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**Hot spots**

TV, Cell Phones, Beverages  
heat up radio's local  
ad share to 18%.

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**The RBR/Miller Kaplan  
Total Media Index  
Only in RBR**

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## AMFM shopping spree beefs up syndie offerings

by Katy Bachman

Chancellor's (O:AMFM) AMFM Radio Networks was picking up radio shows last week faster than parents buying beanie babies. The timing of the purchases puts AMFM right on its announced schedule that it would add syndicated programming before July by developing talent within Chancellor, acquiring established shows, and developing new ones.

With the acquisition of programming from Sherman Oaks-based Global Satellite Network, AMFM Radio Nets is ready to rock, adding several syndicated shows, plus Global's archives of Rock interviews and concert events. Strategically, AMFM was looking to add programming targeted at Rock stations and Global's shows fit the bill including "Rockline," "Modern Rock Live," "Live from the Pit," and "Reelin' in the Years." Both "Rockline" and "Live from the Pit" are well-established shows with about 150 affiliates each. AMFM also adds Global's newest show, "Hip Hop Coast to Coast."

For Global President and founder **Howard Gillman**, this marks the end of 15 plus year-run. "I'm going to Disneyland," Gillman quipped.

When Labor Day weekend rolls around, AMFM will debut two new CHR and one new Rock show.

AMFM is teaming up with **Ben Manilla** Productions for "The Guitar Show with **Kevin Bacon**," a two hour weekly show featuring actor/guitarist Bacon as host to guitar greats.

Tapping its own inhouse talent, AMFM will also launch "**RuPaul** Radio" and "**Hollywood Hamilton's** Rhythm Countdown." (RBR 4/13, p. 4). Both will be produced at WKTU-FM NY where Hamilton and RuPaul are on-air.

**RBR observation:** You've got to give credit to SVP Chancellor **David Kantor** for the lightning speed with which he's put together AMFM Radio Networks, launching a RADAR-rated network in three months and then acquiring a healthy stable of programming in six months, including star talent such as **Casey Kasem**.

But Kantor isn't the only one whose company is moving fast—the shuffle of syndicated programs between companies has been mind-boggling in the past six months with ABC Radio (N:DIS) and Jones Radio Networks also moving quickly to pick up programming. For the most part, the acquisitions of programming have marked the end of many entrepreneurial syndicators, who, without distribution or deep pockets, saw consolidation as key to survival.

## S&P mid-year forecast still strong for radio

by Katy Bachman

Mid-way through the year, the forecast for radio is holding strong while TV and cable are looking less robust. That's according to the revised media forecast from Standard & Poor's **William Donald**.

Radio is expected to end the year at \$14.7B, up 8.9% from 1997. That forecast is down only slightly from Donald's 9% January projection (RBR 2/9, p. 4). Long-term, Donald's forecast for radio through the year 2000 is revised up to 9.6% from 9.1%.

After a sluggish upfront, TV and cable projections have been revised down. Instead of ending the year up 8.3%, broadcast TV may be up only 5%. Cable, which reportedly has been siphoning off dollars from TV networks in upfront, could still come in up a healthy 16.9%, less than S&P's earlier 18.4% projection.

Below, the trends and projections for all three media.

### Cable, Radio & TV Ad Expenditures

(in billions of dollars)

	Expenditures (in billions of dollars)							Average Annual Growth Rate (%)	
	1990	1995	1996	1997	E1998	E1999	E2000	1990-95	1995-2000
Broadcast TV	22.62	27.91	31.27	32.46	34.10	36.80	41.00	4.3	8.0
Cable TV	2.88	5.11	6.44	7.95	9.30	11.10	13.50	12.2	21.4
Radio	8.75	11.47	12.41	13.49	14.70	16.30	18.10	5.6	9.6
<b>Total</b>	<b>34.25</b>	<b>44.49</b>	<b>50.12</b>	<b>53.90</b>	<b>58.10</b>	<b>64.20</b>	<b>72.60</b>	<b>5.4</b>	<b>10.3</b>

E-Estimated by S&P

Source: Television Bureau of Advertising; Radio Advertising Bureau

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## BEDA wants 'net to catch minorities

by Frank Saxe

The Broadcast Executive Directors Association (BEDA) and the NAB met in Washington last week, to look at ways the industry can attract more minority and female applicants. The meeting comes out of FCC Chair **Bill Kennard's** challenge to broadcasters at last Spring's NAB (*RBR* 4/13, p.3).

Their plan centers on using the Internet to post and link available jobs while making it easier for people to apply for openings via e-mail. BEDA hopes to bring broadcast groups into the program by its launch this Fall.

"This is an easy, razzle-dazzle approach, but it's probably ineffective," said NAACP attorney **David Honig**. He points out that computer usage in minority homes is less than half of that of whites, "They're voluntarily creating a whiter job pool." Honig said job fairs, internships, scholarships and community outreach are far more effective.

## Channel wars: CD Radio and AMRC up the ante

by Carl Marcucci

Even before their birds take flight, DARS companies CD Radio and American Mobile Radio Corp. (AMRC) are besting each other in channel capacity. First, CD Radio (O:CDRD) announced it will purchase a fourth satellite from Loral that will double its channel offering from 50 to 100, twice the number of channels of its competitor, AMRC.

Not to be outdone, AMRC said it will announce 100-channel capacity soon, but without launching an additional bird. "Inherent in our satellites there are various options that we have to take the existing satellite infrastructure and upgrade them to provide 100 channels," said **Hugh Panero**, newly named president and CEO, AMRC.

In a related announcement, CD Radio has signed another content agreement with a radio syndicator (*RBR* 5/25, p. 4). Programming from Hispanic Radio Network will occupy two separate channels.

Both CD Radio and AMRC will be launching satellites in late 1999-early 2000 with the services available soon after.

## NBG adopts rooms for spots strategy

by Carl Marcucci

The NBG Radio Network (O: NSBD) has launched a new division to trade spots for four and five star hotel/resort rooms internationally. NBG's International Travel Department was started last month by NBG's **Jennifer Brown** and VP **Dean Gavoni**. To date, they have signed over \$100,000 in contracts.

This isn't the first time a radio net has traded rooms for spots—**Steve Bunyard** did the same thing with Olympia Broadcasting (now part of Premiere) in 1987.

"We started calling hotels to trade unsold room nights for unsold ad time on our 'Travel Notes' show. When it started taking off, we decided we could do the same thing for our golf show and others. I would say there's about 15% of our inventory that's not being used—now we're going to use it," said **John Holmes**, president, NBG. The content of "Travel Notes" (now on 50 affiliates.) will shift a little to showcase the cities where client hotels are located to sweeten the deal even more.

NBG can also consider those blocks of rooms as assets because they can be liquidated for cash at any time from five companies that pay cash for rooms at .40-.60 cents on the dollar. Additionally, "We use the rooms for promotions and entertaining clients also. We can go into a big station and say hey, run one of our other programs and we'll give you 30 trips to give away for a whole month, everyday," said Holmes. All promotional bookings are cleared and accounted through NBG.



NBG's John Holmes

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## Competing Media

### Radio's local ad share grows to 18%

by Katy Bachman

The radio stations in the 10 markets that make up the RBR/Miller Kaplan Total Media Index got a bigger piece of the local ad pie in March, capturing 18.2% of the total, compared to 15.5% in February (RBR 5/4, p. 4). The top 25 categories listed represent 90% of the local ad dollars.

Radio's gain was newspapers' loss. Newspapers' share declined from 46.5% in February to 42.8% in March. TV gained a percent up to 39% from 38% in February.

In the leading media categories, radio's share was up across the board: Automotive to 11.1% from 7.7%; Restaurants to 12.3% from 10.4%; Department Stores to 11.6% from 9.6%.

Radio gets the largest share of dollars by far—85.4%—from its competitor, TV. It is the only category in which radio breaks a 50% share. Other strong categories for radio in March were Communications/Cellular at 27.5%, Medical/Dental/Health Insurance at 33.5% and Beverages at 41.0%.

Newspapers, still the local market share leader, continue to dominate the Department Stores category with 76.7% of the business, Appliances & Electronics with 59.3%, Computers/Office Equipment with 51.4% and Transportation with 57.1%.

TV dominant categories include Drug Stores/Products at 57.9%, Auto Parts/Service at 51.0%, Music Stores/CDs/Videos at 54.2%, Professional Services at 63.6%, and Personal Fitness & Weight Centers at 72.1%.

### RBR/Miller Kaplan Total Media Index March 1998 (Expenditures in 000)

Category	Newspaper	TV	Radio	Total Media	Radio % of Total
Automotive	54,483	60,734	14,383	129,600	11.1%
Restaurants	19,894	24,442	6,218	50,554	12.3%
Department Stores	28,686	4,387	4,350	37,423	11.6%
Foods	12,767	12,595	4,167	29,529	14.1%
Communications/Cellular	10,962	10,181	8,010	29,153	27.5%
Furniture	8,678	7,745	3,354	19,777	17.0%
Financial Services	9,670	9,087	5,613	24,370	23.0%
Movies/Theater/Concerts	6,147	8,020	2,279	16,446	13.9%
Grocery Stores	7,192	4,498	3,456	15,146	22.8%
Appliances & Electronics	9,375	4,603	1,820	15,798	11.5%
Hotels/Resorts/Tours	11,904	3,010	1,762	16,676	10.6%
Drug Stores/Products	3,984	8,117	1,912	14,013	13.6%
Computers/Office Equipment	5,980	3,101	2,558	11,639	22.0%
Other Retail	5,728	3,764	3,713	13,205	28.1%
Medical/Dental/Health Insurance	3,129	3,248	3,210	9,587	33.5%
Auto Parts/Service	2,438	5,171	2,539	10,148	25.0%
Music Stores/CDs/Videos	1,097	3,060	1,493	5,650	26.4%
Transportation	4,128	1,864	1,241	7,233	17.2%
Entertainment-Other/Lottery	1,155	1,842	2,946	5,943	49.6%
Home Improvement	3,905	3,271	2,633	9,809	26.8%
Professional Services	617	4,007	1,673	6,297	26.6%
Beverages	799	4,715	3,825	9,339	41.0%
Television	709	476	6,917	8,102	85.4%
Personal Fitness & Weight Centers	416	2,110	401	2,927	13.7%
Publications	498	934	705	2,137	33.0%
<b>TOTAL</b>	<b>214,341</b>	<b>194,982</b>	<b>91,178</b>	<b>500,501</b>	<b>18.2%</b>

\*Based on Media Market X-Ray composite data for 10 markets (Atlanta, Dallas, Hartford, Minneapolis-St. Paul, Pittsburgh, Portland, OR, Providence, Sacramento, San Diego, Seattle). Newspaper and television data compiled by Competitive Media Reporting and radio data compiled by Miller, Kaplan, Arase & Co., CPAs. For further information contact George Nadel Rivin at (818) 769-2010.

## News Briefs

➤ Sen. **John McCain** (R-AZ) told the FCC last week that the Mass Media Bureau staff must have too little to do. "It evidently has plenty of staff and resources available to think up new regulatory initiatives like free political time...and how to duplicate the work of the Justice Department on radio station deals." McCain and Sen. **Conrad Burns** (R-MT) will introduce a bill which will restructure the FCC next January.

➤ The FCC issued an NPRM last week which includes a series of proposed technical rules and procedural changes aimed at giving stations more flexibility. The changes would allow stations to file up to four minor modifications and divide Class C stations into two subclasses depending upon antenna height. The FCC is also seeking comment on whether FM broadcasters seeking to change their facilities should be allowed to negotiate interference agreements with other broadcasters.

➤ Public broadcasters told last week's meeting of the Gore Commission they are willing to take money from for-profit radio and TV stations, in exchange for lifting most of commercial broadcasters' public interest obligation. Corporation for Public Broadcasting Vice Chair **Frank Cruz** said they would need at least \$5B to convert to digital. He suggested that money could also be raised by setting up a fee for radio and TV license transfers, which would be earmarked for the trust fund, along with a percentage of the profits broadcasters make from HDTV.

➤ KEGL-FM Fort Worth was fined \$2K for an indecency, for a 1994 **Howard Stern** broadcast, while renewing its license. That clears the way for Jacor (N:JCOR) to close on "The Eagle" from Nationwide.

➤ Broadcasting lost one of its pioneers June 7 with the death of legendary owner **Martin Stone** at age 83. Stone headed the Herald-Tribune Radio Network in suburban New York City for more than 40 years. "He was among the first to espouse the notion that radio stations could be more than juke boxes," said friend **Bill O'Shaughnessy**. Stone was also an accomplished author and entertainment lawyer. A private funeral was held last week and a memorial service is planned for Westchester, NY.

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by Carl Marcucci

**RBR Exclusive**

## USADR struts its stuff

USA Digital Radio's April move to a brand new technical facility in Columbia, MD brings it one step closer to completing its IBOC DAB system for AM and FM.

USADR is one of three IBOC proponents. San Jose-based Digital Radio Express (DRE) joined the IBOC competition in January (*RBR* 2/2, p. 2). More recently, after breaking off its partnership with USADR, Lucent Digital Radio said it would develop its own system (*RBR* 5/18, p. 2).

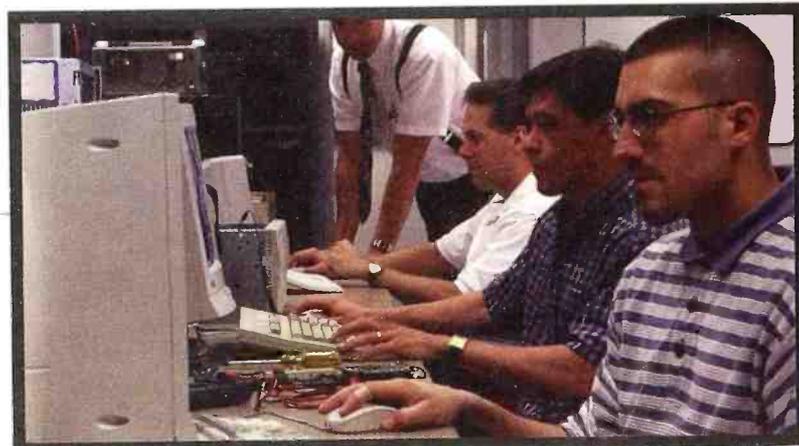
USADR may have a head start; its system has been under development since 1991. "We are making substantial progress on all fronts. "Our new high tech facilities have a state-of-the-art lab, FM transmission facility, RF screen room and sound room," said **Robert Struble**, president/CEO, USADR.

After the partnership with Lucent crumbled, USADR awarded development contracts to Fraunhofer Institut für Integrierte Schaltungen (IIS) for integrating their Advanced Audio Coding (AAC) compression technology into the USADR IBOC system; BittWare Research Systems and Xetron Corporation for prototype hardware.

Testing is just around the corner. USADR has scheduled extensive field tests on a large number of AM & FM stations across North America throughout 1999. Throughout this year, full FM system tests will be conducted from a 2,000-watt hybrid analog/IBOC

transmitter (93.5 MHz) located at the new facility. Channel characterization tests will be conducted at CBS's WARW-FM Washington and AM testing will take place at an experimental license station at 1660 kHz in Cincinnati. The full-scale field testing in 1999 will occur in eight markets including Philadelphia, Baltimore and Chicago.

IBOC unveiled: USADR gave *RBR* a first look at its proprietary hardware, equipment and the 25-person technical staff involved in day-to-day development.

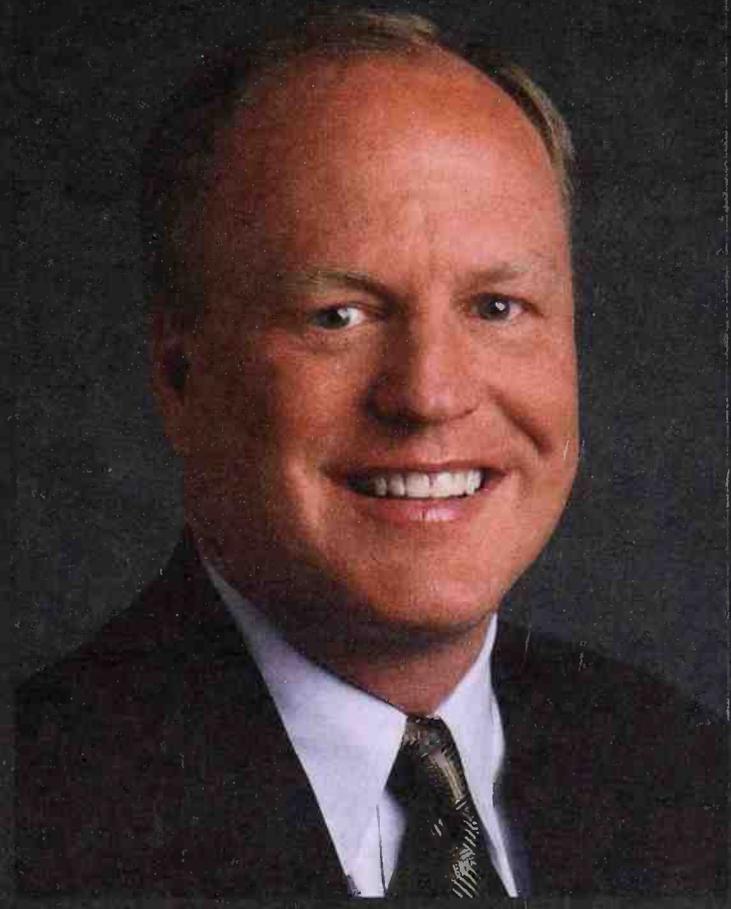


Engineers run signal processing workstation (SPW) software simulations which allowed full system implementation before construction of hardware. This way, many system variables were "virtually" tested without going into the lab. Said Struble: "Scientists and engineers from CBS, Westinghouse and Xetron have identified and executed specific tasks to insure compatibility with the existing analog environment, while simultaneously providing new and exciting enhancements for listeners. These tasks, completed over the past several years, included defining performance requirements, conducting research, examining tradeoffs, conducting analyses, developing simulations and determining our baseline design."

*continued on page 8*



The new USADR high tech facility in Columbia, MD.



Capstar CEO, Mr. Steve Hicks

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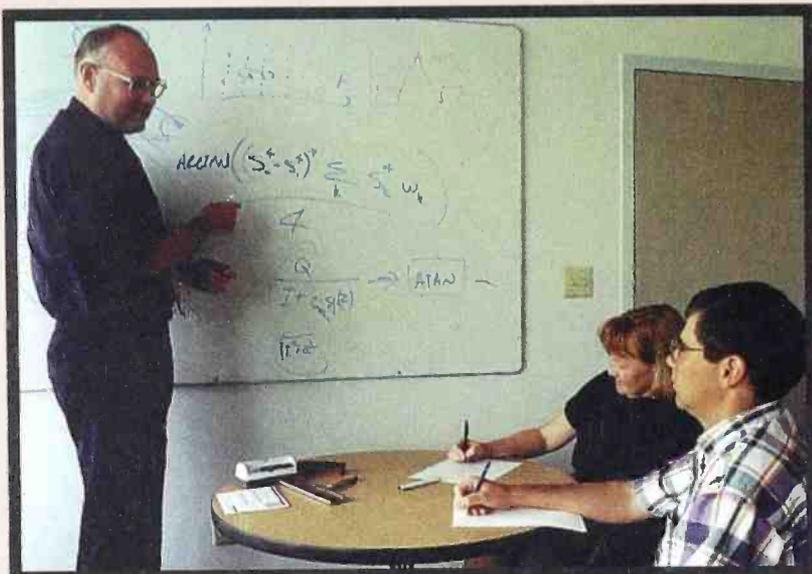
You know Prophet Systems as the worldwide leader in digital automation for the radio industry. We credit our success to date to our innovative capabilities combined with our love of the industry. The support of Capstar demonstrates a serious commitment to improving the quality of radio broadcasting. We are working on several new products as well as enhancing our existing line, which is guaranteed to raise the standards for programming nationwide.

Our commitment to radio stations— big, small and in-between remains the same. But the face of radio is changing. Climb aboard for the ride.

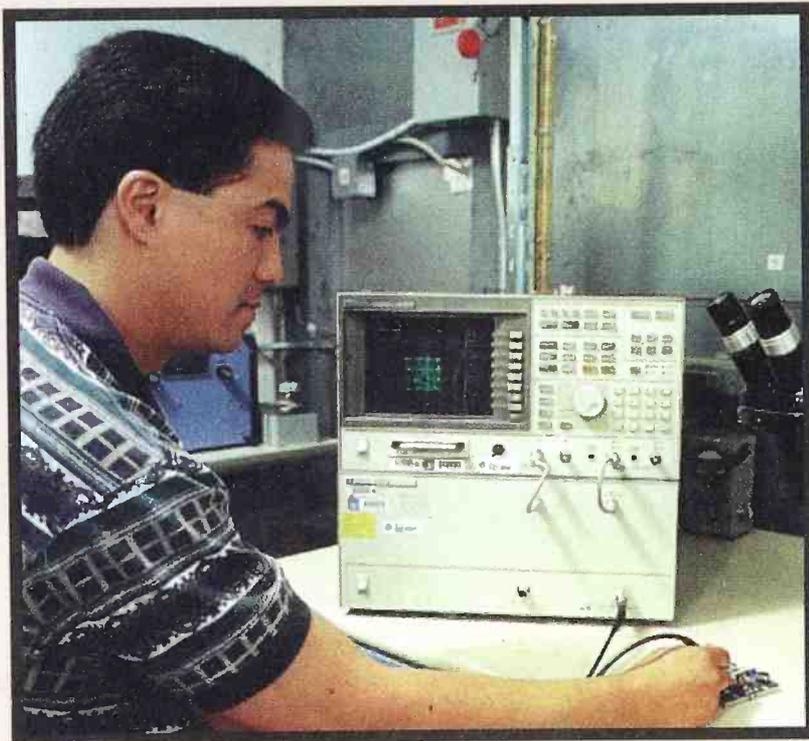
A NOTE TO OUR COMPETITION: *'nuff said!!*  
Here it is in black and white.  
Not only will we continue to sell to stations and groups of all sizes, but PSI is going to be more aggressive than ever.



USADR continued from page 6



↑ USADR Chief Scientist **Brian Kroeger** in a technical exchange and training session.

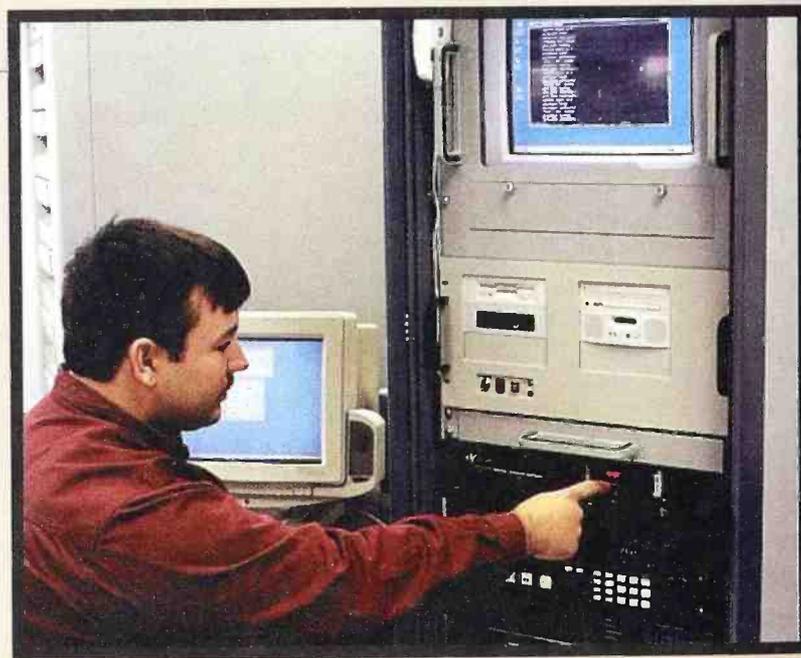


↑ An engineer tests a digital amplifier in the fully-shielded RF screen room.

## Walden says "Let the testing begin!"

USADR/CBS Radio Director of Engineering **Glynn Walden** was the keynote speaker at the debut convention of the American Radio Manufacturers Association (ARMA) in Atlantic City 6/4-5. Detailing the development history and testing timetable for USADR's system, Walden said numerous non-disclosure agreements are now in place with transmitter and receiver manufacturers for testing and review.

Beginning USADR's development in 1991, Walden expressed concern that new entrants could slow down the IBOC acceptance and introduction process for years, further delaying a standard: "Our new competitors are years behind. They're talking about doing demos—we did them years ago. Other people have pieces, we wrote the book on IBOC."



↑ The IBOC test transmission system at the facility on 93.5 MHz.

*continued on page 10*

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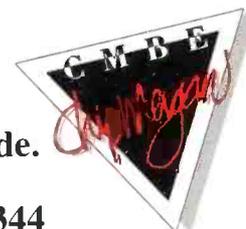
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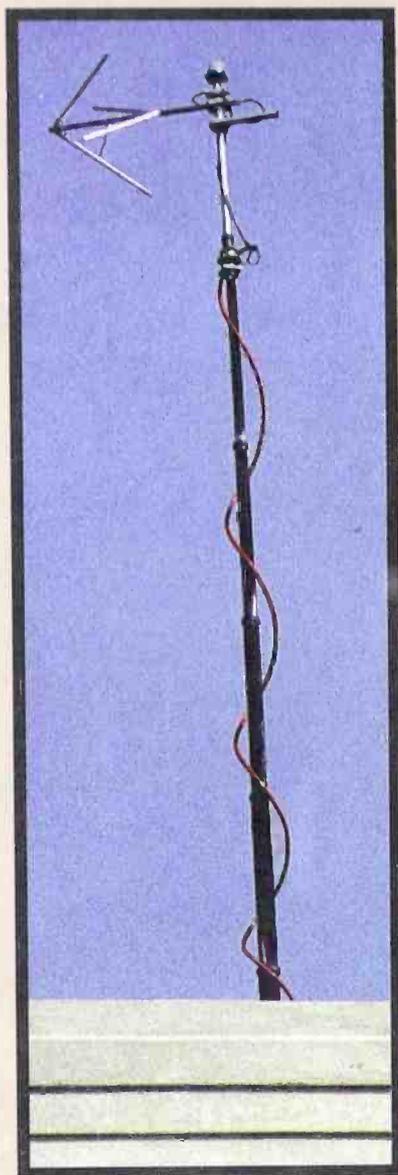
Consoles

Service

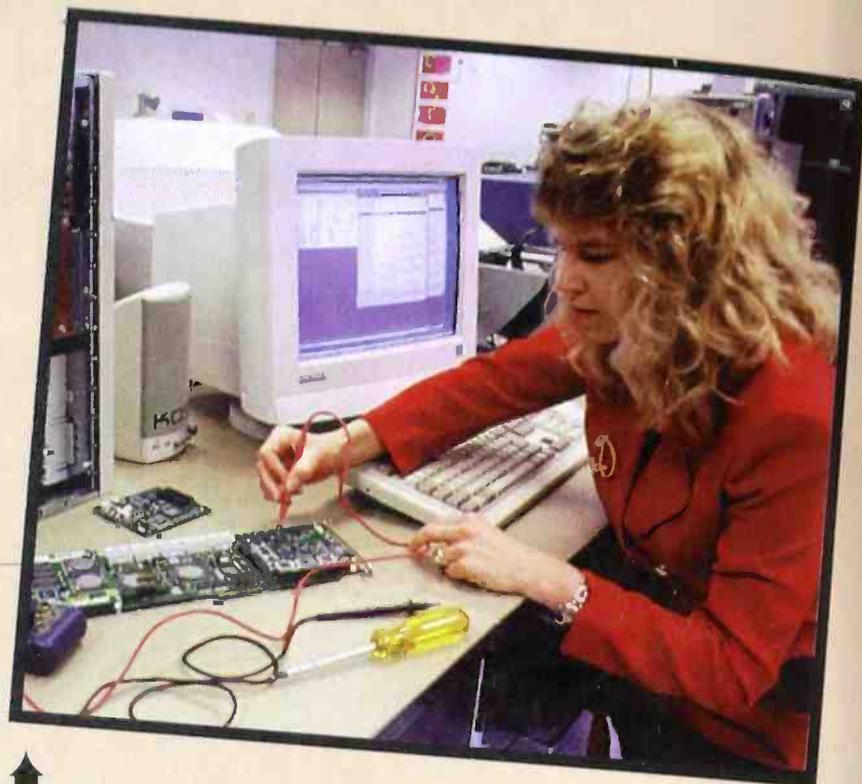


*Solutions for  
Tomorrow's Radio*

USADR continued from page 8



The temporary transmitting antenna for USADR's experimental FM license station. 600 watts, horizontally and vertically polarized with a usable coverage of 6-8 miles. A new antenna and upgrade to 2000 watts is soon to come. (Surprisingly, the test station was received—and confirmed—in RBR's parking lot, a straight-line distance of 34 miles.)



A new prototype receiver board is evaluated in the lab. Notes Struble: "Hardware-based test receivers and transmitters, to be used in our field test program, are scheduled for deployment later this year."



A demonstration of the Fraunhofer AAC codec system in a specially designed sound room. USADR recently announced a contract with Fraunhofer that has the company customizing its codec technology for USADR's system. Previously, it chose Lucent's PAC technology, but has since focused on AAC. Said Struble: "We believe in order to implement IBOC correctly, we must select the best compression technology available, and as such, are evaluating all compression technologies from all key players. Fraunhofer has extensive experience with audio codecs as proven in the CRC test results. Thus, we are using their codec as the baseline for our prototype AM and FM system."



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by Jack Messmer

## Jacor nails down LMA partner for \$31M

Jacor Communications (O:JCOR) has re-upped its LMA of WGST-FM Canton-Atlanta, GA, which dates back to 1993. The five-year renewal, beginning October 1, will likely be the last for the LMA, though. The new deal includes a put/call agreement which would have Jacor buy the 105.7 mHz signal for \$31M. Current owner McClure Broadcasting, which still programs AM sister WCHK, put the FM on the air in 1964. **Broker: Don Bussell, Questcom Media Brokerage**

**RBR observation:** Atlanta continues to be one of the most sought-after markets in the nation. It's hard to say what an FM stick is worth in this market, since so few have come on the market in recent years. Full-C WYAY, which city-grades northeast Atlanta from Gainesville, GA, went to ABC for \$19M five years ago. WGST is a C2

(50kw @ 492 feet), but sits closer to town on the northwest side.

## Jacor & Capstar swap rust-belt AMs

In a deal to keep DOJ happy, Jacor (O:JCOR) is swapping WKNR-AM Cleveland (to clear the way for its Nationwide acquisition) to Capstar (N:CRB) for WTAE-AM Pittsburgh (which Capstar is required to divest from its SFX deal). Neither company is known for standalones (particularly not AM standalones), so it'll be interesting to see whether each buys in-market or swaps yet again. Value? We'd say \$6M or so on each side. **Broker: Paul Leonard, Star Media Group**

**DOJ also satisfied in Iowa**  
DOJ has signed off on Capstar's purchase of KRNA-FM in the Cedar Rap-

ids, IA market but only after Capstar agreed not to buy KXXM-FM. The deal (RBR 9/8/97, p. 12) would have given Capstar five of 12 radio stations in the market, with more than 49% of radio ad revenues. Capstar already owns KHAK-FM, KTOF-AM and KDAT-FM. Separately, DOJ is now looking into consolidation in the Redding, CA market. The switch follows FCC approval of Regent Communication's (O:RGCI) acquisition of four Redwood Broadcasting stations (RBR 6/8, p. 4).

## RBR goes out on a limb

Neither company put a price tag on the five-market, 11-station swap by CBS (N:CBS) and Jacor (O:JCOR), so we've been crunching the numbers. Jacor comes out ahead on revenues, but CBS snared a three-FM superduopoly in a brand new market, Columbus, OH. Our best guess puts the value at \$150M-\$160M on each side. Since we like big numbers better than small ones, we're putting it down as \$160M.

## Phoenix AM priced at \$5.5M

Newly constructed KCCF-AM Phoenix is going to **Francis Battaglia's** North American Broadcasting, owner of WALE-AM Providence, for \$5.5M. The new 50kw day/1kw night signal on 1100 kHz, licensed to Cave Creek, AZ, is currently owned by Broadcasting Development LLC. **Broker: Gary Stevens, Gary Stevens & Co.**

## Citadel IPO price projected at \$15-\$17

Citadel Communications (O:CITC) has updated its pending IPO with a projection that the shares will sell for \$15-\$17 each. Citadel will sell 6.25M shares and an additional 470,796 shares are being sold by early investors, primarily Bank of America. **Underwriters:** Prudential Securities; Donaldson, Lufkin & Jenrette; Goldman, Sachs & Co.; Nationsbank Montgomery Securities

Robert F. X. Sillerman, Executive Chairman

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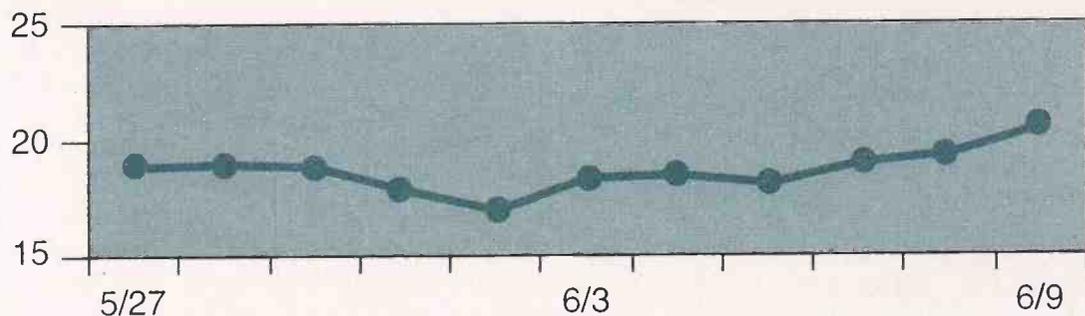
## Capstar falters, recovers after IPO

Capstar Broadcasting Corp. (N:CRB) moved back above its 5/27 IPO price of \$19 per share last week, after falling as low as \$17 in trading on 6/2.

Capstar, which was working to close its \$2.1B purchase of SFX Broadcasting, had to price its stock in a generally stagnant stock market, a hefty undertaking for a young company offering Wall Street the second-largest IPO yet this year (*RBR* 6/1, p. 13). After holding steady for a couple of days, the new issue slid below the IPO price—but when radio stocks rallied last week, Capstar rose with the tide. At the close of trade last Wednesday (6/10), the stock stood at \$20.625.

Capstar's first 11 days of Wall Street trading are detailed in the chart below.

**RBR observation:** That sound you heard last week was a big sigh of relief from a couple of CEOs in Milwaukee, WI and Big Fork, MT (and their underwriters on Wall Street) who have radio IPOs well along the pipeline and soon to be priced.



## Competitor cries foul in Wichita Falls

Cumulus Media (O:CMLS, IPO pending) has been LMAing KOLI-FM Electra, TX since the new station signed on in January and has applied to buy the station for \$247,062 (*RBR* 6/1, p. 15) to add to Cumulus' Wichita Falls superduopoly. Nothing unusual about that, except that the station's CP (it is not yet licensed) was issued by the FCC for a non-commercial, educational station, although it operates in the commercial FM band (94.9 MHz). Crosstown competitor Apex Broadcasting has filed a petition to deny the sale, claiming that current owner High I-Q Radio has illegally broadcast ads on a non-commercial station and is trying to "sell a commercial permit which High I-Q never obtained."

**RBR's examination** of KOLI's FCC file found that High I-Q's application for a license, filed Feb. 2, stated in an exhibit that the station planned to operate as a commercial station. That application is still pending, but the FCC's database now lists the station as commercial, rather than non-commercial.

**RBR observation:** We must point out the educational value of Cumulus' Oldies programming on KOLI—teaching young Texans the history of rock 'n' roll.

## Tower nuptials completed

American Tower Systems existed for only four days after being spun off from American Radio Systems as CBS (N:CBS) bought out the radio group. Last week (6/8) American Tower Systems Corp. completed its long-pending merger with American Tower Corporation. The official name is now American Tower Corp., although the logo is simply "American Tower." The company is using the AMT symbol which debuted June 5 on the New York Stock Exchange.

## RBR's deal digest

Cumulus (O:CMLS, IPO pending) is buying Midland's Topeka double duopoly for \$10.425M and paying Clarendon County Broadcasters \$3.25M for WYMB-AM & WHLZ-FM in the Florence, SC market... Asterisk Inc. is adding to its Gainesville-Ocala superduopoly with a \$1.15M buy of WNFQ-FM from Newberry Broadcasting. **Broker: Stan Raymond**... McDonald Media has LMA'd (with options to buy) Engles Enterprises' KHTY-FM & KMGQ-FM, which will fit nicely with McDonald's trio of stations in the adjacent Oxnard-Ventura market. **Broker: Jack Minkow & Bob Heymann**, Broadcast Asset Management... Word on the street has Engles' remaining station, KTMS-AM, going to a local TV owner.

# SOLD!

KKIQ (FM), Livermore, California from Tri-Valley Broadcasters to Jim Levitt and John Levitt (Vista Asset Management).

Elliot B. Evers initiated the transaction

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CHARLES E. GIDDENS  
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RANDALL E. JEFFERY  
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**TRANSACTION DIGEST™**

by Jack Messmer & Dave Seyler

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

**\$53,315,000—\* KOMA AM-FM, KRXO-FM** Oklahoma City from Diamond Broadcasting Inc. (Daniel R. Lee) to Renda Broadcasting Corp. of Nevada, a subsidiary of Renda Broadcasting Corp. (Anthony F. Renda). \$3M escrow, balance in cash at closing. **Superduopoly** with KMGL-FM. LMA since 4/30. Broker: Broadcast Asset Management Corp.

**\$11,450,000—\* KKJJ-FM, KMED-AM, KRWQ-FM, KZZE-FM** Medford-Ashland OR (Ashland, Medford, Gold Hill, Eagle Point) from Hill Radio Inc./Crater Broadcasting Inc./Pro Promotions Inc./Ashland Broadcasting L.L.C. (Duane Hill, Sherry Hill, Milo Yount) to Citicasters Co. (Randy Michaels), a subsidiary of Jacor Communications Inc. (O:JCOR). \$1M escrow, balance in cash at closing. **Superduopoly** with KOPE-FM.

**\$4,500,000—KZWC-FM** San Francisco (Walnut Creek CA) from KZWC Broadcasting Inc. (Amador S. Bustos), a subsidiary of Z Spanish Radio Network, to Citicasters Co. (Randy Michaels), a subsidiary of Jacor Communications Inc. (O:JCOR). \$225K escrow, balance in cash at closing. Seller still holds KZSF-FM in the market. An earlier deal selling both FMs to Radio One was not consummated (*RBR* 12/15/97, p. 12). Broker: Media Venture Partners

**4,000,000—\* WALG-AM, WKAK-FM, WEGC-FM & WJAD-FM** Albany GA (Albany-Sasser-Leesburg GA) from K-Country Inc. (Robert N. Brooks Sr.) and Robert N. Brooks, Sr., sole proprietor, to Cumulus Licensing Corp. (William Bungereoth, Richard Bonick Jr.), a subsidiary of Cumulus Media LLC (Richard Weening, Lewis Dickey Jr.). \$165K escrow, balance in cash at closing. Existing **superduopoly**. LMA since 4/1.

**\$3,000,000—\* KAGG-FM** Bryan-College Station (Madisonville TX) from OARA Inc. (Kenneth R. Reynolds) to Sunburst Media LP (Don L. Turner, John M. Borders, Media/Communications Partners III LP). \$150K letter of credit as escrow, \$3M cash at closing. **Duopoly** with KKYS-FM.

**\$1,800,000—\* WTAZ-FM** Peoria (Morton IL) from Morton-Washington Broadcasting Co.

(Lynette Demanes) to Kelly Communications Inc. (James C. McCrudden). \$270K escrow, balance in cash at closing. **Superduopoly** with WXCL-FM, WOAM-AM, WFXF-FM. LMA since 5/1.

**\$1,500,000—WXOF-FM** Beverly Hills FL from Heart of Citrus Inc. (David Arthurs) to WXOF Inc. (John W. Bride). \$75K escrow, additional \$1.025M in cash at closing, \$400K note. Broker: Jorgenson Broadcast Brokerage; The Connelly Co.

**\$1,200,000—\* KWCK AM-FM** Searcy AR from Class Inc. (Levoy Patrick Demaree), a subsidiary of Demaree Media Inc., to Searcy Radio Inc. (Larry F. Morton, Gregory W. Fess, Max W. Hooper, Neal Ardman), a subsidiary of Kaleidoscope Radio L.L.C. \$100K escrow, \$50K of which is designated for two \$25K non-competes, two \$100K advance payments, \$900K note. **Duopoly** with KAWW AM-FM Heber Springs AR. LMA since 12/1/97.

**\$775,000—\* KRIG-FM** Nowata OK from KRIG Inc. (Bruce H. Campbell) to KCD Enterprises Inc. (Kevin & Dorea Potter). \$50K escrow, \$525K cash at closing, \$200K consulting agreement. **Duopoly** with KWON/KYFM Bartlesville OK. KRIG has recently constructed a CP upgrading it to C3 with 15 kw @ 423'. Deal also includes Coupon Express, a free-distribution shopper. Seller retains KOMH-AM Pawhuska OK. Broker: Bill Whitley

**\$650,000—WMTY AM-FM** Greenwood SC from United Community Enterprises Inc. (Wallace A. Mullinax) to Keene of South Carolina Inc. (Rick & Kathleen Prusator). \$25K escrow, \$25K post-closing escrow, balance in cash at closing. Broker: Whittle Agency

**\$550,000—WAKU-FM** Crawfordville FL from Dash Communications Inc. (Terry Posey) to Altrua Investments International Corp. (Michael Floyd, Donna Floyd, Melode Smelko). \$7.5K escrow, balance in cash at closing. Broker: Thorburn Co.

**\$290,000—KVCI-AM** Canton TX. Stock of Canton Broadcasters Inc. from William C. Bone and Lloyd Shin (each 50% to 0%) to Eric L. Jontra (51%) and R. Dean Taylor (49%). \$1K cash, approximately \$289K debt assumption.

**\$275,000—WGKY-FM** Wickliffe KY from Ron Gentry dba Purchase Sound Broadcasting to Wickliffe Rental Properties Inc. (R.K. Kelly). \$2K escrow, \$3.8K deposit, balance in cash at closing.

**\$245,000—WMCL-AM** Marion-Carbondale (McLeansboro IL) from Daniel R. Johnson to Dana Communications Corp. (Dana R. Withers). \$175K note, \$70K debt assumption. **Combo** with WQRL-FM.

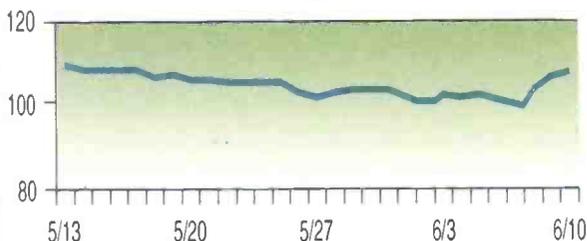
# BROADCAST INVESTMENTS™

## June 10—RBR Stock Index 1998

Company	Mkt:Symbol	6/3 Close	6/10 Close	Net Chg	Pct Chg	6/10 Vol (00)	Company	Mkt:Symbol	6/3 Close	6/10 Close	Net Chg	Pct Chg	6/10 Vol (00)
Ackerley	N:AK	19.875	21.562	1.687	8.49%	218	Heffel Bcg.	O:HBCCA	36.625	36.500	-0.125	-0.34%	1720
Alliance Bcg.	O:RADO	0.812	0.812	0.000	0.00%	1	Jacor	O:JCOR	51.625	56.125	4.500	8.72%	4161
Am. Tower	N:AMT	20.875	22.875	2.000	9.58%	1493	Jeff-Pilot	N:JP	58.062	58.500	0.438	0.75%	1703
AMSC	O:SKYC	11.250	10.750	-0.500	-4.44%	351	Jones Intercable	O:JOINA	21.750	23.500	1.750	8.05%	531
Belo Corp.	N:BLC	25.719	25.250	-0.468	-1.82%	449	Metro Networks	O:MTNT	39.500	42.187	2.687	6.80%	267
Big City Radio	A:YFM	9.000	9.062	0.062	0.69%	131	NBG Radio Nets	O:NSBD	2.000	1.125	-0.875	-43.75%	0
Capstar	N:CRB	18.562	20.625	2.063	11.11%	3301	New York Times	N:NYT	72.687	72.000	-0.687	-0.95%	2764
CBS Corp.	N:CBS	30.500	31.562	1.062	3.48%	12488	News Comm.	O:NCOM	1.375	1.375	0.000	0.00%	0
CD Radio	O:CDRD	36.500	36.875	0.375	1.03%	1504	OmniAmerica	O:SCTR	44.687	45.500	0.813	1.82%	160
Ceridian	N:CEN	51.437	56.187	4.750	9.23%	2409	Otter Tail Power	O:OTTR	32.375	34.625	2.250	6.95%	336
Chancellor	O:AMFM	40.875	48.000	7.125	17.43%	32702	Pacific R&E	A:PXE	3.750	3.875	0.125	3.33%	118
Childrens Bcg.	O:AAHS	3.125	3.062	-0.063	-2.02%	107	Pulitzer	N:PTZ	87.937	87.812	-0.125	-0.14%	89
Clear Channel	N:CCU	96.625	103.625	7.000	7.24%	4375	RealNetworks	O:RNWK	21.250	26.250	5.000	23.53%	4233
Cox Radio	N:CXR	42.500	44.000	1.500	3.53%	177	Saga Commun.	A:SGA	16.375	16.062	-0.313	-1.91%	162
DG Systems	O:DGIT	3.937	3.625	-0.312	-7.92%	40	Sinclair	O:SBGI	25.000	28.000	3.000	12.00%	2766
Disney	N:DIS	109.562	118.312	8.750	7.99%	23050	SportsLine USA	O:SPLN	24.000	29.937	5.937	24.74%	3914
Emmis Bcg.	O:EMMS	43.500	48.000	4.500	10.34%	3416	TM Century	O:TMCI	0.437	0.437	0.000	0.00%	1
Faircom	O:FXCM	1.031	1.062	0.031	3.01%	100	Triangle	O:TBCS	0.085	0.100	0.015	17.65%	720
Fisher	O:FSCI	73.500	73.250	-0.250	-0.34%	27	Triathlon	O:TBCOA	10.750	10.625	-0.125	-1.16%	54
Gaylord	N:GET	33.562	33.625	0.063	0.19%	112	Tribune	N:TRB	67.562	68.625	1.063	1.57%	1123
Granite	O:GBTVK	11.125	11.500	0.375	3.37%	411	Westtower	A:WTW	25.500	24.000	-1.500	-5.88%	43
Harris Corp.	N:HRS	47.625	45.187	-2.438	-5.12%	4346	Westwood One	O:WONE	26.062	26.375	0.313	1.20%	1765
							WinStar Comm.	O:WCII	39.125	47.375	8.250	21.09%	43174

### The Radio Index™

Radio stocks surged as the overall market moved cautiously higher. The Radio Index™ closed Wednesday, June 10 at 107.80, up/down 5.30 from a week earlier.



### Fed chief stays on course

Dow Jones—Federal Reserve Chairman **Alan Greenspan** continued to express concern over the unflagging strength of the U.S. economy (6/10), but he also appeared to be in no hurry to counter that with higher interest rates, Fed watchers said.

"The Fed is clearly concerned the labor markets are getting so tight that wage pressures could lead to inflation down the road. But there's, at the same time, no sense of urgency to change policy, which basically gives the green light to stock and bond markets," observed **John Williams**, chief global market economist at BT Alex. Brown Inc.

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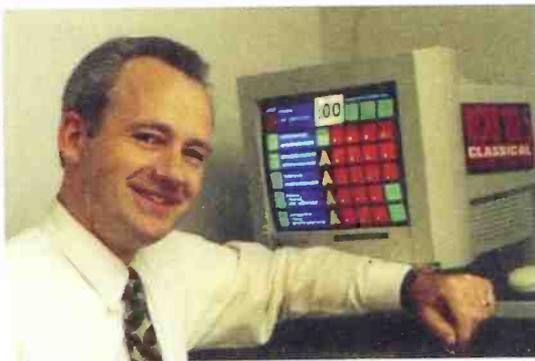
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David Maxson, VP - WCRB FM, Boston

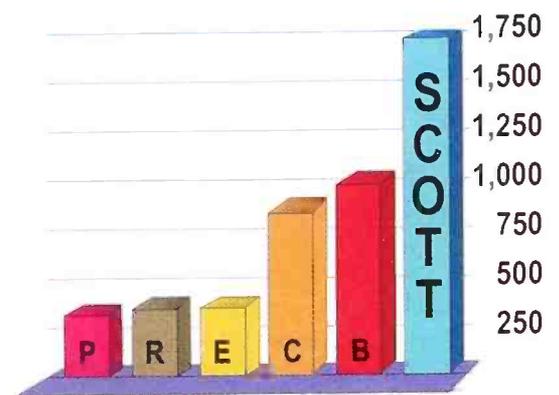
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