently acquired rights lasting seven years to 180 hours of Survival material.

Sony confirms JSkyB interest

Sony has confirmed that it is considering buying a stake in the upcoming digital DTH platform JSkyB, a joint venture of News Corp. and Japanese firm Softbank. The size of the Sony stake is still being discussed, but it could be as high as 30%. Japanese broadcaster Fuji



TV also says it is considering an offer to buy into JSkyB.

ChinaSat turns to Loral

State-owned ChinaSat will buy its new broadcast and telecom satellite ChinaSat-8 from Space Systems/Loral of the U.S. The bird will replace Hughes-built ChinaSat-7, which failed to reach orbit off China's Long March launcher in late August.

Baring, CEA eye emerging markets

Baring Private Equity Partners and Communications Equity Associates have set up their third private equity fund, this time to invest in Central European media. Investors already have committed \$20 million to the new fund, Baring Communications Equity (Emerging Europe), which is now reviewing two investment opportunities.

News Corp. still wants slice of Sky

News Corp. is pursuing 80% of New Zealand pay-TV service Sky Network TV, say sources. The purchase would be made via News Corp.'s BSkyB and Independent News units. Public broadcaster TVNZ also wants to increase its stake from 16% to 20%, although the country's new government is thought to oppose such a move.

—By Nicole McCormick & Lloyd Shepherd

Wallace threatens to sue TNT

Former governor takes issue with portrayals in story of his life

By Michael Katz

Former Alabama governor George Wallace is threatening to sue Time Warner/Turner's TNT over what he calls "falsehoods and errors" in an upcoming TV movie about his life.

Wallace apparently got hold of an early draft of the script and was outraged by what he read. TNT says, however, that the script has since undergone many rewrites and that some of what Wallace is responding to may have been changed.

"It is unfortunate that conclusions were drawn about a movie that had[n't] yet commenced production," TNT said in a statement. "In a number of cases the Wallace Foundation's comments...have been taken into account

and given due consideration where appropriate. We are confident that the movie, when presented in its final form, will fairly portray the historical record through the medium of docudrama."

The 77-year-old Wallace, who has been in a wheelchair since he was shot during his presidential bid in 1972, has said the film portrays his late wife as a "redneck" and that "of course I'm suing." According to TNT, no lawsuit has been filed. Wallace is best known for his attempts to block desegregation at the University of Alabama in the 1960s.

The film, with the working title *George Wallace*, had not received any Southern hospitality while in Alabama, and its shooting has been moved out of the state. Current Alabama Governor

Fob James Jr. is quoted as having said that the "scoundrels" producing the "fanciful work of fiction...are not fit to tread on Alabama's soil." James also referred to the film's screenwriter as a "revolting, damnable liar."

Marshall Frady, the film's writer, in a letter to the *Montgomery Advertiser*, said that he spent nine months in Montgomery in 1967 "virtually dwelling with [Wallace]" while working on a book about him. In that time, Frady said, "I don't recall ever once coming across anybody called Fob...I was there. Fob singularly wasn't."

TNT acknowledged that some of the scenes in the movie are fiction, but maintains that it has the right to use artistic license. The three-hour movie is scheduled to debut in August and will star Gary Sinise. ■

HEADENDINGS

Playboy income up

Playboy Entertainment Group's second-quarter operating income grew to \$4.2 million from \$700,000 during the same period last year, thanks largely to a 26% boost in Playboy TV revenue. Playboy TV revenue grew to \$11.7 million during the quarter, largely because of the growth of direct-to-home satellite TV and licensing fees from Showtime Networks Inc. The launch of Playboy TV in Latin America during the quarter helped boost the company's international TV and home video revenue from \$1.3 million to \$2.0 million. Playboy plans to expand its Playboy TV and AdultVision networks beyond Latin America and into Spain and Portugal in 1997.

Cox expands Cablerep

Cox's CableRep Advertising division is expanding to include representation of cable systems with about 500,000 homes in Connecticut, Rhode Island and Massachusetts. Representation will include newly acquired Cox cable systems formerly owned by Continental and TCI in Massachusetts and Rhode Island plus representation of a Charter Communications system in Willimantic, Conn.

Travel update

The Travel Channel has optioned 13 episodes of *Historic Traveler*, hosted by Bill Boggs. In other programming developments, the network during the week of April 7 plans to highlight 20 hours of "family-friendly" programming as part of the cable industry's week-long "Tune In to Kids and Family" initiative.

SportsChannel/TW deal

SportsChannel Florida has reached a multiyear deal with Time Warner Cable to offer the network to its subscribers in the Tampa/St. Petersburg area. The network now reaches 2.3 million homes throughout Florida in addition to the home satellite dish market. —RB

50

PEOPLE'S CHOICE Top Cable Shows

Following are the top 50 basic cable programs for the week of Jan. 20-26, ranked by rating. Cable rating is coverage area rating within each basic cable network's universe; U.S. rating is of 97 million TV households.

Program	Network	Time (ET)	HHs. (000)	Rating Cable	U.S.	Cable Share
1. World Champ. Wrestling	TNT	Mon 9:00p	3,128	4.4	3.2	6.5
2. Rugrats	NICK	Tue 7:30p	3,013	4.3	3.1	6.8
3. Contagious	USA	Wed 8:59p	2,978	4.2	3.1	6.6
3. Rugrats	NICK	Mon 7:30p	2,944	4.2	3.0	6.6
5. Rugrats	NICK	Fri 7:30p	2,869	4.1	3.0	7.0
5. Rugrats	NICK	Thu 7:30p	2,856	4.1	2.9	6.7
7. Rugrats	NICK	Sun 10:00a	2,772	4.0	2.9	11.3
8. Rugrats	NICK	Wed 7:30p	2,709	3.9	2.8	6.3
9. All That	NICK	Sat 8:30p	2,651	3.8	2.7	6.5
9. Kenan & Kel	NICK	Sat 8:00p	2,611	3.8	2.7	6.5
9. Doug	NICK	Mon 7:00p	2,619	3.8	2.7	6.1
9. 16 Hours of Andy Griffith	TBS	Sun 3:05p	2,680	3.8	2.8	7.8
13. Rugrats	NICK	Sat 7:30p	2,547	3.7	2.6	6.6
13. Tiny Toon Adventures	NICK	Sat 9:30a	2,542	3.7	2.6	10.8
13. TV Land Time Warp	NICK	Fri 8:00p	2,573	3.7	2.7	6.2
16. AAAHH!!! Real Monsters	NICK	Sun 10:30a	2,478	3.6	2.6	9.9
16. Tiny Toon Adventures	NICK	Sat 9:00a	2,515	3.6	2.6	11.1
16. Rugrats	NICK	Sat 8:30a	2,527	3.6	2.6	12.4
19. Doug	NICK	Thu 7:00p	2,452	3.5	2.5	6.1
19. 16 Hours of Andy Griffith	TBS	Sun 2:35p	2,484	3.5	2.6	7.5
19. Clash of the Champions 34	TBS	Tue 8:05p	2,513	3.5	2.6	5.3
22. Doug	NICK	Fri 7:00p	2,370	3.4	2.4	6.1
22. Secret World of Alex Mack	NICK	Thu 8:00p	2,330	3.4	2.4	5.1
22. Hey Arnold	NICK	Wed 8:00p	2,383	3.4	2.5	5.3
22. Doug	NICK	Tue 7:00p	2,377	3.4	2.5	5.6
22. Rugrats	NICK	Mon 9:00a	2,358	3.4	2.4	10.6
22. 16 Hours of Andy Griffith	TBS	Sun 5:05p	2,420	3.4	2.5	6.4
28. The Ren & Stimpy Show	NICK	Sun 11:00a	2,285	3.3	2.4	8.8
28. Jim Henson's Muppet Babies	NICK	Sat 10:30a	2,275	3.3	2.3	9.4
28. Doug	NICK	Wed 7:00p	2,305	3.3	2.4	5.6
28. Secret World of Alex Mack	NICK	Tue 6:00p	2,263	3.3	2.3	4.9
28. Rocko's Modern Life	NICK	Mon 5:30p	2,291	3.3	2.4	6.4
28. 16 Hours of Andy Griffith	TBS	Sun 5:35p	2,326	3.3	2.4	5.7
28. 16 Hours of Andy Griffith	TBS	Sun 3:35p	2,356	3.3	2.4	6.7
28. 16 Hours of Andy Griffith	TBS	Sun 1:05p	2,355	3.3	2.4	7.8
36. Blues Clues	NICK	Mon 12:30p	2,247	3.2	2.3	8.1
36. Keeping Secrets	LIF	Sat 6:00p	2,121	3.2	2.2	6.0
36. 16 Hours of Andy Griffith	TBS	Sun 4:35p	2,256	3.2	2.3	6.2
36. 16 Hours of Andy Griffith	TBS	Sun 4:05p	2,250	3.2	2.3	6.3
36. 16 Hours of Andy Griffith	TBS	Sun 2:05p	2,243	3.2	2.3	6.9
36. 16 Hours of Andy Griffith	TBS	Sun 1:35p	2,282	3.2	2.4	7.3
42. Jim Henson's Muppet Babies	NICK	Sat 10:00a	2,182	3.1	2.2	9.1
42. Rocko's Modern Life	NICK	Fri 5:30p	2,139	3.1	2.2	6.5
42. Hey Arnold	NICK	Mon 8:00p	2,150	3.1	2.2	4.6
42. Secrets	LIF	Sat 4:00p	2,055	3.1	2.1	6.8
42. 16 Hours of Andy Griffith	TBS	Sun 12:35p	2,215	3.1	2.3	7.9
47. Movie: "Die Hard"	USA	Sun 3:30p	2,102	3.0	2.2	5.5
47. Movie: "Rambo III"	USA	Sat 5:00p	2,119	3.0	2.2	6.1
47. My Brother and Me	NICK	Sun 1:00p	2,052	3.0	2.1	6.7
47. The Mystery Files Shelby	NICK	Sat 9:00p	2,103	3.0	2.2	5.1

Sources: Nielsen Media Research, Turner Research

Broadcasting & Cable's *Telemedia*

THE INTERACTIVE WORLD OF VIDEO, VOICE AND DATA

Week®

Online Services

Access rates may come full circle

Flat rates failed to bring profits; hourly deals coming back

By Richard Tedesco

The world of Internet access rates won't remain flat for long.

Two major Internet service providers are already moving away from the all-you-can-eat rates that now define the business. CompuServe, struggling to maintain itself against other content services, abandons flat rates this week. And Netcom On-Line Communications Services plans to phase out its \$19.95 flat rate for unlimited access in favor of as-yet-undefined access-plus deals for business and individual customers.

"It's clear in our view that flat rate isn't profitable to anyone," says Steve Conway. "Nobody's making any money on it."

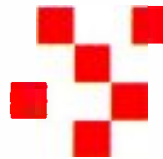
Only 100,000 of CompuServe's 3.2 million users have been on its flat-rate plan since it made that option available to keep pace with other ISPs. Now all CompuServe users will be paying the previously standard \$9.95 for five hours monthly, with \$2.95 for each additional hour of use.

ISPs lose money on their all-you-can-eat deals when users log on for more than 11 hours per month, according to Eric Paulak, senior analyst for the Stamford, Conn.-based Gartner Group. That's based on an assumed underlying cost of 1.5 to 3 cents per minute per dial-up user. "There are deep internal factors at work here," Paulak says.

America Online, one of the

prime purveyors of the flat-rate fire sale, figures it has an advantage as the highest-profile service provider in the field. "We're a service company. Our customers expect us to recognize the problem and fix it, and that's what we're doing," says Bob Pittman, president of AOL Networks, adding that he expects AOL subs will have greater respect for the company for dealing with its problems.

AOL is facing a cost crunch in expanding its network infrastructure (see box). But Paulak points out that AOL now draws 10% of its revenue from third-party content providers and advertisers, and most of its



CompuServe

Netcom will introduce tiers of Inter-

net access service, as yet undetermined, for heavy Internet users who require access for business needs. It also will, however, maintain the \$19.95 blanket-use rate for the foreseeable future, says Curtis Kundred as it begins serving what it perceives as an increasingly diverse market. "We believe the Internet market is segmented and there are segments that are not being serviced," says Kundred, describing Netcom's target audience as "premium users willing to pay premium price."

NETCOM

members aren't heavy users. Microsoft Network, which also offers original content with 'Net access, will stick with flat-rate pricing for the next year. But Jeff Sanderson, MSN director of marketing, foresees a switch as the medium matures. "I do believe that fundamentally, over time, the people who have original content and Internet access will command a premium."

Over the next five years, Paulak predicts, 75% of all ISPs will shift to usage-based service formulas from the prevailing flat-rate offers.

MCI is also contemplating a transition to tiered services this summer from the present "special" \$19.95 flat rate it

AOL offers refunds, sets subscriber ceiling

America Online is paying back customers bothered by busy signals and putting new memberships on hold until access to service improves.

The moves are intended to redress complaints from members frustrated in gaining access to AOL and to fend off lawsuits from 36 state attorneys general. Service problems peaked as subscribership hit 8 million in response to its \$19.95 monthly price for unlimited Internet access.

Bob Pittman, president of AOL Networks, recently called the flat rate a "good decision," service problems notwithstanding.

AOL indicated it will give disgruntled subscribers refunds or credits and will expand its cancellation options. Members paying \$19.95 for unlimited access who used the service for less than two hours in

December and January can get a full refund for those months.

Members who used AOL for up to eight hours get a 50% refund. Any member submitting a written complaint about service will receive a month of service free.

Before the rebate announcement, Pittman suggested that complaints reflected AOL's market presence: "Anytime you have the profile we do, there's going to be somebody who'll complain about anything."

Meanwhile, AOL will accept no new members for a while and will curtail advertising during February. A \$350 million effort to expand its modem network continues. —RT



has been running throughout the past year. The tiers could use new Internet protocols, such as an application enabling PC users in different locales to play games with each other online, according to MCI spokesman Allen Clark. MCI presently has lab versions of the IPs, with plans to price services "competitively."

Telcos are content to maintain the unlimited access pricing model through year's end, says Paulak: "They're driving out competition and driving up market share."

MCI also has a lucrative business in selling its big, fast DS-3 connections (45 mbps) to major ISPs at rates from \$10,000 to \$65,000 per

month. The ISPs, which MCI declined to identify, make their money reselling the service.

Bell Atlantic plans to keep the flat rate for now, but "wouldn't rule out changes," according to spokesman Larry Plumb, who says, "It's a dynamic marketplace."

Marketplace dynamism is typified by two new ISPs. San Jose, Calif.-based Better.net is now offering lifetime Internet service for \$59.95, figuring to sell ads appearing in windows to support its proposition. And Simi Valley, Calif.-start-up PerfectData Corp. is offering unlimited Internet access for \$8.30 per month. More variations are certain to follow. TM

AP wires new service to Websites

Associated Press has introduced an online service it is syndicating to newspaper and broadcast station clients.

The new service, dubbed The Wire, presents the AP's traditional text content along with soundbites and video in a self-contained package linked to client Websites. PC users can reach the area from the home pages of 25 to 30 broadcast affiliates and 25 newspapers on the Internet, according to Ruth Girsh, AP editor of multimedia services. "The news content is the same, but the branding is different," Girsh says.

The most marked difference is the multimedia content, including animation, that AP is incorporating in the new product. Near-term enhancements will give The Wire the feel of a magazine, with stock quotes, weather updates and a sports scoreboard.

Cost to publications or stations is based on circulation or market share, Girsh says. Production of The Wire is done in-house.

A beta version introduced on some sites last month included audio coverage of President Clinton's inauguration using RealAudio and frame grabs rather than video. A two-minute audio report of breaking stories will be Webcast on The Wire at the top of each hour.

An international version of The Wire with a story archive is also planned. AP expects its new service to be carried on 100 newspaper sites by year's end, but is not projecting carriage on TV station sites.—RT

FBI Cyber Strike nets cyber-pirates

The FBI made its first move last week in what it says will be a continuing effort to spike software piracy in cyberspace.

The operation, code-named Cyber Strike, nailed seven major sites where software was illegally available online. Mostly bulletin board services, they were the "hub of this wheel" of illicit software traffic, according to special agent George Grotz, who said, "We've disrupted everyone that we found yesterday."

This first phase of Cyber Strike resulted from an eight-month investigation of what the FBI estimates is a \$1 billion annual business victimizing makers of network, games and other software. That list includes Sega of America, Nintendo of America, Sony Computer, Microsoft Corp., Adobe Systems and Novell Inc. The sites raided included Internet File Transfer Protocol sites and Internet Relat Chat channels.

Warrants were issued in seven states, but it hadn't yet been decided whether the alleged pirates would be prosecuted in those jurisdictions or in Northern California, where they all allegedly operated, Grotz said. More sites are targeted for disruption when more evidence is gathered. "Our objective is to determine how large this wheel is."—RT

Internet

IBM, 3Com, Cascade to quicken 'Net access

Internet protocols will speed response on public networks

By Richard Tedesco

As dire predictions of an Internet crash persist, IBM, 3Com and Cascade are looking to accelerate Internet access by combining their respective technologies for faster response on public networks.

The initiative is intended for both public and private intranet systems, and the applicable technologies are the same. The objective is an end-to-end solution later this year for Internet protocol (IP) switching that can augment existing networks with interoperable technologies from the three companies.

IBM's Multiprotocol Switched Services (MSS) Server enables creation of a more efficient network infrastructure. 3Com's Fast IP is an intelligent switching technology that speeds data transmission in packets and reduces associated costs. Cascade's IP Navigator provides an intelligent switching mechanism for wide-area networks. The three technologies will adhere to existing computer industry standards to enable other companies to install equipment in combination with them.

The Internet protocol permits communication via the Internet. "Switching" technology improves network transmission speeds. "The infrastructure underlying these networks has to change dramatically," says Eric Benhamou,

chairman of 3Com, describing Internet traffic as "extremely bursty and chaotic" due to sending multimedia data.

IP switching, he says, is a means of providing a policy foundation to extend networks and accelerate them by using switches that are five to 10 times faster than existing network routers. "We're not inventing new proprietary architecture here," Benhamou says.

Cascade provides its IP Navigator to several RBOCs, including Bell Atlantic, Nynex and Pacific Bell, and other Internet service providers such as Netcom and UUNet. Daniels Smith, Cascade president, says the objective is "providing tools for new public networks" to scale the Internet for growth.

Richard McGee, vice president of strategy and business development for IBM, calls the effort a "major step forward on consolidating standards for interoperability" on public and private networks. He likens the difference between transmission via routers and switches to driving from New York to Philadelphia, stopping at each intersection to determine direction, or following a map guide through a nonstop excursion.

AT&T WorldNet begins a trial using Cascade's technology later this month, according to Smith, who says the company is also supplying MCI with its IP Navigator. TM

Technology

February 3, 1997

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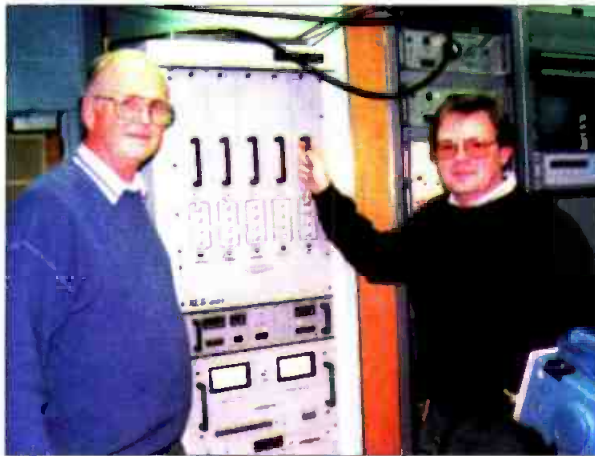
HDTV heats up in Seattle

KCTS-HD becomes city's second experimental station; fourth in country

By Glen Dickson

KCTS-TV, the PBS station in Seattle, became the nation's fourth experimental DTV station last Wednesday, when it began transmitting an HDTV test signal. KCTS-HD is the second station in two weeks to begin experimental DTV transmission in Seattle, following KOMO-HD, which Fisher Broadcasting's ABC affiliate KOMO-TV premiered on Jan. 20.

KCTS-HD, which received its experimental license from the FCC in October 1996, is the first public television station to broadcast Grand Alliance signals. The station is using a Dielectric antenna and a transmitter built jointly by Harris and Westinghouse, which incorporates Harris's 8-VSB digital exciter with Westinghouse's silicon carbide transis-



Don Wilkinson, VP/director of engineering for Fisher Broadcasting (l), and Pat Holland, director of engineering for KOMO-TV, stand in front of KOMO-HD's Larcen digital TV transmitter.

tor technology. The low-power DTV signal will be used to conduct transmission propagation tests.

"It's exciting to get up and running," says Walter Parsons, KCTS-TV chief operating officer. Although KCTS-HD is not yet transmitting HDTV

video signals, Parsons points out that the station has been producing HDTV programs with Japanese-format equipment for some time.

"As soon as we can get our hands on the pieces that are missing, we'll be ready to transmit the HDTV pictures that we've already captured on digital tape," he says. Parson adds that he hopes to get prototype receiving equipment in time to do a public demonstration of an HDTV broadcast this fall.

Fisher Broadcasting is building a viewing room for public HDTV demonstrations at KOMO-TV's Seattle plant, which will use a Zenith high-definition projector and prototype television receivers when they are available. The experimental KOMO-HD is transmitting with a Larcen DTV transmitter, Zenith 8-VSB exciter and Dielectric antenna, playing back pre-encoded HDTV tapes off Panasonic D-3 machines and also sending out random Grand Alliance bit streams like KCTS-TV.

KOMO-HD also is waiting for remote

DTV DATABASE

NEW YORK—WCBS-TV New York has awarded a contract to Harris Broadcast to supply a digital TV transmitter and antenna to WCBS-HD, the experimental DTV station the CBS O&O is launching in New York this spring. WCBS-HD will broadcast on ch. 33 from the Harris DTV transmitter and broadband antenna that will be co-located with WCBS-TV's backup transmission equipment atop the Empire State Building. As part of the project, Harris also will provide a backup VHF antenna for WCBS-TV. WCBS-TV plans to send a multiplexed digital microwave feed, containing both a compressed NTSC signal and an HDTV signal, from its Broadcast Center to the Empire State Building transmission site to launch WCBS-HD while maintaining its backup studio-to-transmitter link.

BRIARCLIFF MANOR, N.Y.—Philips Research has developed a compressed digital switcher that can seamlessly switch between different HDTV signals, allowing live news inserts and commercial insertion with the same ease that analog frame synchronizers provide today. Briarcliff Manor, N.Y.-based Philips Research developed the switcher as part of the NIST HDTV broadcast technology project, which is led by the David Sarnoff Research Center and includes Advanced Modular Solutions, Comark Communications, IBM, MCI, NBC, Sun Microsystems and



Acrodyne's DTV transmitter

Thomson Consumer Electronics. According to Frank Marlowe, Sarnoff program director for the NIST HDTV project, the Philips switcher meets the challenge of the varying bit rates between individual frames in compressed HDTV video. "It allows a switch to be made between two signals in the compressed domain without the decoder suffering any fluctuations like freeze-frame, roll or block artifacts," says Marlowe. He adds that previously, HDTV test facilities faded the picture to black before switching between signals so if there were any picture imperfections they wouldn't be noticeable. "But that's just a workaround," he says. "Viewers might get used to it, but they certainly wouldn't like it."

BLUE BELL, PA.—Acrodyne has introduced its first dedicated DTV transmitter, the Au-DTV15. The unit is a single-tube UHF transmitter capable of producing 15 kw average power output using a single Diacode—a UHF high-power amplifying tube based on Acrodyne's tetrode technology. The Blue Bell, Pa.-based company has engineered the Au-DTV15 in conjunction with Zenith, which is supplying the 8-VSB DTV modulator. Acrodyne also is developing a solid-state UHF DTV transmitter line using the same power amplifier modules used in the Diacode driver and in its 500 w-10 kw solid-state transmitters.

—GD

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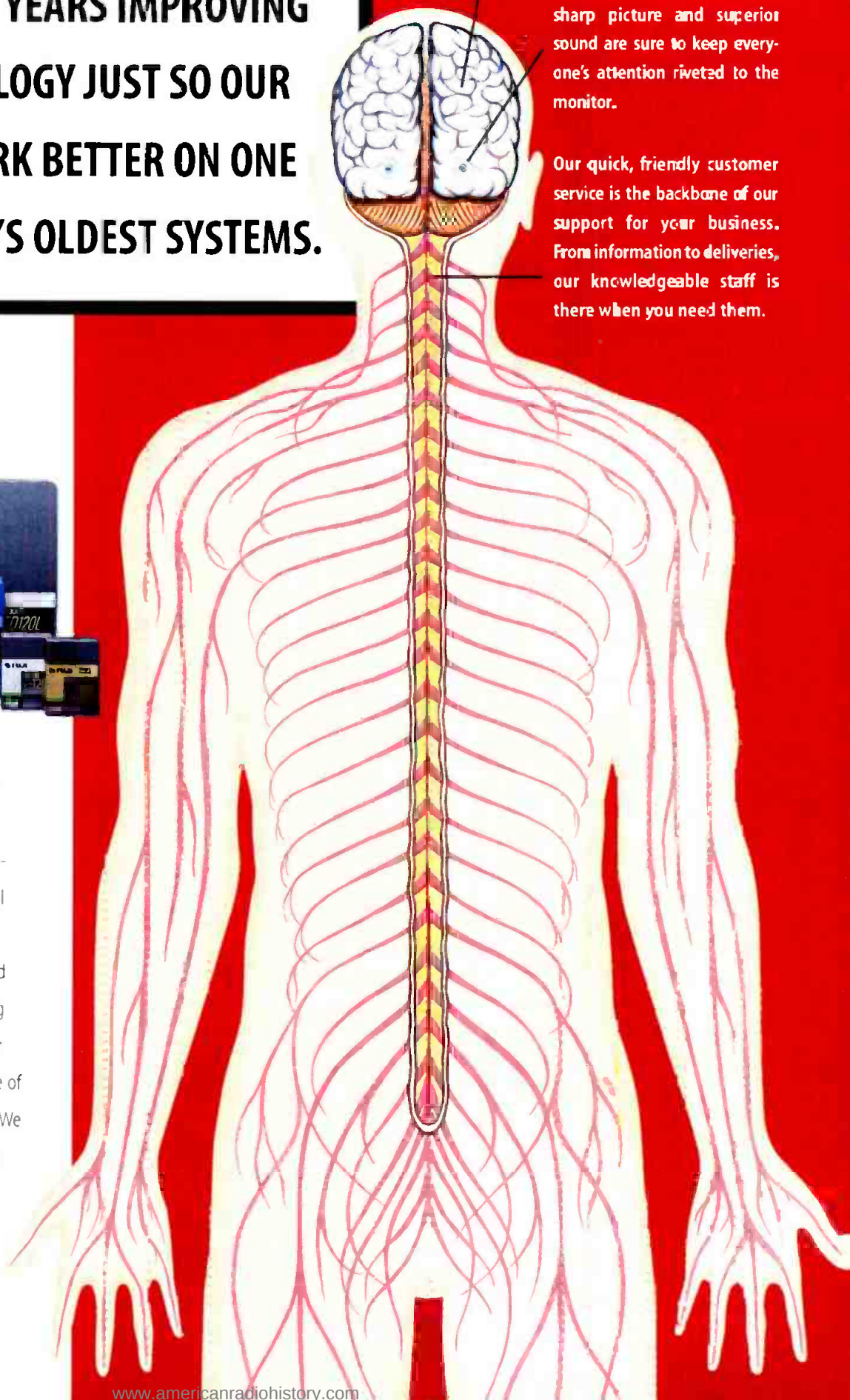


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HDTV receiving and decoding equipment, says Don Wilkinson, vice president/engineering director of Fisher Broadcasting. "Test equipment and receiving equipment are very difficult questions," he says.

"We're hearing that the first production receivers will be available in December of this year, and we're also hearing that manufacturers will be showing some prototypes at NAB," Wilkinson says.

Wilkinson emphasizes that KOMO-HD won't demonstrate its signals publicly until it can guarantee a full-quality HDTV picture: "We've heard a lot of talk about transmitting multiple channels of standard-definition digital television. That's detracting from where we want to go; we want to provide viewers with the incentive to go out and buy a new television set."

Pat Holland, KOMO-TV's engineering director, says that KOMO-HD's focus will be extensive testing of HDTV signal propagation. "Philosophically, it depends on where you dive into the DTV system," Holland says. "Others dive into production, but our position is that the weak link is transmission. We want to discover what's unknown about RF distribution of the signal. Seattle is a unique, hostile location, and the RF data we collect will be distinctive from other experimental sites. Once we know how we can deploy a formal HDTV transmission system, we'll start moving toward the production side."

The experimental stations WRAL-HD

Raleigh, N.C., and WRC-HD Washington have been transmitting HDTV signals since late July 1996, and now are moving into the second phase of their testing, which includes HDTV production and passing through network signals.

"Our biggest problem is getting parts for more expansion," says John Greene, Capitol Broadcasting vice president and HDTV conversion project manager for WRAL-HD. The CBS affiliate borrowed a truck from Japan's NHK after the Olympics to shoot some local programming in the Japanese HDTV format, and has built a D-5 editing suite at its Raleigh plant. The station has also borrowed a Mitsubishi HDTV encoder/decoder from the Advanced Television Technology Center so it can shoot on D-5 tape, then encode it for HDTV broadcasts.

"We've made HDTV recordings," says Greene. "The roadblock is the demodulators. We're still using a Zenith Grand Alliance device to receive signals in the field."

WRAL-HD is working with the ATTC to get some 8-VSB demodulators from the University of Wuppertal in Germany, which should be able to deliver a working unit by March, says ATTC executive director Paul DeGonia.

WRAL-HD has done public demonstrations in Raleigh, using a Zenith demodulator and Sony widescreen TV borrowed from the ATTC, and is thinking of acquiring a projection system to demonstrate HDTV in local movie theaters. The station also has

taken its demonstration truck, which has five JVC 26-inch high-definition monitors and five 4:3 monitors, and played back taped material in both the HDTV and the NTSC formats for public comparison.

"We're trying to do more local production and run it for demo purposes," says Greene. "That's one reason for building the editing suite with D-5. We don't have to modify it, because we've got the converter" (the Panasonic AJ-HDP500 digital high-definition VTR processor, which allows a D-5 VTR to operate as a digital HD recorder).

WRAL-HD also has successfully received an HDTV Ku-band satellite test signal from PBS and transmitted it locally. "We're now in the process of modifying our CBS C-band dishes to receive a digital signal so we can interface those signals to fiber and bring them to the transmitter and back to the studio using some special modems," says Tom Beauchamp, WRAL-HD's chief engineer.

WRC-HD, the Model HDTV Station project located at NBC's O&O in Washington, also is moving toward passing through network signals. WRC-HD has received a Ku-band HDTV satellite signal from the David Sarnoff Research Center in Princeton, N.J., and is doing some tests using NBC Skypath to uplink network signals from New York through Sarnoff and downlink them at WRC-HD. "We want to do both satellite and fiber delivery of the Grand Alliance data stream," says Joe Balkan, NBC digital technical manager. ■

X-treme tech hits the ski slopes

3-D animation, POV cameras capture the rush

By Glen Dickson

Continuing its tradition of using innovative technology to cover "extreme" sports, ESPN employed small point-of-view (POV) cameras, miniature transmitters, and 3-D animation in its coverage of its first Winter X Games, which ran last Thursday through Sunday in Snow Summit, Calif.

On the high end, ESPN created VRX, a 3-D-animated "virtual world" that

gave a graphic representation of the various downhill courses at this mountain resort. ESPN did texture mapping down to each square foot of the resort's terrain, capturing the slopes, the snowboard jumps and the production scaffolds. Then 3-D animators spent thousands of hours creating computer models of the courses, which played in real time off a Silicon Graphics Onyx



ESPN's Silicon Graphics-powered VRX environment gives viewers a 'virtual run-through' of the Bear Mountain snowboard course.

InfiniteReality supercomputer.

"We created an environment that lets the computer see like the naked eye," says Jed Drake, ESPN vice president of remote production. "It's a virtu-

al run-through down the course. We can go anywhere; when we decide we want to give viewers a snowboarder's perspective, we take them flying off a jump. It's got infinite motion, and it can see the entire mountain."

As it has for the past two Summer X Games, ESPN used a bevy of small POV cameras (mostly Sony XC-999s), tiny microphones and compact microwave transmitters. These were mounted on competitors' helmets, on super-modified shovel racers and mountain bikes, on course gates, on top of the ice-climbing wall, and even underwater—a Pond-Cam, provided by Image Cam of Scottsdale, Ariz., captured snowboarders' attempts to jump a 40-foot pond in the Boarder X event.

The cable network also used a 90-foot Akela crane with a robotic super slo-mo camera to shoot the snowboarding "Big Air" event, snow mountain bike racing, super-modified shovel racing, and a Jimmy Jib with a robotic camera to cover ice climbing. For beauty shots, ESPN used its Valley



A point-of-view camera captures the pilot of a super-modified shovel racer in action.

Cam, a mountaintop camera with a long Sony lens.

Another unique camera application was the Chase-Cam, a camera-stabilizing contraption that allowed expert skiers to serve as camera operators for the snowboarding event.

"We used Sony T-7s, which have removable optical blocks, and mounted them on aluminum frames," says Don Colantonio, ESPN technical project manager for the Winter X Games. "The rest of the camera went in a backpack.

The operator could stand inside it and ski with it—it was basically a very simple Steadicam."

Colantonio says the Winter X Games production represented about 60% of the technical scope of the Summer Games, with roughly 150 technical staff and a total 400 ESPN personnel on hand. Altogether, there were 43 cameras, three mobile production units, three editing facilities at the broadcast center and two more venue editing suites to meet tight turnaround requirements.

The network made extensive use of Telecast Fiber fiber-optic cables to distribute live feeds and communications throughout the Snow Summit resort, including a 5,500-foot run to the super slo-mo camera used on the half-pipe snowboarding event.

For the first time, ESPN also mastered all of its video to Sony Digital Betacam. "That's a real turning point for ESPN," says Colantonio. "We're further along in our turnover to digital than we expected to be." ■

KNBC cruises L.A. skies with new bird

High-tech chopper has gyrostabilized camera, dynamic map system

By Glen Dickson

KNBC(TV), the NBC O&O in Los Angeles, is patrolling Southern California skies with a brand-new helicopter, News Chopper 4. The Astar 350 B2 chopper replaces the station's Bell Jet Ranger, which KNBC pilot Bob Pettee has been flying since the late '80s.

News Chopper 4 will provide KNBC with both spot news and traffic coverage, says Bill Lord, KNBC vice president and news director, and will fly an average 20-25 hours per week. The chopper is being leased by the station from Everett, Wash.-based Geneva Aviation, which also integrated the helicopter's broadcast systems.

While Lord won't disclose the finan-



KNBC's new chopper (left) has a FLIR Systems gyrostabilized camera unit and a top speed of 174 mph. A look at the mini-control room in News Chopper 4.



cial terms of his deal with Geneva Aviation, he does say the price is higher than what KNBC paid for the Bell Ranger, which it leased from Pettee.

"That was an older helicopter, and it wasn't a state-of-the-art machine," says Lord. "We wanted to have the fastest helicopter with the best equipment out there, with the greatest range to cover spot news. We're a spot news station in a spot news market."

The new chopper has a cruising air-

speed of 140 mph and can cover 552 statute miles on one fueling, which is equivalent to roughly four hours in the air. "The range is a very important aspect of the helicopter's value," says Lord. "That really allows us to extend our event coverage of things such as fires."

News Chopper 4 has a nose-mounted FLIR Systems UltraMedia gyrostabilized camera system, which includes a remote-controlled Sony BVP-T70

camera and a Canon 33x lens with 2x extender. There also are two internal Hitachi cameras to capture on-air talent, which means Pettee. "[Pettee] is a reporter, personality and pilot all in one," says Lord.

Pettee does all the flying and reporting, and is accompanied by a camera operator/engineer in the chopper's mini-control room, which has both M2 and Beta tape decks. This communications console, located behind the pilot, allows the camera operator/engineer to monitor multiple sources of video and audio, designate which signals to transmit over the microwave system, communicate on various radios and control the Ultra-Media camera system.

News Chopper 4 also has another pilot aid—the AeroComputers Mapping System. The laptop-based system, which contains hundreds of aviation, forest and Thomas Brothers' street maps, takes information from Global Positioning Satellites to pinpoint story locations to within 10 feet. Once a news story location is pinpointed, the system provides additional information on the location and surrounding neighborhood.

"Bob Pettee used to have map books, and it's very difficult to fly, look at maps, and talk on TV at the same time," says Lord. "Now he can punch in any address, and it will give him flight direction and an elapsed time estimate to get there. Then the map follows him along—it shows the freeway below, and the map will follow the bird across a moving screen." ■

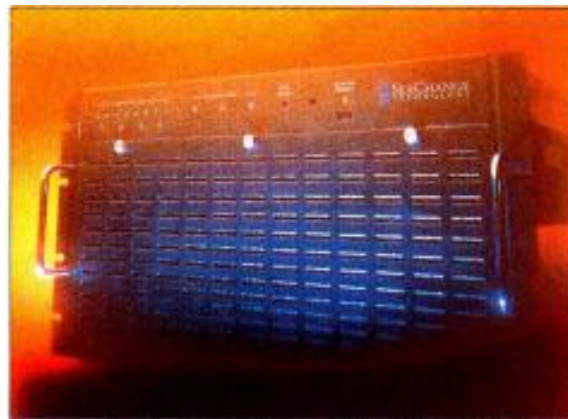
Jones Chicago changing to SeaChange

By Glen Dickson

Jones Intercable has signed a \$1.7 million deal with SeaChange International to outfit its nine Chicago headends with SeaChange's MPEG-2 based SPOT digital advertising insertion system. The new gear should be operational by the end of the first quarter, delivering targeted local advertising to Jones's 260,000 subscribers in Chicago and its northern, western and southern suburbs.

According to Kevin Dowell, group advertising director for Jones Intercable, Jones decided to replace its analog tape-based insertion gear in Chicago after experiencing a 21% growth in local ad sales in 1996. "This is going to be a tremendous advantage for us," says Dowell. "We're the last operator in Chicago to upgrade to digital."

The Jones insertion architecture will place SeaChange Video Server 100 units at each of Jones's nine headends; spots will be digitized and compressed at a central encoding facility in Glen Ellyn, Ill., 30 miles outside Chicago, and delivered over T-1 and fiber lines to the headends. The total storage capacity for the system is 5,000 30-second spots.

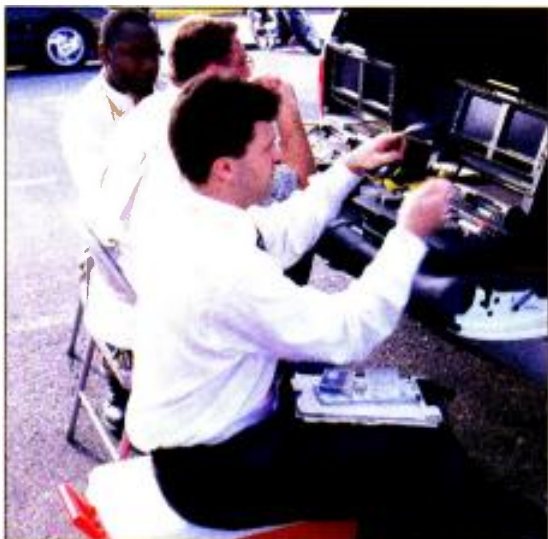


Jones Intercable will use the SeaChange Video Server 100 to deliver targeted spots to its Chicago cable subscribers.

"It's truly a store-and-forward technology," says Dowell. "It will eliminate the bicycling of 500 tapes per week to our headends."

The SeaChange gear will deliver 181 total channels of insertion—18 per headend, with one headend offering 19 channels.

Dowell says that Jones also considered systems from Channelmatic and Skyconnect before picking SeaChange. "One of the reasons we chose SeaChange is the great success Jones has had with them in Albuquerque," he says. "Also, both Continental and TCI here in Chicago are very pleased with their SeaChange systems." ■



WFXB editors used DVCPRO laptops to cut Super Bowl reports.

DVCPRO goes to Super Bowl

WFXB(TV) Boston used a full complement of Panasonic DVCPRO equipment in New Orleans for its Super Bowl coverage. The Fox O&O, which purchased \$1.5 million worth of DVCPRO gear to launch its news operation in September 1996, used five DVCPRO camcorders, four edit decks in its SNG truck, and two of the new DVCPRO portable laptop editors to produce 8.5 hours of coverage for New England Patriots fans at home.

Panasonic hasn't been able to fill WFXB's laptop order yet, so it FedEx-ed two loaner units to New Orleans for the station's use, says Marc Hopmayer, WFXB operations manager. "[The laptops] blew away everybody who walked by and saw what we were doing," says Hopmayer, adding that the portable units "worked like horses" in New Orleans' humidity.

When WFXB takes delivery of its own DVCPRO laptops, it will use one in its sports department to cut highlights and the other in its downtown Boston bureau (WFXB is located in suburban Dedham). "Then we can pull either one to go travel," says Hopmayer. —GD

Classifieds

See last page of classifieds for rates and other information

RADIO

HELP WANTED MANAGEMENT

Y-105, KGFY, Hot New Country format. Stillwater, OK - is expanding and looking for two experienced broadcast sales people. Good lists - \$1,200 per month starting with excellent bonus package. Send resume with references to 217 1/2 South Washington. Stillwater, OK 74074. Questions 405-372-6000.

Sales Pro. Self starter to develop new business selling adult standards format in one of America's premier gated communities. Resume to: Polly Nichols, General Manager, KVRE - FM, Box 8439, Hot Springs Village, Arkansas 71910. EOE.

Director of Sales. Forever Broadcasting is offering a ground floor opportunity to the right person. We're seeking an innovator, not an implementer, to head our Central Pennsylvania sales effort. Forever is a growing group specializing in medium-small markets. If you can motivate, teach, develop customer loyalty and create buying ideas, we want you to grow with us. Management experience a must. Send confidential resume with cover letter and references immediately to: Carol Logan, P.O. Box 2005, Altoona, PA 16603 or fax 814-946-1222. EOE.

HELP WANTED TECHNICAL

Chief Engineer for growing group of AM/FM radio stations in Colorado Ski Country. Immediate opening for full time engineer with experience in RF, digital, satellite, audio, and computers. Applicant must be able to work on mountain top sites and be comfortable with winter conditions. Includes all major benefits. EOE. Fax resume to: Rocky Mountain Radio 970-949-0266. Attn: Mary Hijmans.

HELP WANTED NEWS

Reporter/Producer for leading national radio ministry. Will research and report on consumer and economic issues for a fast-paced financial program from a Christian perspective. Should be creative with good writing skills and a proven track record. Tape and resume to Steve Moore, Christian Financial Concepts, Box 100, Gainesville, GA 30503. No calls, please. EOE.

News Director Wanted. Full service combo in ND. Prefer minimum one year experience. Tape and resume to: Dale Alwin, KDLR/KDVL, P.O. Box 190, Devils Lake, ND 58301. EOE.

HELP WANTED ANNOUNCER

Oldies B97 needs a Full Time Announcer immediately. Individual must be a self starter and know and love Oldies music and lifestyle. Radio production and public appearances required. Must have previous on air experience as on air disc jockey. Apply before February 11, 1997. Send cover letter and resume to: RadiOhio, Inc., Business Office #29, 770 Twin Rivers Drive, Columbus, OH 43215. Qualified minorities and women encouraged to apply. EOE. Smoke and drug-free workplace.

HELP WANTED PRODUCTION

Morning/Production Assistant/F.T.: Individual must be a self starter, produce and write creative imaging production and love Oldies from the 50's, 60's and 70's. Minimum of 1 year on air experience as talent or producer. Must have valid FCC operators license be skilled in commercial production. Apply before February 11, 1997. Send cover letter and resume to: RadiOhio, Inc., Business Office #34, 770 Twin Rivers Drive, Columbus, OH 43215. Qualified minorities and women encouraged to apply. EOE. A smoke and drug free workplace.

HELP WANTED PROGRAMMING

Music Director/Asst. Program Director. WQEW, the Home of American Popular Standards, is looking for a Music Director/Asst. Program Director. Applicants should have extensive musical knowledge of Standards, Broadway, and Movies. Knowledge of music scheduling systems a plus. Must be able to work well with people, write and produce taped radio shows and remote broadcasts. Superb production skills required. Send T&R to: Stan Martin, Box B, 122 Fifth Avenue, New York, NY 10011. No calls. EOE.

SITUATIONS WANTED MANAGEMENT

Current Vice President/General Manager of six station group located in the Midwest. We started five years ago with a stand alone AM. Young, aggressive and ready to take on new challenges in same capacity. I value and respect good people and have always worked to create a Team Philosophy. Please respond to **Box 01056 EOE.**

General Manager. Multi-talented leader available immediately for your small/medium market. I can wear all hats from sales to programming to engineering. 16 years management experience. Ed 1-800-827-2483.

Bottom line oriented G.M. with over 27 years experience in management and ownership. Small to large market. Jack Inman 910-642-8292.

SITUATIONS WANTED ANNOUNCER

Wants back in. Former D.J., 12 years experience. CHR, Oldies formats. Selling medical, mobile homes last 15 years. Will relocate. Phone 602-496-0227. Will return all calls.

TELEVISION

HELP WANTED MANAGEMENT

UHF-VHF TV STATION MANAGER

Excellent opportunity for the qualified candidate. Must have 10-15 years of relevant experience as an Operations and Maintenance Engineer, 5 years of which are required to be in a managerial position. Must be willing to work overseas for 11 months a year. Benefits and salary are very competitive. Candidate must be able to start work in March 1997. Send resumes and salary history confidentially to:

COMMSOURCE INT'L., INC.

Commsource Int'l. Inc.
180 North LaSalle Street
Suite 1218
Chicago, IL 60601
or Fax 1-312-456-6099

Project Director/Training Coordinator to oversee television training projects in Azerbaijan. Duties include: financial management for USAID funded project; supervision of all in-country training logistics and hiring, implementation of Internews projects supporting non-governmental TV in Azerbaijan. Requires: excellent computer skills; fluent Russian, good verbal skills; previous living/working experience in the former Soviet Union. Preference to applicants with: television or radio background, knowledge of Deltek accounting system software; excellent organizational skills. Resumes to: Eric Johnson, Fax +7 095 956-9411. E-Mail <johnson@internews.ras.ru> or Kay Elewski, Fax +1 707 826-2136. E-Mail <kay@internews.org> No calls. Closing date: February 10, 1997. Internews Network is an Equal Opportunity Employer.

PINNACLE BROADCASTING COMPANY,

Pinnacle Broadcasting is looking for quality General Managers and General Sales Managers for stations being acquired in 1997. Managers must be sales oriented and have documented track record. If you're interested in working for a growing broadcast company, send your resume to:



Edward J. Ferreri, President/CFO
Pinnacle Broadcasting Company, Inc.
2505 N. Hwy 360, Suite 620
Grand Prairie, TX 75050

Pinnacle Broadcasting is an Equal Opportunity Employer

Century Communications is currently seeking a Business Manager for the Orange County NewsChannel and South West Cable Division Advertising Sales Units. Responsibilities will include: Maintaining general ledgers and preparation of financial statements. Preparation of annual operating and capital expenditure budgets and forecasts. Control/supervise both Purchasing and Accounts Payable. Conduct cash flow and revenue analysis to support operations. Support expansion with financial/strategic planning. If you have a BS/BA (MBA preferred) in Finance or Accounting coupled with 4 years of related industry experience in accounting budget preparation and financial analysis, along with excellent interpersonal and computer skills, then please forward your resume in confidence complete with salary history and expectations: Century Communications, Attention: Human Resources, P.O. Box 11945, Santa Ana, CA 92711. No calls please. We are an Equal Opportunity Employer.

HELP WANTED SALES

**NEW BUSINESS/SALES PROMOTION
MANAGER**

The ABC owned and operated station in the #5 market is seeking an energetic, self-motivated leader with a proven ability to direct a television station's new business and sales promotion efforts. Candidates must have a minimum of 5 years television/radio experience and possess strong management, creative and business development skills. Must be able to identify potential sources of advertising revenues and develop sales campaigns. Should be experienced with the latest sales computer tools and have a verifiable track record in new business development and sales promotion. Application deadline is February 21, 1997. Please send resume and cover letter to:

**KGO-TV Personnel
900 Front Street
San Francisco, CA 94111
EOE**

Account Executive. Midwest NBC affiliate seeking Account Executive with professional level of knowledge in advertising and sales procedures and practices. Present self and the station in a professional, knowledgeable manner at all times. Bachelors degree or 2 years post high school education. 2 years successful sales or similar experience. Send resume by February 17th, 1997 to: R.N. Cavado, Local Sales Manager, WREX-TV, 10322 Auburn Road, Rockford, IL 61103. No phone

Account Executive. Midwestern Illinois market looking for an experienced Account Executive. \$50,000-60,000. Reply to Box 01050 EOE.

Sales Manager. East Coast, Top 10 Market independent start-up needs strong Sales Manager to build revenues and sales staff. Must know direct, agency and program sales. Self-starter and hard-worker ready to hit the streets needed. Send letter, resume, references and salary needs to Box 01057 EOE.

National Sales Manager. #1 ABC affiliate in top 50 market seeks manager with skill and vision. Prior national experience plus a track record of success and innovation are important. Exceptional broadcasting company stands behind this perennial market leader. Resumes: GSM, KOAT-TV, PO Box 25982, Albuquerque, NM 87125. KOAT-TV is an Equal Opportunity Employer. Drug free workplace.



*Looking For People Who Can
Think...Faster Than We Can Grow!*

Vice President of Sales

- Create Corporate Sales Policies
- Oversee Domestic & International Sales
- Develop Direct & Indirect Sales Channels to Local & Network TV, Cable & Corp. Markets; Major Studios & Post Houses

International Sales Director

- Oversee & Develop World Wide Sales Opportunities

Inside Sales

- Develop New Markets
- Support Regional Sales Directors & Reps
- Intensive Customer Contact

**Resume & Salary Requirements to:
ASC-S, 3816 Burbank Blvd, Burbank
California, 91505, Fax 818 842-8945**

Local Sales Manager. UPNA Affiliate, top 20 market. Position requires three years sales management experience, good technical selling and research skills, creative selling solutions including retail driven sales promotions. Scarborough, TV Scan or BMP and BIAS systems knowledge preferred. Must be a good communicator and presenter. Must have the ability to train, direct and motivate. Send resumes to BOX 01060.

Account Executive. UPN-9/Mpls.-St. Paul seeking aggressive and experienced Account Executive to develop new business and manage existing account list. 3+ years TV sales experience required. Send resume to Local Sales Manager, KMSP-TV, 11358 Viking Drive, Eden Prairie, MN 55344. KMSP is an Equal Opportunity Employer.

WGRZ-TV, NBC affiliate currently operated by Argyle Communications, is looking for an experienced leader for the position of National Sales Manager. 3-5 years minimum advertising sales experience needed, national spot sales preferred. All candidates interested should apply to: Tim Busch, General Sales Manager, WGRZ-TV/NBC 2, 259 Delaware Avenue, Buffalo, New York 14202. No phone calls. WGRZ-TV/NBC 2 is an Equal Opportunity Employer.

CEO/General Manager for large production facility in Washington, DC metropolitan area. Must have news, satellite, business and marketing background. Executive Producers: varied backgrounds for new TV channel. Other positions call: Job Hotline 301-570-9100. The Maslow Media Group, Inc., 2030 Clarendon Boulevard, Suite 211, Arlington, Virginia 22201.

LMA Sales Manager. WVIT, NBC in Connecticut. Leadership responsibilities include hiring and training of AE's, packaging, pricing and inventory control and developing a marketing position. Emphasis is on sports and retail with agency experience a plus. Requirements include a minimum of three years broadcast selling, college degree, strong writing and verbal skills. Send resume to Ron Pulera, GSM, WVIT, 1422 New Britain Avenue, West Hartford, CT 06110. EOE.

General Sales Manager. CBS affiliate in Phoenix is looking for an experienced leader to head up our sales team. Candidate must have the skills to exceed revenue goals and be an excellent teacher and motivator. Minimum five years local and national management experience in TV sales required. Rush resumes to KPHO, Human Resources, 4016 North Black Canyon Highway, Phoenix, AZ 85017. No phone calls. EOE.

Account Executive. Portsmouth/Norfolk/Virginia Beach market. Successful candidate should be proficient in ratings, negotiating, and servicing accounts. Expertise in new business development and cold calling a must. 2-4 years broadcast media sales experience and BA/BS in communications or the advertising field preferred. Experience with marketing research a plus. Send resume to Ken Suddith, Local Sales Manager, WVBT-TV, 300 Wavy Street, Portsmouth, VA 23704. No phone calls please. WVBT and WAVY-TV have a local marketing agreement whereby WAVY Broadcasting provides programming and sales services for WVBT. WAVY Broadcasting is an Equal Opportunity Employer.

Account Executive. Are you looking to work in a fast paced, competitive environment? NBC 6, Charlotte (WCNC-TV) has an opening for an Account Executive. Charlotte is one of the fastest growing markets in the SE. We are looking for someone to maximize existing accounts and create new revenues for the station as a sales representative. Position requires a minimum of three years of experience in broadcasting sales. Must have a thorough understanding of Nielsen ratings. Candidate must work well with agencies and direct accounts. Strong negotiation skills a necessity. We need a self motivated individual able to perform with little supervision, as well as working as a team member. Excellent oral and written skills required. Candidates also need to be computer literate, including experience with psychographic, sales, and presentation software. Qualified applicants need to send your resume and salary history to: (no phone calls, please) NBC 6, Human Resources Department, 1001 Wood Ridge Center Drive, Charlotte, NC 28217. EOE/M/F/V/H.

Account Executive. WDTN has an opening for an Account Executive. College degree with major in advertising, marketing and/or communications desired. Individual must be enthusiastic, aggressive self starter with a winning attitude. Outstanding verbal and written presentation skills are required. The ability to relate effectively with both client and station support personnel is a must. 1 to 3 years of successful media sales background is desirable. Must be computer literate. Must have knowledge of ratings, research and vendor programs. Send resume to Personnel Administrator, WDTN, P.O. Box 741, Dayton, OH 45401. EOE. M/F/V/D.

Over 300 days of sunshine! Account Executive needed at one of America's most dominant affiliates! If you have the skills to excel, and the desire to relocate to the great southwest, send your resume and cover letter to Lee Lazerson, Local Sales Manager, KOAT-TV, PO Box 25982, Albuquerque, NM 87125. KOAT-TV is an Equal Opportunity Employer. Drug free workplace.

HELP WANTED MARKETING

MARKETING WRITER/PRODUCER

KING/KONG

is looking for a FAY and a RAY! (Other names can also apply!)

KONG-TV needs two of the most creative Writer/Producers in the world! You must be unpredictable, talented and versatile. Your reel must have breakthrough promos, PSA's, and commercials. Get in on the jungle floor...help us climb new heights! If you're good, we won't shoot you down.

Send two copies of your resume and a Beta tape to:

KING 5 TV
Attn: HR Dept. #97A7/8
333 Dexter Avenue North
Seattle, WA 98109

Equal Opportunity Employer. M/F/D/V



Marketing Manager. WVIT, NBC in Connecticut. This Assistant Department Head position encompasses all distribution, sales, marketing for WVIT and its LMA and Internet business. Desktop publishing skills a must. College degree. Send resume to Ron Pulera, GSM, WVIT, 1422 New Britain Avenue, West Hartford, CT 06110. EOE.

Director of Marketing. As the emphasis in our industry continues to be exploring new revenue opportunities, WDTN will create the new position of Director of Marketing. This position will use a Marketing approach to increase sales to our existing clients, and provide new, alternative revenue. Primary responsibilities will be to develop packaging and initiate sales of station packages. This person will also work with News, Promotion and Art in the continued development and sales of the WDTN Homepage. Additional job responsibilities include the development, sales and administration of an interactive phone system. Persons applying for this position must be highly motivated and well organized. Computer literacy is a must. Other requirements include a college degree in Business, Comm., Mgmt., or Mktg, or equivalent thereof. Compensation will be directly related to sales goals, thus 3-5 years of broadcast sales experience is a must. Person must be physically able to perform all the essential functions of this job on a regular basis. Send resume to Personnel Administrator, WDTN, P.O. Box 741, Dayton, OH 45401. EOE. M/V/H/D.

HELP WANTED NEWS

**GENERAL
ASSIGNMENT REPORTER**

KGO-TV is seeking an experienced reporter with proven on-air skills. Must have a minimum of 5 years television reporting experience preferably in a major market. Application deadline is February 21, 1997. Please send resume, cover letter and videotape to:

KGO-TV Personnel
900 Front Street
San Francisco, CA 94111
EOE

Photographer needed immediately in the Florence/Myrtle Beach, SC market. Must have good shooting, editing, story telling and live truck skills. Send tape and resume to: News Director, WPDE-TV, 3215 South Cashua Drive, Florence, SC 29501-6386. EOE/MF.

WEEKEND CO-ANCHOR/REPORTER

KGO-TV is seeking an anchor/reporter with extensive experience in live reporting to co-anchor weekend newscasts and perform general assignment reporting on weekdays. Candidate should have a minimum of 5 years experience in television news reporting. Must have excellent writing skills. Application deadline is February 21, 1997. Please send resume, cover letter and videotape to:

KGO-TV Personnel
900 Front Street
San Francisco, CA 94111
EOE

Western New York's Number One source for news has an immediate opening for a Full-Time Photographer. Enterprise and investigative skills, ability to shoot and edit beta to NPPA standards under extreme deadlines, along with a positive, can-do attitude, are a must. Requirements: One year experience, college degree, and microwave proficiency are preferred. If you are the best in your newsroom and would like the freedom and coaching to be even better send a resume and non-returnable 3/4" tape to: Human Resources Generalist, WOKR-TV, 4225 West Henrietta Road, P.O. Box 20555, Rochester, NY 14602-0555. WOKR-TV is an Equal Opportunity Employer. Minorities and women are encouraged to apply.

Western New York's Number One source for news has an immediate opening for a creative, committed broadcast journalist. At Rochester's NewsSource 13, we believe in uncovering the news as well as covering it. We are looking for a Weekend Anchor/General Assignment Reporter. Enterprise and investigative skills, along with a positive, can-do attitude, are a must. Requirements: Two years experience, college degree preferred. If you are the best in your newsroom and would like the freedom and coaching to be even better send a resume and non-returnable 3/4" tape to: Human Resources Generalist, WOKR-TV, 4225 West Henrietta Road, P.O. Box 20555, Rochester, NY 14602-0555. WOKR-TV is an Equal Opportunity Employer. Minorities and women are encouraged to apply.

Washington Correspondent. Tribune Broadcasting's Washington DC Bureau is seeking an experienced television news reporter. From the White House and Pentagon to Capitol Hill and the Supreme Court, correspondent will have the opportunity to report on everything. Using a state of the art television facility, you will be responsible for researching, preparing and delivering news stories for Tribune Broadcasting's nine major market television stations including WGN/Chicago, KTLA/Los Angeles and WPIX/New York. Reporter must have a minimum of five years experience. Must have strong live shot skills, including performing multiple live shots in any given hour for the Tribune stations. Must be a self starter, willing to develop news stories and contacts. Must be willing to travel. Send tapes and resumes to Cissy Baker, Tribune Broadcasting, 1325 G Street, NW, Suite 200, Washington, DC 20005.

WSOC-TV is looking for TV's best and brightest. If you're one of the great visual storytellers of our time, we'd like to hear from you. We have a General Assignment Reporter opening. We are also looking for a strong Producer who loves great pictures, can write conversationally and knows hard news...and to help that Producer, an Associate Producer opening - part time. No phone calls please. Send tape and resume to: Vicki Montet, News Director, Dept. 95, c/o WSOC-TV, 1901 North Tryon Street, Charlotte, NC 28206.

TV News Investigative Reporter or Producer. Solid #1, network affiliate in the Southeast, Top 50. Now hiring experienced journalist for investigative position. Do you have what it takes as a reporter to dig up the big stories and blow everybody's socks off with the presentation; or are you a producer who is a great investigative/writer/story-teller who can dig it up and then package it for the right person to deliver on the air. Send non-returnable tape/scripts and resume to Box 01058 EOE.

Sports Anchor/Reporter: Eastern North Carolina station needs an experienced TV Sports Journalist to anchor weekends, one-man band report and shoot. Strong emphasis on local sports that includes a top 30 college football team and minor league baseball club. Applicants must possess a strong work ethic, team attitude and be able to forget about the clock. You must have a degree and at least 1-3 years full-time commercial experience. Send tape and resume to: Sports Director, WCTI-TV, P.O. Box 12325, New Bern, N.C. 28561. EOE.

Regional Manager. Conus Communications is looking for a Regional Manager who will manage a multi station Conus News Gathering region. Will be responsible for coordination and facilitation of the satellite news gathering needs for the region and has experience with local news gathering operations as well as a working knowledge of day to day local newsroom operations. Applicant must have experience, and ability to deal with news management and personnel, must be a proven leader, and self starter and must be willing to relocate. Send resumes: Human Resources, Conus Job #8-97, 3415 University Avenue, St. Paul, MN 55114. No telephone calls please. An Equal Opportunity Employer.

Reporter. General assignment work. This is an entry level job requiring college or limited reporting experience. Tape and resume to Teresa George, Administrative Assistant, KDLH, 425 West Superior Street, Duluth, MN 55802. EOE. Email 73537.1746@compuserve.com for more information.

Producer/Full Time: Produce and edit topical news promo's on a daily basis. Work with news producers, editors and photographers BA or BS College degree, one year experience in TV Promotions. Equivalent combinations of education and experience will be considered. Send cover letter and resume to: WBNS TV Inc., Business Office #172, 770 Twin Rivers Drive, Columbus, OH 43215. Qualified minorities and women encouraged to apply. EOE. A smoke and drug free workplace.

Producer. Aggressive Midwest ABC affiliate wants the best to make our #1 Morning News even better! We have everything you need to succeed! One year experience preferred. If you want to join our talented team, send your resume and non-returnable tape to: Bob Smith, KCRG-TV 9, 2nd Avenue at 5th Street, S.E., Cedar Rapids, Iowa 52401. No phone calls. EOE.

Photographer. Talented, skilled, NPPA-style team players needed for immediate openings. College degree preferred. One year of experience required. Submit tapes/resumes to Human Resources Manager, WYFF-TV, 505 Rutherford Street, Greenville, SC 29609. EOE.

News Director. Coastal Carolina affiliate seeks individual who understands what it takes to produce a quality newscast everyday and has the ability to demand it, teach it and lead by example. We do 17 hours of news weekly and need someone who can strengthen our organization and build on our ratings success. Send resume and brief description of your management style and vision of your newscast/department to: General Manager, P.O. Box 12325, New Bern, NC 28561. EOE.

Noon News Producer: Must be very responsible, with an eye for detail. Must be a solid writer who can put together a fast-paced, upbeat newscast. Looking for someone with at least one years experience. Send videotape, resume, and references to Rick Moll, News Director, WANE-TV, 2915 West State Boulevard, Ft. Wayne, IN 46808. EOE. M/F.

News Topical Promotion Producer. WVEC-TV Inc., a subsidiary of A.H. Belo Corporation, seeks a creative, aggressive, fast news promotion producer who can write and edit compelling topical news that sell our daily newscasts. Looking for a self-motivated producer with a proven track record of creativity under pressure, who knows how to move viewers. Bachelor's degree in advertising, marketing or related field with one to three years producing news/news topical promotion, preferably at a network affiliate with hands-on editing experience. Please send resume and non-returnable VHS tape to Human Resources, WVEC-TV, 613 Woodis Avenue, Norfolk, VA 23510. No phone calls. EOE.

News Reporter. General News Reporter, editing and writing skills required. Related degree from a four-year accredited college. Experience at a commercial television station news department preferred. Send resume and 1/2" tape to: Dan Steele, Operations and Program Manager, WPSD-TV, P.O. Box 1197, Paducah, KY 42002-1197.

News Producer Wanted. No beginners. Writing and production experience on primary newscasts required. Related degree from a four-year college, plus experience at a commercial television station. Send resume (no phone calls) to: Dan Steele, Operations and Program Manager, WPSD-TV, P.O. Box 1197, Paducah, KY 42002-1197. EOE. M/F. ADA.

News Producer. WDTN is currently looking for a Newscast Producer. The show Producer is in charge of daily newscast, from story selection to writing, to on-air presentation, working with multiple live and satellite shots. Producer candidates should display good news judgement, have above average writing skills, the proven ability to make quick decisions and to communicate well with anchors and staff. Show Producers also act as Producer or Associate Producer or other news shows and special programs as assigned. The candidate should have at least two years of experience as a daily line producer. Newsroom computer experience desired. Person must be physically able to perform all the essential functions of the job. Regular attendance is an essential function of this job. Send resume to Personnel Administrator, WDTN, P.O. Box 741, Dayton, OH 45401. EOE. M/V/H/D.

News Director. WABC-TV is seeking a News Director for the #1 rated news in the #1 market. Successful candidate will be a solid and seasoned television journalist with proven abilities in leadership and administration. Management experience in a large, aggressive news operation essential, along with demonstrated strength in planning and creative television news production. Send resumes to Thomas P. Kane, President and General Manager, WABC-TV, 7 Lincoln Square, New York, NY 10023. No telephone calls please. We are an Equal Opportunity Employer.

News Director. Put your experience to work with a young and enthusiastic staff in a brand new facility, including new satellite truck. We're seeking someone with strong producing experience and a sense of urgency. Contact GM, KDLH, 425 West Superior Street, Duluth, MN 55802. EOE. Email 73537.1746@compuserve.com for more information.

News Director: Looking for people and issue-oriented News Director. Great opportunity at group-owned network affiliate in the Southeast. Please send your resume, references, salary history, and brief overview of your management style and journalistic standards to Box 01049 EOE.

News Co-Anchor: Co-Anchor needed for half-hour noon and 5:30 show. You'll also do some limited reporting. Must be a strong communicator and team player. No beginners please. Send videotape, resume, and references to Rick A. Moll, News Director, WANE-TV, 2915 West State Boulevard, Ft. Wayne, IN 46808.

Executive Producer: Top 50, Southeast affiliate seeks current cutting-edge EP or dynamic line producer with three to five years of experience ready for the next challenge. Supervise an eager team of producers, approve all scripts and organize quality control. We are #1 in news and need someone who can keep us there. If you can create and communicate a vision using all the toys including research, SNG, non-linear news editing and 3-D animated graphics, tell me how you would do it. Resumes to Box 01028. EOE.

KXLY TV (ABC) is currently looking for a morning anchor/reporter to co-anchor our early morning and mid day newscasts as well as report as needed. Minimum qualifications include a 4 year degree in Journalism, Communications or equivalent education, 2 years experience anchoring television newscasts, television news reporting experience and a positive, team oriented attitude. Closing date for this position is February 7, 1997. Please send tape and resume with qualifications and background to EEO Coordinator, KXLY/KZZU, 500 West Boone, Spokane, WA 99201. No phone calls please.

KCRA is seeking an experienced, self motivated News Reporter to work in our Stockton News Bureau. Candidate must be enterprising and capable of finding and reporting important stories from this critical part of our coverage area. Premiums will be placed on story telling abilities, a clear, crisp writing style, live shot skills, and the ability to work efficiently under deadline. Send resumes and a non-returnable VHS or 3/4 tape to: Kelly Broadcasting Co., Attn: Bill Bauman, 3 Television Circle, Sacramento, CA 95814. Employment is contingent upon passing a test for drug and alcohol use. Kelly Broadcasting is an Equal Opportunity Employer. M/F/ADA.

KBMT-TV is looking for an on-air Meteorologist. Applicant must be a certified meteorologist with some experience presenting weather on television. An internship in a television news organization will be considered. Applicant must have a clear understanding of the importance of severe weather coverage and its importance to residents of East Texas. Send resume and non-returnable VHS tape to: EEOC Officer, KBMT-TV, P.O. Box 1550, Beaumont, TX 77704. EOE.

KBMT-TV has an opening for a Reporter. Applicant must have at least 1 year experience working as a General Assignment Reporter, be a solid writer/story teller, and proficient reporting live. Applicant is expected to have an insatiable curiosity, a long list of contacts, and the drive to be part of a winning team. Send resume and non-returnable VHS tape to: EEOC Officer, KBMT-TV, P.O. Box 1550, Beaumont, TX 77704. EOE.

KBMT-TV has an opening for a Producer. Applicant must be well-read, keep abreast of current events, understand broadcast news, have the ability to produce for viewers, and have excellent writing skills. Applicant must have 1 year experience and demonstrate the ability to manage the personnel and resources of the news department. Do not send tape at this time. Send your resume and writing samples to: EEOC Officer, KBMT-TV, P.O. Box 1550, Beaumont, TX 77704. EOE.

Helicopter Pilot/Reporter: Searching for an experienced Reporter who can tell a story from the ground and the air. If you can deliver more than just a traffic report, send tape and resume to Emily Neilson, News Director, 3228 Channel 8 Drive, Las Vegas, NV 89109. EOE.

Executive Producer. We are looking for a leader for our nine person production staff. We want to talk to you if you are currently an executive producer or if you are a producer ready for the next challenge. Our station is a top rated southeastern ABC affiliate. We have microwaves, SNG...everything but a chopper. If you are ready for this job, tell us how you'd do it. Please send self-critique of your latest show, non-returnable demo tape, and resume to Box 01059 EOE.

Executive Producer and Producer - WVIT, Connecticut's NBC station is looking for a strong Producer and a creative, hands-on, aggressive Executive Producer. You must have several years experience producing fast paced, informative, visually exciting newscasts. Good news judgement and strong people skills are required. Resume and recent newscast to Nancy Andrews, Assistant News Director, WVIT, 1422 New Britain Avenue, West Hartford, CT 06110. EOE.

Chief Photojournalist. FOX O&O with a strong tradition in quality photojournalism seeks a leader for its news photojournalists. Ideal applicant should believe in NPPA standards, as well as having a commitment to teaching and training. Send tape and resume to Tom Loebig, VP/News, WGHP-TV FOX8, HP-8, High Point, NC 27261. EOE/M/F.

Assoc. Producer/P.T. - Write and produce stories, segments, programs and newscasts. Write and edit news stories. Assist other news personnel in gathering and presenting material for newscast. College degree. Must be willing to work overnights and weekends. Send cover letter and resume to: WBNS TV Inc., Business Office #98, 770 Twin River Drive, Columbus, OH 43215. Qualified minorities and women encouraged to apply. EOE. A smoke and drug workplace.

Assignment Editor. To work closely with news director and producers to set the daily news agenda. Reporting experience preferred. Modern facility includes new satellite truck. Write Teresa George, Administrative Assistant, KDLH, 425 West Superior Street, Duluth, MN 55802. EOE. Email 73537.1746@compuserve.com for more information.

Assignment Editor. KTRK-TV, Houston, Texas has an opening for an assignment editor. Must be aggressive in the pursuit of news. People skills, phone skills, writing skills and organizational skills are a must. Candidates must be ambitious in story generation and ideas. College degree and three years TV, print or radio experience are preferred. Send resumes to: Richard Longoria, News Director, KTRK-TV, P.O. Box 13, Houston, Texas 77001.

Assignment Editor. WDAF-TV in Kansas City seeks aggressive, self-starting assignment editor. Applicants need minimum 2 years experience in TV news. Responsibilities include developing and maintaining sources through phone contacts, coordinating photographer assignments and monitoring radios for breaking news. Position is the heart of an award winning news team. Organization, good news judgement and ability to work under pressure are musts. Send resume with references to: Mike Lewis, WDAF-TV, 3030 Summit, Kansas City, MO 64108. No telephone calls, please. EOE.

Assignment Editor. WDTN has an opening for an Assignment Editor who can find news stories our viewers want to see. Applicants must be creative, aggressive story generators who value enterprise work, and who don't settle for stories from a news release. The person we seek must think like a producer who is prepared not only hours in advance, but days in advance, and who plan to find all angles of stories. Applicants must be able to work days, nights and/or weekends, be able to supervise reporters and photographers and should have prior experience on the desk. The ideal candidate should have knowledge of the Dayton area and Ohio, be very organized, show good communications skills and have the ability to type. Prior experience with organizing multiple live shots is a plus. Send resume to Personnel Adm., WDTN-TV, P.O. Box 741, Dayton, OH 45401. EOE. M/F/V/D.

Anchor Opening. Aggressive Southwest network affiliate is looking for a prime newscast anchor to co-anchor our weekday evening newscasts. Successful candidate must have a minimum of 2 years in the anchor chair. Will also report and handle live shots, be a great writer, reporter and want to move with our team forward. Send resume, writing samples, tape, salary required to Box 01055 EOE.

HELP WANTED PROMOTION

DAILY TOPICAL PROMOTION PRODUCER

KGO-TV is seeking a Daily Topical Promotion Producer who will be responsible for producing all topical promotional spots for Channel 7 News. Must have a proven track record in promotion and production. Must be a team player and have the ability to work under pressure and tight deadlines. Application deadline is February 21, 1997. Please send resume, cover letter and videotape to:

KGO-TV Personnel
900 Front Street
San Francisco, CA 94111
EOE

Promotion Manager - KNXV Looking for "must win" Promotion Manager with strong vision, able to perform in Top 20 market. Must have minimum 5 years television promotion experience, including management. Preferred 5 years news promotion on major market level, metered market experience preferred. Must have proven management skills and be effective as a leader, motivator, and teacher. Must be creative, tenacious, and have what it takes to survive highly competitive market. Please send resume and reel to: 4625 South 33rd Place Phoenix, AZ 85040

Promotion Assistant. Ability to write, shoot and edit topical promotions. Handle promotion placement and talent scheduling. Professional image, experience and computer literacy a plus. Send tape and resume to Erik Hardtle, WCTI, PO Box 12325, New Bern, NC 28561. EOE.

Wildly creative? Does your copy shine? Want to work with state of the art graphic and edit equipment? WFSB, a Post-Newsweek Station, is looking for a Promotion Wiz. If your reel sparkles, rush it to Ken Ashley, Promotion Manager, 3 Constitution Plaza, Hartford, CT 06103-1892. EOE.

HELP WANTED ADMINISTRATION

INVENTORY PROGRAMMING ANALYST

New York Based

Warner Bros. is seeking a media-savvy analyst to keep track of movies, series, mini-series and animation and plan licenses for sale to cable, pay TV and network television in our New York office.

You'll maintain and update our programming database, keep track of licensing dates, airdates, distribution rights, while using your knowledge of TV and film history and trivia to assist in the packaging of programs for potential sale.

In short, we need someone with a minimum of 3 years previous experience in the entertainment industry (inventory management background preferred, as is previous experience in business or legal fields). A college degree (Business or Media preferred), the ability to work independently, strong typing and proofreading skills, and proficiency with Microsoft Word, Excel and Access database programs are required. Strong writing, organizational and analytical skills are essential.

Please send your resume including salary requirement to: Warner Bros., 1325 Avenue of the Americas, New York, NY 10019. Warner Bros. is an EOE. A Time Warner Entertainment Company.



HELP WANTED RESEARCH

RESEARCH MANAGER

New York based sports, entertainment and facilities company seeks Research Manager to supervise Research Department. Must have strong communication skills (written and oral) with a strong knowledge of Nielsen ratings and primary research data. 2-3 years experience in television/cable research management preferred. Proficient computer skills needed. Full benefits package. Send resume with cover letter and salary requirements to:

Bayard, Department 626
401 Broadway, 21st Floor, New York, NY 10013

Equal Opportunity Employer M/F/V/D

HELP WANTED TECHNICAL

What's Tektronix doing here?

Converging! Tektronix is spearheading the technology that merges audio, data, images and video onto diverse transmission networks. Our products can be found wherever signals are stored, processed, manipulated, transmitted and received. Come join us. We currently have the following opportunities available for talented, experienced individuals:

Field Application Engineers

You will partner with our Sales Engineers and develop relationships with key external technical resources, provide input on new product development, and contribute to the development of customer solutions via integration of company products and technical resources in cross disciplines. Additionally, you may provide work direction, technical guidance and formal training to staff members and field personnel.

• Video Transport – New York, Burbank, Chicago

Requires 7-10+ years' related experience and extensive background in video transmission, technical architectures and contract negotiation. Experience with video distribution formats, optical fiber transmission, switched broadband systems, telephony broadband transmission formats and video compression technology is also required. Must have understanding of base band/digital switching systems and Windows/UNIX systems.

• Profile – New York, Burbank

Work with the Area Account Manager to conduct high level systems prospect qualification, application analysis, product recommendation and management of sales process, including creating and implementing selling strategies. Requires 7-10+ years' related experience, demonstrated broadcast/post production system design, comprehensive knowledge of broadcast facility operations/engineering, and system design and operation experience. Must also have strong presentation and public speaking skills.

To become part of our winning team, mail your resume to: Tektronix, Inc., 430 Mountain Ave., Mountain Heights Center, Murray Hill, NJ 07974; Fax to (908) 665-0879. For more information, visit us on the WWW at <http://www.tek.com> Principals only, please. All employment offers are contingent upon successful completion of our pre-employment drug test. Tektronix is an equal opportunity/affirmative action employer. All trademarks are registered to their respective companies.

Tektronix

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WGRZ/NBC2 is looking for a Maintenance Technician. Must have at least 3-5 years experience repairing broadcast equipment including but not limited to: videotape machines, UHF/VHF transmitters, routing switchers, production switchers, computer graphics. Familiarity with computer network operations and programming helpful. Microwave and satellite equipment knowledge a plus. Send resume to: Chief Engineer, WGRZ-TV/NBC 2, 259 Delaware Avenue, Buffalo, New York 14202. No phone calls. WGRZ-TV/NBC 2 is an Equal Opportunity Employer.

Technician. Accepting applications for Operations vacation relief positions at Colorado's News leader KCNC. Send resume c/o Human Resources, KCNC-TV, 1044 Lincoln Street, Denver, CO 80203. EOE/MF.

Studio Maintenance Engineer: Beautiful facility, state-of-the-art equipment. Respectable salary. Nice Weather. Hands-on broadcast/video tape experience required. WCBI-TV, Jerrell Kautz, C.E., Box 271, Columbus, MS 39701. Email: jkautz@wcbi.com Fax: 601-329-1004.

Small market UHF station in Northwest seeks all-around engineer experienced in RF, studio and production gear, and computers. Duties include maintaining on-air look, managing operations department, and hands-on repair and maintenance. Must be organized, communicative and motivated to work unsupervised. Send resume, salary requirements and date of availability to Box 01036 EOE.

Operations Manager for 10TV Eyewitness Newsroom: Oversee newsroom technical operations, facilities, and equipment. Maintain newsroom computer system, and purchasing of equipment associated with news gathering. Be part of the management team's short and long-term planning. College degree plus 5 years newsroom experience. Must be willing to work overnights, and weekends. Send cover letter and resume to: WBNS TV Inc., Business Office #125, 770 Twin Rivers Drive, Columbus, OH 43215. Qualified minorities and women encouraged to apply. EOE. A smoke and drug free workplace.

NJN is seeking a Director of Engineering. Responsible for day-to-day and long range operation, planning, design and maintenance of NJN's technical facilities and staff, preparing and maintaining the fiscal integrity of the department budget, interfacing with communications attorney on FCC matters and interpretation of FCC rules and regulations. Bachelor's degree in Engineering and ten years in television broadcasting including minimum of three as Chief Engineer or Director of Engineering. FCC First Class or General License. EOE. Respond to: NJN, CN 777, Trenton, NJ 08625-077, Attn: Engineering Search Committee.

Maintenance Technician. Provide technical support for broadcast engineering systems and equipment. Repair electronic equipment to component level. Maintain station computers and local area networks. Technical degree or television maintenance experience required. Send resume to Dale Werner, Chief Engineer, KPRC-TV2/Post-Newsweek, 8181 SW Freeway, Houston, Texas 77074.

Maintenance Engineer. KOTV, the A.H. Belo owned CBS affiliate in Tulsa, OK seeks qualified Maintenance Engineer. Responsible for the installation, operation and maintenance of broadcast equipment. Requires two years college or technical training in electronics or a related field and two years experience in commercial broadcast television. SBE certification is also required. Send resume to Don Dobbs, Director of Engineering, KOTV-6, P.O. Box 6, Tulsa, OK 74101. Equal Opportunity Employer.

Director of Engineering. Nationwide television network seeks highly qualified engineering manager to head its Miami based production and satellite facility. We are searching for a forward thinking individual with the ability to effectively communicate goals and objectives to staff members from a variety of backgrounds and levels. Candidates must have extensive engineering management experience at a major market TV station or network. Strong personal management and budgetary skills required. Computer and server based skills essential. Studio, master control or production experience helpful. A technical degree is desirable. Reply to Box 01052 EOE.

Harris Broadcast, a division of the #3.5 billion Fortune 500 Harris Corporation, is seeking a World-Class candidate for the position of Systems Engineer with its Systems operation located in Florence, Kentucky. Harris Broadcast Systems is a worldwide supplier of mobile radio and TV and production studio systems.

In this High-profile role, you will be responsible for project management, system design, customer liaison as well as interfacing with project architects and consultants. The design element of this position will utilize your ability to create detailed Audio Video, RF system flows. A working knowledge of both analog and digital system concepts is necessary. We are looking for a team player who can plan, prioritize, meet project goals and communicate effectively.

Candidates must have a 4 year college degree and 3-5 years Broadcast Systems experience.

Harris Corporation offers a competitive starting salary with a comprehensive benefits package.

If you qualify and are interested in working with state-of-the-art equipment in a professional and challenging environment, please send resume (including salary history / requirements) in confidence to:

Shawn Oberreiter
Supervisor
Human Resources
Harris Corporation - Broadcast Division
P.O. Box 4290 Quincy, IL 62305
Equal Opportunity Employer



Chief Engineer. The successful candidate will have superior knowledge of UHF transmitters as well as a strong studio management background. Organizational skills will be necessary for planning and rebuilding our facilities to meet future needs. Computer skills are a must. Send your resume and salary history to Chief Engineer, KSHV-TV, 3519 Jewella Avenue, Shreveport, LA 71109 or fax to 318-631-4195. EOE.

Assistant Chief Engineer, Maintenance - WFSB, a Post-Newsweek Station, is looking for candidates to supervise station and transmitter maintenance staff and projects. Must have strong interpersonal skills, demonstrate knowledge of broadcast operating and transmitter equipment, PC's and FCC standards. Send resume to Mike Hayes, Chief Engineer, 3 Constitution Plaza, Hartford, CT 06103-1892. EOE.

HELP WANTED PRODUCTION

INVESTIGATIVE PRODUCER

KGO-TV is seeking an investigative producer to research, write and supervise the editing of investigative series and segments produced by the Channel 7 I-TEAM. Must have 3-5 years of experience as a television segment producer in an investigative unit. Strong writing skills and production skills are required. Experience in computer assisted reporting preferred. Application deadline is February 21, 1997. Please send resume, cover letter and videotape to:

KGO-TV Personnel
900 Front Street
San Francisco, CA 94111
EOE

Videotape Editor: Will handle videotape editing duties for news programs. Must be willing to work evenings, early morning, and weekends hours. Previous experience in editing videotape in a news environment necessary. Familiarity with computers and photography skills helpful. Send cover letter and resume to: WBNS TV, Inc., Business Office #118, 770 Twin Rivers Drive, Columbus, OH 43215. Qualified minorities and women encouraged to apply. EOE. A smoke and drug free workplace.

Unit Manager - Get Real! Assist in production management of award winning children's TV series *Get Real!* including budget, timelines, financial reports. Assist with all production-related activities. Occasional segment producing. Requires Bachelor's degree, two years production experience. To apply contact Betsy Bendrick, Wisconsin PTV, 821 University Avenue, Madison, WI 53706. 608-262-5221. Deadline 2/26/97. EOE.

Studio Director/Supervisor needed for a large facility near Chicago. Responsibilities include directing news, hiring, training, scheduling and evaluating staff of twenty in a diverse production operation with international exposure. Experience required in staff supervision and directing live newscasts. If you're a motivator, we want to hear from you. Knowledge of GVG 300, Chyron iNFiNITE!, Kaleidoscope and Basys helpful. Send resume to: The WNDU Stations, Attention: Human Resources, Position #00166, P.O. Box 1616, South Bend, IN 46634. EOE.

Producer needed for local TV station. Must have excellent writing skills. College degree required and two years experience preferred. No phone calls please. Send resume to: PD2-BC, Box 44227, Shreveport, LA 71134-4227. EOE.

KTRK-TV Director. Responsible to direct and switch newscasts, local programs and commercial production. Minimum of 3 years directing experience at commercial station. Knowledge of Ampex Century and Sony 8000 switchers. Send resumes to: Kim Nordt-Jackson, Program Manager, KTRK-TV, 3310 Bissonnet, Houston, TX 77005. No phone calls please. EOE.

Creative Services Manager: We're looking for a #2 promotions department pro to move up and be our #1! If you have at least two years of hands-on experience creating and editing news promos and commercials and want the opportunity to become manager of our Creative Service Department. Send us your resume and VHS work sample. Contact Bruce Pfeiffer, VP/GM, WKBT, 141 South 6th Street, LaCrosse, WI 54601.

CMX Editor-Santa Barbara, CA Prod/Post Company. Fast paced firm needs quick, professional, innovative and upbeat team player. Experience with CMX, GV 300, ADO and D-2 Pre-read a must, Abekas A-72 and Avid Non-Linear a plus. Salary DOE. Send resume and salary requirements to: P.O. Box 23942, Santa Barbara, CA 93121.

Graphic Artist. Are you wearing a sweater while you're reading this ad? Are you an expert on the Chyron/Liberty graphics system? If you said yes and can make news and promotional graphics, then let's talk about your new career in the sun. KMOL-TV, NBC San Antonio wants your talents. Just send your resume, demo tape, and cover letter to: 4 San Antonio, c/o Art Director, PO Box 2641, San Antonio, TX 78299.

ENG Personnel For A Major Broadcast Facility in NYC. ENG field operations with camera (and microwave) experience, video tape editors, and ENG maintenance, employment would commence spring/summer 1997. Out-of-town applicants accepted for these positions will be reimbursed for airfare, hotel and per diem expenses. Send resumes to: Media Management Services, Suite 345, 847A Second Avenue, New York, NY 10017 or fax to 212-338-0360. This employment would occur in the event of a work stoppage, and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

Design Director. Design in the sunshine. WESH-TV, a Pulitzer Broadcasting Station, located in Orlando, FL, 22 market, seeks a top notch Design Director to oversee station art direction. Must have strong leadership abilities and a proven track record in all aspects of television design including on-air, animation, print and set design. Familiarity with Quantel Paintbox, Chyron Liberty, Macintosh, (Photoshop, Illustrator, After Effects, QuarkXpress, 3D) or equivalent experience required. Send resume and non-returnable tape to Human Resources, WESH-TV, P.O. Box 547697, Orlando, FL 32854. An Equal Opportunity Employer.

HELP WANTED FINANCIAL & ACCOUNTING

Balkans Finance Officer to oversee financial management and reporting for operations in the Balkans region. This position is based in Paris. Duties include financial administration of European and US government and private grants for TV projects run through Internews offices in Bosnia, Serbia, and Croatia; preparation of financial reports and proposal budgets. Requires: excellent computer skills; good verbal skills, willingness and ability to travel to locations in the former Yugoslavia. Preference to applicants with fluent French and English; ability to read Serbo-Croatian; three + years experience as project accountant for organizations working with US government and/or European Union grants. Resumes to: Paul Greenberg, Fax +33 1 4026-7072. E-Mail <pgreenberg@calva.net> or Kay Elewski, Fax +1 707 826-2136. E-Mail <kay@internews.org> No calls. Closing date: February 10, 1997. Internews is an Equal Opportunity Employer.

HELP WANTED MISCELLANEOUS

American Sky Broadcasting

Join our fast growing team committed to providing entertainment like nothing on earth. ASkyB, part of the worldwide family of digital satellite television services being assembled by News Corporation, has immediate openings in their Corporate Headquarters (NY, NY) and Broadcast Operations Center (Phoenix, Arizona).

MARKETING - NEW YORK

DIRECTOR OF CONSUMER MARKETING

- Execute compelling corporate identity program
- Manage all ad agency activity
- Deploy promotion programs to fulfill marketing objectives
- Manage all activity to support distribution network

Requirements: 8-10 years consumer marketing exp including client and agency exp desirable. Exp in a start-up, fast paced environment essential. Ability to manage multiple projects under tight deadlines.

DIRECTOR OF SUBSCRIBER MARKETING

- Implement annual subscriber marketing plans, including retention, upgrade, recapture, and special events/sports marketing
- Create effective marketing materials including direct mail, on-air promotions, special events to increase subscriptions and purchase of Pay-Per-View events
- Use database to identify and target subscriber segments to promote enhanced program platforms

Requirements: 8-10 years subscriber marketing exp in Satellite, Cable or Telecommunications industries desirable. Strong analytical, creative, and presentation skills essential. Ability to manage projects and people, both internally and externally. Strong budget skills essential.

M.D.U. COMMERCIAL SALES DIRECTOR

- Establish, grow and cultivate programming services in M.D.U.'s and commercial establishments.
- Will set up regional sales distribution networks; recruit and train regional sales force
- Must have excellent contacts and the ability to work in a fast-paced environment under tight deadlines
- Extensive travel necessary

Requirements: 8-10 years commercial M.D.U. experience. Able to train and motivate a national sales force.

ENGINEERING - PHOENIX

DIRECTOR OF ENGINEERING

- 7-10 years television technical management
- Expertise in high powered Satellite Uplinks, TVRO, Operations, Computers, LANS, Video Servers and other high end broadcast systems
- B.S.E.E. or similar technical degree

ASSISTANT DIRECTOR OF ENGINEERING

- 5-7 years exp managing technical staff of large Broadcast Operations facility
- Direct maintenance and installation of complex technical systems
- Four year college degree plus expertise in RF systems required

ENGINEERING SUPERVISORS

- 5-7 years exp working in broadcast operations
- Direct operating staff to insure continuous high-quality operation

SR. NETWORK ENGINEER

- College degree plus 5-7 yrs exp designing and maintaining new computer-based networks in a state-of-the-art Broadcast facility
- Manage staff to insure reliability of a 24/7 operation with extensive data networks and computerized information and control systems

For all of the above positions, we offer a competitive benefits package, including 401K and pension. Interested applicants should indicate position of interest and send/fax resume with salary history to:



AMERICAN SKY BROADCASTING

Human Resources Dept.
1211 Avenue of the Americas, 31st Flr,
New York, New York 10036

(212) 391-4002

Equal Opportunity Employer

HELP WANTED GRAPHICS

Art Director: KTRK-TV, an ABC/Disney O&O, is looking for a talented and experienced designer to manage our art department. This is an exceptional opportunity for someone who's ready to step up to a first-class station. You'll have the tools and resources to do your best, while working on a team that's committed to staying on top. Quantel Paintbox Express experience preferred—HAL Express, Picture Box, InfinIt, and MAC experience a plus. Please send a tape and samples of print projects to: Tom Ash, Creative Services Director, KTRK-TV, 3310 Bissonnet, Houston, TX 77005. EOE. Pre-employment drug test required.

PROGRAMMING SERVICES

ENIGMA THEATER

"Enigma Theater" 52 cool films via satellite. A hosted series of mystery, sci-fi, horror and suspense films via barter and distributed weekly via satellite in spring of '97.

Call for details
1-800-353-9177.

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The program works. Former students now sell for NBC, ABC, ESPN, MTV, Katz, Turner, Petry, and dozens of TV stations across the country.

(Over 25 years in the TV industry)

Call for free information packet.

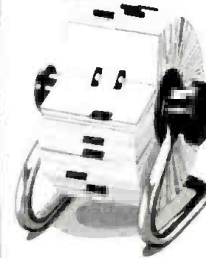
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Business Manager from top 25 market seeking new opportunity. Will relocate. Twenty years experience. For resume, call (406)251-9700.

G.M. for hire. Sales, programming, bottom line experience. Partnership? Equity? Lead by example. Utah, Wyoming, Colorado, Idaho areas preferred. Available on consulting monthly basis, solving problems. Phone: 970-339-5492.

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HELP WANTED PROGRAMMING

EXECUTIVE PRODUCER

Executive Producer. Will directly supervise original, co-production and acquisition projects and be responsible for guaranteeing standards of quality and accuracy. Responsible for all production phases of reversions, repackaging, develop projects/series. Create and maintain budgets, 5 years as producer/writer in film and video required. First-hand Latin American location experience a must: strong science and research/editorial background desirable. Senior/Executive producer experience, excellent Spanish/English skills required. Send resume/reel to:



Discovery Channel Latin America
One Alhambra Plaza - Suite 600
Coral Gables, FL 33134
Attn: Natasha Duwin
No Phone Calls Please

HELP WANTED SALES

GENERAL SALES MANAGER

CableRep Hampton Roads is seeking a General Sales Manager who will have the complete responsibility for total revenue of local, national, regional, and zone sales. They will direct the activity of the local and regional Sales Manager, Production Coordinators, video page operators and will determine pricing structures as well as monitoring inventory usage.

The General Sales Manager should have a minimum of 4-5 years of cable and/or television advertising experience. They should have a successful track record of sales management and interaction with direct reports, college degree preferred. Hands on use of media research a must. Excellent communications skills to include; written and verbal presentations, and strong personal computer proficiency required.

Please send resume to:
Human Resources * Cox Communications
225 Clearfield Avenue
Virginia Beach, VA 23462
EOE

HELP WANTED RESEARCH

RESEARCH DIRECTOR

CableRep Hampton Roads is seeking a Research Director responsible for the creation of research documents, and assisting Account Executives with proposals and client presentations. Ideal candidate will have knowledge of cable's multi-channel diversity and competitive media. Experience working with Nielsen data, Scarborough, CableScan, and MRI is a plus.

Position requires a BA/BS degree in marketing, communications, research or equivalent. Looking for one year minimum experience in cable and/or TV media research. Excellent communication skills both written and verbal, along with personal computer proficiency required.

Please send resume to:

Human Resources * Cox Communications
225 Clearfield Avenue
Virginia Beach, VA 23462
EOE

ALLIED FIELDS

HELP WANTED INSTRUCTION

Instructor/Assistant Professor in Mass Communication: Frostburg State University. Department of Communication and Theatre Arts seeks applications for a full-time, tenure track Asst. Professor position, beginning August 1997, pending budget approval. Teaching assignments may include introduction to mass communications, video production, film studies, writing for media, broadcast-cable programming, and mass communication practicum. Position responsibilities include developing an upper-level sequence in sales and advertising, promotion, and research; advising majors in Mass communication; and developing relationships with regional media organizations. Intercession and summer assignments available. Salary commensurate with qualifications. Minimum qualifications: Masters degree; full-time college teaching experience. Preferred qualifications: Ph.D. with ABD considered; professional experience. Direct position inquiries to Marc E. Routhier, (301-687-4393 and employment inquiries to Human Resources, 301-687-4105 (Voice TDD). Send letter of interest: vitae: unofficial copy of transcripts, and the names, addresses and phone numbers of three professional references by March 5, 1997, to: Frostburg State University, Office of Human Resources, Attn: Inst./Asst. Prof. in Mass Communication (Position #97-549-B&C). Frostburg, MD 21532. FSU is an AA/EEO. Appropriate Auxiliary Aids & Services for qualified individuals w/ disability will be provided upon request. Please notify in advance.

HELP WANTED NEWS

Internships: Spend six months interning with crack professional journalists in Illinois/Statehouse pressroom in University of Illinois/Springfield's one-year MA Public Affairs Reporting program. Tuition waivers, \$3,000 stipends during internship. Applications due April 1. Contact: Charles Wheeler, PAC 418. UIS, Springfield, IL 62794-9243. (217) 786-7494. E-mail: wheeler.charles@uis.edu. PAR Home Page: <http://www.uis.edu/~wheeler/EOE>.

HELP WANTED INSTRUCTION

Eastern Washington University: Visiting Assistant Professor of Electronic Media & Film. The Department of Electronic Media, Theatre & Film, at Eastern Washington University, seeks a visiting assistant professor to teach courses in Writing for Film and Television, Humanities in the Filmic Arts, and Law for Producers. Terminal degree in Broadcasting, Film or related field required. Candidate should present evidence of successful teaching and scholarly and creative activities. One year term begins September 1997 with renewal possibility in Fall 1998. Position may become tenure track as Fall 1999. Send letter of application, vita, and three letters of recommendation (with phone # or fax # and/or email address) by March 1, 1997 to: Dr. David K. Terwische, Chair, Department of Electronic Media, Theatre & Film, Eastern Washington University, Mail Stop 104, 526 5th Street, Cheney, Washington 99004-2431. Fax (509)359-4841. For full position description email: pbumpas@ewu.edu. Eastern Washington University is committed to increasing the diversity of its faculty, staff, students and academic program offerings and to strengthening sensitivity to diversity throughout the institution. We are an affirmative action/equal opportunity employer, and applications from members of historically underrepresented groups are especially encouraged. The successful candidate will be required to show proof of eligibility to work in the U.S. pursuant to U.S. immigration laws. A strong commitment to Liberal Arts Education is required.

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For the Record

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"For the Record" compiles applications filed with and actions taken by the FCC. Applications and actions are listed by state; the date the application was filed or the action was taken, when available, appears in *italic*.

FACILITIES CHANGES

Dismissed

Beloit, Kan. (BP-960823AB)—Solomon Valley Broadcasting Inc. for ksvs(AM): add night service. *Jan. 24*

Granted

Northridge, Calif. (BPED-930115MB)—

Abbreviations: AOL—assignment of license; ant.—antenna; ch.—channel; CP—construction permit; D.I.P.—debtor in possession; ERP—effective radiated power; khz—kilohertz; km—kilometers; kw—kilowatts; m.—meters; mhz—megahertz; mi—miles; TL—transmitter location; w—watts. One meter equals 3.28 feet.

California State University—Northridge for KCSN(FM): change ERP to .32 kw, ant. to 501 m., TL. *Jan. 24*

San Rafael, Calif. (BP-960514AA)—Mt. Wilson FM Broadcasters for KNOB(AM): change power, TL, ant. *Jan. 24*

Susanville, Calif. (BPH-961017IB)—

Olympic Broadcasters Inc. for KQNC(FM): change ERP, ant., TL, main studio, class. *Jan. 23*

Live Oak, Fla. (BPH-960918IB)—Day Communications Inc. for WQHL-FM: change ant. *Jan. 24*

Evansville, Ind. (BMPH-961209IE)—South Central Communications Corp. for FM at 107.5 mhz: change ant., ERP. *Jan. 27*

Morehead, Ky. (BMLED-961024KA)—Morehead State University for WMKY(FM): auxiliary ant. system. *Jan. 24*

Lufkin, Tex. (BMPED-960926ID)—Lufkin Educational Broadcasting Foundation for KSWP(FM): change ant. *Jan. 29*

Mineola, Tex. (BP-950907AB)—Canton Broadcasters Inc. for KVC(AM): change city of license to Canton, Tex., relocate main studio. *Jan. 23*

Racine, Wis. (BPCT-940509KG)—TV-49 Inc. for WJJA(TV): change ERP to 2,558 kw visual, ant. to 149 m., TL to 4311 E. Oakwood Rd., Milwaukee. *Aug. 2, 1994*

Racine, Wis. (BPCT-960328KG)—TV-49 Inc. for WJJA(TV): change ERP to 5,000 kw visual, ant. to 273 m., TL to 3872 N. Fratney St., Milwaukee. *Sept. 17, 1996*

OWNERSHIP CHANGES

Granted

Madison, Wis. (BTC-970107GE)—Mid-West Management Inc. for WTDY(AM): involuntary relinquishment of control by William R. Walker. *Jan. 23*

BY THE NUMBERS

BROADCAST STATIONS

Service	Total
Commercial AM	4,906
Commercial FM	5,285
Educational FM	1,810
Total Radio	12,001
VHF LPTV	561
UHF LPTV	1,211
Total LPTV	1,772
FM translators & boosters	2,453
VHF translators	2,263
UHF translators	2,562
Total Translators	7,278

Service	Total
Commercial VHF TV	559
Commercial UHF TV	622
Educational VHF TV	123
Educational UHF TV	240
Total TV	1,544

CABLE

Total systems	11,660
Total subscribers	62,231,730
Homes passed	91,750,000
Cable penetration*	65.3%

*Based on TV household universe of 95.9 million

Sources: FCC, Nielsen, Paul Kagan Associates

GRAPHIC BY BROADCASTING & CABLE

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Local angle

EDITOR: While we at Washington's only 24-hour local cable news service were pleased to be mentioned in your article about the local market's coverage of the inauguration, we found it incredible that the local NBC affiliate was credited with the most extensive coverage of the event with 14 1/2 hours of coverage (second paragraph), when NewsChannel 8 provided 15 hours (eighth paragraph). Talk about burying the lead: the local 24-hour cable channel out-covering the so-called big boy. Not to mention that NewsChannel 8 did not have the luxury of switching to Katie Couric for two hours of NBC's *Today* and two hours of Tom Brokaw-anchored coverage of the swearing-in and speech. Subtract

those four hours and there is no question who provided the "most extensive" coverage—NewsChannel 8!

Just wanted to set the record straight, with the hope that in the future, NewsChannel 8 will get equal treatment when you examine Washington television coverage of important local events.—Wayne A. Lynch, vice president, news and programming, NewsChannel 8, Springfield, Va.

Credit where due

EDITOR: At first I was surprised to see a gratuitous reference to Fox at the end of an editorial that was otherwise focused on opposing LMAs. (Fox has never sought to create an LMA, although it did inherit one from New World.) And then I realized that your intent must surely be to hold Fox out as proof that strong,

new, pro-competitive market forces can be achieved without resorting to duopoly-like structures.

Undoubtedly you had in mind Fox's singular contributions to diversity by creating the long-sought "fourth network," breathing new life into UHF independent television stations, and causing the sign-on of new prime time local newscasts in markets all across the country. I'm sure that you were also thinking about the multibillion-dollar investment we are now planning in ASkyB to bring forth the long-sought competition to cable and to remedy the current exclusion of local broadcasters from DBS platforms.

Your recognition of our pro-competitive contributions to the industry is heartwarming to all of us.—Pres-ton R. Padden, chairman, American Sky Broadcasting, New York

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Datebook

THIS WEEK

- Feb. 4**—The Miami ShowBiz Summit, presented by *Variety*. The Biltmore Hotel, Miami. Contact: Seth Gordon, (305) 381-6500.
- Feb. 4**—"DBS: The Five Burning Questions," conference presented by *The Carmel Group*. The Westin Hotel, Los Angeles. Contact: (408) 626-6222.
- Feb. 4-5**—*Arizona Cable Telecommunications Association* annual meeting. Doubletree Suites Hotel, Phoenix. Contact: Susan Bitter Smith, (602) 955-4122.
- Feb. 5**—*Federal Communications Bar Association* congressional reception. The Capitol, Washington. Contact: Paula Friedman, (202) 736-8640.
- Feb. 5**—26th annual *Mobius Advertising Awards*. Museum of Broadcast Communications, Chicago. Contact: (312) 629-6623.
- Feb. 5-7**—"Pushing the Boundaries," fourth annual *American Association of Advertising Agencies* media conference and trade show. Hyatt Regency, Atlanta. Contact: Fran Massa, (212) 850-0731.
- Feb. 6-9**—*Radio Advertising Bureau* marketing sales conference. Marriott Marquis Hotel, Atlanta. Contact: (214) 753-6740.
- Feb. 7**—*International Radio & Television Society Foundation* newsmaker luncheon, and "A Read on the Future," fifth annual industry conference. Waldorf-Astoria, New York City. Contact: Marilyn Ellis, (212) 867-6650.
- Feb. 7-9**—"Redefining Government: Reporting the Coming Crisis in State and Local Finance," journalists conference presented by the *Foundation for American Communications*. Radisson Suite Hotel at River Ridge, Oxnard, Calif. Contact: Chris Gardner, (213) 851-7372.

FEBRUARY

- Feb. 10-12**—*CTAM* 13th annual research conference. Hotel del Coronado, San Diego. Contact: (703) 549-4200.
- Feb. 11**—*West Virginia Broadcasters Association* television sales seminar. Marriott Town Center, Charleston, W. Va. Contact: (304) 744-2143.
- Feb. 11-13**—52nd annual Georgia Radio-TV Institute, sponsored by the *Georgia Association of Broadcasters*. University of Georgia, Athens, Ga. Contact: (770) 395-7200.
- Feb. 12**—"Celebrating the 105th Congress," gala reception hosted by the Washington, D.C., chapter of *American Women in Radio and Television*. Cannon Caucus Room, U.S. House of Representatives, Washington. Contact: Melodie Virtue, (703) 841-0606.
- Feb. 12**—"Managing Your Own Career," workshop presented by the *Women in Cable & Telecommunications Foundation*. San Francisco. Contact: Mary Daviau, (312) 634-2330.
- Feb. 12-13**—*Cable Television Association of Georgia* annual convention. Ritz-Carlton Hotel, Atlanta. Contact: Patti Hall, (404) 252-2454.
- Feb. 13-14**—"The FCC in 1997: New Priorities and Future Directions," conference presented by the *Federal Communications Bar Association* and the *Federal Communications Commission*. Capital Hilton Hotel, Washington. Contact: Paula Friedman, (202) 736-8640.
- Feb. 13-15**—*Wireless Cable Association* Technical Symposium and Winter Show. Riverside Hilton Hotel, New Orleans. Contact: (202) 452-7823.
- Feb. 14**—Deadline for entries for the *New York Festivals* 1997 International Print & Radio Advertising Competition. Contact: (914) 238-4481.
- Feb. 18-20**—OFC '97, optical fiber communications conference presented by the *Optical Society of America*. Dallas Convention Center, Dallas. Contact: (202) 416-1980.
- Feb. 19**—*Cable Positive* first annual benefit dinner, honoring Dick Aurelio. New York Hilton, New York City. Contact: Molly Padian, (212) 713-7110.
- Feb. 19-20**—Asia Pacific Multichannel TV Summit, presented by *Kagan World Media Ltd.* Mandarin Oriental Hotel, Hong Kong. Contact: Alexan-

dra Guthrie, +44 (0) 171 371 8880.

- Feb. 19-21**—32nd annual *Broadcast Cable Credit Association* seminar. Hyatt Riverwalk, San Antonio, Tex. Contact: Mary Teister, (847) 296-0200.
- Feb. 19-21**—Texas Show '97, presented by the *Texas Cable & Telecommunications Association*. San Antonio Convention Center, San Antonio, Tex. Contact: (512) 474-2082.
- Feb. 20**—"Business Development Through the World Wide Web," luncheon presented by the New York chapter of *American Women in Radio & Television*. New York Hilton, New York City. Contact: (212) 481-3038.
- Feb. 22-25**—*MECOM '97*, 9th annual Middle East international telecommunications show and conference. Bahrain International Exhibition Centre, Bahrain. Contact: Virginia Jensen, (210) 652-7070.
- Feb. 24**—Deadline for entries for the 18th annual *Banff Television Festival* program competition. Contact: (403) 678-9260.
- Feb. 24-27**—Canada Link '97, conference on cable and distribution services in Canada presented by *Link Events*. Vancouver Trade and Convention Center, Vancouver. Contact: Gerard Herador, (713) 342-9826.
- Feb. 25-26**—Great Lakes Broadcasting Conference & Expo, presented by *Michigan Association of Broadcasters*. Lansing Center, Lansing, Mich. Contact: (517) 484-7444.
- Feb. 26-27**—"The Future of Cable, Pay TV and New Media in Spain," conference presented by *Kagan World Media*. Hotel Villa Magna, Madrid. Contact: (408) 624-1536.
- Feb. 27**—*Federal Communications Bar Association* luncheon featuring Betty Alewine, president/CEO, COMSAT Corp. Capital Hilton Hotel, Washington. Contact: Paula Friedman, (202) 736-8640.
- Feb. 27-28**—"Cable Television Law 1997: Implementing the 1996 Telecommunications Act," conference presented by *Practising Law Institute*. PLI Conference Center, New York City. Contact: (800) 260-4754.
- Feb. 28**—"Facing Changes in Employment," seminar presented by the Rocky Mountain chapter of *Women in Cable & Telecommunications*. TCI Headquarters, Englewood, Colo. Contact: Theresa Hart, (303) 863-0084.

MARCH

- March 1**—Deadline for entries for the *Society of Cable Telecommunications Engineers* 1997 Field Operations Awards Competition. Contact: (610) 363-6888.
- March 3-4**—PROMAX Europe conference and exposition, presented by *PROMAX International* and *BDA International*. Hotel Arts (Ritz Carlton), Barcelona, Spain. Contact: (212) 376-6222.
- March 3-6**—1997 Western ComForum/TecForum/ProForum, presented by *International Engineering Consortium*. Broadmoor Hotel, Colorado Springs. Contact: (312) 559-4600.
- March 4**—2nd International Conference on Practical Satellite Imagery Projects for News Media, presented by *American University's School of Journalism et al.* American University, Washington. Contact: (202) 885-2037.
- March 5-6**—7th annual *Society of Cable Telecommunications Engineers* Vendors Day. Concord Hilton, Concord, Calif. Contact: Steve Allen, (916) 786-4353.
- March 5-6**—"Engineering for the Non-Engineer," course presented by *Women in Cable & Telecommunications*. CNN Tower, Atlanta. Contact: Mary Daviau, (312) 634-2330.
- March 6**—10th annual *Achievement in Radio Awards*. The Rivers Club, Pittsburgh. Contact: Michelle Frenier, (412) 391-3193.
- March 7-9**—*International Teleproduction Society* financial institute. Sheraton Crescent Hotel, Phoenix. Contact: (703) 641-8770.
- March 7-9**—*Intercollegiate Broadcasting Association* 56th annual international convention of educational broadcasters. Hotel Pennsylvania, New York City. Contact: Fritz Kass, (914) 565-0003.

March 8—*National Association of Radio Talk Show Hosts* Talkfest Forum. Holiday Inn, San Antonio, Tex. Contact: Carol Nashe, (617) 437-9757.

March 9-12—*MID Television International Television Programme Market*. Dubai World Trade Center, Dubai, United Arab Emirates. Contact: +971-4-621133.

March 12—*Radio & Television News Directors Foundation* annual banquet and celebration of the First Amendment. Mayflower Hotel, Washington. Contact: Joyce Schreiber, (202) 467-5215.

March 12-13—*Association of National Advertisers* Television Advertising Forum. The Plaza Hotel, New York City. Contact: Joyce Schreiber, (202) 467-5215.

March 13—*International Radio & Television Society Foundation* newsmaker luncheon. Waldorf-Astoria, New York City. Contact: Marilyn Ellis, (212) 867-6650.

March 14-16—"Civic Journalism: Doing It Daily," workshop sponsored by the *Radio and Television News Directors Foundation* and the *Pew Center for Civic Journalism*. Swissotel, Chicago. Contact: Kathleen Graham, (202) 467-5216.

March 16-19—Cable '97, *National Cable Television Association* annual convention and exposition. Ernest Morial Convention Center, New Orleans. Contact: Bobbie Boyd, (202) 775-3669.

March 16-20—*Electronic Industries Association* spring conference. J.W. Marriott Hotel, Washington. Contact: (202) 907-7971.

March 18—*Federal Communications Bar Association* luncheon featuring Sam Donaldson. Capital Hilton Hotel, Washington. Contact: Paula Friedman, (202) 736-8640.

March 18—*National Association of Minorities in Communications* annual awards breakfast. Sheraton New Orleans, New Orleans. Contact: Roxanne Yballe, (310) 404-6208.

March 18—*American Sportscasters Association* 12th annual Hall of Fame dinner. Marriott Marquis, New York City. Contact: (212) 227-8080.

March 19-20—*NIMA International* '97 spring meeting. Sheraton New Orleans, New Orleans. Contact: (202) 289-6462.

March 24-27—SBCA Las Vegas '97 Satellite Show, presented by the *Satellite Broadcasting and Communications Association*. Las Vegas Convention Center, Las Vegas. Contact: (800) 654-9276.

March 26—*International Radio & Television Society Foundation* Gold Medal Award dinner honoring Bob Wright. Waldorf-Astoria, New York City. Contact: Marilyn Ellis, (212) 867-6650.

APRIL

April 4-7—*Broadcast Education Association* 42nd annual convention. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5354.

April 7-8—*Television Bureau of Advertising* sales and marketing conference. Las Vegas Hilton, Las Vegas. Contact: Janice Garjian, (212) 486-1111.

April 7-10—*National Association of Broadcasters* annual convention. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5300.

JUNE

June 4-7—PROMAX and BDA '97 conference and exposition, presented by *PROMAX International* and *BDA International*. Navy Pier Convention Center, Chicago. Contact: (310) 788-7600.

June 8-14—18th annual *Banff Television Festival*. Banff Springs Hotel, Banff, Alberta, Canada. Contact: (403) 678-9260.

June 12-17—20th *Montreux International Television Symposium and Technical Exhibition*, Montreux Palace, Montreux, Switzerland. Contact: (800) 348-7238.

June 23-25—*Wireless Cable Association* 10th annual convention and exposition. Anaheim Convention Center/Anaheim Marriott Hotel, Anaheim, Calif. Contact: (202) 452-7823.

Major Meeting dates in red

—Compiled by Kenneth Ray
(ken.ray@b&c.cahners.com)

At the center of the storm

Julius Genachowski is busy today. The FCC chairman's chief counsel has one last call to make before he can talk. More calls come in but he lets voice mail take them. Some documents arrive at the office too, but these can't wait. Signatures are needed immediately.

"It is humanly impossible for anyone to do all of the things that one should do in a day," Julius Genachowski says of his job advising Reed Hundt on communications policy. These days, he thinks of himself as a baseball player "who can get out more often than he gets a hit but still makes it to the Hall of Fame."

Or at least to the next FCC controversy. Since coming to Hundt's office in 1995, Genachowski has been at the center of some of the commission's most heated. He has advised Hundt in FCC negotiations on Westinghouse's purchase of CBS, Disney's purchase of CapCities/ABC, setting the digital TV standard and, of course, last summer's children's educational programming rule.

And this year he will advise Hundt on the FCC's digital TV rules and its plan to give each broadcaster a digital TV channel.

But controversial issues are not new to the 34-year-old Genachowski, who was included in *American Lawyer's* January list of 45 leading young lawyers outside the private sector. Two years after college he worked on the congressional investigation of the Iran-Contra affair. One year following law school he worked for Supreme Court Justice William Brennan (retired), and later for Justice David Souter.

"One of the wonderful things about the jobs I've stumbled into is that many of them have given me a window into events and processes that most people don't ordinarily get to see," Genachowski says.

At the FCC he points to big-picture discussions of communications issues among economists, lawyers, engineers and businessmen. "That is incredibly rewarding...and not something you get to do in a more traditional legal job," he says.

Communications pow-wows and a flurry of meetings and negotiations are a daily part of a career Genachowski originally considered spending in journalism, rather than law. At Columbia University he re-established the school newspaper, *Acta Columbia*, and also worked on other publications.

After school Genachowski went to Washington to look for a job in journalism or government. A government job (in Rep-



"I like to think of myself as primarily a problem-solver and, occasionally, a generator of new ideas."

Julius Genachowski

Chief Counsel to FCC Chairman Reed Hundt; b. Aug. 19, 1962, Brookline, Mass; BA, Columbia University, 1985; JD, Harvard Law School, 1991; production assistant, Media and Society Seminars, New York, 1985; legislative assistant, Representative Charles Schumer, Washington, 1985-87; staff member, select committee investigating Iran-Contra affair, 1987; law clerk, Judge Abner Mikva, 1991-92; law clerk, Justice William Brennan, 1992-93; law clerk, Justice David Souter, 1993-94; special counsel to General Counsel William Kennard, FCC, 1994; council to the chairman, FCC, 1994-95. Current position since December 1996; child (from past marriage): Jacob, 5.

resentative Charles Schumer's office) turned up first.

"If my first job had been a journalism job I'd probably be a journalist," Genachowski says.

He recounts one investigative project undertaken during his work in 1984 for former CBS News President Fred Friendly. Friendly was working on a book about Supreme Court case stories as told from the perspective of those involved. Genachowski, who joined a coterie of grad school students working on the book, was assigned the task of finding Jane Roe.

Genachowski began searching for Roe's identity, eventually found it in a library. After calling directory assistance in Texas with Roe's true name—Norma McCorvey—Genachowski located her and flew her to New York to be interviewed.

Friendly, he says, "taught me about how powerful television is as a medium, and how powerful it can be to do good....In retrospect it's not surprising that I ended up doing this kind of work."

Others who work with Genachowski are glad it worked out that way. "He's the brains behind our best ideas and the brawn for our heavy lifting," Hundt says.

"He takes seriously the points that you bring to him," adds Washington broadcast lawyer Jonathan Blake. "The outstanding characteristic is his obvious and sincere effort to solve problems."

While several of those problems have involved controversy and media scrutiny, Genachowski points to lower-profile projects as highlights of his FCC career. He cites a meeting last September in Salzburg, Austria, of the Commission on Radio and Television Policy. The meeting of Eastern European delegates resulted in a resolution recommending that governments prohibit laws restricting freedom of expression.

"It was one of the most enjoyable things that I did here," says Genachowski, who attended the meeting with a delegation that included former President Carter. "I'd like to see the commission do more of that."

Genachowski this year will do more work on cable and wireless issues. But beyond working on his new assignments in Hundt's office, he has no plans for his next job.

"I like to think of myself as primarily a problem-solver and, occasionally, a generator of new ideas," he says. "Whatever I do in the future, it will involve both of those elements."

—CM

BROADCAST TV

Mike Waka, business manager/controller, WWCP-TV Johnstown and WATM-TV Altoona, both Pennsylvania, joins WETM-TV Elmira and WKTV-TV Utica, both New York, in same capacity.

Reggie Harris, weekend anchor/reporter, WCBS-TV New York, joins WWOR-TV Secaucus, N.J., as general assignment reporter and will also do special investigative reports.



Lillian Ryan, assistant director, business affairs, KXAS-TV and KXTX-TV Dallas, joins KDVR-TV Denver as VP, finance.

Janet Johnson, executive producer, news, KIRO-TV Seattle, joins WSB-

Ryan

TV Atlanta as assistant news director.

Dan Foos, operations manager, WAVE-TV Louisville, Ky., adds programing and cable relations to his responsibilities.

Mike Scott, general sales manager, KYTV-TV Springfield, Mo., named VP/GM.

Edward A ken, executive VP, Hubbard Television Group, joins KSTP-TV St. Paul/Minneapolis as president/GM.

PROGRAMING



Jeffrey Korchek, senior VP, business affairs, Universal Pictures, Universal City, Calif., named executive VP, legal and business affairs.

Douglas Michael Heller, programing consultant, joins

Korchek

Zia Film Distribution Co., Beverly Hills, Calif., as executive VP.

Carolyn Way, manager, Eastern regional sales, Rysher Entertainment, New York, named director.

Appointments at Fox Broadcasting Co., Beverly Hills, Calif.: **Kaye Bentley**, VP, national media, named senior VP; **Vince Garza**, director, national media, named

E. Stratford Smith, holder of Penn State University's **Pioneers Chair in Cable Communications** and director of the cable television oral history project, was honored by the school on his 80th birthday. In 1951 Smith became the first executive director and general counsel of what is now the National Cable Television

Association. In 1955 he was one of the founders of the Washington law firm Smith & Pepper (now Pepper & Corazzini). Smith was involved in many significant legal cases involving the cable industry. He continued as NCTA general counsel until 1960 and was special counsel from 1960 to 1968. He retired in 1972 to become the owner of Key West Broadcasting. In 1986 he first came to Penn State as a visiting speaker and in 1989 was appointed to the endowed chair. Among those on hand for the festivities were (l-r) James Palmer, Archer Taylor, an unidentified woman, Smith, Barbara Palmer, Benjamin Conroy, Sol Schildhouse and Laverne Taylor.

Pioneer party



director, national media planning.

RADIO

David Noll, research consultant, Strategic Radio Research, joins WBUX(AM) Doylestown, Pa., as president/GM.

Bob Klopfenstein, program director, KABC(AM)/KMPC(AM) Los Angeles, joins Creative Promotion TV and Radio Syndications there as VP, programing.

Mike Davis, director, sales, Midwest, American Urban Radio Networks, New York, named VP, Western region sales, Detroit.

Kevin Cox, promotion coordinator, WHOT-FM New York, named promotion director.

Brent Hahn, senior writer/producer, World Wide Wadio, Hollywood, named VP/creative director.

CABLE

Lori Fee, regional sales manager, American Movie Classics and Romance Classics, Woodbury, N.Y., named director, Western region.

Appointments at Lifetime Television, New York: **Steve Warner**, senior VP, program planning, CBS Entertainment, joins as VP, program planning, scheduling and acquisitions; **Amy Introcaso-Davis**, executive director, creative affairs, Fox Broadcasting, joins as VP, series, East Coast; **Allison Teicher**, director, develop-

ment, Black Rose Productions/Warner Bros. Television, joins as manager, specials, documentaries and daytime.

Appointments at Nickelodeon Latin America, New York: **Stephen Grieder**,



Grieder



Fadel

executive producer, Channel [V], Star TV, Hong Kong, joins as VP/creative director; **Tony Fadel**, president/founder, TV Planet, Miami, joins as program director.

Michael Klein, VP, programing, Viewer's Choice, New York, named senior VP.

DEATHS

Chuck Taylor, 53, meteorologist, died of cancer Jan. 14. For the past 20 years he had been chief meteorologist at WHAS-TV Louisville, Ky. His career also included weather forecasting positions at WTEV-TV and WPRI-TV, both Providence, R.I.

—Compiled by Denise Smith
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Sinclair Broadcast Group Inc. is betting on Las Vegas with plans to buy UPN affiliate

KUPN(TV) (ch. 21) there for \$87 million. Also last Friday, Sinclair said it will buy **WGR(AM)** and **WWWS(AM)** Buffalo, N.Y., for \$1.5 million. All deals are subject to FCC—and in the case of KUPN, Justice Department—approval. The owner of all the stations is Rich Communications Inc., Sinclair said Friday in a news release. However, Sinclair has been reported as the owner of the Buffalo radio stations since April 1996, when it merged with River City Broadcasting LP. In the news release, Sinclair said it has only joint sales agreements with the stations. A Sinclair official was not available for comment on the discrepancy.

Philadelphia is in for a triple daily dose of Jenny Jones. In an unusual move, the Warner Bros. hit talker will be carried on two stations in the same market. *Jones* has a double run (morning and late-night) on ABC O&O **WPVI-TV** and will add a third run at 1 p.m. on WB affiliate **WPHL-TV** beginning in September. Also, **WPVI-TV** is switching its late-night run of *Jenny Jones* from 1:30 a.m. to 12:30 a.m.

ABC's Prime Time Live will devote its entire Feb. 13 edition to a report on TV news' use of hidden camera and undercover reporting.

The report is to appear about three weeks after a North Carolina jury socked ABC with a verdict of \$5.5 million in damages for its report on the Food Lion grocery chain. Significant portions of the Nov. 5, 1992, Food Lion story will air during the hour, ABC said, "to

Dodger deal

The Los Angeles Dodgers signed a five-year rights contract with **KIIS(AM)** Los Angeles beginning with the 1998 season. The Dodgers have been heard on **KABC(AM)** Los Angeles for 23 years. **KIIS** morning personality **Rick Dees** (c) broke the news on his show last week. With Dees are **Tommy Hawkins**, Dodgers' vice president of communications (l), and **Todd Hollandsworth**, the Dodgers' 1996 rookie of the year. —DP



put the debate in context." Jurors in the case never saw the broadcast in question.

Fox Television Stations appointed two new general managers last week: Diana L. Vargas

has become the first woman to run **KTTV(TV)** Los Angeles, and **Gregg Kelley** has been tapped to run **WTTG(TV)** Washington. Vargas, who joined KTTV as an account executive in 1988, most recently was VP/general sales manager. She succeeds Jim Burke, who was promoted to executive VP/sales and marketing for Fox Television Stations. Kelley, who has been WTTG's general sales manager since 1994, succeeds Gene McHugh, who was named GM of Fox's new Atlanta O&O, **WAGA-TV**.

Jon Feltheimer has been named to the newly created post of executive VP, Sony Pictures Entertainment, as part of a management reorganization at SPE. Feltheimer's expanded duties include oversight of SPE's worldwide TV operations and all domestic production/distribution activities of the newly renamed Columbia TriStar Television Group. Feltheimer, formerly president of Sony Television Entertainment (now CTTG), reports to Jeff

Sagansky, SPE co-president, who is the studio's TV point man and member of its new three-man senior executive team assembled under John Calley, SPE's new president.

Moody's assigned a Ba3 rating to \$250 million of 8.875% senior notes recently issued by Century Communications, a

top 20 cable MSO. Moody's also confirmed the Ba3 rating for other Century senior notes. The Ba3 rating is non-investment, or junk, category, and Moody's said the outlook for all Century ratings is negative because of Century's high leverage and capital needs. Moody's also warned that a downgrade is possible if Century fails to sell its capital-hungry wireless cable and programming joint ventures in Australia.

Joseph Russo of North Miami Beach, Fla., pleaded guilty to four counts of distributing devices intended to aid in cable signal theft, for which he

faces a maximum of five years in federal prison and a \$500,000 fine on each count. Russo also pleaded guilty to four more counts of assisting in the unauthorized interception of cable signals, for which he could receive a maximum two years in prison and a

\$50,000 fine on each count. Russo was an owner-operator of Leasing Ventures, a now-defunct corporation that manufactured, modified and distributed converter boxes. Four other people pleaded guilty to similar charges in what U.S. Attorney Faith Hochberg called the biggest cable television piracy case in history.

Sports talker Howard Eskin of WIP(AM) Philadelphia is dismissing rumors that he had any connection to the murder of Internet browser Marlene Stumpf, 47, of

Pottstown, Pa., who allegedly was stabbed to death by her husband, Raymond Stumpf, 54, last week. Eskin admits to chatting via the Internet with Stumpf and sending her a dozen roses to "brighten her day," according to Eskin's statements to the *New York Post*. But Eskin denies allegations that the flower delivery could have sparked her husband's attack. Raymond Stumpf is known to Philadelphia residents as host of a late-night home shopping show on public access cable TV.

Time Warner Cable introduces its Road Runner high-speed Internet cable service in its San Diego system this week. Most of the system's

200,000 subs will have access to the service initially. Road Runner has drawn approximately 3,000 customers in Time Warner systems to date. A first-quarter launch in its Portland, Me., system is planned.

Tele-Communications International Inc., 82% owned by Tele-Communications Inc., announced plans last week to **buy back as much as 5% (roughly 5.3 million) of its outstanding Series A shares** (Nasdaq-TINTA) in open-market or private deals. The repurchase plan was seen as an effort to boost the price of TINTA shares, which is nearly 45% below a high of \$26 reached in December 1995 and below the July '95 IPO price of \$16. TCI has filed for regulatory OKs to spin out the rest of its TINTA holdings later this year.

Westinghouse Electric Corp. elected Raymond Smith, chairman of Bell Atlantic Corp., and **Mel Karmazin**, chairman of CBS Radio, to its board of directors.

Sports/talk **WFAN(AM) New York** was ranked the **nation's top-billing radio station for 1996** by BIA Research. BIA estimated WFAN's gross revenue at \$45.2 million last year, up 15% from an estimated \$38.5 million in 1995. News/talk **WGN(AM) Chicago** ranked second at \$37.9 million, while news/talk **KGO(AM) San Francisco** was third at \$33 million.

GE Americom successfully launched its medium-power GE-2 satellite

late last Thursday from French Guiana, enabling the PrimeStar by TCI DBS service to increase its channel capacity from 95 to 160. The expanded offering will be available to consumers on April 20.

The FCC last week kicked off a renewed effort to set DBS public interest requirements.

The commission had proposed DBS public interest rules in 1993 but froze the effort to await the outcome of a court challenge to the provisions, which were upheld in a court ruling last summer. The DBS provisions of the 1992 Cable Act call for devoting 4%-7% of channel capacity to public interest programming. The FCC invited comments on how to implement the provisions. Comments are due March 31.

The FCC last week pushed back the reply comment deadline in its rulemaking to revise ownership and attribution rules. The commission kept the comment deadline at Feb. 7, but moved the deadline for filing reply comments from March 7 to March 21.

TV's role in campaign finance reform will be the focus of a daylong conference Washington next month sponsored by the Free TV for Straight Talk Coalition and the Annenberg Public Policy Center. The March 11 event at the National Press Club is expected to draw key legislators and industry leaders from broadcasting and cable.

News/talk formats earned the largest radio audience nationwide last year, according to Interop Research. The second-most-widely programmed radio format was urban, with country formats ranked third.

ABC News correspondent **Barbara Walters** has been selected to receive the National Association of Broadcasters 1997 Distinguished Service Award. She will be honored on Monday, April 7, at the opening of the NAB '97 convention in Las Vegas.

SW Networks and SportsFan Radio Network each announced executive appointments last week. At SW, **Dave Logan**, program director at Sundance Broadcasting, was named VP of programming, replacing SW's co-founder and veteran programmer Corinne Baldassano. SportsFan adds Michael Ewing, CBS Radio Networks VP/GM, to the newly created position of president/COO.

Zemira Jones, president/GM, WLS(AM) Chicago,

also become president/GM of WKXX(FM) there, replacing Gregg Lindahl. **Carey Curelop**, KLOS(FM) Los Angeles, resigned as program director from the album rock station. No replacement has been named.

A federal appeals court in New York threw out an injunction last week against transmission of NBA game updates by Sports Team Analysis and Tracking Systems. The NBA had contended that the real-time updates, via Motorola pagers and on STAT's America Online site, represented a copyright violation and misappropriation of its most vital product.

A Nielsen Media Research study indicates that **TV viewers in households subscribing to America Online spend 15% less time watching TV** than the average U.S. TV household. That represents more than seven hours per week. On weekdays between 10 a.m. and 4 p.m. the disparity is 32%, while the prime time difference, Monday-Sunday, is 4%.



Drawn for BROADCASTING & CABLE by Jack Schmidt

"I just found your name in our annual report.... You're listed under 'liabilities'!"

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Incorporating The Fifth Estate TELEVISION Broadcasting

All ahead full

Those still in the trenches of digital TV politics think there's still a long way to go before that subject is laid to rest. But from a historical point of view, it's history. Broadcasters are already operating in the digital age. A story in this issue about a Florida LMA (WBBH-TV Fort Myers and WZVN-TV Naples) notes how their new plant incorporates digital design: the studio cameras, although analog, are designed for dual operation in 3x4 or 16x9 aspect ratios. These days, you just wouldn't do it another way.

Other elements in the broadcast loop should get similarly up to speed. It would help if the FCC gave a clear indication of its own intentions in the matter. Is it still going to allow broadcasters three years to apply for the license? (We don't think so.) Will the medium be given six years to complete construction? (We don't think so.) Might the FCC, instead, adopt a negative option giving each analog station a companion digital frequency with a six-month period to give it back or begin construction?

The strategy has always been top down. In addition, we think it should be front loaded. The transition process will accelerate with each increment of growth, just as it will slow down with each instance of hesitation. In terms of the biggest stations in the largest markets, an ETA of 2000 may be about right. That falls within the estimates of the large network operations, and those organizations cover the greatest amount of audience potential.

A great deal more than picture quality is at stake. Digital broadcasting will change virtually everything about the over-the-air medium, from the number of channels and program opportunities to how they're marketed. This is one of those historic turning points Herodotus had in mind when he wrote: *"Every measure undertaken with temerity is liable to be perplexed with error, and punished by misfortune."* This is no time to jump halfway across a chasm.

The billionaire buys club

Forty-eight billion dollars. That's more than the gross domestic product of several countries put together. It's also the round number put to the dollars that changed hands in the broadcast and cable trading market last year in the wake of the Telecom Act's relaxed ownership rules.

The clustering and consolidation that produced such a staggering number is unprecedented. It is exemplified best, perhaps, by station groups—Jacor for instance—whose holdings must now be measured in hundreds (remember when 21 stations seemed like a lot?). As Media Venture Partners's Brian Cobb so succinctly put it: "We've never seen anything like this, ever." Neither have we. But look for more of the same, say some brokers, who see the market continuing to boom through 1997 as groups—broadcasting and cable—continue to heavy up.

It's been a great run for brokers, but what the long-term effect on the industry will be is not as clear. If survival in a multi-multimedia world is at stake—as many argue—we can hardly blame companies for taking steps to stay in the game. There are trade-offs with "bigger." If one of those is localism—which happens to be a major talk point for the industry—it will have proved a poor trade.

Crier's wolf

We believe Fox crossed the line with its Super Bowl stunt involving a staged news bulletin from anchor Catherine Crier. The network's decision to intro its halftime show with a "Special Report" graphic before cutting away to a serious-looking (and sounding) news correspondent (Crier), who proceeded to introduce the Blues Brothers by way of announcing a bogus prison break, blurred the line between news and games. Orson Welles wrote the book on crying wolf. It didn't need another chapter.

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