

# Brokers & Professional Services

---

## Table of Contents

---

<b>Table of Contents</b> .....	H-1
Station and Cable Television Brokers .....	H-2
Consultants .....	H-8
Station Financing Services .....	H-18
Research Services .....	H-21
Engineering and Technical Consultants .....	H-26
Law Firms Active in Communications Law .....	H-31
Talent Agents and Managers .....	H-42
Employment and Executive Search Services .....	H-43
Professional Cards	
Engineering and Technical Consultants .....	H-45

# Station and Cable Television Brokers

**AVPRO.** Box 176, Kennebunk, ME 04043. (207) 985-3511. FAX: (207) 985-3511. Lewis M. Marcy, pres; James M. Marcy, VP.

Media brokerage nationwide: TV, radio, nwspr, cable.

**American Media Service L.L.C. Box 20696, Charleston, SC 29413. (843) 849-0076. FAX: (843) 881-4436. E-mail: sms@pdn.nst. Edwrd F. Sesgar, pres; A.J. "Butch" Gusat, VP.**

Radio & TV brokerage, acquisitions, mergers. Radio consultation, radio properties.

**American Radio Brokers Inc./SFO.** Cathedral Hill Office Bldg., 1255 Post St., Suite 1011, San Francisco, CA 94109. (415) 441-3377. FAX: (415) 441-3738. Chester P. Coleman, pres; Terry Engle, broker; Kathleen O'Donnell, office mgr; Richard (Julio) Haskey, tech dir; Warren Earl, consultant; Perry Pasu, financial mgr; Susan Richards, dir Alaskan opns.

Anchorage, AK: KABN, KAXX-AM/FM & KFAT-FM & KADX-FM Radio Facili. (907) 344-5625.

Full-svc media brokerage of Pacific & western states radio & TV stns. Mgmt consultants, LMAs, bankruptcy, sls & appraisals. Crisis mgmt specialists.

**Americom Radio Brokers Inc.** 1476 Waterfront Rd., Suite 100, Reston, VA 20194. (202) 737-9000. FAX: (202) 737-9001. Thomas P. Gammon, pres; Daniel T. Gammon, mgng ptr.

Radio stn brokerage & financing.

Fair Acres, NM 88033: Box 205. (505) 526-5349. Walter Rubens, assoc. Brokers for radio & TV.

**Bill-David Associate.** 2508 Fair Mount St., Colorado Springs, CO 80909. (719) 635-7792. FAX: (719) 635-7792. Bill Martin, broker.

Radio & TV stn brokerage, appraisals, mgmt consultants.

**Blackburn & Co. Inc.** 201 N. Union St., Suite 340, Alexandria, VA 22314. (703) 519-3703. FAX: (703) 519-9756. James W. Blackburn Jr., chmn; Richard F. Blackburn, pres; Jack V. Harvey; Joseph M. Siltrick; Tony Rizzo; Richard Sharpe; Joseph P. Rapchak; Bruce Houston.

Complete brokerage & appraisal svcs for radio, TV & tower systems.

**Frank Boyle & Co.** 2001 W. Main St., Suite 280, Stamford, CT 06902. (203) 969-2020. FAX: (203) 316-0800. Frank Boyle, pres; Mary C. Downey, VP opns.

Radio & TV media brokerage, consulting, mergers & acquisitions.

**Broadcast Media Associtea.** 316 California St., Suite 700, Reno, NV 89509. (800) 237-3777. FAX: (800) 237-3777. Clifford M. Hunter, pres.

Radio/TV/cable brokerage in the western states. Confidential mktg for radio, TV & LPTV properties; valuation packages & financial analysis; consultants to sellers & brokers.

**Broadcast Media Partnera.** 6615 N. Scottsdale Rd, Scottsdale, AZ 85250. (602) 922-1897. FAX: (602) 922-8385. Ted Nicholson, ptr.

Murrieta, CA 92562: 3855 Lochinvar Ct. (909) 698-1131. FAX: (909) 696-0998. F. Patrick Nugent, ptr. (Los Angeles office.)

Brokerage svcs, valuations, due diligence, Far East consulting, court-approved takeover specialists.

**Broadcasting Asset Management Corp.** 1323 Forest Glen, Winnetka, IL 60093. (847) 446-8882. FAX: (847) 446-4855. Jack Minkow, pres.

Radio stn & group stn brokerage, mergers, acquisition analysis, appraisals, feasibility studies; subdebt & equity placement.

**The Jesse Neal Browder Co.** 1270 County Club Ln., Elberton, GA 30635. (706) 283-3664. FAX: (706) 283-3016. Neal Browder, broker/pres.

Highlands, NC 28741: Box 508. Neal Browder, broker. Stn brokerage & appraisals specializing in the south-east market.

**Bulkley Capital, L.P.** 8333 Douglas Ave., Suite 777, Dallas, TX 75225. (214) 692-5476. FAX: (214) 692-9309. E-mail: Bulkleycap@aol.com. G. Bradford Bulkley, pres/CEO; John A. McKay, mgng dir TV; Gail Quick, Robert Norveit, VPs; Don Eubank, dir finance.

Chicago, IL 60093: (312) 726-1220. Richard W. Gilbert, mgng dir; Brian Demkowicz, dir.

Investment banking: mergers, acquisitions & private placements of debt & equity capital. Also, direct investment activities of certain institutional equity investors.

**Business Broker Associates.** 6413 Brookmead, Chattanooga, TN 37343-3055. (423) 756-7635. FAX: (423) 843-3421. E-mail: bba@cdc.net. Web Site: <http://www.cdc.net/bba>. C. Alfred Dick, owner/broker.

Media broker & consultant for radio, TV & cable systems.

**Capatone Communications Inc.** 8 Shadow Rd., Upper Saddle River, NJ 07458. (201) 934-5990. FAX: (201) 934-0192. E-mail: berry@nis.net. Josh Mayberry, pres; Carol G. Mayberry, VP.

Brokerage, appraisals (fair market value), rsch consultation & stn mktg with confidentiality ensured, bcst equipment brokerage.

**Chaisson & Company Inc.** 154 Indian Waters Dr., New Canaan, CT 06840. (203) 966-6333. FAX: (203) 966-1298. Robert A. Chaisson, pres.

Brokerage of radio/TV sls & acquisitions.

**S.R. Chanen & Co. Inc./Media Technology Capital Corp.** 3300 N. 3rd Ave., Phoenix, AZ 85013. (602) 234-1411. FAX: (602) 266-0236. Steven R. Chanen, chmn; Donald E. New, pres acquisitions & investments.

Investment banking, brokerage & financial advisory svcs for the communications & entertainment industry.

**Chapin Enterprises.** 751 NBC Ctr., Lincoln, NE 68508. (402) 475-5285. FAX: (402) 475-5293. Dick Chapin, pres.

Stn sls, consulting, financial counseling, per location & receiver.

**The Chapman Co. Inc.** 8431 Immokolee Rd., Ft. Pierce, FL 34951-4012. (561) 460-1597. FAX: (561) 460-1596. John D. Chapman, pres.

Brokers for the sale & acquisition of radio & TV.



Box 340617, Tampa, FL 33694  
**Donald K. Clark, Inc.**  
813-968-8226 Media Broker

**Donald K. Clark Inc. Box 340617, Tampa, FL 33694. (813) 968-8226. FAX: (813) 269-9228. Donald K. Clark, pres; Anne Clark, VP.**

Brokers for the sale & acquisition of radio & TV.

**Communication Resources Media Brokers.** 3727 E. 31st St., Tulsa, OK 74135-1506. (918) 743-8300. FAX: (918) 749-3348. Tom Belcher, pres; Eileen Belcher, VP; Barbara Terry, sec/treas.

Brokerage service to radio & TV stns, cable TV companies, & ind telephone companies.

**Communicationa Equity Associtea Inc.** 101 E. Kennedy Blvd., Suite 3300, Tampa, FL 33602. (813) 226-8844. FAX: (813) 225-1513. Web Site: <http://www.ceaworldside.com>. J. Patrick Michaels Jr., chmn/CEO; Harold D. Ewen, vice-chmn; David Burns, exec VP/COO.

New York, NY 10152: 375 Park Ave., Suite 3808. (212) 319-1968. Bill Lisecky, exec VP.

Berwyn, PA 19312: 1235 Westlakes Dr., Suite 245. (610) 251-0650. Thomas MacCrory, exec VP/mgng dir cable.

London, England, UK: 33 Cavendish. 44-171-647-7700. Carol O'Connor, mgng dir.

Hong Kong, China: CEAPacific Rim, Inc. 3402-04 One Exchange Sq., 8 Connaught Pl. 852-2845-5504. Amy Chen, mgng dir.

Munich, Germany D-80539: CEAGMBA. Maximilianstrasse 30. 49-89-290-7250. Dr. Stephan Goetz, mgng dir/exec VP international opns.

Denver, CO 80237: 4582 S. Ulster St., Suite 902. (303) 694-3090. Bob Berger, sr VP western opns.

Praha 1, Czech Republic 111000: Melanteichava. 420-2-216-32451. Vaclav Matatko, mgng dir.

Mumbai, India 400 021: CEA India Pvt. Ltd. Mittal Chambers, Suite 119-A, 228 Nariman Point. (91-22) 288 4921. Deepak Nanda, mgng dir.

Kuala Lumpur, Malaysia 50400: CEA Services (Malaysia) SDN BHD. Empire Tower, Suite 42A, 182 Jalan Tun Razak. (603) 264-3007. Mohamed Bashir Shariff, mgng dir.

Investment & merchant banking firm specializing in media, cable, bcstg, new media & entertainment industries.

**Communicationa International.** 13-15 Fair Lawn Ave., Fair Lawn, NJ 07410. (201) 794-1506. FAX: (201) 794-1970. E-mail: videotel@aol.com. Scott Lagrosa, CEO.

Provides brokerage & financing for wired & wireless cable systems, both domestic & international.

**The Connelly Co. Inc.** 17909 Holly Brook Dr., Tampa, FL 33647-2245. (813) 991-9494. FAX: (813) 991-9444. Robert J. Connelly, Richard S. Levy, Robert J. (Rob) Connelly, brokers.

South Effingham, NH 03882: Bailey Rd. (Summer only). (603) 522-6462. FAX: (603) 522-6462.

Brokers, consultants & recovery unit to assist banks & financial institutions.

**The Crier Company.** 441 Vine St., Suite 3900, Cincinnati, OH 45202. (513) 381-7775. FAX: (513) 381-8808. R. Dean Meiszer, pres; Stephen E. Kaufmann, VP.

Chicago, IL 60611: Ward L. Quaal Co. (Spec Natl Rep). 401 N. Michigan Ave., Suite 3140. (312) 644-6066. FAX: (312) 644-3733.

Acquisition, merger, appraisal & financial svcs to radio, TV, nwspr, cable & other media-related industries.

**Associated Broadcasters Station Brokers**  
Appraisals Consulting  
**Irv Schwartz, Managing Director**  
PO Box 42566 (513) 791-5982  
Cincinnati, OH 45242 Fax: (513) 891-5727

**Associated Broadcasters. Box 42566, Cincinnati, OH 45242. (513) 791-5982. FAX: (513) 891-5727. Irv Schwartz, mgng dir; R. Galen, rsch admn.**

Legal & filing advca in turnkey packages; consulting & appraisal svca available.

Ohio Broadcast Properties Specialata.

**Barger Broadcast Brokerage, Ltd.** 8207 Callaghan, Suite 346, San Antonio, TX 78230. (210) 340-7080. FAX: (210) 341-1777. John W. Barger, pres.

Media brokerage, local mktg agreements, financial placements, appraisals & mgmt/financial consulting.

**Baugh & Associatea.** 6013 Quemado N.E., Albuquerque, NM 87109. (505) 828-0950. FAX: (505) 822-9384. Ken Baugh, pres.

**Bringing Buyers & Sellers Together Nationwide**

**Jorgenson Broadcast Brokerage**

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

**Knowledgeable • Confidential**



## MANY COMPANIES PICK A LENDER WITHOUT INDUSTRY EXPERIENCE. ONCE.

*That's usually enough to learn the lesson. Because without extensive knowledge of your industry, a lender may be able to provide financing, but they won't be able to structure that financing to work to your maximum benefit.*

*The rare combination of financial and industry expertise is the hallmark of The CIT Group/Equipment Financing Medial/Communications unit.*


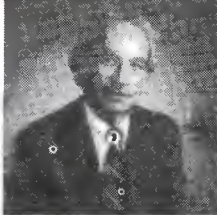
*Rather than chasing after the hot industry-of-the-month, we are a reliable lender to those industries where our experience brings added value to our clients. It is our knowledge of specific conditions and constraints that has helped us become a premier value-added lender to companies involved in broadcasting and a variety of other related fields. As America's most experienced asset-based lender, we help businesses tap the equity in their assets for the money they need to grow.*

*To find out how we can put our experience to work for you, contact Stephen Turpin at 770-551-7847 or visit our website at [www.citgroup.com](http://www.citgroup.com).*

*Money well lent*



Experience Breeds Success ...  
Cash in on Communications  
with  
**NF&A**  
Norman Fischer & Associates, Inc.  
Media Brokerage • Appraisals • Management Consultants  
2201 N. Lamar • Suite 204 • Austin, Texas 78705 • (512) 476-9457  
e-mail: nfisc@onr.com • web site: www.2i.com/nf&a/  
Over 20 years of experience - A full service brokerage company appraising stations and successfully representing buyers and sellers throughout the U.S.

Terrill Fischer, Vice President

Norman Fischer, President

Topeka, KS 66614: 2921 S.W. Wanamaker Dr., Suite 104. (913) 273-0017.  
Communications brokerage & investment banking.

**Hadden & Asaociataa.** Media Brokers - Orlando. 1385 Ayerswood Ct., Winter Springs, FL 32708. (407) 365-7832. FAX: (407) 366-8801. Doyle Hadden, pres/CEO.  
Communications broker, consultant, financial assistant, & appraiser.

**Margrat Henay.** Bldg. 400, 2995 Woodside Rd., Woodside, CA 94062. (415) 325-5552. FAX: (415) 325-5556. Margaret Henay, dir & consultant; Sondra Carver, J.D. law & taxes.  
Media brokerage/consulting, adv, media buyers.

**Hardesty & Aaociatas.** 1991 Village Pkwy., Suite 203A & B, Encinitas, CA 92024. (760) 944-0499. FAX: (760) 944-0399. Bill Hardesty, pres.

Acquisitions, divestitures, appraisals, financing & consulting.

**Hawkaye Radio Propartisa Inc.** 3325 Conservancy Ln., Middleton, WI 53562. (608) 831-8708. FAX: (608) 831-8708; (608) 831-1899. E-mail: daleski@webtv. Dale A. Ganske, pres.

Complete radio brokerage, consulting, engrg, FCC rules & regulations.

**Hanaon Medis Inc.** 455 S. Fourth Ave., Suite 427, Louisville, KY 40202-2508. (502) 589-0060. FAX: (502) 589-0058. E-mail: ehenson@compuserve.com. Ed Henson, pres.

Radio & TV brokers specializing in Midwest & upper Southeast.

**THE TED HEPBURN COMPANY**

*Ted Hepburn, President*  
325 Garden Rd., Palm Beach, Florida 33480  
(407) 863-8995

*Todd Hepburn, Vice-President*  
P.O. Box 43263, Cincinnati, Ohio 45243  
(513) 271-5400

**The Ted Hepburn Co.** 325 Garden Rd., Palm Beach, FL 33480. (561) 863-8995. FAX: (561) 863-8997. E-mail: tedhsp@aol.com. Web Site: <http://www.hbcmedis.com>. Ted Hepburn, mgng dir; Todd Hepburn, VP.

Cincinnati, OH 45243: Box 43263. (513) 271-5400. FAX: (513) 271-5413. Todd Hepburn, VP, E-mail: hepflash@aol.com.

Radio, TV & csble brokerags; apprsiaals; tax consultation through assn with Grant Thornton CPAs.

**Hickman Aaociataa.** 1137 Willowood Cir., Gulf Breeze, FL 32561. (850) 934-1995. FAX: (850) 934-2727. Ronald Hickman, pres; Barbara Hickman, VP.

Full media brokerage svcs, including mergers, acquisitions, appraisals & financial assistance. Consultants & recovery service to assist banks & financial institutions.

**R. Miller Hicks & Co.** 1011 W. 11th St., Austin, TX 78703. (512) 477-7000. FAX: (512) 477-9697. E-mail: millerhicks@rmhicks.com. R. Miller Hicks, pres.  
Business dev & consulting svcs since 1957.

**Mel Hodell, Media Broker Inc.** 5196 Benito St., Suite 11, Montclair, CA 91763. (909) 626-6440. FAX: (909) 624-8852. Mel Hodell, pres.

Daily & wkly nwspr, print publications/sls, consultation.

**Holt Media Group.** 961 Marcon Blvd., Suite 400, Allentown, PA 18103. (610) 264-4040. FAX: (610) 266-6464. E-mail: cbwtzk@aol.com. Web Site: <http://www.holtmedia.com>. Arthur H. Holt, pres; Christine E. Borger, exec VP/CFO.

Brokerage, consulting, appraisals.

**Bruce Houston Associates, Inc.** 2251 Hunter Mill Rd., Vienna, VA 22181. (703) 938-1016. FAX: (703) 938-6078. Bruce Houston, pres.  
Media brokers for radio & TV.

**International Medis Consulting.** 48 Mountain Rd., Farmington, CT 06032-2341. (860) 677-9688. FAX: (860) 677-9639. E-mail: mediabroker@ibm.net. Robert E. Richer, owner.

Brokerspecializing in the sale of overseas media properties.

**Johnaon Communication Properties Inc.** 880 Old Crystal Bay Rd., Minneapolis, MN 55391. (612) 404-1104. FAX: (612) 407-1102. Jerry Johnson, pres.  
Radio & TV broker.

**Daniels & Associataa.** 3200 Cherry Creek Dr. S., Suite 500, Denver, CO 80209. (303) 778-5555. FAX: (303) 778-5599. Web Site: <http://www.bdaniels.com>. Brian Deevy, pres/CEO; Timothy David, exec VP; Brad Busse, COO.

New York, NY 10022: 711 Fifth Ave., Suite 405. (212) 935-5900. Michael Garstin, exec VP; David Tolliver, VP. Provides mergers & acquisitions, corporate finance & financial advisory svcs to the telecommunications industry.

**Diversified Investment Services, Inc.** 1500 S.W. 5th Ave., Suite 2602, Portland, OR 97201. (503) 221-1122; (800) 635-1772. FAX: (503) 525-9241. E-mail: sharmie@aol.com. Armand J. Santilli, pres.

Media brokers/finders, real estate investment bankers & brokers.

**Earl Reilly Enterprisea.** 550 Aloha St., Suite 404, Seattle, WA 98019. (206) 282-6914. FAX: (206) 285-2765. E-mail: reilcantv. Earl F. Reilly, pres; J.M. Reilly, sls mgr. Freeland, WA 98249: Box 1300. (206) 331-7223. FAX: (206) 331-7223.

Best rep, representing U.S. TV stns in Canada. Also licensed bcst stn brokers.

**Edan Broadcasst Services Inc.** Box 647, 389 Periwinkle Rd., Eden, NC 27289-0647. (336) 623-7300. FAX: (336) 623-7300. Gene E. Ward Sr., pres.  
Radio sls & appraisals.

**The Exline Co.** 4340 Redwood Hwy., Suite F-230, San Rafael, CA 94903. (415) 479-3484. FAX: (415) 479-1574. E-mail: exline@pacbell.net. Andrew P. McClure, pres; W. Dean LeGras, VP; Kay Ramsey, assoc; William A. Exline, consultant.

Complete brokerage, consulting & appraisal svcs for radio & TV properties.

**Norman Fischer & Associataa Inc.** 2201 N. Lamar, Suite 204, Austin, TX 78705. (512) 476-9457. FAX: (512) 476-0540. E-mail: normsn@nfsinc.com. Web Site: <http://www.nfsinc.com>. Norman Fischer, pra; Terrill Fischer, VP.

Brokergse in radio, TV & cable. Consultstion in mgmt & opns, appraiaala, fsaabililty studies, expert testimony, fimsncial planning & assistance.

**Force Communications & Consultants L.L.C.** 11 Spiral Dr., Suite 3, Florence, KY 41042. (606) 647-0101. FAX: (606) 647-2616. E-mail: ForceComm@aol.com. Web Site: <http://www.forcecomm.com>. John L. Pierce, Harold W. Gore, John E. Lauer, ptrns.

Vero Beach, FL 32963: 1000 Old Doubloon Dr. (561) 231-8928. Harold W. Gore, ptrn.  
Marietta, GA 30067: 4611 Wynmeade Park. (770) 565-4465. John E. Lauer, ptrn.

Radio, TV, & cable sls & appraisals.

**Milton Q. Ford & Asaociates Inc.** 4006 Baronne Way, Memphis, TN 38117. (901) 763-2570. Milton Q. Ford, pres.

Media broker.

**Richsrd A. Foremsn Associates, Inc.** 330 Emery Dr. E., Stamford, CT 06902-2210. (203) 327-2800. FAX: (203) 967-9393. E-mail: rafsmmedia@compuserve.com. Richsrd A. Foremsn, prss; Ksthy Gjorno, admn aaat.

Spacializing in caah-poaitiva radio & TV atna in major growth mkts.

**Michael Fox International, Inc.** 3835 Naylors Ln., Baltimore, MD 21208. (410) 653-4000. FAX: (410) 653-4069. E-mail: info@michaelfox.com. Web Site:

<http://www.michaelfox.com>. William Z. Fox, chmn; David S. Fox, pres.

New York, NY 10165: 60 E. 42nd St. Suite 1545. (212) 986-0100. Jonathan Reich, gen counsel.

San Mateo, CA 94404: 1840 Gateway Dr., 2nd Fl. (650) 387-1323. Leonard P. Duggan, sr sls rep.

Coconut Grove, FL 33133: 3661 Bougainville Rd. (305) 774-9024. Andrew T. Nichols, sr sls rep.

Auction sls of bcst properties.

**Gammon Madia Brokers Inc.** 3280 Greensboro Dr., 7th Floor, McLean, VA 22102. (703) 761-5020. FAX: (703) 761-5022. Web Site: <http://www.gmbi.com>. James A. Gammon, pres.

Lawrence, KS 66047: 2951 Four Wheel Dr., 1st Fl. (785) 749-7303. FAX: (785) 749-3377. Christopher D. Miller, VP.

Brokerage & strategy advice to sellers & buyers of radio & TV properties.

**Clifton Gardiner & Associates Inc.** Box 3401, Vail, CO 81658. (970) 479-0123. FAX: (970) 479-1858. E-mail: 104050.1271@compuserve.com. Clifton H. Gardiner, pres.

Brokerage & financial svcs for the bcst & cable industries.

**Dave Garland Media Brokergse.** 532 Magnolia Bend, League City, TX 77573. (281) 332-1790. FAX: (281) 332-1790. E-mail: garland@radiobroker.com. Web Site: <http://www.radiobroker.com>. David Garland, owner.

Broker of radio stn properties in Texas & surrounding states.

**W. John Grandy**

**BROADCASTING BROKER**  
117 Country Club Drive  
San Luis Obispo, CA 93401  
Phone: (805) 541-1900  
Fax: (805) 541-1906

**W. John Grandy, Broadcasting Broker.** 117 Country Club Dr., San Luis Obispo, CA 93401. (805) 541-1900. FAX: (805) 541-1906. W. John Grandy, pra; Dsle Cowle, sssoc.

**Rsncho Mirsge, CA 92260: 90 Magdalena Dr. (619) 324-8451. Dsle Cowle, sssoc.**

Brokers of rsdio & TV stns, csble spprsisers, consultants.

**Grubb & Blue Inc.** 2404 Windsor Pl., Champaign, IL 61820. (217) 366-0052. FAX: (217) 356-0117. Robert F. Grubb, pres; Carl W. Blue, VP.  
Business brokerage.

**Gruntal & Co. Inc.** 717 Fifth Ave, 12A Fl., New York, NY 10022. (212) 872-3900. FAX: (212) 826-3440. William J. McCluskey, mgng dir.

Svcs offered: mergers, acquisitions & divestitures; financings (private placements, restructurings, recapitalizations & employee stock ownership plan (ESOP) financings); underwritings (pub offerings of debt & equity securities); valuation, opinion & other advisory svcs.

**HPC Puckett & Co.** 12520 High Bluff Dr., Suite 140, San Diego, CA 92130-2061. (619) 793-7008. FAX: (619) 793-7233. Thomas F. Puckett, chmn; Hiram H. Powell, exec VP.

**Jorgenaon Broadcaat Brokerage Inc.** 11521 Innfields Dr., Odaaaa, FL 33556. (813)926-9250. FAX: (813) 926-9001. E-mail: goradiotv@aol.com. Mark W. Jorgenaon, prea.

Cupartino, CA 95014: 20430 Town Cantar Ln., Suite 5J1. (408)996-0496. FAX: (408)777-8029. Pater Mleull.

Confidential, nationwide brokerage of boat propertlea.

**Kallil & Co. Inc.** 3444 N. Country Club, Suite 200, Tucson, AZ 85716. (520) 795-1050. FAX: (520) 322-0584. Frank C. Kallil, pres; Kelly F. Callan, Fred Kallil, Richard L. Beesmyer, Frank J. Higney, Tom Zlaket, VPs.

Media brokerage firm dealing in radio, TV & cable. Handles exclusive listings, confidential searches.

**Kempff CommunicatonaCo.** 1252 Meadow Knoll Ct., Suite 100, St. Louis, MO 63021. (314) 207-8688. FAX: (314) 527-3050. E-mail: kempffcc@aol.com. Ron Kempff, pres.

Consultant, broker & mgmt svcs.

**Keppar, Tupper & Company.** 112 High Ridge Ave., Ridgefield, CT 06877. (203) 431-3366. FAX: (203) 431-3864. John B. Tupper, pres; James R. Kelly, pres TV.

Media brokerage firm specializing in TV & cable transactions. Svcs include appraisals & placement of financng.

**Keyatone International Inc.** 49 S. Main St., Pittston, PA 18640. (717) 655-7143. FAX: (717) 654-5765. Alan Kornish, pres; Mark Kelly, VP/media broker for radio, TV & cable systems.

**Kozacko Madla Sarvlcaa.** Box 948, Elmira, NY 14902. (607) 733-7138. FAX: (607) 733-1212. Richard L. Kozacko, pres; John C. Clancy, assoc.

Gaithersburg, MD 20885: Box 3306. (301) 977-2023. Bruce M. Kanner, assoc.

Cape Elizabeth, ME 04107: One Canterbury Way. (207) 799-8804. Melvin L. Stone, VP.

Sarasota, FL 34278: Box 39010. (941) 966-3411. W. Donald Roberts Jr., assoc.

Appraisals & current market evaluations of radio & TV stns; bcst stn acquisition brokers.

## H.B. La Rue, Media Brokers

Beverly Hills 310-275-9266 • NYC 212-288-0737

**H.B. LaRue, Madia Brokera.** 9454 Wilahira Blvd., Suite 628, Beverly Hilla, CA 90212. (310) 275-9266. FAX: (310) 274-4076. Hugh Ban LaRue, praa; Joy Thomaa, VP.

Naw York, NY 10021: 500 E. 77th St., Sulte 1909. (212) 288-0737. Hugh Ben LaRue, pres; Joy Thomas, VP.

Media brokeraga; TV, radio & CATV. Appraiaala & feaaibility atudiea.

**Lazard Frerea & Co. LLC.** 30 Rockefeller Plaza, New York, NY 10020. (212) 632-6000. FAX: (212) 632-6060. Peter Ezersky, mgng dir; Steven Rattner, deputy chief exec.

Investment banking.

**Legacy Securitlea Corp.** 3384 Peachtree Rd. N.E., Suite 300, Atlanta, GA 30326. (404) 965-2420. FAX: (404) 965-2421. E-mail: sadler@legacyscurities.com. Web Site: <http://www.legacyssec.com>. Michael D. Eastery, pres; Brian G. Sadler, sr VP.

Austin, TX 78729: 7103 Pine Bluffs Tr. (512) 249-2344. Dain L. Schult, chmn of advisory board.

Full-svc investment banking boutique offering buyers agent & capital raising svcs to small/middle-market owners.

**Joe M. Leonard Jr. & Aasociates Inc.** Box 222, Gainesville, TX 76241. (940) 665-4076. FAX: (940) 665-1099. Joe M. Leonard Jr., pres.

Brokerage of radio & TV.

**The Stephen T. Lindberg Co.** 9815 E. Crestline Cir., Englewood, CO 80111. (303) 694-1637. Stephen T. Lindberg, pres/CEO.

Representation of ind owners of cable systems, MSOs, & radio & TV stns, in sls & acquisitions of operating assets.

## R. E. Meador & Associates

MEDIA BROKERS

Ralph Meador

P.O. BOX 36  
LEXINGTON, MO 64067  
PHONE: (660) 259-2544  
FAX: (660) 259-6424



Handling Acquisitions, Sales, Market Studies and Appraisals of Broadcast Properties for over twenty-five years after thirty years in all phases of the Broadcast industry. We understand your need for the Professional and Confidential Services we provide. Based in Kansas City we offer services throughout the Central and Mid-West States.

**Jack Malonay Inc.** 28 Shore Dr., Huntington, NY 11743. (516) 549-2656. FAX: (516) 549-2656. Jack Malonay, pres.

Provides confidential svcs to buyers & sellers in the radio & TV business.

**Mayo Communications Inc.** Box 82784, Tampa, FL 33682. (813) 971-2061. FAX: (813) 977-1947. Lincoln A. Mayo, pres.

Media brokerage, & appraisals for bcst & print. Consulting concerning media sls & acquisitions.

**Edward R. McKenna Communicatona.** Box 71084, Bethesda, MD 20813. (301) 986-1118. FAX: (301) 986-1118. E-mail: eMcKenna@erols.com. Edward R. McKenna, owner.

Radio brokerage & consulting.

**R.E. Meador & Associates.** Box 36, Lexington, MO 64067. (660) 259-2544. FAX: (660) 259-6424. Ralph E. Meador, prea.

Acquliatona, sla, mktg atudiea & appraiaal avca in cantral & mldweatern atatea.

**Arlington, VA22201: 21111 Wilaon Blvd., Suite 700. (703) 351-5025.**

Media Servicaa Group in a nationwide radio & TV acquisition, valuation, financing & consulting firm. The company providea brokeraga avca to atn tranacton & appraiaal avca to atn ownara & financial institutona. The group sacuraa debt & aqulty acquliaton financng & offera canaulng & afaat mgmt avca, actng aa court appointed receivera or truateea for boat atatona.

**Media Venture Partnera.** 8201 Greensoro Dr., Suite 1000, McLean, VA 22102. (703) 847-5460. FAX: (703) 847-5459. E-mail: mvpsc@aol.com. Brian E. Cobb, Elliot B. Evers, Charles E. Giddens, George I. Otwell, mgng dir.

San Francisco, CA 94133: 50 Francisco St., Suite 450. (415) 391-4877. FAX: (415) 391-4912. Elliot B. Evers, mgng dir.

Cincinnati, OH 45241: 4055 Executive Park Dr., Suite 413. (513) 769-4477. FAX: (513) 769-4479. George I. Otwell, mgng dir.

Radio & TV brokerage svcs; mergers & acquisitions.

**Mediacor.** 817 Oriando Ave., Roanoke, VA24019. (540) 563-9998. FAX: (540) 563-9998. Gary E. Kirtley, mgng ptr.

Bcst brokers, appraisers & financial consultants; progmg & sls consultation.

**Mitchell & Associatea.** 7308 Old River Dr, Shreveport, LA 71105. (318) 798-7816. FAX: (318) 797-5987. John Mitchell, pres.

Media brokers, appraisers, consultants.

**Montcalm.** Box 4608, Rolling Bay, WA 98061-0608. (206) 780-1700. FAX: (206) 780-0859. E-mail: jerden@aol.com. Gerald B. Dennon, pres.

Radio & TV brokeraga svcs, mergers & acquisitions, & investment banking.

**Gordon P. Moul & Associates Inc.** Box 42, York Haven, PA 17370. (717) 266-4212. FAX: (717) 266-0780. Gordon Moul, pres.

Bcst broker & consultant. Specializing in East Coast AM-FM & TV.

**New England Media L.L.C.** Box 594, Willimantic, CT 06226. (860) 456-1111. FAX: (860) 456-9501. Michael C. Rice, mgng ptr.

Mansfield Center, CT 06250: 99 Highland Rd. (860) 456-1111. Michael Rice, VP.

Media brokers, consultants & appraisers specializing in radio in the Northeast.

**O'Grady & Aasociatea.** 8431 Sabal Palm Ct, Vero Beach, FL32963-4296. (561) 234-4177. FAX: (561) 234-4177. James F. O'Grady Jr., pres; Jane A. O'Grady, VP.

Confidential media brokeraga svcs, consultants & appraisals.

**Patrick Communicatona Corp. L.L.C.** 5074 Dorsey Hall Dr., Suite 205, Ellicott City, MD 21042. (410) 740-0250. FAX: (410) 740-7222. E-mail: patrick@patcomm.com. Web Site: <http://www.patcomm.com>. W. Lawrence Patrick, pres; Susan K. Patrick, exec VP; Terry Greenwood, VP.

Stn brokeraga, investment banking, mgmt consulting svcs, appraisals & opns consulting.



## MEDIA SERVICES GROUP, INC.

ACQUISITIONS • VALUATIONS

FINANCING • CONSULTATION

San Francisco • Philadelphia • Dallas • Washington • Kansas City  
Providence • Salt Lake City • Jacksonville • Richmond

Tel: (804) 282-5561 Fax: (804) 282-5703

E-mail: [75120.3425@compuserve.com](mailto:75120.3425@compuserve.com)

<http://www.mediaservicesgroup.com>

**Madia Servicaa Group Inc.** 6802 Patteraon Ave., Richmond, VA 23226. (804) 282-5561. FAX: (804) 282-5703. Internet: 75120.3425@compuserve.com. Web Site: <http://www.mediaserviceagroup.com>. Millard S. Younta, mgng dir.

Barwyn, PA 19312: 179 St. Clair Cir. (610) 695-9339. FAX: (610) 695-9340. Kevin Cox, dir, E-mail: 72303.1135@compuserve.com.

Overland Park, KS 66209: 5225 W. 122nd St. (913) 498-0040. FAX: (913) 498-0041. Bill Lytle, dir, E-mail: 75767.3151@compuserve.com.

Providence, RI 02903: 170 Westmlnater St., Sulte 701. (401) 454-3130. FAX: (401) 454-3131. Robert J. Maccini, dir, E-mail: maccini@man.com.

Jackaonvillaa Beach, FL 32250: 3948 S. Third St., Sulte 191. (904) 285-3239. FAX: (904) 285-5618. George R. Reed, dir, E-mail: maconaulng@compuserve.com.

Larkspur, CA 94977: Box 5355. (415) 924-2515. FAX: (415) 924-2649. Tom McKinley, dir, E-mail: 104130.1571@compuserve.com.

Logan, UT 84341: 1289 N. 1500 East. (435) 753-8090. FAX: (435) 753-2980. Grag Merrill, dir, E-mail: 72203.2456@compuserve.com.

Sauaalito, CA 94965: 3000 Bridgeway, Suite 208. (415) 289-3790. FAX: (415) 289-3796. Auatin Walah, dir, E-mail: 105503.1316@compuserve.com.

# William B. Schutz, Jr. media broker

P.O. Box 404 • St. Michaels, MD 21663  
Phone (301)745-3900 • Fax (301)745-5929

**Brokerage • Appraisals • Financing**

*Putting buyers and sellers in sync with one another.*

**Donald A. Parry Associates Inc.** Box 857, Summerville Plantation, Gloucester, VA 23061. (804) 877-4367. FAX: (804) 693-2885. E-mail: dap1stcomm@aol.com. Donald A. Parry, pres; W. Kelvin Bowles, Patricia Gibbs, VPs; Brnton Belyea, engng.

Investment banking, brokerage, appraisal & all related svcs for the Cable TV industry.

**The Proctor Group, Inc.** 103 Entrance Dr., Suite 1, Livingston, TX 77351. (409) 328-5960. FAX: (409) 328-5970. Gerald R. Proctor, owner.

Radio, TV, & cable brokerage.

**Quascom Media Brokerage Inc.** 301 S. McDowell St., Suite 900, Charlotte, NC 28204. (704) 948-9800. FAX: (704) 948-9888. E-mail: DRBussell@aol.com. Donald R. Bussell, pres.

Montgomery Village, MD 20886: 19582 Clubhouse Rd. (301) 963-3000.

Radio & TV stn brokerage specialists concentrating in top 150 markets; offering assistance with mergers & consolidations. Our firm is a registered FDIC & RTC broker/appraiser.

**Stan Raymond & Associates Inc.** Box 8231, Longboat Key, FL 34228. (941) 383-9404. FAX: (941) 383-9132. E-mail: StnRay@aol.com. Stan Raymond, pres.

Financial svcs, media brokers, appraisers & consultants specializing in the Southeast.

**Regenhold Auction Consultants Inc.** 300 S. Duncan, Suite 293, Clearwater, FL 33755. (727) 461-1666. FAX: (727) 392-8908. Rickey H. Regenhold, pres.

Radio stn & real estate auctions of all kinds.

**Gerald D. Reilly Associates.** 12 Taconic Rd., Greenwich, CT 06830. (203) 622-0599. Gerald D. Reilly, pres/owner.

Media broker, appraiser & financial consultant.

**Gordon Rics Associates.** Box 20398, Charleston, SC 29413. (843) 884-3590. FAX: (843) 881-0358. Gordon Rics, pres.

Brokerage svcs, appraisals & investment analysis for radio & TV.

**William R. Rice Co.** 11711 N. Meridian St., Suite 200, Carmel, IN 46032. (317) 843-5515. FAX: (317) 843-5587. E-mail: wrricebroker@compuserve.com. William R. Rics, owner.

Media brokers, financial avca, consultation & certified appraisals (FDIC- & RTC-accepted appraisal).

**Riley Representatives.** 240 Lakeland Dr., Highland Village, TX 75077. (972) 966-1715. FAX: (972) 966-1015. Jack Riley, owner.

**Roehling Broadcast Services Ltd.** 4235 Foxglove Trace, Indianapolis, IN 46237. (317) 791-1258. FAX: (317) 791-1250. E-mail: edradiobr@aol.com. Edward W. Roehling, pres; Sandra A. Roehling, sec/treas.

Best appraisers, brokers & consultants; narration audio & video svcs also offered.

**Ray H. Roenblum, Media Broker/Appraiser/Consultant.** Box 38296, Pittsburgh, PA 15238. (412) 362-6311. Ray H. Roenblum, pres; Helen Faye Roenblum, VP.

Media brokering, appraising, financing & consulting for radio & TV stns in Indiana, Maryland, Michigan, New Jersey, New York, Ohio, Pennsylvania & West Virginia.

**Rumbaut & Company.** Tower Suites, 1060 Stillwater Dr., Miami Beach, FL 33141-1024. (305) 868-0000. FAX: (305) 868-7000. E-mail: julio@rumbaut.com. Web Site: http://www.rumbaut.com. Julio Rumbaut, pres.

Media brokers & consultants in all facets of the TV & radio industries.

**Sailors & Associates.** Executive Suites 200, Ormond Beach, FL 32127. (904) 615-2070. FAX: (904) 445-2129. Don F. Sailors, pres.

Media brokerage & financing, specializing in radio, TV & cable.

**Satterfield & Parry Inc.** 3062 Robb Cir., Lakewood, CO 80215-7067. (303) 239-6670. FAX: (303) 231-9562. Al Parry, chmn.

Bryn Mawr, PA 19010: 605 Woodlaave Rd. (610) 520-4488. FAX: (610) 520-4565. Jack Satterfield, pres.

St. Patarsburg, FL 33704: 1927 Brightwaters Blvd. N.E. (727) 896-0045. FAX: (727) 895-9617. Bob Austin, ar VP.

Ovrsland Park, KS 66207: 4918 W. 101st Tarr. (913) 649-5103. FAX: (913) 649-5103. Douglaa Staphns, ar VP.

St. Loula, MO 63022: Box 256. (314) 458-4780. FAX: (314) 458-6323. Bob Cox, VP.

Perkar, CO 80138-8635: 13974 Travois Tr. (303) 841-6624. FAX: (303) 841-6624. Jim MacDermott, VP.

Portlnd, OR 97210-1084: 4444 W. Burnside Rd. (503) 241-7422. FAX: (503) 241-7422. Mick Schafbuch, VP.

Aikan, SC 29803: 131 Inwood Dr. (803) 649-0031. FAX: (803) 649-7786. John Willis, VP.

Norwalk, CT 06851: 3 Vallay View Rd. (203) 849-1409 FAX: (203) 849-1409. Bob Saracen, VP.

Wsvsryl, PA 18471: Lilly Lsks Rd. (717) 563-0900. FAX: (717) 563-0909. Ron Swsnaon, VP.

Ormond Beach, FL 32174: 136 Heritsge Clr. (904) 673-1340. FAX: (904) 673-1340. Tony Welch, VP.

Nstlonwide radio & TV broker, mgmt & sls consultant, FDIC-approved appraiser & expert witness.

## JOHN W. SAUNDERS MEDIA BROKER

713-789-4222 FAX: 713-789-4322

E-mail: [RADIOBROKR@aol.com](mailto:RADIOBROKR@aol.com)

John W. Saunders, Media Broker. 1207 Woodhollow Dr., Sulta 3101, Houston, TX 77057. (713) 789-4222. FAX: (713) 789-4322. E-mail: [RADIOBROKR@aol.com](mailto:RADIOBROKR@aol.com). John W. Saunders, owner.

Nationwide radio brokersge & appraiala. Buyers or aallsa rspreanted on a confidential, professional & prsnaol bsals. Top 10 to small mrksts.

William B. Schutz Jr. Box 404, St. Michaels, MD 21663. (410) 745-3900. FAX: (410) 745-5929. E-mail: [wbschutzjr@aol.com](mailto:wbschutzjr@aol.com). William B. Schutz Jr.

Brokersgs, appraiala & stn financing.

**Sersfln Bros. Inc.** Box 262888, Tampa, FL 33685. (813) 885-6060. FAX: (813) 885-6857. E-mail: 72563.100@compuserve.com. Glenn Serafin, pres; Josephine Barnes, business mgr.

Tampa, FL 33615: 4212 Deepwater Ln.

Best brokerage, finance & valuation svcs.

**Burt Sherwood & Associates Inc.** 6415 Midnight Pass Rd., Suite 206, Sarasota, FL 34242. (941) 349-2165. FAX: (941) 349-2356. Burt Sherwood, pres; Ellen Lyle, Jason Sherwood, VPs.

Brokerage radio, TV & LPTV; appraisals.

**Berry Skidelsky, Esq.** 655 Madison Ave., 19th Fl., New York, NY 10021. (212) 832-4800. FAX: (212) 486-8668. BERRY Skidelsky, Esq.

Stn purchasa & sls, time brokerage/LMA/JSA, finnsncng.

## SNOWDEN Associates

Media Brokers • Appraisers • Consultation

Zoph Potts Tom Snowden

P.O. Box 1566 Greenville, NC 27835


(252) 355-0327 / Fax (252) 355-8386

Snowden Associates. Box 1566, 101 W. 14th St., Sulta 700, Greenville, NC 27835. (252) 355-0327. FAX: (252) 355-8386. C. Zoph Potts, pres; Ray Bergevin, pra; Tom Snowden, VP.

Broksra, consultants & sprsrisers to the best In-duatry in the aouthests.

**Ray Stanfield & Associate.** 15545 Devonshire St., Suite 108, Mission Hills, CA 91345. (818) 893-3199. FAX: (818) 893-8020. Ray M. Stanfield, pres; James F. Mergen, assoc.

Nationwide brokers, consultants & appraisers for radio & TV stns.



Media Brokers Appraisers Consultants

<b>JACK SATTERFIELD</b> 610-520-4488	<b>AL PERRY</b> 303-239-6670	<b>BOB AUSTIN</b> 727-896-0045	<b>DOUG STEPHENS</b> 913-649-5103
<b>BOB COX</b> 314-458-4780	<b>JIM MacDERMOTT</b> 303-841-6624	<b>MICK SCHAFBUCH</b> 503-241-7422	<b>JOHN WILLIS</b> 803-649-0031
<b>BOB SARACEN</b> 203-849-1409	<b>RON SWANSON</b> 570-563-0900	<b>TONY WELCH</b> 904-673-1340	

**Howard E. Stark.** 575 Madison Ave., 10th Fl., New York, NY 10022. (212) 355-0405. Howard E. Stark, pres.  
Media broker—mergers & acquisitions in the communications field.

**John D. Stebbins Co.** Box 30, Lake Forest, IL 60045. (708) 234-4534. John D. Stebbins, pres.  
Represents sellers & buyers in the bcst media.

**Gery Stevens & Co.** 49 Locust Ave., Suite 107, New Canaan, CT 06840. (203) 966-6465. FAX: (203) 966-6522. E-mail: deelmakur@aol.com. Gary Stevens, mgng dir.  
Bcst mergers, acquisitions, investment banking svcs.

**Stonemerk Inc.** 1370 Stewart St., Seattle, WA 98109. (206) 628-8989. FAX: (206) 628-0839. William V. May, pres.

Specializing in business brokerage, acquisition searches, capital arrangement & debt placement for bcst properties as well as other industries.

**TRA Medle.** 6431 N.W. 65th Terrace, Pompano Beach, FL 33067. (954) 340-3110. FAX: (954) 340-7429. Email: radiotv@cris.com. J. Roger Skinner Jr., pres.

Nationwide broadcast brokers, appraisals, mergers, acquisitions, trades for AM, FM, TV, LPTV & the communication industry.

**Thoben-Ven Huee & Aseocletee Inc.** 1010 E. 86th St., Suite 44C, Indianapolis, IN 46240-1301. (317) 580-0096. FAX: (317) 580-0097. Phillip M. Thoben, pres; William K. Van Huss, chmn.

Brokerage, financial consulting & appraisals for radio, TV & cable.

**The Thorburn Co. Inc.** Box 888704, Atlanta, GA 30356. (770) 379-9262. FAX: (770) 379-9263. Robert M. Thorburn, pres; Martha Thorburn, sec/treas; Lydia Thorburn, assoc.

Atlanta, GA 30356: Box 888704. (770) 379-9262. FAX: (770) 379-9263.

Appraisals, brokerage, & financial & mgmt consulting for radio, TV & cable.

**Edwin Tornberg & Co. Inc.** 8917 Cherboung Dr., Pottomac, MD 20854. (301) 983-8700. FAX: (301) 299-2297. Edwin Tornberg, pres.

Appraisals, brokerage, financial & mgmt consulting for radio, TV & cable.

**The Venture Group.** 415 Discovery Rd., Virginia Beach, VA 23451. (804) 491-5444. FAX: (804) 422-0727. Herbert M. Hurst, pres.

Intermediaries in the sale, merger & acquisition of radio & TV stns.

**Veronie, Suhler & Aseocletee Inc.** 350 Park Ave., New York, NY 10022. (212) 935-4990. FAX: (212) 935-0877. Web Site: <http://www.vsacomm.com>. John J. Veronis, chmn; John S. Suhler, pres; Marvin L. Shapiro, mgng dir (radio, TV & cable); Robert J. Broadwater, mgng dir (corporate finance); Marco Sodi, mgng dir (International Group); Jeffrey T. Stevenson, pres VS&A Communications Partners L.P.

Investment bankers, specializing in mergers & acquisitions for the communications industry.

**Ed Weltere & Aseocletes.** Box 3697, Barrington, IL 60011. (847) 304-8993. FAX: (847) 359-6117. Ed Walters, pres; Michael Walters, VP; Karol Walters, sec.

Waukesha, WI 53186: 1801 Coral Dr. (414) 544-6800. FAX: (414) 544-1705. Ed Walters, pres.

Nationwide brokers, specializing in radio-TV & cable systems, acquisition searches with confidentiality ensured.

**J.N. Welle & Co. Inc.** 21 W. 075 Monticello Rd., Lombard, IL 60148. (630) 916-6491. FAX: (630) 627-1233. Joseph N. Wells, pres; Jonathan S. Wells, Lloyd Q. Swenson, VPs.

Brokerage, investment banking svcs to bcstg, CATV, publishing, the media & communications industries.

**H. Welter Weetmen/Media Broker & Consultant.** 2386 Bal Harbour Dr., Venice, FL 34293. (941) 497-3325. H. Walter Westman; owner.

Broker/negotiator for purchase/sale of TV, radio, cable; provides financial svcs, including equity, debt & appraisals.

*Professional and confidential services  
in the sale of Radio and TV stations  
in the Southeast . . .*

## THE WHITTLE AGENCY

Media Brokerage  
Gary Whittle

12716 Lindley Drive • Raleigh, NC 27614  
(919) 848-3596 • FAX: (919) 848-0519

**The Whittle Agency.** 12716 Lindley Dr., Raleigh, NC 27614. (919) 848-3596. FAX: (919) 848-0519. Gery L. Whittle, pres.

Total media brokerage svcs, including sale/repurchase of radio stns in the Carolines, Virginia & Southeast.

**Wilkie Communication Network Inc.** Box 444, Spartanburg, SC 29304. (864) 585-1885. FAX: (864) 597-0687. Robert L. Wilkins, pres.

**Willie Broedceeting.** 645 Church St., Suite 400, Norfolk, VA 23510. (757) 624-6500. FAX: (757) 624-6515. L.E. Willis Sr., pres.

**Wood & Co. Inc.** 431 Ohio Pike, Suite 200N, Cincinnati, OH 45255. (513) 528-7373. FAX: (513) 528-7374. Larry C. Wood, pres; S.L. Kabbes, rsch analyst.

Nationwide brokerage service to buyers & sellers of TV & radio properties.

# Consultants

**AVI Communicationa Inc.** 1349 Regal Row, Dallas, TX 75247-3615. (214) 637-5464. FAX: (214) 637-6285. E-mail: avi@avi-communications.com. Web Site: <http://www.avi-communications.com>. Patrick Shaughnessy, pres/CEO.

Shawnee, KS 66216: 13954 W. 72nd St. (913) 962-5875. Barbara McCartney, rgnl sls mgr.

TV sls training, new business dev svcs & Butch Harmon golf tips for TV & radio.

**Abt Associates Inc.** 55 Wheeler St., Cambridge, MA 02138. (617) 492-7100. FAX: (617) 492-5219. Wendell J. Knox, pres/CEO.

Bethesda, MD 20814: 4800 Montgomery Ln., Suite 600. (301) 913-0500. FAX: (301) 652-3618.

Chicago, IL 60610: 640 N. LaSalle. (312) 867-4000. FAX: (312) 867-4200.

Mktg rsch, strategic planning, mgmt consulting, audience rsch & segmentation; customer satisfaction programs, quality of service programs, social science survey rsch, pub policy rsch, economical rsch.

**AdMedia Partners Inc.** 444 Madison Ave., 19th Fl., New York, NY 10022-6903. (212) 759-1870. FAX: (212) 888-4960. E-mail: info@admediapartners.com. Robert H. Huntington, Paul F. McPherson, mgng dirs.

Investment bankers & strategic advisors to publishing, adv & mktg svcs companies.

**Advocataa Associates Inc.** 180 Mohegan Tr., South Windsor, CT 06074-3823. (860) 644-2100. FAX: (860) 644-2100. E-mail: advocate.associates@snet.net. Sherman Tarr, pres.

Multimedia applications in news, audio vis concepts, assn & trade group communications.

**Air Science Consultants.** 347 Prestly Rd., Bridgeville, PA 15017. (412) 221-6000; (800) SKY-WATCH. FAX: (412) 221-3160. E-mail: airsci@usaor.net. Web Site: <http://www.skywatchweather.com>. Dr. Stanley J. Penkala, pres.

Specially formatted weathercasts from the Skywatch Weather Center.®

**John P. Allen. (Alrepece Consultant).** Box 1008, Fernandina Beach, FL 32035-1008. (904) 261-6523. FAX: (904) 277-3651. E-mail: alrepece@net-megic.net. John P. Allan, owner.

Conducta FAA aeronatcel evaluetiona ee spaci-fied in Subpart C of Part 77 of the Federal Avletion Regulationa.

**American Radio Brokara Inc./SFO.** Cathedral Hill Hotel Office Bldg., 1255 Post St., Suite 1011, San Francisco, CA 94109. (415) 441-3377. FAX: (415) 441-3738. Chester P. Coleman, pres; Kathleen O'Donnell, office mgr; Richard "Julio" Haskey, tech dir; Warren Earl, consultant.

Anchorage, AK 99507: c/o KABN, KAXX, KADX-FM & KFAT-FM Radio Facilities. Suite B/C, 9200 Lake Otis Pkwy. (907) 344-5625. Susan Richards, dir Alaskan opns.

Stn reviews, mgmt consulting, valuations, market analysis & assistance for new, nonbcst owners. Duopolies & group strategies for the 90s.

**Anderson Productiona Ltd.** 37 W. 20th St., Suite 904, New York, NY 10011. (212) 414-9220. FAX: (212) 206-0279. E-mail: andersonv@aol.com. Steven C.F. Anderson, pres/exec producer; Vasso S. Anderson, VP mktg.

TV program production & consulting firm specializing in info progmg for cable & bcstg TV.

**Nick Anthony & Associates Inc.** 104 1/2 High St., Suite 201, Wadsworth, OH 44281. (330) 336-4570. FAX: (330) 336-0312. E-mail: nick@nickanthony.com. Web Site: <http://www.nickanthony.com>. Nick Anthony, pres; Diane Agnesi, office mgr.

Mktg, progmg & motivational consultant.  
**Artium Corporation.** Box 85446, 2950 E. Flamingo, Las Vegas, NV 89121. (702) 732-9987. FAX: (702) 369-6360. E-mail: cfliny@aol.com. Courtney L. Flatau, pres.  
Specialists in radio bcstg.

**The Aspen Inetituta Communicetione & Society Program.** 1333 New Hampshire Ave N.W., Suite 1070, Washington, DC 20036. (202) 736-5818. FAX: (202) 467-0790. E-mail: firestone@aspenninst.org; garmer@aspenninst.org. Web Site: <http://www.aspeninst.org>. Charles M. Firestone, dir; Amy K. Garmer, asst dir.

Pub policy seminars & reports.

**Asaocletad Broadceetara.** Box 42566, Cincinnati, OH 45242. (513) 791-5982. FAX: (513) 891-5727. Irv Schwartz, mgng dir; R. Gelen, rach edmln.

Legal & filing avca in turnkay peckagea; consult-ing & appraisal avce available.

Ohio Broadcaat Propartlea Specialiste.

**Audience Reseech & Davelopment (AR&D).** 8828 Stemmons Fwy., Dallas, TX 75247. (214) 630-5097. FAX: (214) 630-4951. Web Site: <http://www.ar-d.com>. William W. Taylor, pres/CEO; Ed Bewley, chmn; Willis Duff, chief creative off; Jim Willi, pres; Jerry Gumbert, sr VP.

Rsch-based, full-svc, new media consulting firm serving TV stns, cable systems, radio stns, nwspr & program syndicators.

**The Austln Company.** 3650 Mayfield Rd., Cleveland, OH 44121-1734. (216) 382-6600 ext. 777; (800) 333-0780 ext. 9777. FAX: (216) 291-6684. E-mail: broadcast-group@theaustln.com. Web Site: <http://www.theaustln.com>. J. William Melsop, pres/CEO; Michael G. Pierce, VP sls & mktg; Donald P. Archibale, VP planning & design, bcst & communication facilities.

Other Branches: Atlanta, GA; Cleveland, OH; Des Plaines, IL; Houston, TX; Kansas City, MO; Seattle, WA; Irvine, CA.

Consulting, architectural design, engrg & construction svcs for TV, cable & radio bcstg facilities.

**The Avery Co.** 11300 Beech Ridge Ct., Fairfax, VA 22030. (703) 352-3787. Ben Avery, pres.  
Media consultation, pub aftrs, earned media.

**BCI/Protocol Inc.** 5160 Parkstone Dr., Suite 190, Chantilly, VA 22021. (703) 222-8300. FAX: (703) 222-0205. Web Site: <http://www.protocol.com>. Robert Kipp, pres.

Provides specialized telecommunications engrg & consulting svcs.

**BIA Consulting & BIA Publicationa Inc.** 15120 Enterprise Ct., Suite 100, Chantilly, VA 20151-1102. (703) 818-2425. FAX: (703) 803-3299. E-mail: pubs@bia-companies.com. Web Site: <http://www.biacompanies.com>. Thomas J. Buono, ASA pres/CEO; William Redpath, CPA/ASA VP; Mark O'Brien, VP media group & rsch; Debra Metcalf, VP rsch; Mark A. Giannini, dir business dev.

Appraisers, valuation experts & financial consultants of bcstg & cable business. Publisher of *Investing in Radio*, *Investing in Television*, BIA's Radio Yearbook & the TV Yearbook. Producers of BIA's Media Access Pro.

**BP Consulting Group.** (A division of Broadcast Programming). 2211 5th Ave., Seattle, WA 98121. (206) 728-2741; (800) 426-9082. FAX: (206) 441-6582. E-mail: experts@bpradio.com. Web Site: <http://www.bpradio.com>. Edith Hilliard, pres/gen mgr; Teresa Cook (Hot AC); Chris Whieland (Alt, CHR); Mike Betelli (AC, Soft AC); Ken Moultrie (country); Walter Powers (easy lstrng); L.J. Smith (country); Leslie Cohan, music dir/media contact.

Radio mgmt & progmg consulting; market & ratings analysis, format search, music & perceptual rsch, focus groups, staff training & playlists.

**BTMI (Broadcaat Truatae Managamant Inc.).** 1090 Vermont Ave. N.W., Suite 800, Washington, DC 20005. (202) 408-7036. FAX: (202) 408-1590. E-mail: robinson@aol.cin. Web Site: <http://www.btmi.com>. Paul W. Robinson Jr, pres.

Financial-asset mgmt, valuation, mktg, restructuring & recovery consultation svcs.

**The Benchmark Co.** 611 S. Congress, Suite 200, Austin, TX 78704-1700. (512) 707-7010. FAX: (512) 707-7015. E-mail: Benchmark@aol.com. Web Site: <http://www.Benchmarkresearch.com>. Rob Balon, pres; Holly Brown, dir rsch; Joe Russell, sr rsch analyst.

Full-svc bcst consulting & rsch company featuring benchmark perceptual phone surveys & the Focus 100 system, which replaces focus groups.

**The Banton Group.** Box 5076, Vancouver, WA 98668. (360) 574-7369. FAX: (360) 576-6866. Donald Benton, pres; Mitchell Morgan, VP.

## BOND & PECARO

PROVIDING APPRAISALS, FEASIBILITY STUDIES,  
EXPERT TESTIMONY, AND RELATED FINANCIAL SERVICES  
TO THE COMMUNICATIONS INDUSTRY.

1920 N STREET, N.W.

SUITE 350

WASHINGTON, D.C. 20036

(202) 775-8870

FAX (202) 775-0175













## Consultants

Gen mgmt consulting & episodic mgmt svcs for mass communications organizations. Specialties: electronic journalism, music radio, organizational dev & telephone interactivity.

**NEWSDirections.** 1701 Jackson Sq. Dr., Hixson, TN 37343. (423) 843-0547. FAX: (423) 842-8003. E-mail: twnwsdir1@aol.com. Web Site: <http://www.news-directions.com>. Tony Windsor, pres.

Professional dev & career mktg for TV news reporters, anchors & producers.

**Noll & Associates.** 475 Gate Five Rd., Suite 322, Sausalito, CA 94965. (415) 332-5640. FAX: (415) 332-5519. E-mail: [kennen@nollmedia.com](mailto:kennen@nollmedia.com). Web Site: <http://www.nollbet@ix.net.com>. Kennen Williams, pres/gen mgr.

Sls training & vendor dev campaigns.

**Noll & Associates.** 475 Gate Five Rd., Suite 322, Sausalito, CA 94965. (415) 332-5640. FAX: (415) 332-5519. E-mail: [kennen@nollmedia.com](mailto:kennen@nollmedia.com). Web Site: <http://www.nollmedia.com>. Kennen Williams, pres.

Bcst mktg/sls training, new business dev & organizational dev.

**Northwest Broadcasting Co.** Box 847, Barrington, IL 60011-0847. (847) 381-3209. FAX: (847) 381-0605. E-mail: [cableguy@amentech.net](mailto:cableguy@amentech.net). Michael H. Krafcsin, pres.

Mgmt, progmg, production, scriptwriting, talent, voice-over svcs, opns & engrg consultation to radio stns.

**The Omnis Group.** 601 South Blvd., Tampa, FL 33606. (800) 525-7117. FAX: (813) 254-8558. E-mail: [omni@omniagroup.com](mailto:omni@omniagroup.com). Website: <http://www.omniagroup.com>. Barbara Bauer, exec VP; Mary Ruth Austin, VP mktg & communications.

Same-day response on bcst industry-validated selection personality tests; mission statements & goal setting, employee performance evaluation & mgmt techniques.

**One Point Communications.** 5335 Wisconsin Ave. N.W., Suite 800, Washington, DC 20015. (202) 364-3511. FAX: (202) 364-3520. John Norcutt, pres.

Cable TV svcs; system audits, sls mktg, construction, mgmt.

**Ott & Associates.** 9225 Chatham Grove Ln., Suite D, Richmond, VA 23236. (804) 276-7202. FAX: (804) 745-

7778. E-mail: [rickott@aol](mailto:rickott@aol). Web Site: <http://www.rickott.com>. Rick Ott, pres.

Problem solving, consultation in complete confidentiality. Mgmt consulting.

**PMA Marketing Inc.** 4359 S. Howell, Suite 106, Milwaukee, WI 53207. (414) 482-2638. FAX: (414) 483-1980. E-mail: [pma@execpc.com](mailto:pma@execpc.com). Website: <http://www.amfntv.com>. Pat Martin, pres.

Buy & sell new & used bcst equipment.

**Packer TalkRadio Consulting.** 3128 Walton Blvd., Suite 308, Rochester Hills, MI 48309. (248) 656-4140. FAX: (248) 656-4104. E-mail: [mpacker@aol.com](mailto:mpacker@aol.com). Web Site: <http://www.mpacker.com>. Michael Packer, pres.

Consulting, progmg, mktg & audience rsch, featuring Core Audience Tracker.

**Palazzo deMix.** 1221 E. Pike, Suite 300, Seattle, WA 98122. (206) 328-5555. FAX: (206) 324-4348. E-mail: [palazzo@palazzo.com](mailto:palazzo@palazzo.com). Website: <http://palazzo.com>. Richard Roberts, pres.

Stn identity design & consultation svcs, including on-air, print, outdoor, graphics, syndicated animation packages, movie & news opns, & radio spots.

**Paragon Research.** 550 S. Wadsworth Blvd., Suite 401, Denver, CO 80226. (303) 922-5600. FAX: (303) 922-1589. E-mail: [mhenry@paragon-research.com](mailto:mhenry@paragon-research.com). Website: <http://www.paragon-research.com>. Mike Henry, mgng ptrn.

Pittsfield, NH 03263; Box 1808, R.R. 1, Chestnut Pond Rd. (603) 435-8448. FAX: (603) 435-8447. Chris Porter, exec VP.

Custom rsch: focus groups, auditorium music tests, perceptual studies, tracking, auditorium format analysis.

**Patrick Communications Corp. L.L.C.** 5074 Dorsey Hall Dr., Suite 205, Ellicott City, MD 21042. (410) 740-0250. FAX: (410) 740-7222. E-mail: [patrick@patcomm.com](mailto:patrick@patcomm.com). Web Site: <http://www.patcomm.com>. W. Lawrence Patrick, pres; Susan K. Patrick, exec VP; Terry Greenwood, VP.

Stn brokerage, investment banking, mgmt consulting svcs, appraisals & opns consulting.

**Donsid A. Perry & Associates Inc.** Box 857, Summerville Plantation, Gloucester, VA 23061. (804) 877-4367. FAX: (804) 693-2885. Donald A. Perry, pres; W.K. Bowles, Patricia Gibbs, VPs; Brinton Belyea, VP engrg.

Mgmt, brokerage & appraisal svcs to the cable TV industry.

**The Personnel Laboratory Inc.** 733 Summer St., Stamford, CT 06901. (203) 325-4348. King Whitney Jr., pres; Irene Salese, Joanna Steinberg, VPs.

Consultants on personnel selection & recruitment.

**Peters Productions Inc.** 1455 Frazee Rd., Suite 100, San Diego, CA 92108. (619) 565-8511. FAX: (619) 440-1481. E-mail: [ppiep@aol.com](mailto:ppiep@aol.com). Edward J. Peters, pres. Media mktg consultants, providing rsch, concept, mktg plan, music, graphics & animation.

**Photo Disc.** 2013 4th Ave., Suite 402, Seattle, WA 98121. (206) 441-9355. FAX: (206) 441-9379. Tom Hughs, pres; Chris Birkeland, VP.

New York, NY 10010: 11 E. 26th St., 17th Fl. (212) 686-4671. FAX: (212) 684-5601. Peter Langdon, mgng acct exec.

Business & mgmt consulting, training, long-term strategic planning, organizations analysis, mktg positioning; seminars on goal setting, leadership, mgmt skills, sls training. Retail training.

**Pollack Media Group Inc.** 860 Via De La Paz, Suite D2, Pacific Palisades, CA 90272. (310) 459-8556. FAX: (310) 454-5046. E-mail: [pollackmg@aol.com](mailto:pollackmg@aol.com). Jeff Pollack, chmn/CEO; Tommy Hedges, pres; Dave Brewer, sr VP; Pat Welsh, VP music progmg.

Worldwide bcst progmg advisory firm, all facets of progmg, positioning, mktg, adv, rsch, music. All formats.

**Poorman & Co.** 143-147 E. Main St., Lock Haven, PA 17745. (717) 748-7000. FAX: (717) 748-7700. Stephen P. Poorman, pres.

Pennsylvania & Texas-based mgmt consulting firm offers "no-charge" interviews to radio & TV stns relating to business & real estate issues. Specializes in organizing & mgng financially distressed businesses.

**Prics Waterhouse Practics Offices.** 200 E. Randolph Dr., Chicago, IL 60601. (312) 540-2690. FAX: (312) 565-1458. Stephen M. Carr, dir.

Provides valuation consulting svcs for acquisitions, swaps, estate planning & litigation.

**Primo Newservice Inc.** Box 116, 182 Sound Beach Ave., Old Greenwich, CT 06870-0116. (203) 637-0044. FAX: (203) 698-0812. E-mail: [primonews@aol.com](mailto:primonews@aol.com). Al-



## THE WARD L. QUAAL COMPANY

management counsellors to the  
broadcasting profession  
and the allied arts

401 North Michigan Avenue  
Chicago, Illinois 60611  
(312) 644-6066  
FAX: (312) 644-3733

Los Angeles, California  
(310) 277-9399







Provides production & transmission svcs globally for major field productions, & ongoing or occasional use in news & sports coverage.

**Wolfe Communicationa.** (dba Wolfe Media Inc.). 9974 Scripps Ranch Blvd., Suite 311, San Diego, CA 92131. (610) 530-9800. FAX: (619) 530-9974. E-mail:

dw@wolfecom.com. Website: <http://www.wolfe-com.com>. David Wolfe, pres.

**Walter Wulff & Associates.** Airspace Consultants. Box 914, Point Clear, AL 36564. (334) 990-2502. FAX: (334) 990-2503. Walter H. Wulff, CEO.  
Conducts FAA tower studies & EMI evaluations.

**Walter S. Wydro Consultants.** The Atrium, 4 Terry Dr., Suite 10, Newtown, PA 18940-1838. (215) 860-2288. FAX: (215) 860-5502. Walter S. Wydro, Alicia Thorne, B. Nuss, Anne Zielanski.

Bcstg & CATV systems: mgmt, audits, appraisals, engrg, due diligence, financial svcs, expert testimony, strategic planning.





## Station Financing Services

Brokerage & financial svcs to the bcst, cable & communications industries.

**Rodgers Broadcasting.** Box 1646, Richmond, IN 47375. (765) 962-6533. FAX: (765) 966-1499. David A. Rodgers, pres.

**Sanders & Co.** 2741 Margaret Mitchell Dr. N.W., Atlanta, GA 30327. (404) 367-0850. FAX: (404) 367-0580. William H. Sanders, pres.

Private placements of debt & equity for bcstrs & cable operators.

**Schroder & Co. Inc.** Equitable Ctr., 787 Seventh Ave., New York, NY 10019. (212) 492-6000. FAX: (212) 492-7033. North America: Ivan Lustig, mgng dir/head communications investment banking North America; Andrew Frankle, Simon Gill, dirs; Scott Blankman, VP. UK/Europe: Tim Murray, dir/head global communications investment banking; Paul Staples, dir/head media/communications investment banking Europe; Jan Corta, Simon Gluckstein, Rob Houghton, asst dirs. Asia: Andrew Richards, dir/head communications investment banking Asia; Bob Yang, asst dir.

A global investment bank offering M&A advisory, equity & debt capital markets, securities rsch, sls & trading svcs.

Branch offices located in North America: Atlanta, Bermuda, Bogota, Boston, Cayman Islands, Chicago, Dallas, Long Beach, Los Angeles, Montreal, New York, Philadelphia, San Francisco, & Toronto; South America: Buenos Aires, Sao Paulo; UK/Europe: Amsterdam, Beirut, Budapest, Cape Town, Copenhagen, Frankfurt, Geneva, Guernsey, Jersey, London, Luxembourg, Milan,

Njoosia, Paris, Warsaw, & Zurich; Asia: Bangkok, Beijing, Bombay, Hong Kong, Jakarta, Kuala Lumpur, Labuan, Melbourne, Seoul, Shanghai, Singapore, Sydney, Taipei, & Tokyo.

**William B. Schutz Jr.** Box 404, St. Michaels, MD 21663. (410) 745-3900. FAX: (410) 745-5929. E-mail: [wbschutzjr@sol.com](mailto:wbschutzjr@sol.com). **William B. Schutz Jr., prss.**  
Equity, subordinatd & sr funding for the acqulstion of bcst & cabls proprties.

**Signal Propertlss.** 256 Columbia Tpke. Suite 207, Florham Park, NJ 07932. (973) 966-6366. FAX: (973) 377-6328. Robert J. Hueston, pres.

Radio finance specialists—new financings, refinances & restructures, & smaller markets.

**Silicon Valley Bank.** 899 Adams St., Suite G-2, St. Helena, CA 94574. (707) 967-1378. FAX: (707) 967-4827. E-mail: [jbrooks@svbank.com](mailto:jbrooks@svbank.com). John R. Brooks, sr VP/mgr media practice.

**Berry Skidelsky, Esq.** 655 Madison Ave., 19th Fl., New York, NY 10021. (212) 832-4800. FAX: (212) 486-8668. **Berry Skidelsky, Esq.**

Lgsst, business & finncisl consultstion svcs. Buy/slls, mergers, financings & work outs.

**The Stebbins Co.** Box 30, Lake Forest, IL 60045. (708) 234-4534. John D. Stebbins, pres.

Radio, TV & cable stns.

**Stonemsrk Corp.** 1370 Stewart St., Seattle, WA 98109. (206) 628-8989. FAX: (206) 628-0839. William V. May, pres.

Specializing in business brokerage, debt placement & equity arrangement related to bcst properties as well as other industries.

**Syndcastd Communications Inc. (SYNCOM).** 8401 Colesville Rd., Suite 300, Silver Spring, MD 20910. (301) 608-3203. FAX: (301) 608-3307. Terry L. Jones, pres; Duane C. Mcknight, VP.

**Edwin Tornberg & Co. Inc.** 8917 Cherboung Dr., Potomac, MD 20854. (301) 983-8700. FAX: (301) 299-2297. Edwin Tornberg, pres.

**Wellsr Cspitl Corp.** 30 Rockefeller Plaza, Suite 4350, New York, NY 10112. (212) 632-3600. FAX: (212) 632-3607. John W. Waller III, chmn/CEO; Andrew J. Armstrong Jr., pres; Richard H. Patterson, John T. Woodruff, Joseph P. Duggan, sr VPs.

Financing & investment svcs to cable TV industry, specializing in cable TV mergers & acquisitions, buyout financing, raising debt & equity.

**Wellsprings Finncisl Corp.** 226 Sussex Ave., Morristown, NJ 07960. (973) 984-8822. FAX: (973) 984-8822. Adam J. Haston, pres.

Investment banking svcs acquisitions, refinancing, equipment leasing, advisory consulting.

**Wood & Co. Inc.** 431 Ohio Pike, Suite 200N, Cincinnati, OH 45255. (513) 528-7373. FAX: (513) 528-7374. Larry C. Wood, pres; M.A. Dennis, rsch analyst; S.L. Kabbes, rsch analyst.

# Research Services

**A & A Research.** 690 Sunset Blvd., Kalispell, MT 59901. (406) 752-7857. FAX: (406) 752-0194. Judith Doonan, pres; Dr. E.B. Eiselein, rsch dir.

Qualitative & quantitative audience surveys for small- & medium-market radio stns, TV stns, cable. Experience with minority stns.

**Abt Associates Inc.** 55 Wheeler St., Cambridge, MA 02138. (617) 492-7100. FAX: (617) 492-5219. Wendell J. Knox, pres/CEO.

Bethesda, MD 20814: 4800 Montgomery Ln., Suite 600. (301) 913-0500. FAX: (301) 652-3618.

Chicago, IL 60610: 640 N. LaSalle. (312) 867-4000. FAX: (312) 867-4200.

Mktg rsch, strategic planning, mgmt consulting, audience rsch & segmentation; customer satisfaction programs, quality of service programs, social science survey rsch, pub policy rsch, economical rsch.

**ADcom Information Services Inc.** 1901 Camino Vida Roble, Carlsbad, CA 92008. (619) 931-2440. FAX: (619) 931-2450. E-mail: spooner@adcoms.com. Web Site: <http://www.adcoms.com>. Bill Livek, pres/CEO; Rich Guire, CDO; Dick Spooner, VP sls; Bill Engel, chief rsch off.

Deerfield Beach, FL 33441-1620: 700 W. Hillsboro Blvd., Bldg. 4, Suite 201. (954) 427-4104. William P. Livek, pres/CEO.

Viewership rsch systems designed for multi-ch systems, with emphasis on cable ratings & qualitative data.

**Admar Group.** 36 E. 22nd St., New York, NY 10010. (212) 677-8080. FAX: (212) 677-9797. Henry D. Ostberg, chmn; Robert Wikowitz, exec VP.

Adv rsch, concept evaluation, product testing & tracking studies; specializes in rsch for legal purposes.

**The Adult Contemporary Music Research Letter.** 1837 S.E. Harold St., Portland, OR 97202-4932. (503) 232-9787; (800) 929-5119. FAX: (503) 232-9787; (800) 929-5119. E-mail: mikey@teleport.com. Web Site: <http://www.teleport.com/~rlawrenc/acm/acm.html>. Eric G. Norberg, pres/editor/publisher, Jane A. Kenney, rsch dir.

Rsch audience appeal of current adult contemp mus, reported in wkly newsletter. Book of oldies rsch also available.

**Advanced Research Servicea.** 21565 Rambla Vista, Mailbu, CA 90265. (310) 456-6454. FAX: (310) 456-7002. E-mail: scott@tvsurveys.com. Web Site: <http://www.tvsurveys.com>. Scott V. Tallal, pres.

Dallas, TX 75201: 600 N. Pearl, Suite 400. (214) 520-2000. Bill Brown.

New York, NY 10022: 400 E. 59th St. (212) 355-1564. David Friedman.

Marietta, GA 30060: 166 Anderson, Suite 1000. (770) 427-0735. Chns Werner.

Full-svc audience rsch firm specializing in computer-assisted telephone surveys (with digital audio capture) for cable & bcst TV.

**Advanced Television Technology Center.** 1330 Braddock Pl., Suite 200, Alexandria, VA 22314. (703) 739-3850. FAX: (703) 739-3230. Paul K. DeGonia, exec dir; Charles W. Einolf, deputy exec dir.

Testing/evaluation of digital transmission systems, RF bcst systems; video codes, quality (up to MDTV); TV design, consulting engrg.

**The Arbitron Co.** 142 W. 57th St., New York, NY 10019. (212) 887-1300. FAX: (212) 887-1401. Web Site: <http://www.arbitron.com>. Stephen B. Morris, pres; Pierre Bouvard, VP/gen mgr radio stn svcs; Henry Laura, VP sls advertiser & agency svcs; Thom Mocar-sky, VP communications; Marshall Snyder, VP gen mgr Arbitron NewMedia.

Chicago, IL 60606: 311 S. Wacker Dr., Suite 1600. (312) 913-6220. Margaret Bustell, mgr adv agency svcs; John Basila, mgr radio stn svcs. (Midwestern office.)

Atlanta, GA 30328: 9000 Central Pkwy., Suite 300. (770) 551-1400. Lisa Segall, mgr radio stn svcs; Dan Griffin, mgr adv/agency svcs. (Southeastern office.)

Dallas, TX 75240: One Galleria Tower, 13355 Noel Rd., Suite 1120. (972) 385-5388. Dennis Seely, mgr radio stn svcs; Dan Griffin, mgr adv agency svcs. (Southwestern office.)

Los Angeles, CA 90024: 10877 Wilshire Blvd., Suite 1600. (310) 824-6600. Brad Bedford, mgr radio stn svcs; Alisa Joseph, mgr adv svc. (Western office.)

Columbia, MD 21046: 9705 Patuxent Woods Dr. (410) 312-8000. Frank Stanitski, mgr radio stn svcs. (Eastern office.)

New York, NY 10019: 142 W. 57th St., 12th Fl. (212) 887-1502. Jerry Sacchetti, eastern mgr adv/agency svcs.

Loc radio audience measurement in 265+ markets, qualitative service through RetailDirect, Scarborough & the Qualitative Diary service in 244 markets; Arbitron NewMedia; rsch based info svcs for the new electronic media.

**Audience Research & Development (AR&D).** 8828 Stemmons, Suite 600, Dallas, TX 75247. (214) 630-5097. FAX: (214) 630-4951. William W. Taylor, CEO; Willis Duff, pres rsch; Ed Bewley, chmn; Jim Willi, pres; Sandra Connell, exec VP; Jerry Gumbert, sr VP.

Rsch & consultation in loc & natl TV progrm, specializing in news. Program dev, per search, performance coaching, prom, strategic planning, mktg & sls rsch for bcst TV.

**BBM Bureau of Measurement.** 1500 Don Mills Rd., Suite 305, Don Mills, ON, Canada M3B 3L7. (416) 445-9800. FAX: (416) 445-8644. Web Site: <http://www.bbm.ca>. Owen A. Charlebois, pres/CEO; Glen Shipp, sr VP/CFO; Kathy Carson, dir survey opns; Don Easter, VP/gen mgr TV; Ron Bremner, VP/gen mgr radio; Ken Purdye, VP meter svcs; Jim Matsui,

pres/COO Comquest; John Snow, sr VP Comquest. Directors: Jim McLeod, chmn RadioCorp Inc.; Jeff Osborne, group VP; Elmer Hildebrand, sec/treas Golden-West bcstg Ltd.; Bob Laine, radio exec committee chmn CHUM Ltd.; Ja ck Tomik, TV exec committee chmn CanWest Pacific TV; Pierre Delagrave, Cassette Communications; Don Smith, Westcom TV group; Scott Irwin, Irwin Toy Ltd.; Lynn Douglas, Labatt Breweries; Rob Young, Harris Young Personen Newell; Pierre Arcand, exec VP Metromedia Inc.; Henry Eaton, VP Strategic planning business dev Baton bcstg Inc.; Debbie King, exec VP mngng dir Optimedia Canada.

Montreal, PQ H3B 1P5: 615 Rene-Levesque West, Suite 750. (514) 878-9711. FAX: (514) 878-4210. Robert Langlois, VP Quebec svcs.

Vancouver, BC V6J 4S5: 1755 W. Broadway, Suite 305. (604) 731-1444. FAX: (604) 731-6692. Catherine Soronsen, mgr western svcs.

Richmond, BC V6V 1L4: Vancouver Meter Services. Unit 150, 14480 River Rd. (604) 214-9635. FAX: (604) 214-9648.

Moncton, NB E1C 817: 1234 Main St., Suite 3000. (506) 859-7700. FAX: (506) 852-4445 (Moncton office).

Media rsch for radio & TV, & custom rsch through ComQuest Division.



## Now You Can Get Consumers' Answers to Your Marketing Questions in 72 Hours.

Low-cost, top quality custom market research from a nationally representative sample.

OmniTel—The preferred source of answers to a few custom questions.

ISIS—For interviews up to 15 minutes in length.

**T**hese are the *only* telephone omnibus services *proven* to deliver the accuracy of premium dedicated surveys. This accuracy is the result of extensive experimental research. Our unique improvements include: question block rotation to eliminate order bias; ensuring that five callbacks are made to maintain representativeness; sample balancing to census data on age, sex, region, education and race; and daily geographic quotas.




**Specifications:** 1,000 adults interviewed every weekend from computer-generated random samples; 72-hour survey completion through tabulation by a standard demographic banner. (Custom banners are also available). Costs average \$600-\$700 per question for 1,000 interviews.

**Suggested Uses:** Brand equity; awareness, attitude and usage; media research; customer satisfaction; concept screening and testing; image and positioning; public relations effectiveness; market structure and price sensitivity studies.

America's most popular national telephone omnibus services... from one of America's best-known custom research companies.

For Complete information and Pricing Call:

New York Metro: (908) 572-7300 • FAX (908) 572-7980  
Chicago Metro: (312) 440-5252 • FAX (312) 266-1742  
Elsewhere: 1-800-444-9910

**BRUSKIN GOLDRING**  
R E S E A R C H

A MEMBER OF THE MAI INFORMATION GROUP









ies on digital & next generation cellular technologies & wireless loc loop.

**Simmona Market Raaaarch Buraau.** 309 W. 49th St., New York, NY 10019. (212) 373-8900. FAX: (212) 373-8918. E-mail: sssimon@smrb.com. Josh Chasin, pres; Stan Simon, VP electronic media sls.

Chicago, IL 60611: 900 N. Michigan Ave. (312) 951-4400. FAX: (312) 951-4686. Julie Michaelson, VP.

Study of media & markets; comprehensive measurement of media & product usage. Other studies include kids, teens, Hispanic & the Internet.

**Sindlinger & Co. Inc.** 405 Osborne St., Wallingford, PA 19086. (610) 565-0247. FAX: (610) 565-7174. Albert E. Sindlinger, chmn of bd/pres.

Daily polling to determine consumer attitudes; microeconomic forecasting.

**Smith & Co.** 5910 John Hancock Ctr., 175 E. Delaware Pl., Chicago, IL 60611-7725. (312) 822-0123. FAX: (312) 822-0123. E-mail: jimsmith@csi.com; JS8220123@aol.com. James A. Smith, pres.

Full-svc customized rsch in mus, progm & sls. Individual, group or by telephone.

**Charlea E. Smith Commarcial Realty.** 1666 K St. N.W., Suite 1200, Washington, DC 20006. (202) 833-5801. FAX: (202) 457-1702. James Connelly, dir media svcs.

Consulting coml real estate svcs, tenant/client representation, construction/financial analysis, turnkey lease/sale assumptions; roof & building zoning surveys.

**Sound Decialons.** 2051 Glenhill Rd., Colorado Springs, CO 80906-3352. (719) 471-4125. FAX: (719) 473-4546. Bobby Christian, pres.

Auditorium mus tests, software for in-house mus rsch, one-on-one focus studies, focus groups, format search, progmg consultation.

**Spectrum Raaaarch.** 1808 Landmark One, Cherry Hill, NJ 08034-2217. (609) 795-7990. FAX: (609) 795-6013. E-mail: Peter@SpectrumResearch.com. Peter Mckover, pres.

Focus groups, lifestyle studies, & strategic market studies. Custom rsch for radio & TV.

**Spot Quotatlona & Data Inc.** 303 S. Broadway, Suite 108, Tarrytown, NY 10591-5410. (914) 524-7600. FAX: (914) 524-7650. E-mail: sqad@sqad.com. Web Site: http://www.squad.com. Neil Klar, pres; Raymond Distase, CEO; Robin Blum, mktg mgr.

Publishers of mthy SQAD-TV & quarterly SPARC-Radio, Cost-Per-Point & CPM reports. SQAD/for Windows & Macintosh computer systems available for easy data analysis. Sqad/Canada-6/96.

**Statistical Raaaarch Inc.** 111 Prospect St., Westfield, NJ 07090. (908) 654-4000. FAX: (908) 654-6498. Web Site: http://www.SRIresearch.com. Gale D. Metzger, pres.

**Strata Marketing Inc.** One E. Wacker Dr., Suite 2304, Chicago, IL 60601. (312) 222-1555. FAX: (312) 222-2510. Bruce W. Johnson, pres.

TV, radio & media ratings analysis. DOS & Microsoft Windows-based software systems for TV stns & agencies.

**Strategy Raaaarch Corp.** 100 N.W. 37th Ave., Miami, FL 33125. (305) 649-5400. FAX: (305) 649-6312. Richard Tobin, pres; Raul Lopez, sr VP media rsch.

Laguna Hills, CA 92653: 23151 Alcalbe Dr., Suite C-4. (949) 598-9055. Dave Thomas, VP/gen mgr. (Los Angeles office.)

Radio/TV Hispanic audience ratings, natl & loc; market studies, stn profiles, focus groups, product usage/awareness, progmg/format rsch, copy testing. Specialization in ethnic rsch.

**Super Ratinga Raaaarch Corporation.** 410 W. Badillo St., 2nd Fl., Covina, CA 91723. (626) 915-3333. FAX: (626) 331-1111. E-mail: markolson@superrat-

ings.com. Web Site: http://www.superratings.com. Mark D. Olson, pres.

Specialized ratings analysis & audience measurement for radio, TV & corporate mgmt. Exclusive provider of Synchronous Statistics & Pattern Research tracking more than 395,000 audience trends. Other expertise includes longitudinal studies of upscale consumers with high disposable incomes.

**TVQ Inc.** (A division of Marketing Evaluations Inc.). 1615 Northern Blvd., Manhasset, NY 11030. (516) 365-7979. FAX: (516) 365-9351. E-mail: info@qscores.com. Web Site: http://www.qscores.com. Steven Levitt, pres; Henry Schafer, exec VP; Carol Heller, VP TVQ svcs.

Syndicated market rsch surveys measuring familiarity & appeal of TV programs, performers, characters, magazine titles, company & brand names, sports personalities.

**Tapacan Inc.** 3000 Riverchase Galleria, Suite 850, Birmingham, AL 35244. (205) 987-7456. FAX: (205) 733-6263. Jim Christian, chmn/CEO; Gary Brown, cable division mgr.

Hamusa, CA 90254: 1001 Harmosa Ave., Suite 201. (310) 376-6242.

Toronto, ON, Canada M4T 1N5: Tapscan of Canada. 5075 Yonge St., Suite 404. (416) 221-9944.

Software for electronic media, primarily radio, TV & cable. Designed to address the needs of media selling, buying, planning, progmg & mgmt.

**The Tarrance Group.** 14503 Bammel North, Houston, TX 77014. (281) 444-9010. Michael Baselice, VP.

Audience rsch svcs for radio, TV & cable. News, progmg, positioning, survey & promotional rsch.

**Taen-aga Raaaarch Unlimitad.** 707 Skokie Blvd., Suite 450, Northbrook, IL 60062. (847) 564-3440. FAX: (847) 564-0834. Peter Zollo, pres.

Twice annually, syndicated study of the teen market with optional custom/proprietary questions. Custom rsch in teenage markets.

**Talecommunications Research Inc.** (A division of Nathan Associates Inc.). 2101 Wilson Blvd., Suite 1200, Arlington, VA 22201. (703) 516-7800. FAX: (703) 351-6162. E-mail: info@triresearch.com. Web Site: http://www.triresearch.com. Doug Young, Gary French, principals.

Economic & mgmt consultants specializing in mktg & survey rsch, business & property valuation & financial viability analysis.

**VNU Operatlona.** 12350 N.W. 39th St., Coral Springs, FL 33065. (954) 753-6043. FAX: (954) 755-1233. Eddie Ibrahim, gen mgr; Judy Platner, editing mgr.

Englewood Cliffs, NJ 07632: 560 Sylvan Ave. (201) 871-0011. Craig N. Harper, sr VP.

Atlanta, GA 30339: 2110 Powers Ferry Rd., Suite 460. (404) 955-6317.

Rolling Meadows, IL 60008: 5105 Tollview Dr., Suite 208. (708) 392-5353. Jill Snyder, VP natl agencies. (Chicago office.)

Dallas, TX 75240: 14800 Quorum Dr., Suite 530. (214) 934-3805. Larry Gorick, VP western rgn.

Los Angeles, CA 90036: 5757 Wilshire Blvd. (213) 954-3230. Julie Goldsmith, VP western rgn.

Allentown, PA 18052: 1541 Alta Dr. (215) 821-9122. Kathi Stinner, mgr.

Louisville, KY 40218: 1941 Bishop Ln. (502) 451-0224. Terry Ferg, mgr.

San Antonio, TX 78217: Bldg. F, 4944 Research Dr. (512) 558-1500. Peter Shields, mgr.

Sarasota, FL 34236: 1751 Mound St., Suite 205. (512) 657-2500. Kathleen Michor, mgr.

Radio audience ratings reports, including qualitative, product & service usage of radio listeners.

**Valle-Richarda Consulting Inc.** 2175 Bent Creek Manor, Alpharetta, GA 30005. (770) 346-0026. FAX: (770) 346-0028. Dan Valle, pres.

America's premier contemp radio consultancy specializing in all variations of contemp radio balancing art & science to create ratings & revenue success.

**Venturaa In Media Inc.** 32107 W. Lindero Cayon Rd., Suite 133, Westlake Village, CA 91361. (805) 496-3667. FAX: (805) 496-3587. Morrie Gelman, pres; Adam Gelman, VP/sec; Gene Accas, assoc.

TV-CATV-Radio.  
Market rsch info packaging & consulting.

**Vldao Monitoring Srvlcea.** 1066 National Press Bldg., Washington, DC 20045. (202) 393-7110. FAX: (202) 393-5451. Howard Briskin, VP.

Los Angeles, CA 90028: 6430 W. Sunset Blvd., Suite 400. (213) 993-0111. FAX: (213) 467-7540.

New York, NY 10036: 330 W. 42nd St. (212) 736-2010. FAX: (212) 487-7540.

Chicago, IL 60610: 212 W. Superior St. (312) 649-1131. FAX: (312) 649-1527.

Provides transcripts, digests & analysis of radio & TV news & commentary; surveys of program content; monitoring of comls; tape & cassette recordings; photo-boards; film conversions.

**VideoProbelIndex Inc.(VPI).** 1374 Sudden Valley, Bellingham, WA 98226. (360) 676-2700. FAX: (360) 676-2727. E-mail: rschu@nas.com. Robert Schultz, pres; Gloria Mamber, VP; Teresa Baker, dir field opns.

Significant viewing survey specialists for cable systems & stns filing with FCC for special relief copyright, must carry, re-transmission, syndex & net non-duplication.

**Mona Wargo.** 1600 N. Oak St., Suite 1401, Arlington, VA 22209. (703) 243-9352. FAX: (703) 243-5795. E-mail: monawango@geocities.com. Web Site: http://www.geocities.com/Eureka/Park/3412. Mona Wargo, rsch analyst.

Ind rsch analyst for bcst & telecommunications, FCC rsch in radio, TV, cable, satellites, cellular, PCS. SMR, paging, IVDS & microwave.

**Washington Information Group Ltd.** Box 19352, 1350 Connecticut Ave. N.W., Suite 502, Washington, DC 20036-0352. (202) 463-7323. FAX: (202) 463-8633. Doug House, pres.

Customized business rsch on client-specified aspects of the bcstg industry, including competitor intelligence on companies, products, svcs & markets.

**Willlight Research Inc.** 2104 S.W. 152nd, Suite 4, Seattle, WA 98166. (206) 431-8430. FAX: (206) 431-0603. David Hastings, pres; Nicole Herron, production dir; Mary Davey, rsch dir.

Radio ratings; AQH & cumulative figures. Qualitative data, respondent based, market specific, phone methodology, detailed software.

**Winona Raaaarch.** 8040 Old Cedar Ave. S., Minneapolis, MN 55425-1211. (612) 881-5400. FAX: (612) 853-9510. Bruce E. Lervog, exec VP; Roberta Rosenberg, VP.

Phoenix, AZ 85021-4258: 8800 N. 22nd Ave. (602) 371-8800. Simon Chadwick, pres.

Full-svc custom rsch design through analysis. Facilities include 262-position WATS phones with CRTs & complete computer capabilities.

**World Information Technologies Inc.** 24 Woodbine Ave., Northport, NY 11768. (516) 754-5700. FAX: (516) 754-5746. E-mail: al@worldinfotech.com. Web Site: http://www.worldinfotech.com. Al Hahn, dir sls.  
Telecommunications market rsch.

**Worldwide Marketing Leadership Panel.** (The Myers Group). 332 Rt. 46 W., Parsippany, NJ 07054. (201) 808-7333. FAX: (201) 882-5476. E-mail: myerscom@aol.com. Jack Myers, chmn.  
Provides feedback & counsel to media companies.









**Frderick A. Smith Associatee.** Box 284B, Rt. 2, Ellore, SC 29047. (803) 897-2815. FAX: (803) 897-2815. Frederick A. Smith, P.E., pres; Cameron E. Smith, P.E., VP/engr.

Communications systems design, microwave path surveys, ant impedance measurements. United States & foreign.

**Southern Broadcsst Services.** 80 Commerce Dr., Suite B, Pelham, AL 35124. (205) 663-3709. FAX: (205) 663-7108. Jim Coleman, pres.

Tower erection, ant & line instal, cellular & maintenance svcs.

**Spsrlng.** 720 Olive Way, Suite 1100, Seattle, WA 98101-0554. (206) 667-0555. FAX: (206) 667-0554. E-mail: lrs@sparling.com. Web Site: <http://www.sparling.com>. James R. Duncan, CEO; Tom Leonidas Jr., Douglas Bors, Eric Overton, VPs; Stuart Loberg, dir technology consulting; Greg Doyle, mgr bcst consulting.

Combining cutting-edge technology with professional expertise, Sparling's TV bcst design team delivers state-of-the-art facilities ready for the DTV transition.

**Spectrum Site Msngement.** 510 Bering Dr., Suite 310, Houston, TX 77057. (800) 966-8885; (713) 570-3101. FAX: (713) 570-3005. E-mail: bcordell@crowncastle.com. Web Site: <http://www.sitemanagement.com>. \*Bill Cordell, pres.

Communications engr consultants & site/tower mgms.

**Standard Frequency Messurlng Service.** 2092 Arrowood Pl., Cincinnati, OH 45231. (513) 851-4964. FAX: (513) 851-3164. E-mail: lawilliams@alum.mit.edu. \*Louis A. Williams Jr., P.E., consulting engr; Pat Williams, office mgr.

Frequency, modulation, subcarrier measurements on AM, FM, TV, STL, & microwave. RFR, spurious & harmonic & field strength measurements.

**David Stal & Associates Inc.** Box 440, Chester, MD 21619. (410) 643-7950. FAX: (410) 643-7991. \*David Steel Sr., P.E., pres.

Complete bcst engr, including TV, FM & wireless cable.

**Steiger, Hurray & Associates Inc.** Box 397, 253 River Rd., Hinckley, OH 44233. (330) 278-3000. FAX: (330) 278-3000. Jack Hurray, pres/engr; Janice Hurray, VP/treas.

Consulting engr svcs.

**J.M. Stitt & Associates Inc.** 621 Mehrlng Wsy, Suite 1907, Cincinnati, OH 45202. (513) 621-9292. FAX: (513) 651-9622. James Stitt, pres; Steve Miller, Russ Hines, associates.

Engr consultants, fscility design & instal, contract engr evcs, ecousticsl consultants, tower site mgmt.

**The Strategis Group.** 1130 Connecticut Ave. N.W., Suite 325, Washington, DC 20036. (202) 530-7500. FAX: (202) 530-7550. E-mail: info@strategisgroup.com. Web Site: <http://www.strategisgroup.com>. Andrew Roscoe, pres/CEO; Robert M. Jones, exec VP; Samuel H. Book, exec VP; Archer S. Taylor, dir/sr engr consultant.

London, England, UK E14 9FW: The Strategis Group Europe. The Innovative Centre, 225 Marsh Wall, 2nd Fl. +44 171-363-5600. FAX: +44 171-363-5610.

Singapore 079903: The Strategis Group Asia-Pacific. International Plaza, 10 Anson Rd. #10-13. +65 324-3685. FAX: +65 324-6986.

Cable & wireless communication consultants specializing in appraisals, litigation support, tech due diligence, opns review, compliance requirements, product & systems evaluation & research publications.

**Structursl Systems Technology Inc.** 6867 Elm St., McLean, VA 22101. (703) 356-9765. FAX: (703) 448-

0979. Fred W. Purdy, P.E., pres; Kaveh Mehrnama, P.E., VP engr.

Structural engr studies, analysis, design, modifications, inspections & erections of towers & ant structures.

**Superior Satellite Engineers.** 1743 Middle Rd., Columbia Falls, MT 59912. (406) 257-9590. FAX: (406) 257-9599. E-mail: superior@digisys.net. Web Site: <http://www.superiorsatelliteusa.com>. Doyle Catlett, pres, Ron Catlett, gen mgr, Ed Catlett, sls.

Manufacturer of multi-beam retro fit feed systems for coml ants & complete ant systems from \$2.8 million to \$7 million.

**TRA Communications Consultants Inc.** 6431 N.W. 65th Terr., Pompano Beach, FL 33067-1546. (954) 340-3110. FAX: (954) 340-7429. E-mail: radiotv@cris.com. Web Site: <http://www.concentric.net/radiotv>. J. Rodger Skinner Jr., pres; Loren M. Matthews, VP/Chief engr.

FCC application svcs for low power TV & FM stns since 1980.

**TSA Sites Inc.** 2055 Clarendon Blvd., Arlington, VA 22201. (703) 807-0000. FAX: (703) 807-1900.

TSA provides site selection & location data, map exhibits, coordinate plottings, tower data, building data, tower registration, letters of intent, site appraisal.

**Tchnct Systems Group. (A division of Steve Vanni Associates Inc.)** Box 422, Auburn, NH 03032. (603) 483-5365. FAX: (603) 483-0512. Steve Vanni, pres/mgr sls division; Bob Smith, mgr instal division; Kim Melsinger, mgr tower division.

Bcst equipment suppllr/distributor for redio & TV, speciallzing in complete "turnkeyed" packages including plnning, design, equipment, instal, tower ere & FCC licsnsng.

**Telstech Inc.** Box 85567, Westland, MI 48185. (734) 641-2300. FAX: (734) 641-2323. Kenneth W. Hoehn, VP; Keith Johnson, field svcmgr; Mark W. Dobronski, sreng. Scottsdale, AZ 85261: Box 4221. (202) 666-5000.

Engr consultants: AM, FM, TV, LPTV; FCC applications/filings; FAA filings, aeronautical studies; tower erection, maintenance & inspections; antenna site dev & mgmt; directorial antenna design & proof of performance; contract engr svcs.

**TelSA Inc.** (Telecommunications Site Aquisition, Inc.). Box 32223, Washington, DC 20007. (202) 333-1985.

TelSA provides full-svc site survey & acquisition svcs. This includes options, leases, zoning & permitting approvals.

**Cullen B. Tendick Consulting Radio Engineer.** 8688 Starlight Ln., Sebastopol, CA 95472. (707) 829-6708. E-mail: cullen3@juno.com. Cullen B. Tendick, consulting radio engr.

AM, FM & TV measurements & allocations.

**TrnsVlson.** 550 Maulhardt Ave., Oxnard, CA 93030. (805) 981-8740. FAX: (805) 981-8738. Kimithy Vaughn, mgng dir.

Twelve transportable & satellite transmission facilities (video, audio, voice, data). Flypack production & SNG svcs.

**V-Soft Communications.** 1600 Picturesque Dr., Cedar Falls, IA 50613. (319) 266-8402. FAX: (319) 266-9212. E-mail: dvernier@v-soft.com. Web Site: <http://www.v-soft.com>. Doug Vernier, pres/engr; Kate Michler, assoc.

Bcst engr & consultation: ch searches, FCC applications, allocations, radio & TV systems design, coverage analysis & bcst engr software.

**Steve Vanni Associates Inc.** Box 422, Auburn, NH 03032. (603) 483-5365. FAX: (603) 483-0512. Steve Vanni, pres.

Tech consulting, systems design, project mgmt; complete turnkey svcs including equipment & towers through Tchnct Systems Group.

**The Richard L. Vega Group.** 1245 W. Fairbanks Ave., Suite 380, Winter Park, FL 32789-4878. (407) 539-6540. FAX: (407) 539-6547. E-mail: vega@magicnet.net. Richard L. Vega Jr., pres.

Tech consulting svcs for all telecommunications svcs including FCC applications, allocation studies, site acquisition.

**Visul Edge Technology.** 306 Potrero Ave., Sunnyvale, CA 94086-4113. (408) 245-1100. FAX: (408) 245-1107. Austin Vanchieri, pres.

Large-format digital printing systems.

**Western Wireless Works.** 8940 E. Apache Trail, Mesa, AZ 85207. (602) 380-1000. FAX: (602) 986-1442. Richard Haskey, opns mgr; Patricia Woods, mgr tech svcs. Rudy Petracci, engr.

AM & FM facility design, construction, supervision, field surveys, facility inspections & appraisals, selected FCC filings.

**D.C. Williams Ph.D, P.E. Consulting Radio Engineer.** Box 1888, Carson City, NV 89702. (702) 885-2400. FAX: (702) 885-8705. \*D.C. Williams, Ph.D, P.E., pres.

Registered professional engr, specializing in allocations, antenna system design, applications, construction, evaluation & measurement of AM & FM directional facilities.

**Louis A. Williams Jr. & Associates.** 2092 Arrowood Pl., Cincinnati, OH 45231. (513) 851-4964. FAX: (513) 851-3164. E-mail: lawilliams@alum.mit.edu. \*Louis A. Williams Jr., P.E.; Pat Williams, office mgr.

FCC filings, frequency searches, RFR hazard measurements & analysis, field strength measurements, tech assistance, & other measurement svcs.

**Willoughby & Voes.** Box 701190, San Antonio, TX 78270-1190. (210) 490-2778; (210) 525-1111. FAX: (210) 490-2779. Lyndon H. Willoughby, owner.

AM, FM, TV, STL, trans applications, directional ant design, field svcs, allocatons, site studies, system planning, frequency searches, facility inspection & non-ionized radiation studies.

**Wold Internetsl, Inc.** 3440 Motor Ave., Suite 200, Los Angeles, CA 90034. (310) 842-6900. FAX: (310) 842-6903. E-mail: info@woldintl.com. Web Site: <http://www.woldintl.com>. Robert E. Wold, pres; Irene M. deEscard, sr VP Latin America; Mayumi Austin, mgr Japan business unit; Joanne Popkin, mgr North America/Europe business unit; Francis Tang, mgr China business unit; Peter Wold, dir production/field opns.

Buenos Aires, Argentina: 2aC, Capital Federal 1425, Av. del Libertador 2402. +54.1.805.2707. Irene M. deEslardo, pres Wold International S.A.

Washington, DC 20036: 2025 M St., Suite 450. (202) 887-5162. Joanne Popkin, mgr North America/Europe business unit.

TV-CATV only.

Provides tech support svcs for global production & transmission of news, sports & special events.

**Walter Wulff & Associates.** Aviation Consultants. Box 914, Pt. Clear, AL 36564. (334) 990-2502. FAX: (334) 990-2503. E-mail: wulff@zebra.net. Walter H. Wulff, pres.

Conducts FAA obstruction evaluation studies, FM electro magnetic interference analysis & communications consulting engrs.

**Welter S. Wydro Consultants.** The Atrium, 4 Terry Dr., Suite 10, Newtown, PA 18940-1838. (215) 860-2288. FAX: (215) 860-5502. Walter S. Wydro, pres/owner; Alicia A. Thorne, VP; Barry Nuss, Walt Wydro, engr.

Telecommunications engr svcs with emphasis on bcstg, cable & pay TV; FCC filings, franchising; two-way interactive, site system evaluation, lab product testing & evaluation; litigation expertise.

## Law Firms Active in Communications Law

### A

**Abdo & Abdo.** 710 Northstar W., 625 Marquette Ave., Minneapolis, MN 55402-1702. (612) 333-1526. FAX: (612) 342-2608. E-mail: abdoabdo@aol.com. Kenneth J. Abdo, Daniel M. Satorius.

**Accinelli Law Offices.** Box 34817, 2401 Artesia Blvd., Suite 181, Redondo Beach, CA 90728. (310) 202-7682. FAX: (310) 202-6592. Thomas F. Accinelli.

**Ademe, DeBaat & Helzer.** 4500 S.W. Hall Blvd., Beaverton, OR 97005-0504. (503) 644-2146. FAX: (503) 646-2227. Richard G. Helzer.

**Akerman, Senterfitt & Eldaon.** Box 231, Citrus Ctr., 17th Fl., Orlando, FL 32802-0231. (407) 843-7860. FAX: (407) 843-6610. Tom Cardwell, atty.

**Akin, Gump, Streuea, Heuer & Feld.** 1333 New Hampshire Ave. N.W., Suite 400, Washington, DC 20036. (202) 887-4000. FAX: (202) 887-4288. Tom W. Davidson, Margaret L. Tobey, Michael Ray, Phuong Pham, Paige Anderson.

**Alexander & Aeocletae.** 2033 M St. N.W., Suite 402, Washington, DC 20036. (202) 293-2180. FAX: (202) 293-2364. Dawn G. Alexander.

**M. Allen & Aeocletae.** 521 5th Ave., Suite 800, New York, NY 10017. (212) 808-0588. FAX: (212) 808-0064. Marva Allen.

**Law Office of Den J. Alpert.** 2120 N. 21st Rd., Suite 400, Arlington, VA 22201. (703) 243-8690; (703) 243-8692. E-mail: dja@cais.com.

**Ament, Gerald.** Jerico Communications-NBC Studio 11, 3000 W. Alameda Ave., Suite 2701, Burbank, CA 91523. (818) 526-2715. FAX: (818) 526-6115.

**Anderson, Kill & Olick L.L.P.** 2000 Pennsylvania Ave. N.W., Suite 7500, Washington, DC 20006. (202) 728-3100. FAX: (202) 728-3199.

**Ardi, Dennie.** 1801 Century Park E., Suite 2300, Los Angeles, CA 90067. (310) 277-5500. FAX: (310) 551-0796.

**Arent, Fox, Kintner, Plotkin & Kehn.** 1050 Connecticut Ave. N.W., Washington, DC 20036-5339. (202) 857-6000. FAX: (202) 857-6395. Web Site: <http://www.arentfox.com>. Susan A. Marsnals, Gerald P. McCartin, Thomas Schattenfeld, George H. Shapiro.

Other offices: New York, NY; Budapest, Hungary; Jeddah, Saudi Arabia.

**Arnold & Porter.** 555 12th St. N.W., Washington, DC 20004-1202. (202) 942-5000. FAX: (202) 942-5999. E-mail: Norman\_Sinel@aporter.com. Philip W. Horton, Richard L. Rosen, Norman M. Sinel, Richard M. Firestone, Robert A. Garrett, Stephanie M. Philipps, Patrick J. Grant, Marcia Cranberg, Bruce A. Adams, William E. Cook, Theodore D. Frank, Paul S. Feira, Barry Kreiswirth, Gary R. Greenstein, Robert M. Cooper, Bruce H. Andrews, Aaron J. Polak, Peter J. Schildkraut.

**Arter & Hadden.** 1801 K St. N.W., Suite 400K, Washington, DC 20006-1301. (202) 775-7100. FAX: (202) 857-0172. Howard M. Liberman, James U. Troup, ptrns; Robert J. Ungar, of counsel; Naomi S. Travers, Jodi M. Krame, Steven J. Hamrick, Brian D. Robinson, Aimee Cook, Robin L. Miller, Elizabeth Hammond, assocs.

**Aabill, Junkin & Moffitt.** 1615 New Hampshire Ave. N.W., Washington, DC 20009. (202) 234-9000. FAX: (202) 332-6480. Hank Asbill, mgng ptrn.

**Asbury, Phillip S.** 309 S. Broad St., Philadelphia, PA 19107-5813. (215) 985-0911. FAX: (215) 985-1195.

**Auger, Adrian R.** U.S. Federal Communications Commission, 2025 M St. N.W., Rm. 6008, Washington, DC 20554. (202) 418-0960. FAX: (202) 418-0236. Web Site: <http://www.aauger@fcc.gov>.

**Aualey & McMullen.** Box 391, 227 S. Calhoun St., Tallahassee, FL 32301. (850) 224-9115. FAX: (850) 222-7952. John P. Fons.

### B

**Baker & Hostetler.** 1050 Connecticut Ave. N.W., Suite 1100, Washington, DC 20036. (202) 861-1500. FAX: (202) 861-1783. Donald P. Zeifang, (202) 861-1624; Bruce W. Sanford, (202) 861-1626; Kenneth C. Howard Jr., (202) 861-1580; Anne K. Ford, (202) 861-1688.

## LAUREN A COLBY ATTORNEY

*Special Attention to Difficult Cases*



301-663-1086

[www.lcolby.com](http://www.lcolby.com)

E-mail: [lcolby@compuserve.com](mailto:lcolby@compuserve.com)

**Baker, Barwick, Revenel & Bender.** Box 8057, 1730 Main St., Columbia, SC 29202. (803) 799-9091. FAX: (803) 779-3423. Charles E. Baker, Jay Bender.

**Law Offices of Ruth S. Baker-Bettia.** 5600 Wisconsin Ave., Chevy Chase, MD 20815. (301) 718-0955. FAX: (301) 718-8867. E-mail: RuthSBB@aol.com.

**Barab, Kline & Coets.** 9606 Santa Monica Blvd., 3rd Fl., Beverly Hills, CA 90210. (310) 859-6644. FAX: (310) 859-6650. Martin J. Barab, Robert A. Kline, Charles M. Coate.

**Bareff, Koerner & Olender, P.C.** 3 Bethesda Metro Ctr., Suite 640, Bethesda, MD 20814. (301) 986-0500. FAX: (301) 986-4844. James A. Koerner, Robert L. Olender, Robert Bennett Lubic, counsel.

**Barron, Newburger, P.C.** 811 Barton Springs Rd., Suite 250, Austin, TX 78704. (512) 476-9103. FAX: (512) 476-9253. E-mail: bbarron@flash.net. Barbara M. Barron.

**Berton & Dougle.** Wisconsin Bldg., 4000 Albemarle St. N.W., Suite 204, Washington, DC 20016. (202) 363-8438. FAX: (703) 979-1487.

**Baach, Richard H.** 10 E. 44 St., 7th Fl., New York, NY 10017-3606. (212) 867-1200. FAX: (212) 972-3209.

**Bee, Berry & Sime.** 2700 First American Ctr., Nashville, TN 37238. (615) 742-6200. FAX: (615) 742-6293.

**Bechtel & Cole, Chartered.** 1901 L St. N.W., Suite 250, Washington, DC 20036. (202) 833-4190. FAX: (202) 833-3084. E-mail: coleslaw@erols.com. Gene A. Bechtel, Harry F. Cole, Ann C. Farhat.

**Mortimer Becker, Esq.** 400 E. 56th St., New York, NY 10022. (212) 759-8193. FAX: (212) 813-1480. Mortimer Becker.

**Richard S. Becker & Assoc., Chartered.** 1915 I St. N.W., 8th Fl., Washington, DC 20006. (202) 833-4422. FAX: (202) 296-7458. Richard S. Becker, James S. Finerfrock, Jeffrey E. Rummel.

**Behr & Abremon.** 2049 Century Park E., Suite 2690, Los Angeles, CA 90067. (310) 556-9200. FAX: (310) 556-9227.

**Bell, Boyd & Lloyd.** 1615 L St. N.W., Suite 1200, Washington, DC 20036. (202) 466-6300. FAX: (202) 463-0678. Donald E. Santarelli, A. Thomas Carroccio, Thomas R. Gibbon.

**BellSouth Corp.** 1155 Peachtree St. N.E., Atlanta, GA 30309-3610. (404) 249-2000. FAX: (404) 249-3839. Web Site: <http://www.bellsouth.com>. William B. Barfield, assoc gen counsel.

**Berger, Kehm, Shafton, Moes, Figler, Simon & Gledatone.** 4215 Glencoe Ave., 2nd Fl., Marina del Rey, CA 90292-5634. (310) 821-9000. FAX: (310) 578-6178. E-mail: lawyers@bergerkahn.com. Lindsey S. Feldman.

**Weissmann, Wolff, Bergmen, Coleman & Silvermen.** 9665 Wilshire Blvd., Suite 900, Beverly Hills, CA 90212-2316. (310) 858-7888. FAX: (310) 550-7191. Eric Weissmann.

**Law Office of Jeff Berke.** 11766 Wilshire Blvd., Suite 550, Los Angeles, CA 90025-6538. (310) 312-0221. FAX: (310) 478-3020. Jeff Berke, Esq.

**Berland, Ava Holly.** Federal Communications Commission, 1919 M St. N.W., Rm. 622, Washington, DC 20554. (202) 418-1720.

**Arnold Bernhard & Co.** 220 E. 42nd St., 6th Fl., New York, NY 10017. (212) 907-1500. FAX: (212) 682-5779. Howard A. Brecher, legal counsel/VP.

**Bernick & Lifson.** The Colonnade, 5500 Wayzata Blvd., Suite 1200, Minneapolis, MN 55416-1270. (612) 546-1200. FAX: (612) 546-1003. Thomas D. Creighton, Robert J.V. Vose.

**Law Office of Lawrence Bernstein.** 1818 N St. N.W., Suite 700, Washington, DC 20036. (202) 296-1800. FAX: (202) 331-9306. E-mail: lebernesq@erols.com. Lawrence Bernstein.

*At last! An attorney who's been there!  
15 years of programming, sales and management experience.*

## BARRY SKIDELSKY Attorney/Consultant

- full-service assistance for station start-up, purchase and sale
- facilities improvement • management and lender consultation
- bankruptcy trustee/receiver • arbitrator • expert witness
- FCC • financial • corporate • employment • intellectual property

655 Madison Avenue, 19th floor, New York, NY 10021 (212) 832-4800

*Creative, cost-effective and strategic counsel  
for today's competitive environment.*

## Law Firms Active in Communications Law

- Birch, Horton, Bittner & Cherot.** 1155 Connecticut Ave. N.W., Suite 1200, Washington, DC 20036. (202) 659-5800. FAX: (202) 659-1027. Elisabeth H. Ross, Thomas L. Albert, Douglas S. Burdin, Ronald Birch, William Horn.
- Bishop, Payne & Werley, L.L.P.** 500 W. Seventh St., Suite 1800, Fort Worth, TX 76102-4787. (817) 335-4911. FAX: (817) 870-2631. Philip R. Bishop.
- Blackwell, Sandara, Pepsar, Martin.** 2 Pershing Sq., 2300 Main St., Suite 1000, Kansas City, MO 64108. (816) 274-6847. FAX: (816) 982-8080. Robert E. Marsh.
- Bleiweiss, Irene.** U.S. FCC, Audio Services Division, 1919M St. N.W., Rm. 302, Washington, DC 20554. (202) 418-2780. FAX: (202) 418-1411. Irene Bleiweiss.
- Blooston, Mordkofsky, Jackson & Dickena.** 2120 L St. N.W., Suite 300, Washington, DC 20037. (202) 659-0830. FAX: (202) 828-5568. Harold Mordkofsky, Robert M. Jackson, Benjamin H. Dickens Jr., John A. Prendergast, Gerard J. Duffy, Andrew Brown, ptnrs; Richard Rubino, Susan Bahr, Cary Mitchell, Michael Adams, Lauro Grasso, assocs; Perry W. Woolfer, of counsel.
- Blumberg, Grace Ganz.** UCLA School of Law, 405 Hilgard Ave., Los Angeles, CA 90095. (310) 825-1334; (310) 206-1054. FAX: (310) 206-6489.
- Blume, Elbsum & Collina, P.C.** Corporate Ctr. W., 433 S. Main St., Suite 111, West Hartford, CT 06110. (203) 561-0000. FAX: (203) 561-1555. E-mail: cmc33@micro- net.com. Daniel Blume.
- Blumenfeld & Cohen.** 1615 M St. N.W., Suite 700, Washington, DC 20036. (202) 955-6300. FAX: (202) 955-6460. E-mail: info@technologylaw.com. Web Site: <http://www.technologylaw.com/techlaw>. Jeffrey Blumenfeld, Glenn B. Manishin, Christy C. Kunin, Elise P. Kiely, Gary M. Cohen, Michael D. Specht, sr engr; Ken Boley, Frank Paganelli, project analyst.
- Bobbit & Robarts.** 1620 26th St., Suite 150 S., Santa Monica, CA 90404. (310) 315-7150. FAX: (310) 315-7159.
- Boelter & Perry.** 330 Washington Blvd., Suite 400, Marina Del Rey, CA 90292-5130. (310) 822-5037. FAX: (310) 823-4325. Al Boelter.
- Bogle & Gates.** Two Union Sq., 601 Union St., Suite 4700, Seattle, WA 98101-2346. (206) 682-5151. FAX: (206) 621-2660. E-mail: drossen@bogle.com. Mark Carlson, Heather Grahame, Robert Rohde, Craig Shrontz.
- William R. Booker III.** 2117 N. Glebe Rd., Suite 109, Arlington, VA 22207-2239. (703) 524-3381. William R. Booker III.
- Boose, Cassey, Claklin, Lubitz, Martens, McBane & O'Connell.** Northbridge Tower, Suite 1900, 515 N. Flagler Dr., West Palm Beach, FL 33402. (561) 832-5900. FAX: (561) 833-4209. Patrick J. Casey.
- Booth, Freret, Imlay & Tepper P.C.** 5101 Wisconsin Ave. N.W., Suite 307, Washington, DC 20016-4120. (202) 686-9600. FAX: (202) 686-7797. E-mail: BFTIPC@aol.com. Christopher D. Imlay, Cary S. Tepper.
- Bordelon, Hamlin & Theriot.** 701 S. Peters St., New Orleans, LA 70130. (504) 524-5328. FAX: (504) 523-1071. E-mail: rwedig@bh-t.com. Regina Wedig.
- Borsari & Paxson.** 2033 M St. N.W., Suite 630, Washington, DC 20036. (202) 296-4800. FAX: (202) 296-4460. E-mail: bap@dcex.com. George R. Borsari Jr., Anne Thomas Paxson, Guy N. Benson.
- Borsari, John A., P.C.** Box 19205, 2000 L St. N.W., Suite 200, Washington, DC 20036. (202) 775-1100. FAX: (202) 775-1625. John A. Borsari, Edward R. Kump.
- Boult, Cummings, Connors & Berry.** Box 198062, 414 Union St., Suite 1600, Nashville, TN 37219. (615) 244-2582. FAX: (615) 252-2380.
- Law Offices of Timothy K. Brady.** Box 986, 7113 Peach Ct., Suite 208, Brentwood, TN 37027-0986. (615) 371-9367. Timothy K. Brady.
- Golob, Brgsini & Sassoc.** 11755 Wilshire, Suite 1400, Los Angeles, CA 90025-1520. (310) 477-1050. FAX: (310) 477-0988.
- Brsni & Issacson.** Box 3070, 184 Main St., Lewiston, ME 04243. (207) 786-3566. FAX: (207) 783-9325. Alfred C. Frawley.
- Branson, Robert E.** Post-Newsweek Stations Inc., 3 Constitution Plaza, Hartford, CT 06103-1892. (860) 493-6538. FAX: (860) 493-2490. E-mail: bob@post-newsweek.com. Robert E. Branson.
- Larry E. Bray, Esq.** 488 Madison Ave., Suite 1100, New York, NY 10022. (212) 486-9494. FAX: (212) 755-8630. Larry E. Bray. Music industry & other entertainment-related matters (transactional).
- Breskatone & Levy.** 36 Mill Plain Rd., Suite 302, Danbury, CT 06811. (203) 748-6400. FAX: (203) 790-7335. Douglas M. Breakstone, Amy B. Levy.
- Brenner, Daniel L.** National Cable Television Association., 1724 Massachusetts Ave. N.W., Washington, DC 20036. (202) 775-3664. FAX: (202) 775-3603. Daniel L. Brenner.
- Brickflid, Burchette & Ritts.** West Tower, 8th Fl., 1025 Thomas Jefferson St. N.W., Suite 800, Washington, DC 20007. (202) 342-0800. FAX: (202) 342-0807. Peter Mattheis.
- Brighton & Runyon.** 35 Main St., Peterborough, NH 03458-0674. (603) 924-7276. FAX: (603) 924-9764. L. Phillips Runyon III, sr partner.
- Brooks, Pierce, McLendon, Humphrey & Leonsrd.** Box 1800, Raleigh, NC 27602. (919) 839-0300. FAX: (919) 839-0304. Wade H. Hargrove, Mark J. Prak, Marcus W. Trathen.
- Brown & Schwaininger.** 1835 K Street N.W., Suite 650, Washington, DC 20006. (202) 223-8837. FAX: (202) 659-0071. Dennis C. Brown, Robert H. Schwaininger Jr., Kathleen A. Kaercher.
- Frederic E. Brown, Attorney at Law.** Box 17178, Fairbanks, AK 99707. (907) 452-3452. FAX: (907) 452-3733. E-mail: fbrown@mosquitonet.com. Frederic E. Brown.
- Brown, Herman, Desn, Wisemsn, Llaert & Hart, L.L.P.** 200 Fort Worth Club Bldg., 306 W. 7th St., Fort Worth, TX 76102-4905. (817) 332-1391. FAX: (817) 870-2427. Morton L. Herman, Beale Dean.
- Brown, Nietert, & Kaufman, Chartered.** 1920 N St. N.W., Suite 660, Washington, DC 20036. (202) 887-0600. FAX: (202) 457-0126. Richard L. Brown, Robyn G. Nietert, David J. Kaufman, Loretta K. Tobin, Rhonda Neil, Scott Cinnamon.
- Brown, Steven Amsa.** 69 Grand View Ave., San Francisco, CA 94114-2741. (415) 647-7700. FAX: (415) 285-3048.
- Law Offices of Tom Watson Brown.** 2859 Paces Ferry Rd., Suite 2150, Atlanta, GA 30339. (770) 434-8100. FAX: (770) 434-9998. Tom Watson Brown, ptnr.
- Bubar, James S., Attorney at Law.** 1667 K St. N.W., Suite 801, Washington, DC 20006. (202) 223-2060. FAX: (202) 223-2061. E-mail: jbubar@aol.com. James S. Bubar.
- Law Offices of Robert J. Buenzle.** 12110 Sunset Hills Rd., Suite 450, Reston, VA 20190. (703) 715-3006. FAX: (703) 430-4994. E-mail: buenzle@buenzlelaw.com. Robert J. Buenzle.
- Bullivant, Housser, Bsiley, Pendergraft & Hoffmann.** 300 Pioneer Tower, 888 S.W. 5th Ave., Portland, OR 97204. (503) 228-6351. FAX: (503) 295-0915. Carol O'Connell, human resources.
- Bulmsah, Jsy S.** Box 580, Seal Beach, CA 90740-0580. (562) 430-1437. FAX: (562) 431-0455. Jay S. Bulmsah.
- Burch & Cronauer P.C.** 1200 19th St. N.W., Suite 401, Washington, DC 20036-2408. (202) 293-7150. FAX: (202) 338-6950. E-mail: acronauer@burchlaw.com. Web Site: <http://www.burchlaw.com>. Adrian Cronauer, ptnr; Heidi Pearlman.
- Byelaa & Neigher.** 1804 Post Rd. E., Westport, CT 06880. (203) 259-0599. FAX: (203) 255-2570. Alan Neigher.

## C

- Cadea, Schutte, Fleming & Wright.** Box 939, 1000 Bishop St., Honolulu, HI 96808. (808) 521-9200. FAX: (808) 521-9210. Jeffrey S. Portnoy.
- Cshill, Gordon & Reindel.** 1990 K St. N.W., Suite 950, Washington, DC 20006. (202) 862-8950. FAX: (202) 862-8958. Donald J. Mulvihill, Kathy Silberthau Strom. New York, NY 10005: 80 Pine St. (212) 701-3000. Floyd Abrams, H. Richard Schumacher.
- Calfee, Hsiter & Griswold.** MacDonal Investment Ctr., Suite 1400, 800 Superior Ave., Cleveland, OH 44114. (216) 622-8200. FAX: (216) 241-0816.











## M

- David L. Maddox & Aasoclatea, P.C.** 1207 17 Ave. S., Suite 300, Nashville, TN 37212. (615) 329-0086. FAX: (615) 320-0909. David L. Maddox, Shannon C. Hooks.
- Madigan & Getzendanner.** 30 N. LaSalle St., Suite 3906, Chicago, IL 60602-2507. (312) 346-4321. FAX: (312) 346-5619. Michael J. Madigan, Vincent J. Getzendanner.
- Mahoney, Hawke & Goldings.** 75 Park Plaza, Boston, MA 02116. (617) 457-3100. FAX: (617) 457-3125. Morris M. Goldings.
- Margolin Law Firm.** 4520 Madison Ave., Suite 220, Kansas City, MO 64111. (816) 753-3838. FAX: (816) 753-3842. James S. Margolin.
- The Marquee Group.** 888 7th Ave., 37th Fl., New York, NY 10019. (212) 728-2000. FAX: (212) 977-2456.
- The Marshall Firm.** 1065 Ave. of the Americas, 11th Fl., New York, NY 10018. (212) 382-2044. FAX: (212) 382-3610. George T. Gilbert, principal.
- Donald E. Martin, P.C.** Box 19351, Washington, DC 20036. (703) 671-8887. FAX: (703) 671-8942. E-mail: dempc@prodigy.net. Donald E. Martin.
- Mathewa & Branacomb.** One Alamo Ctr., Suite 700, 106 S. St. Mary's St., San Antonio, TX 78205. (210) 226-4211. FAX: (210) 226-0521. Nancy McClarran.
- McBride, Baker & Coles.** Northwestern Atrium Ctr., 500 W. Madison St., 40th Fl., Chicago, IL 60661-2511. (312) 715-5700. FAX: (312) 993-9350.
- McCampbell & Young, P.C.** Box 550, Suite 2021, First Tennessee Plaza, Knoxville, TN 37901-0550. (423) 637-1440. FAX: (423) 546-9731. E-mail: stone@mcylaw.com. Robert S. Stone.
- McCarey, Wilma R.** 3033 Chain Bridge Rd., Oakton, VA 22185. (703) 691-6043. FAX: (703) 691-6093. Wilma R. McCarey, gen atty/govt affrs VP.
- McDonald, Hopkins, Burke & Haber Co. L.P.A.** 2100 Bank One Ctr., 600 Superior Ave. E., Cleveland, OH 44114-2653. (216) 348-5400. FAX: (216) 348-5474. Brian M. O'Neill.
- McLaren, Tereasa Greco.** Box 617, Lake Arrowhead, CA 92352. (909) 337-0987. FAX: (909) 337-8876.
- Mary A. McReynolds, P.C.** 888 16th St. N.W., Suite 400, Washington, DC 20006. (202) 835-7455. FAX: (202) 296-8791. Mary A. McReynolds, Esq.
- Media Access Project.** 1707 L St. N.W., Suite 400, Washington, DC 20036. (202) 232-4300. FAX: (202) 466-7656. E-mail: gsohnnn@counsel.com. Web Site: <http://www.mediaaccess.org>. Andrew Jay Schwartzman, pres; Gigi B. Sohn, exec dir; Cheryl A. Leanza, staff atty.
- Mensch, Linda Susan.** 200 S. Michigan Ave., Suite 1240, Chicago, IL 60604. (312) 922-2910. FAX: (312) 922-1865. Linda S. Mensch.
- Messerli & Kramer.** 150 S. 5th St., Suite 1800, Minneapolis, MN 55402-4246. (612) 672-3600. FAX: (612) 672-3777. William F. Messerli.
- Meyer, Fallier, Welaman & Rosenberg, P.C.** 4400 Jenifer St. N.W., Suite 380, Washington, DC 20015. (202) 362-1100. FAX: (202) 362-9818. David E. Weisman, Alan S. Tilles, Lloyd W. Coward.
- Meyara & Meyara.** 360 E. Randolph St., Suite 3104, Chicago, IL 60601. (312) 616-1500. FAX: (312) 616-1737. Therese Zallar, Peter R. Meyers, Irving Meyers.
- Midlen Law Center.** 3238 Prospect St. N.W., Washington, DC 20007. (202) 333-1500. FAX: (202) 333-6852. E-mail: john@midlen.com. Web Site: <http://www.midlen.com>. John H. Midlen Jr.
- Law Office of Alvin S. Milder.** 134 Greenfield Ave., Los Angeles, CA 90049. (310) 472-6799. FAX: (310) 472-5652.
- Milham, Julie L.** 505 76th Ave., St. Pete Beach, FL 33706. (813) 363-8114.
- Miller & Miller, P.C.** 1990 M St. N.W., Suite 760, Washington, DC 20036. (202) 785-2720. FAX: (202) 775-8519. E-mail: millaw@compuserve.com. Jerrold D. Miller, John S. Neely.
- Miller & Van Eaton, P.L.L.C.** 1155 Connecticut Ave. N.W., Suite 1000, Washington, DC 20036. (202) 785-0600. FAX: (202) 785-1234. E-mail: nmiller@millervaneaton.com. Web Site: <http://www.millervaneaton.com>. Nicholas P. Miller, Joseph Van Eaton, William Malone, Frederick Ellrod, Matthew C. Ames, Maria F. Silveira, William L. Lowery, Stephen J. Guzzetta, Frederick E. Cooley.
- Miller, Canfield, Paddock & Stone, P.L.C.** 1900 K St. N.W., Suite 1150, Washington, DC 20006. (202) 429-5575. FAX: (202) 331-1118. Tillman L. Lay.
- Miller, Caaiady, Larocca & Lawin.** 2555 M St. N.W., Washington, DC 20037. (202) 293-6400. FAX: (202) 293-1827. Herbert J. Miller Jr., John Joseph Cassidy.
- Miner, Barnhill & Galland.** 14 W. Erie St., Chicago, IL 60610-3811. (312) 751-1170. FAX: (312) 751-0438. Patricia Turner, off asst.
- Mintz, Levin, Cohn, Ferrla, Glovaky & Popeo, P.C.** 701 Pennsylvania Ave. N.W., Suite 900, Washington, DC 20004. (202) 434-7300. FAX: (202) 434-7400. Charles D. Ferris, James A. Kirkland, Frank W. Lloyd, Bruce D. Sokler, Howard J. Symons.
- Mirowski & Wlaja, L.L.P.** 8910 University Center Ln., Suite 170, San Diego, CA 92122. (619) 452-3666. FAX: (619) 452-7506. E-mail: mirlaw@aol.com. Paul J. Mirowski.
- Mitchell, Charlea D.** 1601 N. Frontage Rd., Suite F, Vicksburg, MS 39182. (601) 636-4545 ext. 123. FAX: (601) 634-0897.
- Mitchell, Silberberg & Knupp.** 11377 W. Olympic Blvd., Los Angeles, CA 90064. (310) 312-2000. FAX: (310) 312-3100. Bernard Donnenfeld.
- Mizrack & Gantt.** 1919 Pennsylvania Ave. N.W., Suite 200, Washington, DC 20006. (202) 659-0313. FAX: (202) 293-1458.
- Moir & Hardman.** 2000 L St. N.W., Suite 512, Washington, DC 20036-4907. (202) 223-3772. FAX: (202) 833-2416. Brian R. Moir, Kenneth E. Hardman.
- Jamea Molesky, P.C.** 37 Chancellor Pl., Berkeley, CA 94705-1609. (510) 849-8900. FAX: (510) 849-8908. E-mail: jmolesky@molesky.com. Web Site: <http://www.molesky.com>.
- Mooney Law Firm.** 50 W. Broadway, 1st Fl., Salt Lake City, UT 84101-2006. (801) 364-5635. FAX: (801) 364-3406. Jerome Mooney.
- Morris, Rathnau & De La Roaa.** 100 W. Monroe St., Suite 1600, Chicago, IL 60603. (312) 606-0876. FAX: (312) 606-0879. Joseph A. Morris.
- Morrison & Foerster.** 2000 Pennsylvania Ave. N.W., Suite 5500, Washington, DC 20006. (202) 887-1500. FAX: (202) 887-0763. Web Site: <http://www.mofco.com>. Cheryl A. Tritt, Susan H. Crandall, Joan E. Neal, James A. Casey, Charles H. Kennedy.
- Moaa & Barnett, a Professional Aaan.** 4800 Norwest Ctr., 90 S. 7th St., Minneapolis, MN 55402-4129. (612) 347-0300. FAX: (612) 339-6686. Michael J. Ahern, Michael J. Bradley, Mitchell H. Cox, Michael L. Flanagan, Brian T. Grogan, Richard J. Johnson, Ann K. Newhall, M. Cecilia Ray.
- Murphy, Alexander Jr.** 912 Adams Way, West Chester, PA 19382. (610) 399-9033. FAX: (610) 399-4417. E-mail: amurphyaw@aol.com.
- Murray, Schaer, Montgomery, Tapia & O'Donnell.** 1200 New Hampshire Ave. N.W., Suite 430, Washington, DC 20036. (202) 463-8800. FAX: (202) 955-1147. Raul R. Tapia.
- Todd W. Musburger, Ltd.** 142 E. Ontario St., Suite 500, Chicago, IL 60611. (312) 664-2600. FAX: (312) 664-4137. E-mail: twmltd@aol.com. Todd W. Musburger.
- Myera Keller Communications Law Group.** 1522 K St. N.W., Suite 1100, Washington, DC 20005. (202) 371-0789. FAX: (202) 371-1136. E-mail: mkclg@dsit.com. Web Site: <http://www.myerskeller.com>. James J. Keller, non-atty communications engr; Jay N. Lazrus.
- Myman, Abell, Fineman & Greenapan.** 11777 San Vicente Blvd., Suite 800, Los Angeles, CA 90049-5011. (310) 820-7717. FAX: (310) 207-2680. Robert M. Myman.
- Nadel, Mark S.** U.S. Federal Communications Commission, 2100 M St. N.W., Rm. 8916, Washington, DC 20554. (202) 418-7385. FAX: (202) 418-7361. E-mail: mnadel@fcc.gov.
- Nankin, Helene S.** U.S. Federal Communications Commission/Common Carrier. Telecommunications Bureau, 2000 M St. N.W., Rm. 290, Washington, DC 20554. (202) 418-2345.
- Naphtali, Ashrah S.** 134 Liberty Ave., Jamaica, NY 11417. (718) 481-7236. FAX: (718) 481-7236. Ashrah S. Naphtali, Esq., MBA.
- National Exchange Carrier Association, NECA.** 100 S. Jefferson Rd., Whippany, NJ 07981. (973) 884-8000. FAX: (973) 884-8469.
- Nemeth, Valerie A., Attorney at Law.** 619 S. Vulcan Ave., Suite 215, Encinitas, CA 92024-3652. (760) 944-4130. FAX: (760) 942-6043. Valerie Nemeth.
- Neuland & Nordberg.** One Technology Dr., Suite I-803, Irvine, CA 92618. (714) 453-7200. FAX: (714) 453-7212.
- David Newman & Associates, P.C.** Box 2728, Centennial Sq., La Plata, MD 20646-2728. (301) 934-6100. FAX: (301) 934-5782.
- Nichola, Keith.** U.S. Federal Communications Commission, 2025 M St. N.W., Rm 6120, Washington, DC 20554. (202) 418-0960. FAX: (202) 418-0236.
- Entertainment Law Offices of Richard Niederberg.** Box 1883, Studio City, CA 91614-0883. (213) 650-9600. FAX: (323) 654-3260; TELEX: 673-1611. ISDN: (213) 654-2700; E-mail: la-designers@jung.com. Richard Niederberg.
- Nilsaon, Kent R.** U.S. Federal Communications Commission, 2000 M St. N.W., Rm. 230, Washington, DC 20554. (202) 418-2478. FAX: (202) 418-2345.
- Nixon, Hargrave, Devana & Doyle.** One Thomas Cir. N.W., Suite 700, Washington, DC 20005. (202) 457-5300. FAX: (202) 457-5355. Veronica M. Ahern, William S. Andrews.
- Rochester, NY 14603: Box 1051, Clinton Sq. (716) 263-1000. Richard D. Rochford Jr.
- Nixon, Wilbert E. Jr.** (Wireless Commercial Policy & Rules Division). U.S. Federal Communications, 2100 M St. N.W., Rm. 7240, Washington, DC 20554. (202) 418-0960. FAX: (202) 418-0236.
- Noaaaman, Guthner, Knox & Elliott, L.L.P.** 50 California St., 34th Fl., San Francisco, CA 94111. (415) 398-3600. FAX: (415) 398-2438. E-mail: mam@ngke.com. Web Site: <http://www.ngke.com>. Martin A. Mattes, José E. Guzman, Frederic W. Kessler.
- O**
- OPASTCO.** 21 Dupont Cir. N.W., Suite 700, Washington, DC 20036. (202) 659-5990. FAX: (202) 659-4619. Lisa M. Zaina, VP/gen counsel.
- O'Connell & Aronowitz.** 100 State St., Albany, NY 12207. (518) 462-5601. FAX: (518) 462-2670. E-mail: o'connell@albany.net. Peter Danziger, Neil H. Rivchin.
- O'Connell, Susan Lee.** U.S. Federal Communications Commission, 2000 M St. N.W., Rm. 834, Washington, DC 20554. (202) 418-1460. FAX: (202) 418-2824.
- O'Connor & Hannan.** 1919 Pennsylvania Ave. N.W., Suite 800, Washington, DC 20006. (202) 887-1400. FAX: (202) 466-2198. David L. Hill, Audrey P. Rasmussen.
- Office of Communications Buaineaa Opportunities.** U.S. Federal Communications Commission. 1919 M St. N.W., Suite 644E, Washington, DC 20554. (202) 418-7264. FAX: (202) 418-0235. Belford V. Lawson III.
- Ogden M. rphy Wallace, P.L.L.C.** 2100 Westlake Ctr. Tower, 1601 5th Ave., Seattle, WA 98101-1686. (206) 447-7000. FAX: (206) 447-0215. James A. Murphy.
- O'Laverty & Unger.** 2980 Beverly Glen Cir., Suite 201, Bel Air, CA 90077. (310) 475-6610. FAX: (310) 474-0730.
- Law Office of Mark D. Olson.** Box 5009, Covina, CA 91723-5004. (626) 915-3333. FAX: (626) 331-1111.
- O'Melveny & Myers.** 555 13th St. N.W., Suite 500 W., Washington, DC 20004. (202) 383-5300. FAX: (202) 383-5414. E-mail: jbeisner@omm.com. John H. Beisner, Donald T. Bliss, John Welch, John Rogovin, Jeffrey J. Carlisle, Jessica Davidson-Miller, Carl R. Schenker Jr., Charles Read, Paul McNamara, Martin Apollon, Todd Rosenberg.
- O'Neil, Cannon & Holman.** Bank One Plaza, Suite 1400, 111 E. Wisconsin Ave., Milwaukee, WI 53202-4803. (414) 276-5000. FAX: (414) 276-6581. Faye L. Calvey.
- O'Neill, Athy & Caay, P.C.** 1310 19th St. N.W., Washington, DC 20036. (202) 466-6555. FAX: (202) 466-6596. Christopher P. O'Neill.









**Westrick, Csrole J.** Box 2522, Sausalito, CA 94966. (415) 435-6798. FAX: (415) 381-1485.

**Whessler & Whalers.** 808 17th St. N.W., Washington, DC 20006. (202) 467-0500. FAX: (202) 467-0502. Edward K. Wheeler.

**Whalers Wolf Lsw Firm.** Box 2056, 220 N. 4th St., Bismarck, ND 58501-4001. (701) 223-5300. FAX: (701) 223-5366. E-mail: jax0940@btigate.com. Jack McDonald.

**Whent, Chriatophar R.** 270 Madison Ave., Suite 1410, New York, NY 10016-0601. (212) 679-8710. FAX: (212) 686-2182.

**Whita, Raymond A.** U.S. FCC, Mass Media Bureau, 1919M St. N.W., Rm. 314, Washington, DC 20554. (202) 418-2600. FAX: (202) 418-2828.

**Whitesell & Bicknese.** Box 308, Iowa Falls, IA 50126. (515) 648-4646. FAX: (515) 648-3283. John P. Whitesell.

**Joan Wilbon & Associates.** 1120 Conneticut Ave. N.W., Suite 1020, Washington, DC 20036. (202) 737-7458. FAX: (202) 347-5845. Joan Wilbon.

**Wildmsn, Hrrold, Allsn & Dickson.** 225 W. Wacker Dr., Suite 3000, Chicago, IL 60606. (312) 201-2000. FAX: (312) 201-2555. George W. Overton.

**Wiley, ReIn & Fielding.** 1776 K St. N.W., Washington, DC 20006. (202) 429-7000. FAX: (202) 429-7049; FAX: (202) 429-7207. Web Site: <http://www.wrf.com>. Alex M. Azar II, William B. Baker, John L. Bartlett, James R. Bayes, Howard H. Bell, Michael J. Blade, Richard J. Bodoiff, Robert E. Boone, Tyrone Brown, Dorann Bunkin, John M. Burgett, Robert J. Butler, Lauren A. Carbaugh, A.B. Cruz, April Dawson, Scott Delacourt, Eric W. DeSilva, Kurt E. DeSoto, Marjorie J. Dickman, Thomas S. Dombrowsky (consultant), Nathaniel F. Emmons, Carl R. Frank, Meredith Fuchs, David M. Grant, Andrew E. Green, Donna C. Gregg, Jerry V. Haines, Rosemary C. Harold, Katherine M. Harris, Martha E. Heller, David E. Hilliard, Anne E. Hoge, Wayne D. Johnsen, Kirk L. Jowers, Kenneth D. Katkin, Karen A. Kincaid, Kathleen Kirby, Joseph Duffy Knoll, Kenneth J. Krisko, Michael A. Lewis (consultant), Jeffrey S. Linder, Gregory L. Masters, Peter D. O'Connell, Uzoma C. Onyeije, Robert L. Pettit, Carl R. Ramey, Bert W. Rein, Christopher L. Robbins, Stephen J. Rosen, Peter D. Ross, Marnie K. Sarver, Lawrence W. Secrest III, R. Michael Senkowski, Peter D. Shields, Daniel B. Silverman, Craig A. Sperling, John P. Stanley, Todd M. Stansbury, Bryan N. Tramont, Daniel E. Troy, Nancy J. Victory, Alexander N. Vogel, Gregory J. Vogt, Angela N. Watkins, Jennifer D. Wheatley, Richard E. Wiley, Suzanne Yelen, Michael Yourshaw.

**Michsel J. Wilhelm.** U.S. Federal Communications Commission, 2025 M St. N.W., Rm. 8337, Washington, DC 20554. (202) 418-0870. FAX: (202) 418-2643.

**Wilks, Artis, Hsdrick & Lens.** 1666 K St. N.W., Suite 1100, Washington, DC 20006. (202) 457-7800. FAX: (202) 457-7814. Web Site: <http://www.wahltelecom.com>. John D. Lane, Ramsey L. Woodworth, Robert M. Gurs, Rudolph J. Geist, P. Kastner, Kenneth L. Samuelson.

**Wilkinson, Barkar, Knauer & Quinn.** 2300 N St. N.W., Suite 700, Washington, DC 20037. (202) 783-4141. FAX: (202) 783-5851. Leon T. Knauer, L. Andrew Tollin, Michael D. Sullivan, Kenneth E. Satten, F. Thomas Moran, Kenneth D. Patrick, Louise L. Lancetti, Kathryn A. Zachem, Lawrence J. Movshin, Robert Kirk, Carolyn Groves.

**Willcox & Savage.** 1800 Nations Bank Ctr., Norfolk, VA 23510. (757) 628-5500. FAX: (757) 628-5566. Conrad M. Shumadine. Virginia Beach, VA 23466-1888; Box 61888, One Columbus Ctr., Suite 1010. FAX: (757) 628-5659. Jeffrey H. Gray.

**Willkie Farr & Gallagher.** 1155 21st St. N.W., Suite 600, Washington, DC 20036. (202) 328-8000. FAX: (202) 887-8979. Sue D. Blumenfeld, John L. McGrew, Philip Verveer, Theodore Whitehouse, Brian Conboy, Michael Hammer, Frank Buono, Jennifer Donaldson, Michael Jones, Thomas Jones, David Don, Andrew D'Uva, Gunnar Halley, Angie Kronenberg, Stephen Bell, Nicos Tsilas, Pamela Strauss, Lise Strom, Jay Angelo, Sophie Keefer, Jennifer Desmond McCarthy, A. Renee Callahan.

**Wilmer, Cutler & Pickering.** 2445 M St. N.W., Washington, DC 20037-1420. (202) 663-6000. FAX: (202) 663-6363. E-mail: [law@wilmer.com](mailto:law@wilmer.com). W. Scott Blackmer, Patricia J. Carome, Louis R. Cohen, Lloyd N. Cutler, John H. Harwood, William T. Lake, William R. Richardson Jr., Joel Rosenbloom, J. Roger Wollenberg.

**Winkler, Bevscqua, Greene & Simmons.** 24 Commerce, 13th Floor, Newark, NJ 07102. (973) 624-5500. FAX: (973) 624-5980. Maury R. Winkler.

**Winston & Strawn.** 35 W. Wacker Dr., Chicago, IL 60601-1695. (312) 558-5600. FAX: (312) 558-5700. Deborah C. Costlow, William K. Keane, Alan G. Fishel. Washington, DC 20005: 1400 L St. N.W., 8th Fl. (202) 371-5700. FAX: (202) 371-5950. Deborah C. Costlow.

**Wolf & Wolf.** 9000 Sunset Blvd., Suite 1005, Los Angeles, CA 90069-5810. (310) 278-6060. FAX: (310) 278-6064. David M. Wolf.

**Wolf, Block, Schorr, & Solis-Cohen.** 250 Park Ave., New York, NY 10177-0030. (212) 986-1116. FAX: (212) 986-0604. Stuart A. Shorestein.

**Wolf, Grossfield & Sacks.** Federal Reserve Plaza, 600 Atlantic Ave., Boston, MA 02210-2206. (617) 720-3500. FAX: (617) 720-2441. Doug Wolf.

**Wood, Mainss & Brown, Chartered.** 1827 Jefferson Pl. N.W., Washington, DC 20036. (202) 293-5333. FAX: (202) 293-9811. E-mail: [wood.maines.brown@mcic2000.com](mailto:wood.maines.brown@mcic2000.com). Barry D. Wood, Paul H. Brown, Ronald D. Maines; Mark A. Brinton, off counsel.

**Wright & Tslismn, P.C.** 1200 G St. N.W., Suite 600, Washington, DC 20005. (202) 393-1200. FAX: (202) 393-1240.

**Wyatt, Tarrant & Combs.** 1500 Nashville City Ctr., 511 Union St., Nashville, TN 37219. (615) 244-0020. FAX: (615) 256-1726. Website: <http://www.wyattfirm.com>. C. Michael Norton.

## Y

**Young, James R.** 1320 N. Courthouse Rd., 8th Fl., Arlington, VA 22201. (703) 974-3609. FAX: (703) 974-1951.

**Young, Vogl, Harlick, Wilson & Simpson.** 425 California St., Suite 2500, San Francisco, CA 94104. (415) 291-1970. FAX: (415) 291-1984. David Michael Wilson. David A. Simpson, Kenneth K. Bromberg, Leon M. Bloomfield.

## Z

**Zevnik, Horton, Guibord & McGovern, L.L.P.** 300 E. Main St., Suite 1300, Norfolk, VA 23510. (757) 624-3477 main off.; (757) 624-3480. FAX: (757) 624-3479.

**Lsw Office of Arnold G. Ziegler, P.C.** 8700 Georgia Ave., Suite 304, Silver Spring, MD 20910. (301) 588-7411. FAX: (301) 588-7420.

**Diane Zlupursky.** National Broadcasting Co. Inc., 1299 Pennsylvania Ave. N.W., Washington, DC 20004. (202) 637-4535. FAX: (202) 637-4530.

**Zuckmsn, Harvey L.** Cardinal Station, Columbus School of Law/Catholic Univ. America, Washington, DC 20064. (202) 319-5140. FAX: (202) 319-4459.

**Zumwalt, Almon, & Hayes.** 1014 16th Ave. South, Nashville, TN 37212. (615) 256-7200. FAX: (615) 256-7106. Sawnie R. Aldredge.

# Talent Agents and Managers

## TALENT REPRESENTATION



Specializing in job placement and contract negotiations for television news, sports, weather talent and program hosts. Serving all markets, with offices in Los Angeles, Chicago, and New York.

For further information, contact: **Ross Eatman, Esq. (914.242.4748)**  
or **Robert Eatman, Esq. (310.459.3728).**

**Abraham Artist & Associates.** 9200 Sunset Blvd., Suite 1125, Los Angeles, CA 90069. (310) 859-0625. FAX: (310) 859-9791. Harry Abrahams, pres.

**Abrams-Rubloff & Lawrence, Inc.** 8075 W. Third St., Suite 303, Los Angeles, CA 90048. (213) 935-1700. FAX: (213) 932-9901. E-mail: rlawre8075@aol.com. Richard Lawrence, pres.

Talent placement & TV show packaging.

**N.S. Blinstock Inc.** 1740 Broadway, 24th Fl., New York, NY 10019. (212) 765-3040. FAX: (212) 757-6411. Richard A. Leibner, Carole Cooper, Stuart Witt, Nancy Kay, Peter Goldberg, Adam Leibner, Sherry Berman, George Hiltzik, Steve Sadicario, Ezra Marcus, agents.

News & syndication talent specialists—loc & net—on & off camera. Packager of talk & reality progms—MOWs.

**Csrolco Pictures, Inc.** 4650 Lankershin Blvd., Suite 420, North Hollywood, CA 91602. (818) 754-0744. FAX: (818) 754-0745. Alice Neuhauser, chmn.

**Commsnd Apperance.** 8633 Arbor Dr., El Cerrito, CA 94530-2728. (510) 524-9559; (510) 459-0000 (Cell). FAX: (510) 524-9559. E-mail: igroku@aol.com. Principals: Robert M. Master, M.Ph.A., talent exec/chief photographer; Mark C. Rhadaman, talent progression; T. Waters, talent/photography instruction.

Photography for pageants. Search for new talent, models. Training, MGMT, photo tests for accepted personnel at no cost.

**Estman Medis Services, Inc.** 5901 N. Cicero Ave., Suite 307, Chicago, IL 60646. FAX: (773) 777-7106. Robert Estman, pres; Ross Estman, Esq., VP.

Los Angeles, CA 90272: Box 853. (310) 459-3728. Robert Estman, pres.

Bedford, NY 10506: 460 Old Post Rd., Suite 2E. (914) 234-4748. Ross Estman, Esq.

Representation of TV newsmen, TV personalities, & radio talent in job placement & contract negotiations.

**Ephraim & Associates, P.C.** 108 W. Grand Ave., Chicago, IL 60610-4206. (312) 321-9700. FAX: (312) 321-3655. E-mail: EphraimAssoc@compuserve.com. Donald M. Ephraim, pres; Joseph F. Coyne, Eliot S. Ephraim, David M. Ephraim, VPs.

Talent representation, including contract negotiation, legal & career consultation, tax, estate & pension planning.

**Ksn Fishkin & Associates.** 50 Milk St., 20th Fl., Boston, MA 02109-5002. (617) 423-5800. FAX: (617) 482-9710. Kenneth R. Fishkin.

**Glenn A. Goldstein, Esq.** 2000 Market St., 6th Fl., Philadelphia, PA 19103. (215) 851-6536. FAX: (215) 851-6644. E-mail: glenn802@aol.com. Glenn A. Goldstein, atty.

Full-svc representation of bcst talent & bcst journalists.

**Reece Halsey Agency.** 8733 Sunset Blvd., Suite 101, West Hollywood, CA 90069. (310) 652-2409. FAX: (310) 652-7595. Dorris Halsey, owner; Kimberly Cameron, assoc literary representation.

**Shirley Hamilton Inc.** 333 E. Ontario, Chicago, IL 60611. (312) 787-4700. FAX: (312) 787-8456. Shirley Hamilton, pres; Lynne S. Hamilton, VP.

**International Creative Management Inc.** 40 W. 57th St., 18th Fl., New York, NY 10019. (212) 556-5600. FAX: (212) 556-5665. Jeff Berg, pres/CEO; James Wiatt, COO/co-pres; Sam Cohn, co-chmn; John Rizzo, coml division asst.

Beverly Hills, CA 90211: 8942 Wilshire Blvd. (310) 550-4000. FAX: (310) 550-4100.

London, England, UK W1R 1RB: 76 Oxford St.-OAX. (011) 44-1-81-743-0558. FAX: (011) 44-1-81-743-6598.

**Jennifer Jones Booking Agency.** 523 Dumaine, Suite 6, New Orleans, LA 70116. (504) 529-2543. FAX: (504) 529-2543. Jennifer Jones, pres.

Booking agency, promotion mgmt, PR, business mgmt.

**Medis Alliance.** Box 1984, Burlington, CT 06013. (860) 673-3044. FAX: (860) 673-2617. E-mail: mediaalliance@compuserve.com. Web Site: http://www.mediaalliance.com. W.F. LaPlante II, exec dir; Robert Anderson, sr exec VP.

Sober Island, Nova Scotia, Canada B0J 3B0: W.F. LaPlante II.

Talent mgmt, placement, mktg, presentation coaching & financial organization options.

**Miller Broadcast Management Inc.** 616 W. Fulton St., Suite 516, Chicago, IL 60661. (312) 454-1111. FAX: (312) 454-0044. Lisa Miller, pres; Matt Miller, account exec. Representing radio personalities.

**Miller, Stephen M.** 222 2nd Ave. N., Suite 360 Mezzanine, Nashville, TN 37201. (615) 255-4447. FAX: (615) 244-7004.

Rights clearances & licensing, business organizations & transactions, coml litigation.

**William Morris Agency Inc.** 1325 Ave. of the Americas, New York, NY 10019. (212) 586-5100. FAX: (212) 903-1409. Norman Brokaw, chmn; Jerry Katzman, vice-chmn; Lou Weiss, chmn emeritus; Walter Zifrin, CEO; Jim Griffin, exec VP/head TV East Coast.

Beverly Hills, CA 90212: 151 El Camino Dr. (310) 274-7451. Sam Haskell, sr VP TV West Coast.

Nashville, TN 37203: 2100 West End Ave. (615) 385-0310. Rick Shipp.

London, England, UK W1V 5DG: 31/32 Soho Sq. (71) 434-2191. Steve Kenis, dir.

**Nevsro-Bartoni & Assoc. Casting Co.** 875 Avenue of the Americas, Suite 1707, New York, NY 10001. (212) 736-9272. FAX: (212) 465-2064. Esther Navarro, pres; Riccardo Bertoni, VP; Beata Rosenbaum, off.

Casting of principals & extras for films, comls, etc.

**Pradigm.** 10100 Santa Monica Blvd., Suite 2500, Los Angeles, CA 90067. (310) 277-4400. FAX: (310) 277-7820. Sam Gores, ptrn.

**Screen Children's Agency.** 4000 Riverside Dr., Suite A, Burbank, CA 91505. (818) 846-4300. FAX: (818) 846-3745. Irene B. Gallagher, talent agent/owner.

Full-svc children's agency representing babies (especially twins) children & teenagers up to age 18.

**Burt Shapiro Management.** 2147 N. Beachwood Dr., Los Angeles, CA 90068. (323) 469-9452. FAX: (323) 469-9452. E-mail: shapiromanagement@worldnet.att.net. Burt Shapiro, pres.

Represents on-air talent including anchors, reporters, hosts, & sports anchor/reporters, as well as producers.

**Siegan & Weisman Ltd.** 29 S. LaSalle St, Suite 450, Chicago, IL 60603. (312) 782-1212. FAX: (312) 782-3032. Joel Weisman, pres.

Bcst contract drafting & negotiation; career & performance counseling; job search & market placement for on-air talent & execs.

**Berry Skidelsky, Esq. 655 Madison Ave., 19th Fl., New York, NY 10021. (212) 832-4800. FAX: (212) 486-8668. Berry Skidelsky, Esq.**

Representation, counsel, contracts, etc.

**The Voicecaster.** 1832 W. Burbank Blvd., Burbank, CA 91506. (818) 841-5300. FAX: (818) 841-2085. E-mail: casting@voicecaster.com. Web Site: http://www.voicecaster.com. Robert Lloyd, owner; Lisa Dyson, mgr.

Voice casting for comls, films, animation, theme parks, audiovisual projects, etc.

**VoiceLine.** Box 742, Olney, MD 20830. (301) 924-4327. FAX: (301) 570-8916. E-mail: info@voiceline.com. Web Site: http://www.voiceline.com. Michael J. Weiner, pres/CEO.

Voice-over talent, audition service.

**Carter Wright Talent Agency.** 6513 Hollywood Blvd., Suite 210, Los Angeles, CA 90028. (323) 469-0944. Carter Wright, pres; June Wright, VP; Lisa Andressen, ptrn.



## Employment and Executive Search Services

---

in the cable TV, wireless communications, competitive telephone & multimedia industries.

Steve Wyman & Associates Inc. 4201 Fairgreen Terr., Marietta, GA 30068. (770) 977-4410. FAX: (770) 578-

0883. Steve Wyman, pres.  
Exec search for bcst industry.

**Youngs, Walker & Co.** 1605 Colonial Pkwy., Inverness, IL 60067. (847) 991-6900. FAX: (847) 934-6607. E-mail:

ywsearch@starnetinc.com. Carl Youngs, pres; Mike Walker, VP; Robert Epperly, consultant.

Exec recruitment on a retained basis for TV & radio stn mgmt levels & corporate positions.

# Professional Cards Engineering & Technical Consultants

**COHEN, DIPPPELL AND EVERIST, P.C.**  
CONSULTING ENGINEERS  
Domestic and International Communications  
Since 1937  
1300 "L" STREET, N.W. PHONE: (202) 898-0111  
SUITE 1100 FAX: (202) 898-0895  
WASHINGTON, D.C. 20005 E-MAIL:  
cdepce@worldnet.att.net  
Member AFCCCE

(908) 730-7959 FAX (908) 730-7408  
**CHARLES A. HECHT & ASSOC. INC.**  
BROADCAST ENGINEERING  
CONSULTANTS  
16 DOE RUN  
PITTSVILLE, NEW JERSEY 08867

**EVANS ASSOCIATES**  
Telecommunications Consultants  
Broadcast - CATV - Microwave - Fiber  
Needs Assessment - Network Design  
Tower Detuning  
210 S. Main Street  
THIENSVILLE, WISCONSIN 53092  
Phone (414) 242-6000  
Website: <http://www.evansassoc.com>  
E-mail: [info@evansassoc.com](mailto:info@evansassoc.com)

**du Treil, Lundin & Rackley, Inc.**  
Consulting Engineers  
201 Fletcher Avenue  
Sarasota, Florida 34236  
Phone: (941) 329-6000  
FAX: (941) 329-6030  
[www.dlr.com](http://www.dlr.com)  
MEMBER AFCCCE

**SMITH AND FISHER**  
BROADCASTING AND  
TELECOMMUNICATIONS CONSULTANTS  
SUITE 502  
1233 TWENTIETH STREET, NW  
WASHINGTON, D. C. 20036  
PHONE: (202) 293-7742 FAX: (202) 296-2429

**C.P. CROSSNO & ASSOCIATES**  
CONSULTING ENGINEERS  
P.O. BOX 180312  
DALLAS, TEXAS 75218  
RADIO & TELEVISION  
ALLOCATIONS, ANTENNA DESIGN, FCC/FAA  
CHARLES PAUL CROSSNO, P.E.  
(214) 321-9140 MEMBER AFCCCE

**WILLIAM J. SITZMAN**  
PRESIDENT  
**INDEPENDENT BROADCAST  
CONSULTANTS, INC.**  
CONSULTING COMMUNICATIONS ENGINEERS  
110 COUNTY RD. 146,  
TRUMANSBURG, N.Y. 14886-9721  
(607) 273-2970 / FAX: (607) 273-5125

PHONE (303) 937-1900  
**VIR JAMES, P.C.**  
BROADCAST ENGINEERING CONSULTANTS  
965 S IRVING ST  
DENVER, CO 80219  
TIM COUTFORTH, P.E.  
PRESIDENT  
DIRECTOR OF ENGINEERING  
MEMBER AFCCCE & NAB

**CARL T. JONES**  
CORPORATION  
CONSULTING ENGINEERS  
7901 YARNWOOD COURT  
SPRINGFIELD, VIRGINIA 22153  
(703) 569-7704  
MEMBER AFCCCE

**JOHN J. DAVIS  
& ASSOCIATES**  
Broadcasting Engineering  
Consultants  
P.O. Box 126, Sierra Madre,  
CA 91025-0128  
**626-355-6909**  
Member AFCCCE

**CALIFORNIA  
MICROWAVE** MICROWAVE  
RADIO  
COMMUNICATIONS  
Microwave Radio Corporation  
20 Alpha Road  
Chelmsford, MA 08124 USA  
TEL: (978) 250-1110  
FAX: (978) 256-6225  
1-800-490-5700

**Cavell, Mertz & Davis, Inc.**  
Engineering, Technology  
& Management Solutions  
10300 Eaton Place, Suite 200  
Fairfax, VA 22030  
(703) 891-0110 • (302) 333-0110  
Fax (703) 891-0118  
[www.cmcconsulting.com](http://www.cmcconsulting.com)  
[www.DTVInfo.com](http://www.DTVInfo.com)

**CARL E. SMITH**  
CONSULTING ENGINEERS  
AM FM TV Engineering Consultants  
Complete Tower and Rigging Services  
"Serving the Broadcast Industry for over  
60 years"  
Box 807 Bath, Ohio 44210  
(330) 659-4440

**Radio/TV Engineering  
Company**  
"Serving Broadcasters over 35 years"  
Consultants Norwood J. Patterson, Pres.  
1416 Hollister Lane, Los Osos, CA 93402  
Ph. (805) 528-1996 Fax: (805) 528-1982

**Marsand, Inc.** Consulting Engineer  
SBE - PBE  
Member AFCCCE  
Matthew A. Sanderford, Jr., P.E.  
RF/Studio/Install/Engr./NTSC/DTV  
Vidcard, Proofs, FCC/FAA  
[tvcowboy@marsand.com](mailto:tvcowboy@marsand.com) [www.marsand.com](http://www.marsand.com)  
400 Paint Pony Trail N Office: 817-246-8384  
Fort Worth, Texas 76108 Fax: 817-246-4772

**COMMUNICATIONS TECHNOLOGIES INC.**  
BROADCAST ENGINEERING CONSULTANTS  
Clarence M. Beverage  
Laura M. Mizrahi  
P.O. Box #1130, Marlton, NJ 08053  
(609) 985-0077 • FAX: (609) 985-8124

F.A.A. Aeronautical Evaluations  
**John P. Allen**  
Airspace Consultant  
Telephone P.O. Box 1008  
(904) 277-3661 Fernandina Beach, Florida 32086

**JMS**  
J.M. Stitt & Associates, Inc.  
Broadcast Facility Design/Installation  
Consulting & Contract Engineering  
Tower Site Management  
621 E. Mehring Way #1907, Cincinnati, OH 45202  
(513) 621-9292 FAX (513) 651-9622

**T. Z. Sawyer Technical Consultants**  
AM - FM - TV - LPTV  
STATIONS INSPECTIONS  
FCC APPLICATIONS - FREQUENCY STUDIES  
DIRECTIONAL ANTENNA SYSTEMS  
DUOPOLY STUDIES  
[www.sawyer.com](http://www.sawyer.com) Tel. (301) 913-9287  
e-mail: [info@sawyer.com](mailto:info@sawyer.com) Fax. (301) 913-5799  
5272 River Rd., Suite 460, Bethesda, MD 20816

**LOHNES AND CULVER**  
CONSULTING RADIO ENGINEERS  
8309 Cherry Lane  
Laurel, MD 20707-4830  
(301) 776-4488  
Fax: (301) 776-4499  
Since 1944  
Member AFCCCE

**HAMMETT & EDISON, INC.**  
CONSULTING ENGINEERS  
Box 280068  
San Francisco, California 94128  
**H&E** 707/996-5200  
202/396-5200  
[www.h-e.com](http://www.h-e.com)

**Mullaney Engineering, Inc.**  
Consulting Telecommunications Engineers  
9049 Shady Grove Court  
Gaithersburg, MD 20877  
301-921-0115  
FAX: 301-590-9757  
email: [mullengr@aol.com](mailto:mullengr@aol.com)  
Member AFCCCE

**George Jacobs & Associates, Inc.**  
Consulting Broadcast Engineers  
Domestic & International  
8701 Georgia Ave., Suite 410  
Silver Spring, MD 20910  
e-mail: [gja@gjainc.com](mailto:gja@gjainc.com)  
web: <http://www.gjainc.com>  
(301) 587-8800 FAX: (301) 587-8801  
Member AFCCCE

**cottrill & holland, inc.**  
technical consultants and planners  
to the communications industry  
Doug Holland R. L. Cottrill  
James L. Sorensen  
7145 W. 12th Avenue  
Ft. Lauderdale, FL 33312  
Voice: (888) 522-3303  
Fax: (954) 522-3355  
[cottrill.holland@worldnet.att.net](mailto:cottrill.holland@worldnet.att.net) c-serve: 105535,2004

**HATFIELD & DAWSON**  
CONSULTING ENGINEERS  
9500 GREENWOOD AVE. N.  
SEATTLE, WA 98103  
(206) 783-9151 (206) 789-9834 Fax  
e-mail: [hatdaw@hatdaw.com](mailto:hatdaw@hatdaw.com)  
Member AFCCCE

**ENGINEERING & EMC TEST LABS, INC.**  
Consulting Communications Engineers  
EMC Test Laboratories  
GARRETT G. LYSIAK, P.E.  
8800 Hastings St. N.E., Minneapolis, MN 55440  
(612) 785-4115 FAX (612) 785-4631  
Email: [gg@ewtlab.com](mailto:gg@ewtlab.com)



A global perspective  
supported by  
local resources

G L O B A L O C A L



It's all  
NATPE

**think** globally, act locally.  
This axiom rings especially true in today's television industry. While many distributors focus on group clearances and international markets, NATPE brings the spotlight back to the local programmer. In an industry coping with increasing programming and operating costs, NATPE strives to provide positive solutions to the challenges faced by local programmers in today's frenzied marketplace. With the emphasis on content, NATPE 2000 explores new growth and revenue opportunities for local television executives whether you're in Paris, France or Paris, Texas.

## NATPE 2000

ERNEST N. MORIAL CONVENTION CENTER  
NEW ORLEANS

JANUARY 24-27, 2000



National Association of Television Program Executives  
2425 Olympic Boulevard, Suite 550E, Santa Monica, CA 90404  
Phone: 310-453-4440, Fax: 310-453-5258, [www.natpe.org](http://www.natpe.org)

# get up, get dressed, log on *everyday*

**digitaltelevisiononline.com**

There is only one place to turn to every day for the latest DTV news and analysis, **digital television online**. As the only source offering daily digital updates, our website will provide you with all the information you need to stay ahead of this ever changing technology. You also get information on new products, special reports, classifieds and much, much more. Log on to [www.digitaltelevisiononline.com](http://www.digitaltelevisiononline.com) and jump start your day with a dose of digital.

**DAILY**  
*updates of  
breaking news*

---

**"cool stuff"**  
*the hottest  
new products  
on the market*

---

**links**  
*to over  
400 websites*

---

**online**  
*DTV showcase*

---

**online**  
*reader service*

---

**online**  
*classifieds*

---

Broadcasting & Cable's

**DigitalTelevisiononline**

For more information call: Ken Kerschbaumer, editor: 212.337.7011