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He has a sense of humor... but not when it comes to your money.
Split NAB board backs more ownership relaxation The NAB voted to back further relaxation of broadcast ownership rules. But both supporters and opponents of the resolution agree that the position will be a tough sell at the FCC. / 4

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

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

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

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

SHOWS PLAY MUSICAL (PRODUCER) CHAIRS

Cosby shares grief with Rather, nation CBS Evening News anchor Dan Rather got a big scoop last week: a two-and-a-half-hour interview with Bill Cosby in which the entertainer acknowledged an extramarital affair more than two decades ago with the mother of a woman recently claiming to be his daughter. / 49

COVER STORY

Station and cable trading sets a record Randy Michaels led Jacar Communications on a $1.6 billion spending spree, growing in 1996 from 24 radio stations to 122 today. / 22

Cover photo by Paula Norton Photography

Telemedia

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

HDTV heats up in Seattle KCTS-tv, the PBS station in Seattle, became the nation’s fourth experimental DTV station last Wednesday, when it began transmitting an HDTV test signal. / 75

http://www.broadcastingcable.com
By Heather Fleming
NAPLES, Fla.

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

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

The NAB will now file comments with the FCC taking those positions as the commission considers changes to TV ownership and attribution rules. As required by the Telecommunications Act of 1996, the FCC is considering whether LMAs should be subject to TV ownership and crossownership restrictions and whether duopoly should be allowed under certain circumstances. Comments are due at the commission Feb. 7, and replies are due March 21.

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

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

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

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

NAB projects $8.6 million in income this year

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

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

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

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

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

---HF

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| **EXPENSES**                  |
|                               |
| Government relations          | 2,884,462         | 3,161,404   | 9.6% |
| Legal                         | 1,495,701         | 1,363,386   | -8.8% |
| Human resource development    | 213,999           | 219,971     | 2.8% |
| Public affairs & communications| 848,653           | 985,295     | 16.1% |
| NAB services                  | 1,290,545         | 1,271,308   | -1.5% |
| Adv. & event marketing        | 345,979           | 378,588     | 9.4% |
| Science & technology          | 897,865           | 957,962     | 6.7% |
| Research & information        | 1,398,215         | 1,493,986   | 6.8% |
| Radio                         | 1,089,685         | 1,114,039   | 2.2% |
| Television                    | 1,054,617         | 1,084,980   | 2.9% |
| Meetings & conference services| 687,532           | 710,945     | 3.4% |
| Conventions & exhibitions     | 47,183            | 50,002      | 6.0% |
| General & administrative      | 8,785,221         | 9,392,242   | 6.9% |
| NAB convention                | 6,632,372         | 7,417,135   | 11.8% |
| Radio convention              | 3,276,663         | 3,800,110   | 15.1% |
| **Total Revenue**             | $30,948,692       | $31,401,323 | 1.5% |

| OPERATING INCOME              |
|                               |
| Budget                        | $ 7,193,407       | $ 9,459,620 | 31.5% |
| Board contingency             | 964,570           | 837,000     | -13.2% |
| Extraordinary items           | 880,000           | 0           | -100.0%|
| **NET INCOME**                | $ 5,348,837       | $ 8,622,620 | 61.2% |
local television stations are increasingly challenged by proliferating multichannel video competitors, the board-approved resolution says. In light of these changes, if local TV stations “are to continue to play the unique role they have in their communities, the FCC’s outdated local television ownership rules must be revised….” it says.

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

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

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

“I just don’t think the vote reflects the majority of people in the industry,” said William Ryan, president of the Post-Newswave Stations group.

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

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

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

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

By Don West
NAPLES, FLA.

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

Broadcasting & Cable did last week, in the shadow of the NAB’s Florida joint board meeting. The owner was Bernard Waterman, president of Waterman Broadcasting in Fort Myers, Fla., licensee of WBBH-TV there and holder of a local marketing agreement for WZVN-TV Naples. That station had been owned by Ellis Communications, but was sold to Montclair Communications, headed by Lara Kunkler, for $21.3 million.

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

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

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

Echoed Steven Pontius, the WBBH-TV general manager: “Even the telephone company is competing against us, not with television but with the Yellow Pages. And DBS encroachment is becoming meaningful, taking our viewers away in favor of stations from New York. Even MMDS, run by American Wireless, is making inroads.”

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

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

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

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

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

Waterman Broadcasting’s Fort Myers, Fla., facility houses both WBBH-TV (NBC) and WZVN-TV (ABC).
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Fox deal makes Petry largest rep

By Steve McLellan
NEW YORK

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

As a result of the transaction, in which Petry acquired Fox's in-house rep firm, New World Television Sales, Petry Media Corp. becomes the largest rep, with roughly $2.5 billion in annual billings, according to sources. The Cox-owned reps (Telerep, MMT and HRP) have roughly $2 billion in billings, and Katz Media Corp. has about $1.7 billion.

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

Thomas Burchill, chairman of Petry, says the deal reflects an effort the industry is making toward strategic and long-term planning: "It's a changing marketplace, and everybody benefits." Jim Burke, executive vice president, sales and marketing, Fox Television Stations, says the company "looked long and hard" at the pros and cons of in-house versus outside representation, as well as at other "very good" proposals from competing reps. But the long-term Petry deal, he said, offered the most efficiency and positioning for "substantial" growth.

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

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

'Savannah' loses hometown affiliate

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

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

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

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

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

Fox trading for KIRO-TV

Network will swap Phoenix, Austin stations for Seattle

By Cynthia Littleton and Elizabeth A. Rathbun
HOLLYWOOD

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

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

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

Sources put the value of kiro-tv at $200 million or more. Last month, Cox Broadcasting Inc. paid $160 million for a weaker station, kstw-tv Seattle, a CBS affiliate at ch. 11.

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

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

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

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

Belo paid $162.5 million for kiro-tv in September 1994.
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Lott wants word on Powell

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

By Chris McConnell and Heather Fleming

WASHINGTON

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

"I've asked him how he got to be at the Justice Department in the Clinton administration," Lott said of the potential FCC nominee last week. "This is a Republican slot," Lott added that he had requested a copy of Powell's resume.

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

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

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

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

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

Senator Trent Lott

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

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

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

DARS delays at FCC

Commissioners split over public interest obligations

By Chris McConnell

WASHINGTON

Satellite radio rules have hit another snag at the FCC.

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

But at least one commissioner is concerned about that idea. "We don't have [a DARS service] yet," says Commissioner James Quello, adding that he will need to take a hard look at the proposed rules. Quello says he doesn't like placing public service obligations on a service that has not yet been launched.

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

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


**Senate to hold liquor ad hearings**

But both Burns and Tauzin are urging industry settlement beforehand

By Heather Fleming and Harry A. Jessell

WASHINGTON

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

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

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

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

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

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

---

**Senate, FCC to hear gripes on TV ratings**

By Harry A. Jessell

WASHINGTON

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

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

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

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

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

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

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

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

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

The system has drawn criticism. But Hundt, who will be leading the FCC examination, has so far reserved judgment.
Fox Sports eyeing piece of MSG

Officials call talk 'premature,' but interest is there

By Rich Brown
NEW YORK

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

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

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

Cablevision's drawn-out payments for its stake in ITT, and the company's considerable debt (an estimated $3 billion), make some analysts doubt that the MSO would seek to buy MSG outright. And there is some precedent to make Cablevision think twice about such a deal: the stock market did not respond favorably to Comcast Corp. when the MSO invested heavily in Philadelphia sports properties last year.

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

Other companies seen as likely bidders include former owner Viacom/Paramount and Group W/CBS, which has money to spend and has expressed interest in building its cable programming portfolio. One media giant not likely to go after MSG is debt-laden Time Warner/Turner, even though it owns cable systems serving more than 1 million MSG subscribers in New York City.

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

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

Nick offers advertisers package deal

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

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

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

The bottom line for Nickelodeon is that it will retain the largest single share of the kids market this year with an estimated $225 million in advertising, up roughly 15%.

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

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

The kids cable network already had commitments for about two-thirds of available inventory for the coming year, as a result of multiple-year deals done earlier. Now a similar base has been laid for the 1998-99 season. —SM
Merrill Lynch starred as both leading advisor and underwriter to the broadcasting industry in 1996. The reasons? In-depth industry knowledge, innovative thinking and our unrivaled distribution system. Capabilities that achieve results make a difference.

The difference is Merrill Lynch.
'60 Minutes' drops Cosby interview

By Lynette Rice
HOLLYWOOD

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

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

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

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

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

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WASHINGTON

Budget forecast

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

Auction fee

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

NEW YORK

Sick Cavett

Less than two weeks after debuting on about 25 radio stations nationwide in early January, host Dick Cavett fell ill with flu that turned into pneumonia. He has been off the air since Jan. 20. Cavett's producer, Jim Moscovitz, had hoped he would return to work Feb. 3 but concede it may take longer for Cavett to recover. In Cavett's absence, Moscovitz has recruited a number of substitute hosts, including WRKO(AM) Boston talker Jerry Williams and WWRC(AM) Washington talker Joe Palka.

Moscovitz says he expects Williams to fill in for Cavett until he returns and wants him to continue as co-host of the program. WRKO management shifted Williams from weekdays to weekends about two weeks ago. Meanwhile, some of Cavett's affiliates have complained that the show did not deliver some of the high-profile guests—namely Colin Powell, Michael Jordan and Billy Crystal—it promised for January. Moscovitz said those guests had wanted to appear on the show when Cavett was hosting.

WASHINGTON

Rule revision

FCC officials this week hope to issue their revised rules on cable leased-access pricing. The new rules, which could appear as early as today, are aimed at boosting leased-access programer efforts to find space on cable systems.

Sources following the proceeding have said they expect the revised rules to incorporate a cable industry proposal to replace the current "highest implicit fee" formula with a system for charging the average implicit fee.
Compromise reached on V-U digital rift

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

By Chris McConnell
WASHINGTON

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

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

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

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

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

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

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

But UHF broadcasters earlier this year said their planned power levels were too small and might lead to a loss in service adjustments are needed. The plan also calls for an 18-month study of digital TV interference and coverage.

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

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

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

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

ABC thrown to the Lion

By Dan Trigoboff

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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PrimeTime 24 sued over distant signals

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

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

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

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

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

PrimeTime 24 says that many of those viewers receiving local signals see poor picture quality. The company has called for Congress to include picture quality in the white-area criteria. —CM
**TW challenges BT over MCI**

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

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

**FCC lawyers rated high**

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

**FCC gives Gannett time to sell Niagara paper**

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

**Nelson changes jobs**

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

**FCC fines**

The FCC’s Mass Media Bureau has fined one broadcaster $5,000 for ceding control of a Denver low-power TV station without receiving FCC approval. In a letter to Western Slope Communications, the commission cited an agreement between the broadcaster and W. Russell Withers under which Withers has exercised control over the station. The commission fined Withers, as well as Western Slope, $5,000.

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

**Spectrum auctions forum**

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

**Congress, Clinton get low grades**

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

**Senators speak out on universal service**

Senate Commerce Committee Chairman John McCain (R-Ariz.) and Senator Ted Stevens (R-Alaska) don’t want the FCC to forget the education-related provisions of its universal service rulemaking before it settles the entire proceeding. The rulemaking—aimed at boosting availability of telecommunications technology—includes provisions that would devote funds to schools and libraries for telecommunications. McCain and Stevens said the commission should not implement those provisions separately. “Sound implementation...requires that the commission resolve all the interrelated issues involved in universal service carefully and contemporaneously...” the senators said in a Jan. 27 letter to Hundt. Their letter was sent the same day Hundt was lauding the education-related initiatives during a Washington speech. “By the time the [next] century starts we want all schools on line, with technology fully integrated into the students’ lives...” Hundt said to the National School Boards Association.
1996 spending tops $48 billion

Trading Market Explodes

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

By Donna Petrozzello

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

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

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

Expectations also are high for this year: “Last year and 1997 will represent the two highest levels of station trading in the radio industry ever, and likely will never be surpassed,” says broker William J. Steding, managing director, Star Media Group Inc., Dallas. “Nineteen ninety-six was the best year in our history,” says broker Fred Kalil, of Kalil & Co., Tucson, Ariz. “And we already have enough in the hopper for 1997 to beat 1996.”

Radio was the champion in 1996, with the all-radio Westinghouse/Infinity merger topping the list of the year’s biggest deals (see box, page 23). The Telecommunications Act did far more to deregulate radio than television, encouraging radio-station consolidation and leaving many changes in the TV rules in the hands of the FCC.

New law drives the deals

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

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

The amount spent on radio in 1996, $14.87 billion, topped 1995’s radio total by a whopping 315.5%. Meanwhile, dollars spent on TV stations rose 121.3%, to $10.49 billion. The number of TV deals actually dropped, howev-
ment limited the number of stations and the amount of radio revenue that American Radio Systems Corp. could control in Rochester, N.Y. The previously fast-paced year went out like a lamb. But by last month, radio stocks had largely returned to pre-October levels.

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

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

“The TeleAct created a structural shift in the industry that for the first time allowed the creation of midmarket companies that are large enough to be of interest to public markets,” Pruett says. “We are looking at a structural change that is permanent.”

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

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

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

Operating stations in a market with larger station groups has “made competition more intense. You’ve got better competitors, and we’re finding that the surviving companies are much more savvy and they have more resources,” says Jeff Smulian, chairman, Emmis Broadcasting Corp., Indianapolis.

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

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

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

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

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

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

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

Ginsberg expects trading to pick up as the year unfolds. He describes 1996 as the first six innings of a baseball game and the first 60 days of 1997 as “the seventh-inning stretch.” Now “we’re ready to play the rest of the ball game,” Ginsburg says. “I think it will last through 1997, but then it will be pretty much done.”

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

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

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

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

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

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

Elizabeth A. Rathbun contributed to this report.
Consolidation continues to power big deals and small

By Price Colman

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

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

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

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

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

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

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

In the cable brokerage lexicon, stable appears to mean record. Waller, Daniels and CEA all had record years, With cable M&A deals worth $4.1 billion. Waller emerged as the leading brokerage in 1996. Daniels, the perennial powerhouse, was second, with 47 M&As valued at $2.6 billion. Daniels had an additional 21 cable-related deals—arranging debt offerings or financial advisor— that added $1.1 billion for a total $3.7 billion. CEA also had a record year, summarizing 35 domestic cable deals worth nearly $561 million.

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

Along with significant activity among the midsize players, another trend on the growth track during 1996 was system trades. Consolidation and clustering were key factors driving activity in the swap sector. ‘Trading is being done for the most part by larger companies because they don’t have the cash to buy,’” says MacCrory. “And trades are much better from a tax perspective.”

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

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

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

- Larger operators will continue to consolidate in chosen geographic areas. Midsize operators will pursue a similar strategy. The pace of trades is likely to accelerate before losing steam in ’98.
- MSOs’ first-quarter performance will set the tone for the remainder of the year. If the numbers are good, investor interest in cable should rise, stimulating an upward cycle.
- Watch for big news from the cable arena—a mega-merger, another Baby Bell buy-in or possibly stronger-than-expected results from cable modem.
Congratulations to AP's 1996 Gramling Award Winners

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

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

**Thelma LeBrecht**
Senior Correspondent, Broadcast News Center, Washington
The Gramling Reporter Award for the depth and breadth of her reporting. ($10,000 cash prize)

**Tim Gallivan**
Director of News Technology, New York
The Gramling Achievement Award for refining and developing news categorization, archive and election systems. ($10,000 cash prize)

**Bill Schroeder**
Business Development Creative Services Group Manager, New York
The Gramling Fellowship to study design management. ($25,000 fellowship)
With cash to burn, Randy Michaels and Jacor Communications Inc. did just that in 1996. Except for the $4.9 billion merger of Infinity Broadcasting Corp. into Westinghouse Electric Corp., Jacor spent more money to buy radio stations than any other company last year.

The radio (and one TV) group spent more than $1.603 billion on radio stations, according to figures compiled by Broadcasting & Cable American Radio Systems Corp. follows with $1.364 billion; next is Clear Channel Communications Inc. with $1.051 billion (see list of deals, page 23). In 1995, the entire industry spent $8.32 billion on TV and radio deals.

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

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

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

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

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

So far, Jacor counts 18 regional clusters, including Fort Collins, Colo./Casper, Wyo./Denver, Sarasota/Tampa, Fla./Lexington/Louisville, Ky., and Lima/Toledo, Ohio. In Toledo, for example, it owns or is buying WPIS(AM)-WWKS(FM), WRVF-FM and WCHT-FM. Last month, Jacor said it would buy four more stations 80 miles away in Lima. As it is wont to do, Jacor paid a bargain basement price: $8 million, or seven times cash flow (Bus.C, Jan. 27).

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

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

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

Randy Michaels led Jacor on a $1.6 billion spending spree last year and he’s not finished yet.
says. Noting that "the downside to a bunch of small markets is figuring out how to run them," Michaels says Jacor's clusters will be linked via computer, also by the end of the year.

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

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

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

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

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

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

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### The $1 million-plus club

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

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<table>
<thead>
<tr>
<th>Station</th>
<th>Seller</th>
<th>Buyer</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KSAZ-TV Phoenix; WTVD Tampa, Fla.; WAGA-TV Atlanta; WJBK-TV Detroit; WDAF-TV Kansas City, Mo., and KTVI-TV St. Louis; WJW-TV Cleveland; KTBC(TV) Austin and KDFW(TV) Dallas, Texas (LMA with KDFI(Dallas), and WITI-TV Milwaukee (includes remaining 80% of New World Communications Group Inc.)</td>
<td>Price: $3 billion</td>
<td>Buyer: News Corp./Fox Television Stations Inc. (Rupert Murdoch, chairman)</td>
<td>Seller: New World Communications Group Inc. (Ronald O. Perelman, chairman)</td>
</tr>
<tr>
<td>KNSD(TV) San Diego and WVTM-TV Birmingham, Ala.</td>
<td>Price: $425 million plus working capital Buyer: Raycom Media Inc. (formerly Ellis Acquisitions Inc. [Stephen I. Burr, principal; Retirement Systems of Alabama, financier])</td>
<td>Seller: New World Communications Group Inc. (William C. Bevins, CEO)</td>
<td></td>
</tr>
</tbody>
</table>
Orleans, and WLUK-TV Green Bay, Wis. Price: $210 million (merger) Buyer: Silver King Communications Inc. (Barry Diller, owner) Seller: Savoy Pictures Entertainment Inc. (Lewis Korman, president) Broker: Gleacher & Co.


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

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


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

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


Alabama

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

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


WHOA-TV Montgomery Price: $6.5 million plus assumption of liabilities Fiz has to call to check final price Buyer: Park Communications Inc. (Wright M. Thomas, president) Seller: WHOA-TV Inc. (Louis Frey Jr., president) Broker: Media Venture Partners

Arkansas


Arizona

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

Arkansas


California


KCSN-TV San Francisco Price: $30 million Buyer: Ramcast Corp. (Rachamim Anatian, chairman; Barbara Laurence, president) Seller: West Coast United Broadcasting Co. (Carson Chen, president) Broker: Gammon Media Brokers Inc.

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

Connecticut

WTWS(TV) New London/Hartford Price: $3.050,949 Buyer: Roberts Broadcasting of Hartford LLC (co-owners Steven G. and Michael V. Roberts) Seller: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman)

District of Columbia


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

Florida

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

W2ZV(AM) Naples Price: $2.3 million Buyer: Monclair Communications Inc. (Lara Kunkler, president) Seller: Ellis Communications Inc. (U. Bertram Ellis Jr., president)

WPXG(TV) Panama City Price: $5 million Buyer: Wicks Broadcast Group LP (WBG Management Inc., general partner) Seller: Ashling Broadcast Group Inc. (Elizabeth W. Mooney, principal) Brokers: Kalil & Co. (buyer); York Street Partners (seller)

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

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

Georgia

Formation of LP to own WFXL(TV) Albany Value: $5.7 million Buyer: BCI Growth IV LP (Theodore T. Horton Jr., principal; after transfer, BCI will be 66.5% limited partner)
**OVER $1 BILLION IN TRANSACTIONS IN 1996**

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

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

<table>
<thead>
<tr>
<th>$68,000,000</th>
<th><strong>Senior Debt Financing</strong></th>
<th>U.S. Broadcast Group, L.L.C. has acquired $97,000,000 of television broadcast properties</th>
</tr>
</thead>
<tbody>
<tr>
<td>$15,000,000</td>
<td><strong>Preferred and Common Equity Capital</strong></td>
<td>has been arranged for U.S. Broadcast Group, L.L.C.</td>
</tr>
<tr>
<td>$63,000,000</td>
<td><strong>SOLD</strong></td>
<td>Superior Communications Group, Inc. WDKY-TV and KOCB-TV to Sinclair Broadcast Group, Inc.</td>
</tr>
<tr>
<td>$15,000,000</td>
<td><strong>Equity Capital</strong></td>
<td>has been arranged for Exel' Holdings, Inc.</td>
</tr>
<tr>
<td>$14,540,000</td>
<td><strong>Post-Recapitalization Equity</strong></td>
<td>Purchase of Chesapeake Outdoor Enterprises, Inc. Option has been arranged for Outdoor East, L.P.</td>
</tr>
<tr>
<td>$16,000,000</td>
<td><strong>Senior Debt Financing</strong> with Attached Warrants</td>
<td>has been arranged for Grant Television, Inc.</td>
</tr>
<tr>
<td>$30,000,000</td>
<td><strong>Radio Acquisitions</strong></td>
<td>Represented buyer and arranged debt and equity financing *62nd Street Broadcasting</td>
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</table>

<table>
<thead>
<tr>
<th>$24,600,000</th>
<th><strong>Subordinated Debt Financing</strong></th>
<th>has been arranged for U.S. Broadcast Group, L.L.C.</th>
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</thead>
<tbody>
<tr>
<td>$12,800,000</td>
<td><strong>Senior Debt Financing</strong></td>
<td>has been arranged for Grant Broadcasting System II, Inc. and Grant Media, Inc.</td>
</tr>
<tr>
<td>$30,000,000</td>
<td><strong>Senior Debt Financing</strong></td>
<td>has been arranged for Outdoor East, L.P.</td>
</tr>
<tr>
<td>$60,500,000</td>
<td><strong>SOLD</strong></td>
<td>Outdoor East, L.P. to Lamar Advertising Company, Inc.</td>
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*Closing subject to FCC approval

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

$9.5 million Inc.

WVLA(TV) Baton

president) Washington

David

million

Raycom

Media

Inc.

white 100% general

after transfer

will be

33.5% GP)

WFXG(TV) Augusta and WXTX(TV)

Columbus

Buyer: Gal-

eria Broadcast

Group LLC (managing

members Gary D. kemler, Bruce K. Lumpkin)

Seller: John D. Pezold

Broker: Stan

Ray-

mond & Associates Inc. (buyer)

WTGS-TV Hardeeville, S.C./Savannah

Price: $7 million

Buyer: LP Media Inc. (J. Curtis Lewis III, president) Seller: Hilton Head Television Inc. (Carleton D. Burt, president)

Illinois

WYZZ(TV) Bloomington/Peoria

Price: $23 million

Buyer: Sinclair Broadcast Group Inc. (David D. Smith, president) Seller: Bloomington Comco Inc. (Gerald J. Robinson, president)

Louisiana

WVL(N(TV) Baton Rouge

Price: $23.975 million

Buyer: White Knight Broadcasting Inc. (Sheldon H. Galloway, owner) Seller: Vetter Communications (Cyril Vetter, owner)

KTE(TV) El Dorado, Ark./Monroe

Price: $9.5 million

Buyer: GOCOM Television (Richard Gorman, CEO) Seller: Gray Communications Sytems Inc. (Ralph W. Gabbard, president)

Maine

WPXT(TV) Auburn/Portland

Price: $17.25 million

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

Massachusetts

WND(S(TV) Derry, N.H./Boston

Price: $18 million

Buyer: Ramcast Corp. (Rachamim Anatian, chairman) Seller: CTV of Derry Inc. (Gerald Q. Nash, chairman)

WHRC(TV) Norwell/Boston

Price: $15 million

Buyer: Christian Network Inc. (James L. West, chairman; Lowell W. "Bud" Paxson, co-founder) Seller: Massachusetts Redevelopment LLC (Michael L. Parker, president)

Michigan

WXON-TV Detroit

Price: $175 million


50% of WLAL-TV Lansing Value: $17 million

Buyer: Paul Brissette Jr. Seller: Joel I. Ferguson

Minnesota

KXLI-TV St. Cloud/Minneapolis/St. Paul

Price: $12 million

Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) Seller: KX Acquisition LP c/o Lang Communications (Dale W. Lang, owner)

Mississippi

WDAM-TV Laurel/Hattiesburg

Price: $6 million

Buyer: Media Broadcasting Group Inc. (Donald R. Tomlin Jr., president) Seller: Raycom Media Inc. (Bryan Kent Hawkins, president)

Nebraska

KHGI-TV Kearney, KWNV-TV Haynes Center and KSNB-TV Superior

Price: $12.75 million


New York

WOC(D(TV) Amsterdam/Albany

Price: $2.5 million

Buyer: Christian Network Inc. (James L. West, chairman; Lowell W. "Bud" Paxson, co-founder) Seller: Cornerstone Television Inc. (Oleen Eagle, president)

WNYB(TV) Buffalo

Price: $12 million

Buyer: Grant Television Inc. (Miltoh Grant, president) Seller: Tri-State Christian TV Inc. (Garth W. Coonce, president) Broker: Fox Media

NYNS-TV Syracuse

(includes construction permit for LPTV at Mexico, N.Y.)

Price: $4.245 million

Buyer: RKM Media Inc. (Ronald W. Philips, president) Seller: Metro TV Inc. (Craig L. Fox, president)

WFXV(TV) Utica

(includes low-power wuwn[TV])

Price: $3.2 million

Buyer: Sullivan Broadcasting Co. (J. Daniel Sullivan, president) Seller: Acme TV Corp. (Kevin O’Kane, president)

North Carolina

WAAP(TV) Burlington/Winston-Salem

Price: $5.5 million


WYDO(TV) Greenville

Price: $1.5 million

Buyer: GOCOM Broadcasting Corp. (Richard L. Gorman, president) Seller: KS Family Television Inc. (Frederick J. McCune, principal)

WRAZ(TV) Raleigh/Durham

Price: $3.1 million

Buyer: Carolina Broadcasting System Inc. (Thomas H. Campbell, president) Seller: Tar Heel Broadcasting Inc. (Edward E. Hollowell, chairman)

WRAY-TV Wilson/Raleigh/Durham

Price: $5 million

Buyer: Ramcast Corp. (Rachamim Anatian, chairman) Seller: Wilson Telecasters Inc. (James Thrash, president) Broker: Blackburn & Co

Letter of intent for WSFX-TV

Wilmington

Price: $10 million

Buyer: Twin Towers Communications Co. (Edward L. Gargano, president) Seller: Wilmington Telecasters Inc. (Ty Watts, president)

Ohio

WNWO-TV Toledo

Price: $39.5 million

Buyer: Malrite Communications Group Inc. (John Chaffee, president) Seller: WNWO

Top 10 Deals of 1996

1. $4.9 billion: Westinghouse Electric Corp./CBS Inc. buys Infinity Broadcasting Corp.; 43 radio stations involved. Brokers: Merrill Lynch & Co. (Infinity); Chase Securities Inc, Salomon Bros. Inc. (Westinghouse)

2. $3 billion: News Corp./Fox Television Stations Inc. buys remaining 80% of New World Communications Group Inc.; 10 TV stations involved

3. $1.5 billion: Providence Journal Co. merges into A.H. Belo Corp.; 11 TVs Broker: Bear, Stearns & Co. Inc. (Belo)

4. $1.2 billion: River City Broadcasting LP merges into Sinclair Broadcast Group Inc.; 10 TV, 31 radios Broker: Communications Equity Associates Inc.

5. $1.13 billion: Tribune Co. buys Renaissance Communications Corp.; six TV Brokers: Merrill Lynch & Co. (buyer); Morgan Stanley & Co. Inc. (seller)

6. $774 million: Citicasters Inc. merges into Jacor Communications Inc.; two TV stations, 19 radios

7. $732 million: Ellis Acquisitions Inc. (later Raycom Media Inc., see below) buys out Ellis Communications Inc.'s 15 TVs, two radios

8. $710 million cash: Media General Inc. buys Park Communications Inc.; 10 TV, 28 daily and 82 weekly newspapers Broker: Media Venture Partners (seller)

9. $655 million: EZ Communications merges into American Radio Systems Corp.; 23 radios

10. $485 million: Raycom Media Inc. acquires AFLAC Inc.'s seven TVs

Raycom Media Inc. (Bryan Kent Hawkins, president)
Oklahoma

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

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

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

Rhode Island

Carolina


South Dakota

Tennessee

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

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

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

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

KFOX-EL Paso Price: $28.5 million Buyer: Cox Enterprises Inc. (Nicholas D. Trigony, president) Seller: KFOX-TV Inc. (John B. Mulderig, president)

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

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

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

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


Utah
KOOG-TV Ogden/Salt Lake City Price: $7.5 million Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) Seller: Alpha & Omega Communications LLC (Max Jarimillo, president)

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

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

Wisconsin
WHKE(TV) Kenosha/Milwaukee Price: $6.1 million (56 million forgiveness of debt; $100,000 cash) Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) Seller: Christian Network Inc. (James L. West, chairman; Lowell W. "Bud" Paxson, co-founder)


Broadcasting & Cable February 3 1997

SPECIAL REPORT

KROQ-FM and KRT-HF Los Angeles and KOME-FM, KFRC-AM-FM and KYCY(FM) San Francisco; WQYK-AM-FM Tampa/St. Petersburg, Fla.; WZGC-FM and WAOX(AM) (arranged by price)


www.americanradiohistory.com
KBLA(AM) Santa Monica/Los Angeles and KOVR(TV) Stockton/Sacramento, Calif.; WTTV(TV) Bloomington and WTTK(TV) Kokomo/both Indianapolis; KDSM-TV Des Moines, Iowa; KMEZ(FM) Belle Chasse/New Orleans and WVL(AM), WLME-FM and WSM(AM) New Orleans, La.; KODT-TV St. Louis, WIVF(FM) Wilmore, Ky./East St. Louis and KPN(AM) St. Genevieve/St. Louis, Mo.; KZSS(AM)-KZRR-FM Albuquerque and KSLK-FM Albuquerque/Queretaro; Santa Fe, N.M.; WBEN(AM), WWKB(AM), WKSE-FM, WMQJ-FM, WGR(AM) and WWWS(AM) Buffalo, N.Y.; WLOS(TV) Asheville, N.C.; WSYX(TV) Columbus, Ohio; WKRZ-FM, WGGY-FM, WILK(AM), WWBG(AM), WSDI-FM, WXPX(AM) and WQOE(AM), all Wilkes-Barre/Scranton, Pa.; WBFC-AM-FM, WORD(AM) and WSPA-AM-FM Greenville, WLOS(TV) Asheville/Greenville and WBFC-TV Greenville, S.C.; WVR-FM, WJCE(AM)-WOGY-FM Memphis and WLAC-AM-FM and WJCE-FM Nashville, and KABB-TV San Antonio, Tex. (and LMA with KRRT-TV Kerrville/San Antonio)

Price: $1.2 billion (merger)
Buyer: Sinclair Broadcast Group Inc. (David D. Smith, president)
Seller: River City Broadcasting LP (Barry Baker, president)
Broker: Communications Equity Associates Inc.

KOPA(AM)-KSLX(FM) Scottsdale/Phoenix, Ariz.; KSEG(FM) Sacramento and KRQX(AM) Roseville/Sacramento, Calif.; WXTB(FM) Clearwater/Tampa, WTB(TF) New Port Richey/Tampa and WTS(AM) St. Petersburg/Tampa/Ft. Lauderdale, Fla.; WKL(AM) Atlanta, WDAF(AM)-KYES(FM) Kansas City, Mo.; WKRC-TV, WKRFQ(FM) and WNN(AM) Cincinnati and WTVN(AM)-WLQV(FM) Columbus, Ohio, and KEX(AM)-KZRR-FM Portland and KKCW(FM) Beaverton/Portland, Ore. Price: $774 million (merger)
Buyer: Jacor Communications Inc. (Randy Michaels, CEO)
Seller: Citicasters Inc. (John Zanotti, president)

KHTK(AM)-KNCI(FM) and KRAK-FM Sacramento, Calif.; KBEQ-AM-FM (Kan.) and KKF(AM)-K2K-FM, KSD-AM and KYK(AM) St. Louis; WSO-C-FM and WSSS(AM) Charlotte, N.C.; WBZZ(FM) Pittsburgh; WIQ(AM) and WUSL(AM) Philadelphia, and KRP(AM), KYC(AM), KMP(AM)-AM and KZK-FM Seattle and KBKS(FM) Tacoma Seattle, Wash. Price: $655 million (merger)
Buyer: American Radio Systems Corp. (Steven B. Dodge, chairman)
Seller: EZ Communications Inc. (Robert F. Sillsman, executive chairman/53.2% owner)
Broker: Secret Communications LP (Frank Wood, president)

Buyer: WIOQ-FM, WUSL-FM. EZ Communications (Alan Box, president)
Seller: Swapper, WPEG, WBVA-AM-FM-WRFX-WXH-FM, WNKS-FM; Evergreen Media Corp. (Scott K. Ginsburg, chairman/55.6% owner)
Broker: Star Media Group

WZZK-AM-FM and WODL-FM Birmingham, Ala.; WEZN-FM Bridgeport, Conn.; WCFB(AM) Daytona Beach and WDBO(AM)-WWKA-FM and WZK(AM) Orlando, Fla.; WJZV-FM La Grange/Atlanta; WBBS(FM) Fulton/Syracuse and WSYR(AM)-WYY(AM) Syracuse, N.Y.; KRMG(AM)-KWE(FM) and KJS(AM) Tulsa, Okla., and KCJZ(AM)
Terrel Hills/San Antonio and KYKX-FM-KCYY(FM) San Antonio Price: $250 million
Buyer: Cox Broadcasting Inc. (Nicholas D. Trigony, president; Robert F. Neil, executive VP/radio)
Seller: NewCity Communications Inc. (Dick Ferguson, president)

Buyer: Clear Channel Communications Inc. (Lynn Mays, president)
Seller: Radio Equity Partners LP (George Sossen, president)

Buyer: Evergreen Media Corp. (Scott K. Ginsburg, chairman/55.6% owner)
Brokers: KDFC-AM-FM and KKM(AM)-KAM(AM) El Paso, KGB(AM)-KIWW-FM Harlingen, KLAT(AM) Houston, KMA(AM) Jasper (moving to Winnie), KQX(AM)-FM Allen, KLTN(AM)-Port Arthur, KPMQ(AM) and Rosenb(AM)-Richmond, KFCR(AM), KROM(AM) and KTXN(AM)-AM San Antonio and KMA(AM) Winnie, all Tex.; 26% of KUNO(AM)-KSAB-FM Corpus Christi, Tex.
Responsive Solutions℠
It's more than being prepared for change.
It's being a partner to it.

In the Communications Industry, change is the only constant. At First Union Capital Markets Group, we respond to the complexities within the industry by providing solutions that reflect our depth of experience.

As a long-time financial provider to the Communications Industry, we are on familiar ground and we know the role a sound relationship pays in developing tailor-made, responsive solutions.

Perhaps First Union should be on your short list if you're looking for a capital markets partner. We'd like the opportunity to show you why. For further information contact Lloyd R. Sams, Managing Director, at (704) 374-4151.

First Union
Capital Markets Group

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WINE(AM)-WRKI(FM) Brookfield, WLNK(AM)-WFEX(FM) Norwalk and WSTC(AM)-WKHL(FM) Stamford, all Conn.; WUSB-AM-FM Wilmington, Del.; WKQS(FM) Gifford/Vero Beach, Fla.; WZZR(FM) Stuart and WQOL(FM) and WAXE(AM)-WAVW(FM) Vero Beach, all Fla.; WPUT(AM) Brewster, WVBF(B) Mount Kisco, WVYB(FM) Patterson, and WFAS-AM-FM White Plains, all N.Y.; WBVB(B) Coal Grove and WIRO(AM) and WMLV(FM) Ironon, Ohio; WABE-AM Atlantan and WZZO(AM) Bethelton, Pa., and WKEE(AM)-FM and WHRD(AM) Huntington, WTCR(AM) Kenova/Huntington-WTCR-FM Huntington, WZZW(AM) Milton and WFXN-AM-FM Milton/Huntington, all W.Va. Price: $200 million Buyer: Capstar Broadcasting Partners (Steve R. Hicks, president/3.2% owner) Seller: Commodore Media Inc. (Bruce A. Friedman, president) Brokers: BT Securities (Hicks Muse); Media Venture Partners. CBS W Gus Gundy (commodore)

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

KUDL-FM and KMXV(FM) Kansas City, Mo.; KBGO-FM, KSNF-FM and KCFS(FM) Las Vegas and KWNF(AM) Henderson and Las Vegas; WZLZ(FM) and WXLY(FM) Charlotte, S.C., and KUTO-FM Bountiful, KZTH(FM) Provo, KALL(AM)-KODJ(FM) Salt Lake City and KKAT(FM) Ogden/Salt Lake City, all Utah Price: $184.7 million Buyer: Jacor Communications Inc. (Randi Michaels, CEO) Seller: Regent Communications (Terry S. Jacobs, president)


KJMA(AM)-KSJK(FM) and KKDJ(FM) Fresno and KCTC(AM)-KXYM(FM) Sacramento, Calif.; KFAB(AM)-KGOR(FM) Omaha, Neb., and KBGT(AM)-KUFO(FM) Portland, Ore. Price: $115 million Buyer: American Radio Systems Corp. (Steven B. Dodge, chairman) Seller: Randy Broadcasting Co. (Challton Buckley, chairman) Broker: Media Venture Partners

WAAX(AM)-WQEN(FM) Gadsden, Ala.; Woloz(FM) Fort Myers and WKII(AM)-WEEJ(FM) Port Charlotte/Fort Myers, Fla.; WNNC(AM)-WVCC Jacksonville, N.C.; WING-FM Dayton/Springfield, Ohio; WTOJS(AM)-WINV(FM) Jackson and WYNU(FM) Milan/Jackson, Tenn.; WKKW-AM-FM, WWVA(AM)-WOVK(FM) and WEGW(FM), Wheeling and WHLX(FM) Bethel/Wheeling, W.Va., and 50% of WDPR(FM) Sanibel/Fort Myers, Fla. Price: $114.4 million (merger) Buyer: Capstar Broadcasting Partners Inc. (Steve R. Hicks, chairman/3.2% owner) Seller: Osborn Communications Corp. (Frank D. Osborn, president/6.3% owner) Broker: Bankers Trust, Robert Chaissou (seller)


KCEE-AM-KWFM(FM) and KNST(AM)-KRRQ(FM) Tucson, Ariz.; WOKV(AM)-WKQL(FM), Wivy(FM) and WPDO(AM) Jacksonsville, Fla.; KNSS(AM)-KRRQ(FM) Wichita and KRZQ(AM)-WKRF(AM) Derby/Wichita, Kan.; WWKY(AM)-WVEZ(AM) and WTXF(AM) Louisville, Ky., and WZZU(AM) Milwaukee


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

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


Swap of WOWM-FM Orlando, Fla., plus $43.5 million for WUMJ(FM) and WMMS(FM) Cleveland Value: $193.5 million (includes $1.5 million consulting agreement) Swapper, womx-wmms: Nationwide Communications Inc. (Steve Berger, president) Seller: Wmms, womx: OmniAmerica Group (Carl E. Hirsch, chairman) Brokers: Star Media Group Inc. (OmniAmerica; Crisler Co. (Nationwide)


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Swap of WHTQ(AM), WHOO(AM) and WMMO(AM) Orlando, Fla., plus $20 million, for WCWK(AM) Elmwood Park/Chicago and WWSY-FM-Chicago Value: To be determined by 90 days after closing Swapper, WHTQ, WHOO, WMMO: infinity Broadcasting Corp. (Mel Karmazin, president) Seller: wcwk, wwsy-FM: Cox Broadcasting Corp. (Nicholas D. Trigony, president)


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


KWLO(AM)-KFWM-FM Waterloo/Cedar Rapids, Iowa, and WDEF-AM-FM Charlotte-Cliftonwood, Tenn. Price: $11.2 million ($7.7 million for Cliftonwood stations; $3.5 million for Iowa stations) Buyer: Bahakel Communications L.L.C. (Ronald C. Johnson, CEO; Gary Buchanan, president) Seller: Park Communications Inc. (Wright M. Thomas, president) Broker: Media Venture Partners


KOEL-AM-FM: Bergner & Co.

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


KXIK(FM) Decorah, Iowa, and KQYB(FM) Spring Grove and KXOP(FM) Caledonia, Minn. Price: $2.8 million Buyer: Marathon Media LLC (Bruce Buzil, 90% owner) Seller: Greg Wennesse


KDSQ(AM)-KWFX(AM) Durango, Colo., and KENN(AM)-KRWN(FM) Farmington, N.M. Price: $1.72 million Buyer: Roberts Radio LLC (Robert W. Pittman, chairman/13% owner; Robert B. Sherman, president/7% owner) Seller: Kenneth Kendall Broker: Kaill & Co. (seller)


www.americanradiohistory.com
Alabama

WHOS-AM - WDRM (FM) Decatur and WBPJ (AM) Huntsville Price: $23 million (merger) Buyer: Osburn Communications Corp. (Hoyt J. Goodrich, president) Seller: WESR Broadcasting Inc (Dwight Casey, president) Broker: John F. Burns

WHOS-AM - WDRM (FM) Decatur and WBPJ (AM) Huntsville Price: $11.27 million (merger) Buyer: Osburn Communications Corp. (Hoyt J. Goodrich, president) Seller: WESR Broadcasting Inc (Dwight Casey, president) Broker: John F. Burns

WHOS-AM - WDRM (FM) Decatur and WBPJ (AM) Huntsville Price: $11.27 million (merger) Buyer: Osburn Communications Corp. (Hoyt J. Goodrich, president) Seller: WESR Broadcasting Inc (Dwight Casey, president) Broker: John F. Burns

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

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

California


KQOQ (AM) Clovis - KQOQ (FM) Fresno and KQOA (AM) - KMPT (FM) Sacramento Price: $56 million Buyer: American Radio Systems Corp. (Steven B. Dodge, chairman) Sellers: KKOQ-AM-FM, KQPT; Brown Broadcasting Co. (Phil Melrose, president) KQOO-AM-FM; D&V Equinox XX Inc. (Dwight Casey, president) Broker: Media Venture Partners (Sacramento stations); W. John Grandy Radio Brokers (Fresno stations)


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


KJHJ (AM) - KGNN (FM) Lancaster/Palmdale Price: $1,437,500 Buyer: Point Broadcasting Co. (John O. Hearne, president) Seller: Eric-Chandler Communications of Antelope Valley Inc. (Tom Miserendino, Robert Gedes, owners) Broker: Media Venture Partners

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


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


KSRQ (AM) - KFX (FM) Santa Rosa, KLCQ (FM) Healdsburg/Santa Rosa and KGMM (FM) Monte Rio/Santa Rosa Price: $8.7 million Buyer: Amaturo Group Ltd. (Joseph C. Amaturo, general partner) Sellers: KLOO, KSRQ-KFX; Fuller-Jeffrey Broadcasting Co. Inc. (Robert F. "Doc" Fuller, president) KMGQ-Pacific Radio Santa Rosa
Corporation (Rick Dames, president) Broker: Exline Co.

KTRIO(AM) Port Hueneme-KCAQ(FM) Oxnard/Ventura Price: $3.3 million Buyer: Gold Coast Broadcasting Co. (John Heare, Carl Goldman, principals) Seller: Alta Subordinated Debt Partners LP Broker: Media Venture Partners


KVQI(AM) Hesperia KVQK-AM/KVQV(FM) Greeley limited partners) LP Price: $4 million Buyer: Castrap Broadcasting Partners LP (R. Steven Hicks, president) Seller: Roger Broadcasting Inc. (Robert T. and Gwendolyn L. Roland, principals)


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


WIAQ(AM)-WAQA(AM)-FMB Melbourne Price: $5 million Buyer: GEM Broadcasting Inc. (Joseph D. Fanish Jr., president) Seller: Silver East Communications Partnership (Sylvan Taspling, president) Buyer: Robert A. Chaisson Inc.

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

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

WPBH(AM) Port St. Joe/Panama City; WTKX-FM and WOWW-FM Pensacola, and WSNI(FM) Thomasville, Ga./Tallahassee, WNL(AM)-WNTN(FM) Tallahassee, WTPS(FM) and WXSR(FM) Quincy/Tallahassee Price: $43.3 million Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) Seller: Wolsz-chamrock Communications Inc. (Edward J. Lynett Jr., George V. Lynett, William R. Lynett, Cecelia Lynett Haggerty, owners) All other stations: Southern Broadcasting Cos. Inc. (Paul C. Stone, president) Broker: Media Venture Partners

WGNE(AM)-WFSY(AM) Panama City and WEB2(AM) Mexico Beach/Panama City Price: $2.907 million Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) Seller: B. Radio Inc. and Boss Radio Group Inc. (Timothy O'Brien, president) Broker: Media Services Group Inc. (buyer)

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

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

WAMR(AM)-WCTQ(FM) Venice Price: $4.435 million plus assumption of obligations Buyer: Jacor Communications Inc. (Randi Michaels, CEO) Seller: Astarik Radio Inc. (Frederick H.ingham, president)

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

Georgia


Florida


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


WIAQ(AM)-WAQA(AM)-FMB Melbourne Price: $5 million Buyer: GEM Broadcasting Inc. (Joseph D. Fanish Jr., president) Seller: Silver East Communications Partnership (Sylvan Taspling, president) Buyer: Robert A. Chaisson Inc.

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

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

WDIZ(FM) Orlando; WPAP-FM and

WWOOC(FM) Fort Lauderdale/ Miami Price: $57.5 million Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman) Seller: T-K Communications Inc. (John Tenaglia, president)
WBMQ(AM)-WXV(FM) Savannah Price: $4.5 million Buyer: Point Communications Inc. (Richard P. Verne, president) Seller: Radio Southeast LP (Joan McCormick, general partner) Broker: Mahanin Co. (Buyer)


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

Hawaii


KMQQ-AM-FM Honolulu Price: $4 million Buyer: Canbou Communications Co. (J. Kent Nichols, president) Seller: Desert Communications II Inc. (Matthew M. Bryeyn, president; FNOV Group Inc.; ultimate parent)


Idaho

KGEM(AM)-KJOT(FM) Boise and KGXR(FM) Payette/Boise Price: $5.1 million Buyer: American General Media (Anthony S. Brandon, president) Seller: Viking Broadcasting (Bruce Johnston, president)

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

Illinois


Florida

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

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

Iowa

KBBR(AM)-KCVS(FM) Burlington Price: $1.560,725 (mostly for stock) Buyer: John M. Weir Seller: James M. and Mary J. Livengood (joint tenants/58.84% owners)

Kansas

KYOQ(AM) Arkansas City, KLLS(FM) Augusta, KXXX(AM)-KOLS(FM) Colby, KGuNO(AM)-KOLS(FM) and CP for KDGB(FM) Dodge City, KZLS(FM) Great Bend, KYUJ(AM)-KSL(FM) Liberal, KILS(FM) Minneapolis, KFN(FM) Oberlin and KWSL(AM)-KGLS(FM) Pratt Price: $14.8 million (includes $1 million noncompetition agreement) Buyer: Great Empire Broadcasting Inc. (Michael C. Oatman, executive VP/26% owner) Seller: Lesso Inc. (Larry Steckline, president)

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

Kentucky

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

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

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

WWKY(AM)-WWEX(FM) and WTTX(FM) Louisville Price: $19.5 million Buyers: wwtx, wvyw: Clear Channel Communications Inc. (Lowry Mays, president) Seller: Regent Communications Inc. (Terry S. Jacobs, president)

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

WJVS(AM) and WSTO(AM) Owensboro Price: At least $7 million Buyer: Brill Media Co. Inc. (Alan Brill, president) Seller: Owensboro On the Air Inc. (Levod and Claire Tow, owners) Brokers: Patrick Communications Corp. Broker: Edwin Tornberg & Co. (seller)


H. Daniels, Theodore H. Mahn, principals


February 3, 1997 Broadcasting & Cable
**Louisiana**

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

**WJRE(AM)**-Opelousas **Price:** $1.5 million **Buyer:** Great Empire Broadcasting Inc. (William R. Fry, president) **Seller:** Great Empire Broadcasting Inc. (Michael C. Oatman, principal)

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

**WJRE-FM** Shreveport **Price:** $1.25 million **Buyer:** Great Empire Broadcasting Inc. (William R. Fry, president) **Seller:** Great Empire Broadcasting Inc. (Michael C. Oatman, principal)

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

**KXZZ(AM)**-KBIU Powell **Price:** $3.088 million **Buyer:** Great Empire Broadcasting Inc. (William R. Fry, president) **Seller:** Great Empire Broadcasting Inc. (Michael C. Oatman, principal)

**KZTV(AM)**-KBIU Powell **Price:** $2.2 million **Buyer:** Great Empire Broadcasting Inc. (William R. Fry, president) **Seller:** Great Empire Broadcasting Inc. (Michael C. Oatman, principal)

**KXZZ(AM)**-KBIU Powell **Price:** $1.25 million **Buyer:** Great Empire Broadcasting Inc. (William R. Fry, president) **Seller:** Great Empire Broadcasting Inc. (Michael C. Oatman, principal)

**KZTV(AM)**-KBIU Powell **Price:** $2.2 million **Buyer:** Great Empire Broadcasting Inc. (William R. Fry, president) **Seller:** Great Empire Broadcasting Inc. (Michael C. Oatman, principal)

**WKLA-AM/FM** Ludington, WMTE(AM) Manistee and WZHC(FM) Scottville **Price:** $1.130.068 **Buyer:** Lake Michigan Broadcasting Inc. (Roger K. Baenwolf, president) **Seller:** Chickering Associates Inc. (John E. Chickering, president)

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

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**Minnesota**


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

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

**Missouri**

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

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

**Nebraska**

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

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

**New Jersey**


**New York**


**Ohio**


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

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


KWBQ(AM) St. Louis, WLBQ-FM Jeffersonville, Ill./St. Louis and WKKX-FM Granite City, Ill./St. Louis Price: $42.5 million Buyer: Emissi Broadcasting Corp. (Jeffrey Smulian, president) Seller: Zimmer Radio Group (Jerome R. Zimmer, president) Broker: Media Services Group Inc. (seller)

**Montana**

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

**Nebraska**

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

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

**New Jersey**


**New York**


**Ohio**


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

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


KWBQ(AM) St. Louis, WLBQ-FM Jeffersonville, Ill./St. Louis and WKKX-FM Granite City, Ill./St. Louis Price: $42.5 million Buyer: Emissi Broadcasting Corp. (Jeffrey Smulian, president) Seller: Zimmer Radio Group (Jerome R. Zimmer, president) Broker: Media Services Group Inc. (seller)

**Montana**

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

**Nebraska**

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

KFB(AM)-KGOR(FM) Omaha Price: $39 million (includes Muzak franchise for Omaha and Lincoln, Neb.) Buyer: Triathlon Broadcasting Co. (Norman Feuer, president) Seller: American Radio Systems Corp. (Steven B. Dodge, president) Broker: Media Venture Partners (seller)
WNBC-AM-FM New York Price: $20 million
Buyer: WNBC Foundation (Laura Walker, president) Seller: City of New York

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

WKIP(AM)-WRNY(AM) and LMA with WNSX-FM Poughkeepsie Price: $3.475 million

WHAM(AM)-WVOR-FM, WFXY-FM and WHTK(AM) Rochester Price: $30.5 million
Buyer: American Radio Systems Corp. (Steven B. Dodge, chairman) Seller: Lincoln Group LP (Albert “Bud” Vertheimer, president)

WRNY(AM)-WSKS(FM) Rome and WADR(AM)-WUUF(FM) Remsen Price: $1.5 million
Buyer: Jamestown Broadcasting Inc. (U. Albert Dame, president/83% owner) Seller: Norma Eilenberg Broker: Biernacki Brokerage

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

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

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

WNCO(AM)-WCI2(FM) Watertown, N.Y., and LMA with WGGG(FM) Cape Vincent Price: $2.8 million

North Carolina


WQMG-AM-FM Greensboro Price: $5.9 million
Buyer: Max Media Properties LLC (John A. Trinder, president) Seller: Morgan Rees Poag

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

WSIC(AM)-WFMX(FM) Statesville/Hickory/Salisbury Price: $3.6 million
Buyer: Benchmark Radio Acquisition Fund VIII LP (Bruce R. Specter, Joseph L. Mathias IV, general partners) Seller: Adventure Communications Inc (Michael Shott, president/85% owner) Broker: Michael Bergner

North Dakota

KQF(AM) West Fargo-Fargo-KQWB-FM Moorhead, Minn./Fargo Price: $2 million

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

Ohio

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

James A. Gammon
President
7th Floor, 8580 Greensboro Drive
McLean, VA 22102
703-761-5020
Facsimile 703-761-5022

Christopher D. Miller
Vice President
2911 Four Wheel Drive
Lawrence, KS 66044
913-49-303
Facsimile 913-49-357

The communications industry is changing and with each change it grows more complex. Each day the headlines seem filled with news of mergers and mega-mergers, buyouts and acquisitions. And the ever-growing confusion associated with FCC deregulation adds complications to the industry’s future.
station & cable trading

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casting Co. (Jack M. Mortenson, president)

WVAC(AM)-WLKR-FM Norwalk Price: $1,292 million Buyer: North Central Radio Holdings Inc. (David E. Mehling, president) Seller: James R. and Patricia Westerhold (51.4% owners)


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

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

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

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

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

KDUG(AM) Eugene-KDJU-FM Florence/Eugene Price: $2.5 million Buyer: McCoy Broadcasting Co. (Craig W. McCoy, president/43.7% owner) Seller: Quack Radio Corp. (Richard Dames, Peter Stepenilin, principals)


Pennsylvania


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

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


WPIC(AM)-WYFM(FM) Sharon Price: $5.885 million Buyer: Connoisseur Inc. (Jeffrey D. Warshaw, president) Seller: Wicks Broadcast Group LP (WBG Management Inc., general partner) Broker: 41.7% owner (president)

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

South Carolina

WXTC-AM-AM Charleston and WSSP-FM Goose Creek Price: $2.7 million Buyer: Southwind Broadcasting Inc. (co-owners William G. Dudley III, president; Randall T. Odenthal) Seller: Ralph C. Guild


South Dakota

KWSN(AM)-KRRG(KM) Sioux Falls Price: $3 million Buyer: Midcontinent Media Inc. (L.L. Bentson, chairman/52% owner) Seller: BCR Corp. (Dan Young, 29.6% owner; John W. Biddinger, 17% owner)

Tennessee

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


Texas

KFON(AM) Austin-KEYI-FM San Marcos/Austin Price: $3.166,556 Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president) Seller: Mercury Broadcasting Co. Inc. (Van Henry Archer III, president)


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


BROADCASTING

KROD(AM) - KLAQ(FM) and KSI(LFM) El Paso Price: $3.25 million Buyer: Ferrari Broadcasting Co. Inc. (Jon Ferrari, chairman/35% owner/president of seller) Seller: New Wave Communications LP (Jon Ferrari, president; D&F Broadcasting Inc., general partner)

KNUZ(AM) - KQUE(FM) Houston Price: $3.95 million Buyer: Multi-Market Radio Inc. (Michael G. Ferrell, president/22.9% owner) Seller: Texas Coast Broadcasters Inc. (David H. Morris, president)

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

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

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

Virginia


WFOG(AM) Chesapeake Price: $1 million Buyer: Max Media Properties LLC (John A. Trinder, president/COO) Seller: Sunshine Wireless Co. (Dan N. Cohen, president)

KZUZ(AM) - KZUZ-FM Klamath Falls Price: $3.75 million Buyer: Sertoma Broadcasting Inc. (Tom Beekmann, owner) Seller: Sertoma Broadcasting Inc. (Tom Beekmann, owner)

WLPH(AM) -WLPN-FM Petersburg Virginia Beach Price: $15.135 million Buyer: Maxim Media Properties LLC (John A. Trinder, president/COO) Seller: Sunshine Wireless Co. (Dan N. Cohen, president)

WTVR-AM-HAM Radio Richmond Price: $7 million Buyer: Clear Channel Richmond (L. Lowry Mays, president) Seller: Park Communications Inc. (Wright M. Thomas, president)

Washington

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

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


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

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

West Virginia


Wisconsin

WATK(AM) - WRLO-FM Antigo Price: $1.467 million Buyer: Marathon Media LLC (Bruce Buzil, manager) Seller: Ad-Mark Communications Inc. (Robert McCormick, general partner) Broker: Kozakco Media Services


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

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


Formation of general partnership (Point

Joseph L. Mathias and Bruce R. Spector of Benchmark Communications, L.P. have agreed to transfer

32 Radio Stations for $173,000,000 to R. Steven Hicks of Capstar Broadcasting Partners, L.P.
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This notice appears as a matter of record only

December 1996

$7,000,000

Follow-on Senior debt financing for

ETHNIC-AMERICAN
BROADCASTING CO.

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

DAVID ABRAHAM & COMPANY

320 Post Road West
Westport, CT 06880
(203) 222-1919

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Connecticut


Florida

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

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

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

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

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


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


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


WOWW-FM Pensacola Price: $2.6 million Buyer: Southern Broadcasting of Pensacola (Paul Stone, president) Seller: Sun Media Inc. (John W. Bidinger, president) Brokers: Media Venture Partners; William Rice (seller)

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

Georgia

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


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


Hawaii

KPOI-FM Honolulu Price: $2.125 million

Idaho


Illinois


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

WEMG-FM Crete Price: $2.5 million Buyer: Flinn Broadcasting Corp. (George S. Flinn Jr., president) Seller: Eugene Crane (trustee in bankruptcy for Word of Faith)

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


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

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

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

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


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

KEZT-FM Des Moines Price: $3.2 million Buyer: Saga Communications Inc. (Edward K. Christian, president) Seller: Robert Bunce

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


Kansas

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

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

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

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

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

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


Maryland
WWMX(FM) and WQCT(FM) Baltimore Price: $9 million ($60 million for WWMX; $30 million for WQCT) Buyer: American Radio
Broadcasting (Charles McLeavy, Gregory Capogna, principals) Seller: Regional Radio Corp. (Myron Patten, chairman) Broker: Richard A. Foreman Associates Inc.


Massachusetts


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

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

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

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

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


WBRH(FM) and WJXQ(FM) Jackson/Lansing and WWDX(FM) St. Johns Lansing Price: $15 million Buyer: 62nd Street Broadcasting (Michael A. White, president)


Minnesota
KFOX(FM) Detroit Lakes Price: $1.3 million Buyer: MBX Inc. (Lauris M. Molbert, president) Seller: Leighton Enterprises Inc. (Alver Leighton, president)


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

Missouri
KISF(FM) Lexington Price: $2.42 million Buyer: Syndicated Communications Venture Partners II LP (Herbert P. Wilkins Sr., 53.4% owner of general partner Wilkins and Jones LP) Seller: Meyer-Baldridge Radio Inc. (Kenneth E. Meyer, president)

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

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

Nebraska


Nevada

SOLD! WWYZ-FM Pittsburgh, Pa. WATR, Inc. to SFX Broadcasting $25.25 million

SOLD! WWES-FM St. Petersburg, Fla. The Moody Bible Institute of Chicago to Evans Broadcasting of Tampa, L.P. $35.323 million

SOLD! WKBQ-AM, WKBQ-FM WKBQ-FM, Owego, N.Y. Zimmer Radio Group to Emmis Broadcasting $12.5 million

CLOSED! WBSK-AM, WLWH-FM WLWH-FM, St. Petersburg, Fla. in Parthenon Broadcasting $11.0 million

CLOSED! WES-AM/FM Savannah, Ga. WEAS, Inc. to Ogeechee Broadcasting Company, Inc. $3.75 million

SOLD! WBNW-AM Brattleboro, Vt. New England Continental Media Inc. $8 million

CLOSED! KUTQ-FM, KHZT-FM North Lake City, Ut. Bonnell Broadcasting L.L.C. to Regan Communications, Inc. $811.0 million

www.americanradiohistory.com
KWLZ(FM) Las Vegas
Price: $13.12
Buyer: Apogee Communications Inc. (James Johnson, president; Roy P. Disney, owner)
Seller: Max Media Properties LLC (John A. Trinder, president)
Broker: Katlin & Co.

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

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

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

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

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

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

KNYN(FM) Santa Fe and KTMM-FM Los Alamos Price: $3.5 million
Buyer: American General Media (Charles Salisbury, VP)
Seller: Plaza Broadcasting Inc./Mountain Broadcasting Inc. (Jim Leary, president)
Broker: Norman Fischer & Associates (seller)

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

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

New England
KFKX-FM Long Branch, N.J., and WWKH(FM) Hampton Bays, N.Y. Price: $20 million ($12 million for wzkv, $8 million for wwhb)
Buyer: Odyssey Communications Inc. (Mike Kakoyannix, president)
Seller: WWKH(FM) (Mike Kakoyannix, president)
Brokers: Gary Stevens & Co. (wzkv)

WHRM(FM) Avon/Rochester Price: $2 million
Buyer: Heritage Media Corp. (James Hoak, chairman)
Seller: Livingston Communications

North Carolina
Swap of WRFX-FM, WNKS-FM and WSSS(FM) Charlotte for WTDR(FM) Statesville/Charlotte plus $64.8 million Value: $100 million
Buyer: Pilot Communications of Syracuse Inc. (James L. Leven, president)
Seller: Salt City Communications Inc. (Merrill B. Charles, president)

Ohio
WGRR(FM) Hamilton/Cincinnati Price: $31 million
Buyer: Cincinnati Communications Inc. (Tony Galuzzo, president)
Seller: Dalton Group Inc. (William and Susan Dalton, owners)
Broker: Media Venture Partners

WIZF(FM) Erlanger, Ky./Cincinnati Price: $4 million
Buyer: Blue Chip Broadcasting (Ross Love, president)
Seller: Inter-Urban Broadcasting of Cincinnati Inc. through U.S. Bankruptcy Court
Brokers: Richard A. Foreman Associates Inc. (seller); Chisler Capital Co. (buyer)

WXEG(FM) Beavercreek/Dayton Price: $3,347,336
Buyer: American Radio Systems Corp. (Steven B. Dodge, president)
Seller: New Generation Broadcasting Inc. (Alan Gray, president)

WLOQ(FM) Kettering/Dayton and WDOL(FM) Englewood/Dayton Price: $12 million
Buyer: Palm Beach Radio Broadcasting Inc. (Gary Hess, VP; Macadden Holdings LP, 80% owner)
Seller: Regent Communications of Cincinnati Inc. (Gary Hess, chairman)
Broker: Media Venture Partners

WBTT(FM) Englewood/Dayton and WLOQ(FM) Kettering/Dayton Price: $12 million
Buyer: American Radio Systems Corp. (Steven B. Dodge, president)
Seller: Palm Beach Radio Broadcasting Inc. (Gary Hess, VP; Macadden Holdings LP, 80% owner)

WCEZ(FM) Delaware Price: $1.95 million
Buyer: Associated Group Inc. (Monroe E. Berkman, officer)
Seller: Radio Delaware Inc. (James Shaheen Sr., principal)

WMYF(FM) Moyock Price: $3.35 million
Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president)
Seller: Willis Broadcasting Corp. (E.L. Willis Sr., president)

WKIX-FM Raleigh/Durham Price: $16 million
Buyer: Curtis Media Group (Donald W. Curtis, owner)
Seller: Alchemy Communications LP 1 (Howard and Miriam Warshaw, owners)
Broker: Media Services Group Inc.

WFKN-FM Tarboro/Raleigh/Durham, N.C. Price: $5.9 million
Buyer: Pinnacle Broadcasting Co. (Edward J. Ferreri, president)
Seller: Osborn Communications Corp. (Frank D. Osborn, president)
Broker: Star Media Group Inc.

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**SPECIAL REPORT**

**EXPERIENCE**

**INTEGRITY**

**DISCRETION**

*in every transaction handled*

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**Broadcast Brokerage & Financing**

**WOODBURY & COMPANY, INC.**

431 Ohio Pike  Cincinnati, Ohio 45255  513-528-7373

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**ker**: Media Venture Partners

**WIMX(FM) Gibsonburg Price**: $1 million

**Buyer**: Fritz Broadcasting Inc. (Jock T. Fritz, president) **Seller**: WRED Inc. (Buddy Carr, principal)

**WLSN(FM) Greenville Price**: $2.35 million

**Buyer**: Hawes-Saunders Broadcasting Properties Inc. (Ron Nita Hawes-Saunders, president) **Seller**: Treaty City Broadcasting Corp. (Nicholas F. Bodi, president)

**WCXK(FM) London Price**: $4.5 million

**Buyer**: Blue Chip Broadcasting (Ross Love, president) **Seller**: Joerg K. Klebe **Broker**: Cisler Co. (buyer); Star Media Group Inc. (seller)

**South Carolina**

**WMGL(FM) Ravenel/Charleston and WWWWZ(FM) Summerville/Charleston Price**: $7.505 million (merger) **Buyer**: Wicks Broadcasting Group LP (WBG Management Inc., general partner (Edgar R. Berner, president)) **Seller**: Mayo Radio of Charleston Inc. (Barry A. Mayo, president)

**WSCO-FM Columbia Price**: $4.1 million

**Buyer**: Benchmark Communications (Bruce R. Spector, Joseph L. Mathias IV, general partners) **Seller**: Congaree Broadcasters (Dennis Waldrop, president) **Broker**: Americom (seller)

**WAVF(FM) Hanahan Price**: $2,964,414 for stock **Buyer**: Haywood B. Bartlett Jr. **Seller**: Beach Co. (43% owner); Lawrence O. Thompson (25.5% owner); Three Strands Investments (8% owner)

**WMYB(FM) Myrtle Beach Price**: $1.1 million

**Buyer**: Multi-Market Radio Inc. **Seller**: Puri-
tan Radiocasting Co. (Ron Rackley, president) **Broker**: Media Services Group

**Wy-AK-FM Surfside Beach/Myrtle Beach and WMYB(FM) Socastee/Myrtle Beach Price**: $5.125 million **Buyer**: Pinnacle Broadcasting Co. (Philip D. Marella, chairman) **Seller**: Multi-Market Radio Inc. (Michael G. Ferrel, president) **Broker**: Star Media Group Inc.

**WBUB(FM) St. George/North Charleston Price**: $2.55 million **Buyer**: Southwind Broadcasting Inc. (William G. Dudley III, president) **Seller**: Lowcountry Media Inc. (co-owners Charles A. Barton, Ronald E. Hoover)

**WROO(FM) Anderson/Greenville/Spartanburg Price**: $1.4 million **Buyer**: Multi-Market Radio Inc. (Michael G. Ferrell, president) **Seller**: ABS Communications Inc. (Kenneth A. Brown, chairman/president/treasurer) **Broker**: Blackburn & Co.

**Tennessee**

**WFXS-FM Soddy-Daisy/Chattanooga Price**: $1,142,900 **Buyer**: Bloomberg Broadcasting Corp. (Kenneth H. Maness, president) **Seller**: Pye Broadcasting Inc. **Broker**: Fla-Ad of Trenton Inc.

**WYNU(FM) Milan/Jackson Price**: $3.6 million **Buyer**: Osborn Communications Corp. (Frank D. Osborn, president) **Seller**: Malkan Broadcast Association (Glen Powers, president!)

**WAEZ(FM) Elizabethton/Johnson City**

### Oklahoma

**KTNT-FM Edmond/Oklahoma City Price**: $2.65 million **Buyer**: Caribou Communications Co. (J. Kent Nichols, president) **Seller**: Life Broadcasting Inc. (Porter Davis, chairman) **Broker**: Kalli & Co.

**KCFM(FM) Okmulgee Price**: $1.8 million **Buyer**: Shamrock Communications Inc. (William R. Lynett, president) **Seller**: Inte-
 grated Broadcasting Co. (Benjamin F. Davis Jr., owner)

### Oregon

**KDBX(FM) Banks/Portland Price**: $14 mil-
lion **Buyer**: American Radio Systems Corp. (Steven B. Dodge, chairman) **Seller**: Salem Communications Corp. (Edward G. Atsinger III, president) **Brokers**: Media Venture Partners (buyer); Gary Stevens & Co. (seller)

### Pennsylvania

**Swap of WALY(FM) Bellwood/Altoona and WDLS(FM) Dallas/Wilkes Barre/Scranton Value**: $1.384 million **Swapper of WOLS**: Winston Radio Corp. (Michael F. Brosig Sr., CEO) **Swapper of WALY**: Swanson Holdings Ltd. (Stephen Kil-
lian, principal) **Brokers**: Media Services Group Inc.; Satterfield & Perry

**WKSL(FM) Greensville Price**: $1.25 mil-
lion **Buyer**: Chambersburg Broadcasting Co. (Margaret Ehle, president) **Seller**: Greensville Broadcasting Co. (Robert L. Thomas, president)

**WSSZ(FM) Greensburg Price**: $2.4 million **Buyer**: Sheridan Broadcasting Corp. (Ronald R. Davenport Sr., chairman) **Seller**: WHJB Corp. (Melvin A. Goldberg, president)

**Frequency of WAMO-FM Pittsburgh Price**: $10 million and buyer's license for 106.7 mhz frequency of wxxo(FM) Beaver Falls, Pa., in exchange for license for frequency of wamo-FM and $10 million like-kind property **Buyer**: Secret Communications LP (Frank E. Wood, president) **Seller**: Sheridan Broadcasting Corp. (Ronald R. Davenport Sr., chairman)

### Puerto Rico

**WIOB-FM Mayaguez, WIOC-FM Ponce and WIOA-FM San Juan Price**: $12 million

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Broadcasting & Cable  February 3 1997


Texas


KOND-FM Cleveland  Price: $10 million  Buyer: Preferred Media Group Inc.  (Gerald M. Birnberg, secretary)  Seller: Texas Classical Radio Inc.  (M.S. Stude, owner)

KNCN(FM) Sinton/Corpus Christi  Price: $2.1 million  Buyer: GulfStar Communications Inc.  (John D. Cullen, president ; Hicks, Muse, Tate & Furst, owner)  Seller: Tippie Communications  (Henry B. Tippie, president)  Broker: Whitley Media


KVLY(FM) Edinburg  Price: $3.175 million  Buyer: Sunburst Media (John Borders, president)  Seller: Tippie Communications  (Henry B. Tippie, president)  Broker: Whitley Media  (seller); Americom(buyer)


KTBC-FM Lake Jackson/Houston  $27 million  Buyer: Secret Communications LP  (Frank E. Wood, president)  Seller: Chancellor Broadcasting Co.  (Steve Dinetz, president; Hicks, Muse, Tate & Furst Inc.; 90% owner)  Broker: Star Media Group Inc.

KMIA(FM) Jasper  (moving to Winnie)  Price: $3.5 million cash  Buyer: Tichenor Media System Inc.  (McHenry T. Tichenor Jr., president)  Seller: Roy E. Henderson  Broker: Infis Telelces Inc.  (R. Steven Hicks, CEO; Hicks, Muse, Tate & Furst, owner)

KRVN-FM Harker Heights/Killeen  Price: $1.1 million  Buyer: Don R. Chaney  Seller: GulfStar Communications Inc.  (R. Steven Hicks, CEO; Hicks, Muse, Tate & Furst, owner)  Broker: Whitlley Broadcast Media Inc. (buyer)


KMRK-FM Odessa, KCHX(FM) Midland and KCDQ(FM) Monahans/Odessa  Price: $2.625 million ($757,000 for KMRK; $450,000 for KCHX; $1.6 million for KCDQ)  Buyer: Champion Broadcasting Corp.  (C.J. Jones, president)  Seller: KMRK, Inc.  (Midcities Media Corp. (Ed Roskelley, president)  KCHX: Sonance Communications Inc.  (William R. Hicks, president)  KCDQ: FHL Partnership (Steve Horowitz, Gordon Holcomb, David Perkins, Brad Holcomb, principals)  Broker: Whitley Media


KYTL-FM Tyler  Price: $2.55 million  Buyer: GulfStar Communications Inc.  (R. Steven Hicks, 98.5% owner)  Seller: Stansell Communications Inc.  (James I. Stansell Jr., president)

KCKR(FM) Waco  Price: $2.1 million  Buyer: GulfStar Communications Inc.  (John D. Cullen, president; Hicks, Muse, Tate & Furst, owner)  Seller: Steller Communications (Don Chaney, president)  Broker: Whitley Media

Utah

KUTQ(FM) Bountiful/Salt Lake City and KZH(FM) Provo/Salt Lake City  Price: $11 million cash  Buyer: Regent Communications Inc.  (Terry S. Jacobs, president)  Seller: Stanley D. Bush  Broker: Media Services Group Inc.

Option to buy KBER-FM Ogden/Salt Lake City  Price: $7.7 million  Buyer: Citadel Broadcasting Co.  (Lawrence R. Wilson, president)  Seller: RadioWest (Curtis Harris, president)  Broker: Star Media Group Inc.

KENZ(FM) Orem/Salt Lake City  Price: $5.8 million for stock  Buyer: Citadel Broadcasting Co.  (Lawrence R. Wilson, president)  Seller: Richard D. Rees, Eric D. and Scott R. Slaymaker

KMXB-FM Orem/Salt Lake City  Price: $1.438 million  Buyer: Monarch Broadcasting Inc.  (Richard D. Rees, president)  Seller: Wolf Communications LLC  (Steve Marriott, partner)

Vermont


Virginia

WUMX(FM) Charlottesville  Price: $1.1 million  Buyer: Air Virginia Inc.  (David G. Mitchell, president)  Seller: Spectrum Broadcasting Corp.  (Deborah M. Royster, president)

WSY(FM) Charlottesville  Price: $1 million  Buyer: Clark Enterprises Inc.  (A. James Clark, president)  Seller: Radio Piedmont Corp.  (Jay Hicks, principal)


Washington

KYCW-FM Seattle  Price: $26 million  Buyer: EZ Communications Inc.  (Alan Box, president)  Seller: Infinity Broadcasting Corp.  (Mel Karmazin, president)


KEZE(FM) Spokane  Price: $1.2 million  Buyer: Z-Rock Communications Corp.  (A.M. Hochstadt; president)  Seller: Melinda
Boucher Read

Wisconsin

WOLX-FM Baraboo/Madison Price: $10.5 million Buyer: Woodward Communications Inc. (William F. Skemp, president) Seller: Shockley Communications Corp. (Terry K. Shockley, principal)


Alabama


Arizona


California

KWNK(AM) Simi Valley/Los Angeles Price: $4.2 million Buyer: Lotus Communications Corp. (Howard A. Kalman, president) Seller: Valley Radio 870 Ltd. (Manuel Cabranes, general partner) Brokers: Bergner & Co. (buyer);Foreman & Associates (seller)


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July 1996
Nassau Broadcasting
LMA'd WOBO AM-FM Toms River, NJ from Seashore Broadcasting

September 1996
Rainbow Broadcasting
KBIZ-FM Phoenix/Coolidge, AZ to NPR Phoenix, LLC

November 1996
Clark Broadcasting Co. agreed to sell WGCO-FM Savannah, GA to New Adventure Communications

May 1996
Public Interest Corp. sold
WWWB-TV Tampa/Lakeland, FL to Hearst Broadcasting

August 1996
Nassau Broadcasting acquired
WNNJ AM-FM Newton, NJ from Group M Communications

November 1996
KHOM Associates agreed to sell
KHOM-FM Houma, LA to Clear Channel Communications

December 1996
Nassau Broadcasting agreed to acquire
WSUS-FM Franklin, NJ from WSUS Communications

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Florida


WRBD(AM) Pompano Beach Price: $1.5 million Buyer: HHH Broadcasting Inc. (Howard Goldsmith, president) Seller: WRBD Inc. (Jerry J. Rushin, principal) Broker: Rick Rieke

Georgia


WPLO(AM)

Grayson/Lawrenceville Price: $1.3 million Buyer: Teresa Prieto Seller: C. Lamar and Norris J. Nash

Illinois


WFAX(AM) St. Charles Price: $2.091 million Buyer: C.C. Communications Inc. (John Czech, president) Seller: Valley Communications Inc. (Louis F. Pignatelli, principal)


Kentucky

WKYN(AM) Florence Price: $1.3 million Buyer: Chancellor Broadcasting Co. (Steve Dinetz, president; Hicks, Muse, Tate & Furst Inc., 90% owner) Seller: Twenty-First Century Media (Joseph J. Schildmeyer, principal)

Maryland


Massachusetts


Michigan

WCAR(AM)


Minnesota


Missouri

KFEZ(AM) Kansas City Price: $1.3 million Buyer: Greystone Broadcasting Inc. (William R. Johnson, president) Seller: Beal Broadcasting Co. (Thomas E. Beal, president)

KSD(AM) St. Louis Price: $10 million Buyer: Dorsey Group Inc. (Tim Dorsey, principal) Seller: EZ Communications Inc. (Alan Box, president) Broker: Gary Stevens & Co. (buyer)

WIBV(AM) Belleville/III./St. Louis Price: $1.5 million Buyer: Charter Communications Inc. (Howard L. Wood, chairman, management committee) Seller: Belleville Broadcasting Inc. (Emert Wyss, president)

Nevada


New Jersey


New York


Ohio


Pennsylvania


Texas

KGGK(AM) Dallas Price: $1.15 million Buyer: Mortenson Broadcasting Co. of Texas Inc. (Jack Mortenson, president) Seller: Faith Broadcasting LP (Anthony R. Chase, principal)


KJOJ(AM) Conroe/Houston Price: $1 million Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president) Seller: Family Group Enterprises Inc. (Ribby Owen Jr., president) Broker: John W. Saunders (buyer)

Shows play musical (producer) chairs

Thrown-together deals, pressure for quick fixes get part of blame

By Lynette Rice

A reported blowup Jan. 21 between ABC's new sitcom star Arsenio Hall and the show's executive producer has underscored a wave of producing changes that have plagued this TV season.

Both veteran and freshman shows have seen turnovers at the helm this year, from changes in executive producers on NBC's The Jeff Foxworthy Show and CBS's Cybill to new show runners in charge of CBS's Ink and NBC's Men Behaving Badly. Just two weeks ago, David Rosenthal (creator of Ellen) reportedly quit his executive-producing post on ABC's midseason sitcom Arsenio after an expletive-ridden exchange with the star.

Arsenio's producer, DreamWorks TV, would not confirm Rosenthal's departure last week, but a source close to the show said the executive had yet to report to work.

That work can be extremely important to a show's continuity, since the executive producer not only sets the tone but in many cases serves as head writer and talent scout.

In the meantime, speculation has already surfaced about possible replacements, with Warren Bell (ABC's Life's Work) a leading candidate. Arsenio, which also stars Vivica Fox, is set to debut March 5.

"Most of the changes at the top don't affect the overall product," said one source close to DreamWorks. "I think there are problems that run a lot deeper than the show runner."

Hastily constructed series deals, along with pressure to produce a quick fix when ratings lag, have been blamed for some of the turnover at shows including NBC's The Single Guy and Suddenly Susan, CBS's Cosby and UPN's The Burning Zone. Midseason shows like NBC's The Naked Truth, UPN's Social Studies and CBS's Life...And Stuff also saw their share of changes at the helm before the shows were scheduled.

"You'd seldom go wrong if you attribute almost any happenstance in show business to fear," said Lee Aronsohn, who created and subsequently left Life...And Stuff over creative differences. The show has yet to debut on CBS. "The stakes are high, if I were a performer whose entire career was riding on one TV series. I'd probably try to exert as much control as I possibly could. But then, I'd probably try to tell my doctor how to remove my appendix too."

"If you slam a deal into the network and think about the creative auspices later, that comes back to haunt you," said Bob Greenblatt, Fox's executive vice president, prime time programming. "Sometimes studios will go to networks with this whole package that sounds great on paper, but they haven't done their homework to make sure it's something the writer can write. They put it together quickly to get the 13-episode commitment or the 22-episode commitment, and then you worry about the show later on. I think that's incredibly dangerous." And in some cases costly.

In the case of Ink, DreamWorks earlier this season pulled Jeffrey Lane from his executive producer post, but still has him on the payroll in a development deal. Meanwhile, it recruited Diane English to replace Lane. English's price included getting CBS to reconsider her sitcom Lawyers.

One high-ranking network source joined a growing chorus of disgruntled show runners blaming the turnover on stars with executive-producing power.

In fact, Cybill Shepherd of Carsey-Werner's Cybill reportedly played a significant role in the firing of creator/executive producer Chuck Lorre and co-executive producer Lee Aronsohn in 1995, and of executive producer Jay Daniel at the beginning of this season. Howard Gould, who replaced Lorre, quit a few weeks later—reportedly over creative differences with Shepherd.

Carsey-Werner declined to comment.

"When you look at who are the really great executive producers, it's a pretty elite club," said the high-ranking source, adding that a good executive producer can command $75,000-$100,000 per episode. "When you look at who are the great stars/executive producers..."
producers, it’s a really, really small club.”

*Roseanne* could be counted in that club—despite the many executive producers who have come and gone from the Carsey-Werner show over its nine-year run—the source added.

“She has shown unbelievable instinct in what she should be doing,” the source said. “The entertainment industry is populated with writers who have spent time in hell with Roseanne, but consistently—or up until this year, where she seemingly just lost it—she’s had brilliant sense.”

Alan Berger, International Creative Management’s executive vice president of TV programing, said the executive producer talent pool has been stretched thin this year because of the influx of shows. “There aren’t enough experienced executive producers to run all the shows,” he said.

At least one seasoned producer, however, is expected to be available later this year: Larry Charles will reportedly leave his executive post on NBC’s *Mad About You* at the end of the year, with supervising producer Victor Levin serving as the likely replacement. Paul Reiser and Danny Jacobson also serve as executive producers on the NBC show.

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### B. Smith leads with ‘Style’

**Weekly lifestyle programs—and counterprogramming—collect clearances**

**By Cynthia Littleton**

Hearst Entertainment’s *B. Smith with Style* leads the pack of new first-run weekly lifestyle/how-to programs coming out of last month’s NATPE convention.

*B. Smith* has been cleared in eight of the top 10 markets, including NBC O&Os in New York, Los Angeles and Chicago. The show, hosted by author/restaurateur Barbara Smith, has attracted national sponsorship from Procter & Gamble and Kraft Foods.

Industry observers say *B. Smith* could be the heir to Martha Stewart Living’s throne as a weekend daytime draw for broadcasters, particularly in New York, where Smith, a former fashion model, is prominent in social and business circles. After four seasons as a solid performer for the CBS O&Os, Eyemark Entertainment’s Martha Stewart Living is expanding next fall from a half-hour weekly to a six-day strip.

A TV edition of *Better Homes and Gardens* is likely to compete with *B. Smith* for the elegant-living audience next fall. Meredith Corp., whose broadcast arm is growing through acquisitions, is developing a TV series based on its long-running monthly magazine.

Paramount Domestic Television is charging into the boom in wildlife programming with an hour weekly, *Wild Things*, which promises to bring *Cops*-style reality production to nature programing. The show was a fast starter for Paramount, which has cleared the hour in over 70% of the country after just a month.

“This show just seemed right as a weekly hour as opposed to a strip,” says Frank Kelly, PDT’s president, creative affairs. “We knew there was interest in the marketplace for a wildlife show presented in a more contemporary style.”

As counterprogramming to *B. Smith* and other female-oriented lifestyle series, Wall Street Journal Television and Raycom Sports have come out with new sports-themed half-hours.

Wall Street Journal TV’s *Sports Busi-

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### CBS shakes up Wednesday

Look for more shake-ups on the Wednesday prime time lineup, this time at CBS.

The network last week pulled its fledgling *Coast to Coast* from the 9 p.m. slot, saying it plans to return the news magazine to prime time sometime in the summer with more original episodes. The drama *Orleans* also was yanked from 10 p.m. for later debut March 28, joining Friday’s lineup of *JAG* and *Nash Bridges*. A spot opens up for *Orleans* with the moving of *Everybody Loves Raymond* to Monday and the departure of *Dave’s World*, which goes on hiatus after the February sweeps, with a planned return in May.

CBS will use Wednesday to roll out the midseason comedy *Temporarily Yours*, starring Debi Mazar, at 8:30 p.m., and *Feds*, a Dick Wolf crime drama, from 9 to 10 p.m., beginning March 5. The freshman drama *EZ Streets*—dropped from the schedule earlier this season because of stagnant ratings—will return to the Wednesday lineup at 10-11 p.m. March 5 after briefly re-emerging at 10 p.m. Monday, March 3.

The freshman comedy *Everybody Loves Raymond* will get a second lease on life March 3, when it moves from Friday to 8:30 p.m. Monday. *Ink* then jumps to the 9:30 p.m. time slot, while *Cybill* moves to 9 p.m. *Murphy Brown* will be rested during March and will return to the schedule April 21. *Cosby* will continue at 8 p.m.

Wednesday has seen a fair share of action this season with the addition of the midseason show *Chicago Sons* on NBC and a new home for *Coach* on ABC. ABC also rejiggered the lineup to better showcase its sophomore hit *The Drew Carey Show*, which involved new time periods for *Grace Under Fire* and *Ellen.*

—LR
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Kids upfront breaks toward double digits

Starts earlier than usual with deals struck on cable and in syndication; big changes for Saturday morning

By Steve McClellan

The children’s television upfront ad sales market got into gear last week, earlier than usual and generally an indicator of strong demand.

Sales executives were predicting double-digit gains on a cost-per-thousand basis and a bigger pool of kids advertising overall—perhaps as much as $800 million. Last year, the kids upfront totaled about $730 million.

Deals were being struck on the cable and syndication fronts, sources report. Broadcast network sales are expected to start this week.

Last year, Nickelodeon got the largest single share of the kids upfront, with just under $200 million, and the network appears to be in a good position for this year’s upfront as well. The network negotiated multiple-year commitments last year that extended to 1998 and is said to be working on extensions to 1999 now. The full-time kids network currently commands more than half the available gross rating points for kids 2-11.

On the broadcast side, The WB is expanding from 9 hours to 19 hours as it increases its weekday slate from one to three hours daily. At the same time, UPN is adding an hour daily teen block and Disney is cutting back its daily block (now in alliance with Kellogg) from two hours to 90 minutes. The market will also give ad buyers their first look at UPN’s new in-house ad sales unit, headed by senior VP Perri Stein.

On Saturday mornings, the landscape is also changing. All of the Big

S Y N D I C A T I O N  M A R K E T P L A C E

Keach ‘Hammer’-ing away

Stacy Keach is returning to series TV this fall as detective Mike Hammer. MG/Perin has cleared its new weekly first-run drama in about 52% of the country. Stations on board for the new-model Mike Hammer include most outlets in the Partner Stations Network consortium and ABC affiliate KMGH-TV Denver. Mickey Spillane’s hard-boiled sleuth has had two incarnations on TV. Darren McGavin starred in a syndicated series in 1957-59; Keach brought the character back to life 25 years later in a CBS series that ran from 1984 to 1987.

Night Man found

Tribune Entertainment has handed Night Man’s mask and cape to Matt McCollm, an actor/model/stuntman who has been a featured stunt double for such stars as Arnold Schwarzenegger (“Terminator 2”) and Steven Seagal (“Above the Law”). McCollm caught the eye of Night Man producer Glen A. Larson more than a decade ago with his stunt work in NBC’s Knight Rider. Says Larson: “Matt’s recent motion picture work, combined with his astonishing physicality, clearly put him ahead of the pack and convinced us that he is Night Man.” Tribune has cleared the upcoming weekly drama, based on an underground comic book, in 80% of the country for a fall start.

Suit against KW reporters settled

An invasion-of-privacy lawsuit brought against two reporters for King World Productions’ Inside Edition has been settled out of court.

King World officials say the dispute over the news magazine’s use of hidden cameras was settled “without payment of any money by the defendants.” Last year, two executives of health-care-firm U.S. Healthcare sued Inside Edition staffers Steve Wilson and Paul Lewis after the pair set up a hidden camera to videotape the executives outside their home; the footage was later used in an investigatory report on health maintenance organizations. ABC, CBS, NBC and the National Association of Broadcasters were among organizations that filed friend-of-the-court briefs in support of King World’s right to use footage gathered by hidden cameras. The initial suit was filed last February in federal court in Philadelphia.

Down Under draw

Should Paul Hogan have a talk show? The lovable Aussie is still a favorite stateside, according to Petry Television’s new survey of prime time movie performance on traditional independent stations in November. Hogan’s 1986 farce, “Crocodile Dundee,” was one of the consistently highest-rated movies on TV, along with “Lethal Weapon” and “Above the Law.”

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Ken Auletta (moderator)
Three are now out of the traditional kids cartoon business. NBC bowed out several years ago, when it opted to go after older kids and teens. Next season CBS is reducing its Saturday block to three hours of FCC-friendly fare, which will include *Beekman's World* and a new *Sports Illustrated for Kids* program.

ABC has said it is going all FCC-friendly as well with shows like *Brand Spanking New Doug* and *Winnie the Pooh*.

WB, Fox and CBS are set to unveil their new schedules this week. ABC had not set a release date as of last week. Nickelodeon is set to unveil its new slate Feb. 13.

CBS has also told its affiliates that it will feed its kids fare Friday nights starting with the new season, allowing stations to air the block on Saturday or Sunday morning. CBS Sales President Joseph Abruzese says that move could actually boost the network's kids ratings (on a same basis) because there's less competition for kids on Sunday mornings.

Still, Abruzese acknowledges that with fewer shows and declining ratings, the network anticipates having a smaller share of the kids market.

On the syndication front, Dan Cosgrove, president of Eyemark Entertainment's ad sales division, confirmed one major deal last week, with toy maker Galoob. Eyemark is repelling nine syndicated kids shows in the upfront, more than any other single player. Those shows include *Mister Men, Zoombots, Enchanted Tales and Vampires*.

"It's a very, very strong market," Cosgrove said last week. "It's a high-double-digit market [as far as CPM gains go]." But he said those gains, in part, were the result of generally lower Nielsen kids ratings across the board. "The Nielsen numbers have so saddled us that it has driven the number of impressions down so far that people have to buy a lot more time to get their weight," Cosgrove said. That, in turn, artificially increases demand, he said.

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**Cosby opens up to Rather in interview**

Morning news, evening news and '60 Minutes' each get piece of scoop

By Steve McClellan

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

CBS aired pieces of the interview, which was requested by Cosby, on three separate broadcasts—last Monday's *CBS This Morning* and CBS *Evening News* and yesterday's edition of *60 Minutes*.

Much of the interview dealt with the family's grief over the murder of Cosby's only son, Ennis. Cosby told Rather the family was intent on "grieving with dignity."

But Cosby also wanted to let the audience know that he intended to get on with his life sooner rather than later. "I don't think there's anybody left in the United States who doesn't know what happened to the son of this comedian, and I think it's time for me to tell the people that we have to laugh—we've got to laugh."

Cosby also acknowledged having a "rendezvous" with the mother of 23-year-old Autumn Jackson, who claims she is Cosby's daughter, but denied being the father. Jackson was arrested two weeks ago, along with a Hollywood-based collaborator, for allegedly trying to extort more than $20 million in hush money from Cosby.

Last Monday's *This Morning* got a 9 share of audience, versus the usual 8 share.

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**KCAL stays on-air despite bomb scare**

Station goes remote during hoax

By Cynthia Littleton

In the end, the truck bomb parked outside KCAL(TV) Los Angeles Jan. 25 drove away just as quietly as it arrived.

No bomb went off—it proved to be a hoax—and neither did the station, thanks to a yeoman effort by KCAL staffers and a little help from their competitors.

Police say the elaborate hoax was staged Jan. 25 by a Long Beach auto body shop.
owner with an apparent grudge against the American Automobile Association.

For program director Bill Butler, the eight-hour endurance test began around 11 a.m. with a phone call from the Los Angeles Police Department ordering him to evacuate the station immediately.

A truck with a large banner proclaiming, “Don’t Shoot. 5000 lbs. of dynamite” was parked outside the station, which sits adjacent to the Paramount Pictures lot on Hollywood’s well-traveled Melrose Avenue. A large device that appeared to be a pipe bomb was strapped to the roof of the cab, but no explosives were found inside the truck.

“It was a very tense situation, but it’s the kind of energizing situation that TV people really relish,” said Butler. “It made for terrific broadcasting.”

By 7:15 p.m., when staffers were allowed back into the station, KCAL had served up a live hockey game, some syndicated programming, and nearly five hours of breaking news and produced most of its regular 8 p.m. local newscast. All told, the station was off the air for less than four minutes, Butler said.

With little time to prepare, Butler and other staffers grabbed program and commercial spot reels while the engineering department adjusted its equipment to better receive and relay remote signals to the transmitter.

KCAL’s helicopter unit went into action immediately, and other staffers sneaked an electronic newsgathering truck past the LAPD’s command post in the parking lot. The LAPD ultimately scaled off a two-square-mile area around KCAL and Paramount while negotiating with the suspect, who spoke with police from the cab of the truck using a cellular telephone.

“We basically ran our TV station without a station,” said Don Corsini, KCAL’s vice president of sports operations and production.

The only way to switch between the feeds from KCAL’s Sky 9 and the ENG van was to turn off the power in one or the other. Chief engineer Neil Mazur drove up to the station’s transmitter atop Mount Wilson, about 30 miles away, to insert electronic stills between the switches.

“There was nothing clean about it, but we really didn’t have a choice,” said Butler.

Eventually, KCAL borrowed studio facilities from a nearby production company, Tribune’s KTLA, ABC’s Los Angeles O&O and CNN’s Hollywood

outpost also lent KCAL editing equipment and other vital facilities.

“We’re all competitors, but we’re all in the same business,” said John Rear-

don, general manager of KTLA. “When our news department saw what had happened, they felt empathetic.”

KCAL, which was recently purchased from the Walt Disney Co. by Young Broadcasting, may have been the target of the bomb scare, but the message apparently was meant for the American Automobile Association. Last week, Abram Bene Nacham, 64, pleaded not guilty to felony charges of making a false bomb threat, making terrorist threats and possessing of a “facsimile” bomb. At press time, Nacham was being held in lieu of $500,000 bail.

Miami dazzles visitors with Cuban cuisine, tropical sun, and hot radio from Paxson Communications, with its six market-leading stations. These stations all operate from a consolidated facility, with AudioVAULT® from Broadcast Electronics linked internally on a local area network, as well as throughout Florida on Paxson’s wide area network.

Paxson in Miami is working proof that the Broadcast Electronics’ AudioVAULT is the most reliable, flexible, and expandable digital audio system for radio stations in this new era of studio consolidation.

By combining AudioVAULT’s powerful networking with its suite of flexible creative tools, and newsroom management software, Paxson’s productivity and efficiency have “increased dramatically,” according to Ramon Mejia, MIS Director for Paxson Miami. Simply put, AudioVAULT from Broadcast Electronics gives Paxson Communications a competitive advantage in Miami.

Miami is the gateway to Latin America - from AM transmitters bound for Bogota, FM transmitters for Sao Paulo, consoles shipping to Santiago, Martí’s to Mexico City, and AudioVAULT to Caracas - Miami is indeed, a Broadcast Electronics City.
Game show has The WB in the dark

Show uses special technology to capture contestants performing tasks without aid of light

By Lynette Rice

In 1991 special technology made it possible for TV viewers to watch U.S. and coalition forces shower Iraqi troops with missiles under cover of darkness. In 1997 special technology will make it possible for TV viewers to watch U.S. game show contestants perform mundane tasks in the dark.

A unique camera and lighting system—which, in the simplest terms, can be compared with the unforgettable images on CNN six years ago—has captured the attention of game show guru Jonathan Goodson, not to mention TV producers in the UK, Brazil, Portugal, Germany and Japan.

Created by England's John Gough, a former children's book publisher, and Roger Allsopp, a TV production manager, the system, dubbed Beyond the Visible Spectrum, records images—in this case, a quirky game show—without the use of visible, ambient light. Over 16 months, Allsopp developed special fixtures that emit invisible light and a sensitive camera that can pick up such high frequencies.

The system can be mounted to a normal studio camera, and operators can engage it with the flip of a switch.

"We hadn't the foggiest idea where to start because we were starting with something different from the military technology we had seen and all know about," said Allsopp of the infrared technology that records rough images without the use of ambient light.

"When you are talking about TV prime time game shows, we wanted something that would show expressions on faces. The furrowed brow, the eyes glazed over, the excitement," Allsopp continued. "But the technology didn't exist."

Allsopp and Gough ultimately teamed with Fuji International Productions Ltd. and distributor NBD TV last year to take the show on the road—namely to Brazil, Portugal, Germany and Japan. Companies in 22 countries, including America's Jonathan Goodson Productions, have purchased the format to produce a game show.

After turning down a network that wanted to run the show as a series of specials, Goodson sold the game show to The WB. Six episodes of In the Dark have been completed, with British comedian Julian Clary serving as the show's saucy host. Contestants are asked to perform a variety of tasks in total darkness, from serving food to putting on pajamas.

The show, which will serve as a midseason replacement for the netlet,
Rather assailant identified

In 1986, Rather was confronted by a man who demanded to know “What's the frequency, Kenneth?”

A bizarre mystery in CBS newsman Dan Rather’s life appears to have been put to rest after a decade.

The New York Daily News reported last week that William Tager, who was convicted of killing an NBC technician outside Today’s New York studios in 1994, is apparently the same man who attacked Rather in 1986.

The October 1986 attack came as Rather strolled along Park Avenue after dinner at a friend’s house one Saturday evening. He was confronted by a man who demanded to know, as Rather recalled later, “What’s the frequency, Kenneth?”

The line inspired a pop tune from the band R.E.M., and the incident became the subject of endless cocktail-circuit and tabloid gossip. Much of the talk was derisive, and some questioned Rather’s credibility and sanity.

But it was Tager’s sanity that came into question after he gunned down NBC technician Campbell Theron Montgomery on Aug. 31, 1994. Tager, who was convinced that the media were transmitting messages to his brain, was examined by forensic psychiatrist Park Dietz after the slaying.

Tager told Dietz of his chance encounter with Rather years earlier—that he had demanded to know, as Rather reported, what frequency was being used to beam him messages.

After checking Tager’s account of the incident with Rather’s, as well as police records, Dietz became convinced that Tager was the mystery attacker. Rather subsequently identified Tager from photos.

Dietz told the News that Rather was lucky: had Tager (possibly visiting a nearby uncle) been prepared for his encounter with Rather, the result could have been much worse.

In a statement last week, Rather said he was grateful the mystery was solved. He told the News his one regret was that it wasn’t solved before Tager killed Montgomery.

—SM

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Fox stations in top three markets take show for weekend barter runs

By Cynthia Littleton

Fox-owned stations in the top three markets have picked up Universal Domestic Television’s New York Undercover for weekend barter runs beginning in fall 1998.

Universal’s marketing plan for Dick Wolf’s Fox drama is a good example of how major studios are turning to niche marketing—via broadcast and cable—to boost the bottom line in a fragmented TV landscape.

Like most off-net hours offered in the past two years, the gritty cop show will also debut as a Monday-Friday strip next year on basic cable USA Network. On the broadcast side, New York Undercover has been sold to 85 stations covering 75% of the country for weekly (7-minute national/7-minute local ad split) barter runs over a two-year license term.

Still, the broadcast marketplace for weekend off-network hours is crowded these days, with Walker, Texas Ranger, The X-Files and NYPD Blue coming this fall, followed next year by ER. Wolf himself told the press that NYU stood little chance of earning ER-level dollars in syndication during a very public salary dispute last year with stars Malik Yoba and Michael DeLorenzo.

Universal’s broadcast lineup, which also includes the Paramount Station Group, clears 85% of black TV households. New York Undercover’s strength in its network, run has been its strong performance in black TV households. Going against NBC’s powerhouse Thursday lineup, New York Undercover has ranked as the number-one series in black households this season.

To make the most of its clearances, Universal has opted to sell the studio’s share of the national barter time in the contracts to the specialty ad sales firm Alto-Marc Communications.

Frank Mercado-Valdes, founder of New York-based Alto-Marc, says he’s confident he’ll turn a profit by using his ongoing relationships with ethically targeted advertisers and media buyers to generate higher CPM rates. In addition to annual specials, Alto-Marc has launched the monthly and quarterly African Heritage Movie Network packages.

Universal gains a onetime profit on the sale and saves the expense of mounting a targeted media sales campaign for a relatively low payoff.

In the future, Mercado-Valdes predicts, more off-network product will be marketed this way. Steve Rosenberg, executive vice president, Universal Domestic Television, agrees. “The offer [Mercado-Valdes] made us for our barter spots was more than our own internal estimation of what we could sell them for in the general market. We’ve sold movie titles to the African Heritage Movie Network over the past few years, and we’ve seen how well [Mercado-Valdes] sells selectively to advertisers targeting black households.”

Packer powers ‘Kwik Witz’

Holmgren show funds game show effort

By Cynthia Littleton

The guardian angel who guided the Green Bay Packers to their first Super Bowl win in 29 years was also looking out for Steve Belkin this season.

Belkin is the one-man production/distribution machine behind Kwik Witz, the sketch comedy game show that debuted in national syndication last September.

Most of the financing for Belkin’s labor of love has come from revenue generated by his day job as syndicator of the TV/radio weekly football round-up show featuring Packers coach Mike Holmgren.

Needless to say, the Packers’ performance this season gave a hearty boost to ratings and ad revenue for The Mike Holmgren Show. The half-hour show, distributed by Belkin’s Cleveland-based Sports Media Management, is carried in Wisconsin on WTMJ-TV Milwaukee and WHAY-TV Green Bay.

Kwik Witz, produced and distributed by Belkin’s Beau & Arrow Productions, has been picked up for a second season by the NBC O&Os in the top three markets. The late-night weekly was also upgraded earlier this month in Minneapolis, moving from ABC affiliate KSTP-TV to the post-Saturday Night Live slot on NBC affiliate KARE(TV).
**PEOPLE’S CHOICE**

*Ratings according to Nielsen Jan. 20-26*

**KEY:** RANKING/SHOW (PROGRAM RATING/SHARE) • TOP TEN SHOWS OF THE WEEK ARE NUMBERED IN RED • TELEVISION Universe ESTIMATED AT 97.0 MILLION HOUSEHOLDS. ONE RATING POINT—970,000 TV HOMES. YELLOW TINT IS WINNER OF TIME SLOT. (NR) NOT RANKED. RATING/SHARE ESTIMATED FOR PERIOD SHOWN. *PREMIERE* SOURCES: NIELSEN MEDIA RESEARCH. CBS RESEARCH. **GRAPHIC BY KENNETH RAY**

### Week 19

#### Monday

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### Sources

- **Broadcasting & Cable** February 3, 1997
- **www.americanradiohistory.com**
Disney first quarter gets high marks

Analysts pleased with earnings, optimistic for future

By Steve McClellan

Despite some weakness at the ABC broadcast network, Disney’s first-quarter earnings were applauded by Wall Street last week. The stock was up $1 to 72 5/8 on Tuesday, when the numbers were released, and Merrill Lynch upgraded its position on the company from hold to buy.

Disney reported that its broadcasting division (primarily ABC, ESPN and The Disney Channel) achieved a pro forma 38% gain in operating income, to $470 million, on a 4% revenue gain, to $1.9 billion, for the company’s first fiscal quarter 1997 (which ended Dec. 31, 1996). The income gain did not include a onetime $135 million windfall from the sale of KCAL (TV) Los Angeles.

Disney said $133 million, or about 28%, of first-quarter broadcast-segment operating income resulted from program amortization and depreciation costs related to the ABC merger. That accounting technique allowed the company to boost network results on paper, despite lower network ratings, analysts said.

Disney didn’t break out ABC’s performance in the first quarter; analysts estimated, however, that the network’s operating income was flat or up slightly with the help of the amortization and depreciation costs, but otherwise would have shown a drop. They also said the network benefited from a strong first-quarter scatter market.

The cable properties helped boost the overall performance of the segment, analysts said, estimating a profit gains of about 30% for ESPN and about 20% for The Disney Channel.

Disney as a whole reported revenue of $6.278 billion for the first quarter, up 7% on a pro forma basis. Operating income was up 10%, to $719 million.

The company also said it was considering the sale (among other options) of ABC’s publishing unit, which includes daily and weekly newspapers, magazines and trade publications.

Going forward, Merrill Lynch entertainment analyst Jessica Reif predicted strong Disney results for the next year and possibly beyond, with a 12-month target stock price of $84.

Other analysts also said Disney is well positioned for future growth. “It was a very good quarter,” agreed Harold Vogel, entertainment analyst at Cowen & Co. “Except for the network, they had very good performances across all segments.”

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**Changing Hands**

The week’s tabulation of station sales

**TV**

WCPX-TV Orlando, Fla.; WHNS(TV) Asheville, N.C./Greenville, S.C., and KPDX(TV) Vancouver, Wash./Portland, Ore. (and low-power KFXO(TV) Bend, Ore.)

Price: $435 million cash (B&C, Jan. 27)

Buyer: Meredith Corp., Des Moines, Iowa (William T. Kerr, president); also owns KPHO-TV Phoenix; WOIX (TV) Ocala/Gainesville and WOFL (TV) Orlando, Fla.; WNEM-TV Bay City/Flint, Mich.; KCTV(TV) Kansas City, Mo.; KVVU-TV Henderson/Las Vegas, Nev., and WSVM(TV) Nashville

Seller: First Media Television LP, Atlanta

Facilities: WCPX-TV: ch. 6, 74.1 kw visual, 14.8 kw audio, ant. 1,460 ft.; WHNS: ch. 21, 3,390 kw visual, 398 kw audio, ant. 2,509 ft.; KPDX: ch. 49, 2,612 kw visual, 216 kw audio, ant. 1,785 ft.; KFXO: ch. 39

Affiliations: WCPX-TV: CBS; WHNS: Fox; KPDX: Fox; KFXO: Fox

KABJ(TV) Calipatria, KSMS-TV Monroe/Salinas and KLOB(FM) Thousand Palms, all Calif.; KCDC(TV) Denver, and KINCTV Las Vegas

Price: No money involved ("asset contribution agreement" to create new entity)

Buyer: Entravision Communications Co. LLC, Los Angeles; (Walter F. Ulloa, managing member/21% owner; Cabrillo Broadcasting Corp., 25.2% owner [Philip C. and Wendy KruideUlloa, owners]; Golden Hills Broadcasting Corp., 24% owner); is buying KNOV(TV) McAllen/ Brownsville and KINT-TV and KSVE (AM)-KINT-FM El Paso, all Tex.; has applied to build

Proposed station trades

By dollar volume and number of sales; does not include mergers or acquisitions involving substantial non-station assets

**This week:**

TVs: $4,350,000,000  2 Combos: $13,416,514  5
FMs: $16,315,000  9 AMs: $2,857,933  8
Total: $46,758,447  24

**So far in 1997:**

TVs: $614,030,000  6 Combos: $491,838,155  34
FMs: $295,169,168  27 AMs: $9,211,084  19
Total: $1,410,248,407  86

**Same period in 1996 (Feb. 5):**

TVs: $268,933,010  11 Combos: $144,783,486  25
FMs: $96,899,510  23 AMs: $4,856,999  15
Total: $516,131,006  74

Source: Broadcasting & Cable
KLIX-AM-FM and KEZJ-FM Twin Falls, Idaho

Price: $8.8 million
Seller: B&B Broadcasting, Spokane, Wash. (Robert Barron, president); owns KLAD-AM-FM Klamath Falls, Ore.; is building FM in Bonanza, Ore. Barron has interest in KARY-FM Grandview, KARY(AM) Prosser and KBBO(AM)-KRSF(AM) Yakima, all Wash.
Facilities: AM: 1310 khz, 5 kw day, 2.5 kw night; FM: 96.5 mh, 100 kw, ant. 130 ft.; KEZJ-FM: 95.7 mh, 50 kw, ant. 670 ft.
Formats: AM: news/talk; FM: classic rock; KEZJ-FM: country
Broker: Media Services Group Inc.

WWMT(AM) Burlington-WXXX(FM) South Burlington, Vt.

Price: $2,939,014
Buyer: Sison Broadcasting Inc., Colchester, Vt. (Paul S. Goldman, president/owner/20.2% owner of seller/son of president of seller); no other broadcast interests
Seller: James Broadcasting Co. Inc., Jamestown, N.Y. (Simon Goldman, president/79.8% owner); owns WJTN(AM)-WWISE(AM) Jamestown; 80% of applicant for FM in Lakewood N.Y.
Facilities: AM: 620 khz, 5 kw; FM: 95.3 mh, 3 kw, ant. 225 ft.
Formats: AM: oldies; FM: CHR

WNGO(AM)-WXID(FM) Mayfield, Ky.

Price: $1.3 million
Seller: West Kentucky Broadcast Co. Inc., Mayfield (Charles Stratton, president); no other broadcast interests
Facilities: AM: 1320 khz, 1 kw day, 97 w night; FM: 94.7 mh, 32 kw, ant. 442 ft.
Formats: Both country

WSWV-AM-FM Pennington Gap, Va.

Price: $325,000
Buyer: IBS Communications LLC, Pennington Gap (David S. Hartley, member/16.7% owner)
Seller: Lee Broadcasting Corp., Brisbane, Va. (J.D. Nicewonder, principal)

Facilities: AM: 1570 khz, 2.3 kw day, 191 w night; FM: 105.5 mh, 3.5 kw, ant. 276 ft.
Formats: Both adult contemporary

25% of WTSN(AM) Dover-WBYY(FM) (formerly WRGW) Somersworth, N.H.
Price: $25,500
Buyer: Robert L. Demers, Somersworth (33% owner); no other broadcast interests
Seller: Joseph L. Jepson, Dover; no other broadcast interests
Facilities: AM: 1270 khz, 5 kw; FM: 98.7 mh, 6 kw, ant. 315 ft.
Formats: AM: news/talk; FM: Soft rock

WBZQ(AM) Bay Shore, N.Y.

Price: $12.45 million (includes $200,000 noncompete agreement)
Buyer: Barnstable Broadcasting Inc., Newton, Mass. (David Gingold, president); owns KKIQ(AM)-WKLY(AM)-WCLQ(AM)-WCLQ(FM) Hempstead, N.Y.; WTOR (AM)-WQOD(FM) Akron, Ohio; WWKL(AM) and WCMB(AM)-WWMU(FM) Harrisburg, Pa., and WGGX(FM) Memphis and WSRM-FM Milwaukeen, Tenn.; has option to purchase wzpk-FM Berlin, N.H.
Seller: Shore Media Inc., Bay Shore (Betty Fox, president). Fox owns 9% of WBZQ-FM Southold/Long Island and WLR-FM Bridgehampton/Long Island, N.Y.
Facilities: 103.1 mh, 3 kw, ant. 285 ft.
Format: Oldies
Broker: Blackburn & Co.

WTRI(AM) Mount Carmel, Ill.

Price: $1.3 million
Buyer: Connisseur Inc., Westport, Conn. (75% general partner; Jeffrey D. Warshaw, president/owner); owns WXXO(FM) Freeport, WGEN-AM-FM Geneseo, WXL(PF) Moline and WROK (AM)-WZOK(FM) Rockford, all Ill.; KORB (FM) Bettendorf, KOEL-AM-FM Oelwein/ Cedar Falls, KJCO(AM) Davenport and KBOE(FM) Muscatine, all Iowa; WGOF (AM) Evansville-WQBF-FM Henderson, Ky.; WDFD(AM)-WDOZ(FM) Flint, Mich.; and WBBW(AM), WBGG(FM), WRTK(AM) and WHO-T-FM Youngstown, Ohio, and WQIC(AM)-WFYM(FM) Sharon, Pa.; is buying WBRT(FM) Mt. Carmel, Ill.; Evansville, Ind.; KCCV(AM) Cedar Falls, Ky.; WSOAM(AM)-WXXX(FM) Salem/Youngstown, Ohio; has applied to build FM in Flint, Mich.
Seller: Old Northwest Broadcasting Inc., Vincennes, Ind. (Mark and Saudandra Lange, David and Kimberley Crooks, owners); owns WYER(AM) Mount Carmel, and WAOV(AM) Vincennes and WWSL-FM Washington, Ind.; has TBA with WSKT-FM Spencer, Ind. Langes owns WREE(FM) Green castle and WZDM-FM Vincennes, Ind.
Facilities: 94.9 mh, 50 kw, ant. 425 ft.
Format: Classic rock

WBNX-AM Lebanon, N.H.

Price: $925,000
Buyer: Mountain View Broadcasting Co. Inc., Hanover, N.H. (Robert C. Frisch, 78.2% owner); owns WTSI (AM)-WXGL(FM) Hanover and WXXX(FM) Newport, N.H.
Seller: Radio South Burlington Inc., Wilton, Conn. (Dennis Jackson, owner); owns WOQX(AM) Sharon/Lakeville, Conn.; 50% of WMEX(FM) Westport, N.Y./Burlington, Vt.
Facilities: 100.5 mh, 22 kw, ant. 325 ft.
Format: Alternative
Broker: New England Media Inc.

WZNF(FM) Sullivan, Ill.

Price: $750,000
WLME(FM) Cannellon, Ind.; WKC(M-AM)/W-KCM(FM) Hawesville, wbro(FM) Philpot, Ky., and WCTZ(AM) Clarksville, wozg-FM Dickson and whal(AM)-WPC(FM) Shelbyville, all Tenn.

**Seller:** Rolls Communications Corp., St. Louis (Mark Rollings, owner); owns wkdz(FM) Danville, Ill.

**Facilities:** 106.7 mhz, 9.5 kw, ant. 550 ft.

**Format:** AOR

WRXS-FM Ocean City, Md.

**Price:** $400,000

**Buyer:** HVS Partners, Potomac, Md. (Gisela Huberman, president). Huberman, with Adam Levinson and Bruce Timm, owns Rebus Inc., which owns wmlf(AM) Moncillo and wtal(AM) Talahassee, Fla.; is selling wjph(AM) Monticello. Huberman owns 64% of wlbw(FM) Fenwick Island, Del.; wbez(FM), wbx(FM) and wbrt(AM) Talahassee; wojo(FM), wsw(FM) and wtmg(AM) Salisbury, Md., and wxor(FM) and wosl(FM) Jacksonville and wwoq(FM) Wilmington, N.C.

**Seller:** J.H. Communications, Virginia Beach, Va. (Joseph A. Booth, Robert Cauthen, owners); no other broadcast interests

**Facilities:** 106.9 mhz, 6 kw, ant. 303 ft.

**Format:** Modern rock

**Broker:** William B. Schutz Jr.

KDEW-FM DeWitt, Ark.

**Price:** $150,000

**Buyer:** Arkansas County Broadcasters Inc., Wynne, Ark. (co-owners Bobby Caldwell, C.B. Moery Jr., Caldwell owns kbrl(AM)/kcm-FM Brinkley and wkyw-AM-FM Wynne, Ark.; 50% of kwak-AM-FM Stuttgart, Ark.; has applied to build FMs in Earle, Harrisburg and Hatfield, all Ark., and DeKalb and Tunica, Miss.

**Seller:** First National Bank of DeWitt, Ark. (receiver for Quadras Inc.).

**Facilities:** 96.7 mhz, 3 kw, ant. 146 ft.

**Format:** Adult contemporary

KZDD(FM) (formerly KIBN) Wichita, Kan.

**Price:** $130,000

**Buyer:** Word of Life Ministries Inc., Wichita (Robert Rotola, president/12.5% owner)

**Seller:** New Life Fellowship Inc., Oklahoma City (Jimmy Wayne Lee, bankruptcy trustee); owns kien(FM) Wichita; is selling ktl-AM and krsn(AM) El Dorado and kwcm(FM) Kingman, Kan.

**Facilities:** 90.7 mhz, 25 kw, ant. 335 ft.

**Format:** Spanish

WMNV(FM) Rupert, Vt.

**Price:** $125,000

**Buyer:** Capital Media Corp., Cohoes, N.Y. (Paul Lotters, president/owner); owns wbaw-FM Lake Luzerne, wmyy (FM) Schoharie and whaz(AM) Troy, all N.Y.


**Facilities:** 104.1 mhz, 2.9 kw, ant. 223 ft.

**Format:** Religion

KJVC-FM Mansfield, La.

**Price:** $85,000 cash

**Buyer:** Metropolitan Radio Group Inc., Flower Mound, Tex. (Gary L. Acker, president/owner); is buying kjou(AM) Shreveport, La. (for other holdings, see "Changing Hands," Jan. 13)

**Seller:** Desoto Broadcasting Inc., Logansport, La. (Gene Fields principal); owns kori-FM Mansfield. Note: Desoto earlier sold station to FM Radio LC for $52,000 (B&C, July 29, 1996)

**Facilities:** 92.7 mhz, 3 kw, ant. 299 ft.

**Format:** Dark

**Radio:** AM

WAVG(AM) Louisville, Ky.

**Price:** $1.8 million

**Buyer:** Pulitzer Broadcasting Co., St. Louis (Ken J. Elkins, president; Pulitzer Publishing Co., owner [Michael E. Pulitzer, president/23.2% owner]); owns wlyk(TV) Louisville (for other holdings, see "Changing Hands," Jan. 13)

**Seller:** Sunnyside Communications Inc., Jeffersonville, Ind. (Charles Jenkins, president); owns wxww(AM) Jeffersonville and wzzb(AM)-wokc-FM Seymour, Ind.

**Facilities:** 970 khz, 5 kw

**Format:** Adult standards

KTAE(AM) Taylor, Tex.

**Price:** $400,000

**Buyer:** Fernando Zee Zepeda, McAllen, Tex. (62% owner)

**Seller:** Graham Gillis Conoley, Taylor, Tex.; no other broadcast interests

**Facilities:** 1260 khz, 1 kw day

**Format:** Varied

WJIG(AM) Tullahoma, Tenn.

**Price:** $163,000

**Buyer:** 740 AM WJIG Miracle Network Inc., Tullahoma (Dale Carroll, president/14.3% owner)

**Seller:** Billy Freeze, Manchester, Tenn.

**Facilities:** 740 khz, 250 w day, 67 w night

**Format:** Contemporary Christian

WJCM(AM) Sebring, Fla.

**Price:** $150,000

**Buyer:** Concord Media Group Inc., Odessa, Fla. (Mark W. Jorgenson, president)

**Seller:** Rumbaut Management Inc., Miami Beach, Fla. (Julio Rumbaut, president; receiver for WJCM Inc.)

**Facilities:** 960 khz, 5 kw day, 1 kw night

**Format:** Dark

WTOQ(AM) Bath, Me.

**Price:** $150,000


**Seller:** Carl D. Strube, Andover, Mass.; no other broadcast interests

**Facilities:** 730 khz, 1 kw

**Format:** Music of Your Life

**Broker:** Kozak Media Services

WCTA(AM) Alamo, Tenn.

**Price:** $119,933 (includes $77,059 assumption of liability)

**Buyer:** Billy H. Williams, Alamo; no other broadcast interests

**Seller:** Gary M. Rea, Alamo; no other broadcast interests

**Facilities:** 810 khz, 250 w day

**Format:** CHR

KJWI(AM) West Helena, Ark.

**Price:** $65,000

**Buyer:** David L. Brown, Atoka, Tenn.

**Seller:** Kaye G. Roberson, Helena, Ark.; no other broadcast interests

**Facilities:** 1600 khz, 1 kw

**Format:** Religion

WWXL(AM) Manchester, Ky.

**Price:** $10,000

**Buyer:** Joe W. Burchell, Michael Baase London, Ky. Burchell owns 40% of wtsx(FM) Manchester.

**Seller:** Vernon R. Baldwin Inc., Fairfield, Ohio (Vernon R. Baldwin, president); owns wcdn(AM) Fairfield and wnl(AM) Harrison, Ohio; is selling wkyl(AM) Lawrenceburg, Ky. Baldwin owns wnt(AM) Manchester and wbr(AM) Wilmore, Ky.; 90% (jointly with wife) of wtkg(AM)-wzle(AM) Lorain, Ohio

**Facilities:** 1450 khz, 1 kw

**Format:** Gospel

---Compiled by Elizabeth A. Rathbun

**Correction:** Bob Fish's status at U.S. Broadcast Group was incorrectly reported in the Jan. 20 BROADCASTING & CABLE. Fish remains chairman of the company; Jason Elkin is its CEO.

**Amplification:** Jerry Johnson of Johnson Communication Properties was the broker for the $1.1 million cash sale of klgf(AM)-FM Redwood Falls, Minn., from Community Airwaves Corp. to Rabbit Enterprises Corp. (B&C, Jan. 20)
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Radio prefers preferred (stock)

Groups going with preferred stock options to raise funds

Radio
By Donna Petrozzello

Last quarter's downturn in radio stock values has led several public broadcast groups to issue preferred stock rather than common stock to raise capital, say leading broadcast industry analysts.

In recent weeks, SFX Broadcasting issued $275 million in exchangeable preferred stock, and Chancellor Broadcasting Co. issued $200 million in exchangeable preferred stock and $100 million in convertible preferred stock. And American Radio Systems plans to issue $200 million in exchangeable preferred stock, the analysts say.

Pegasus Communications and Granite Broadcasting also issued preferred stock options recently, and analysts say Benedek Broadcasting and Paxson Communications have deals outstanding to issue preferred stock.

Preferred stock carries less risk to broadcast groups because it typically carries a specific dividend throughout the year regardless of market fluctuations, while common stock values swing heavily with market trends.

The recent downturn in radio stock values discouraged some companies from issuing common stock out of fear of devaluing the company, analysts say. Radio stocks plunged an average 20% between Oct. 24 and Oct. 31 last year, coinciding with Department of Justice investigations of pending radio deals.

While the stocks have gradually recovered in first quarter 1997, analysts say the plunge encouraged some companies to choose the safer preferred stock offering.

Crisler Capital Co. President Dean Menzzer says preferred stock gives groups more stable, upside growth potential than common stock. And CS First Boston research analyst Bob Kricheff says issuing preferred stock "allows groups to get longer-term financing to fund acquisitions."

Kricheff points out that preferred stock "does not require any cash dividends for five years" and can be exchanged for debt to reduce a tax burden. "Broadcasters are creating a new, relatively rare class of financing in the form of preferred shares," Kricheff says.

In addition, many broadcasters closed 1996 with acquisitions agreed upon but awaiting closure. Instead of raising capital through debt financing—if it was still available to the companies—they chose preferred stock offerings.

"Some of these broadcast companies are leveraged so highly, they cannot take on more debt," says senior broadcast analyst James Marsh for Prudential Securities.

"When stock prices tanked last fall, companies felt they would be giving away too much of the company with common stock sold at that level," Marsh says. "I think some companies felt slightly burned because they always thought they could rely on issuing common stock to finance deals."

Kricheff expects more broadcasters to follow the lead of Chancellor, SFX and American Radio Systems: "Clearly, we're seeing acceptance in the investment community of this. It sets an example. I think many of the broadcasters will explore [preferred stock offerings] as a financing technique."

'96 revenue tops $12 billion

Revenue from combined local, national and network radio advertising totaled $12.4 billion last year, an increase of 8% from 1995's $11.4 billion, the Radio Advertising Bureau reported last week. According to the association, national revenue increased 9%, from $1.9 billion to $2 billion, and local revenue rose 8% in 1995 from 1995 levels. Local revenue totaled $9.8 billion, up from $9.1 billion. Network revenue increased 9%, to $465 million, from $426 million, the RAB reported.

RAB President Gary Fries says, "The 8 percent overall growth rate for the industry in 1996 sends a unmistakable signal that both local and national advertisers are recognizing the inherent strengths of radio." Meanwhile, combined revenue pushed ahead 15% in December 1996 compared with December 1995, says the RAB. Separately, national revenue showed the steepest gains—25% on average—in December, compared with local revenue's average 12% gain for the month over the year earlier.

KMOX(AM) adds CNN

Midwest news/talk power KMOX(AM) St. Louis has signed CNN Radio News for additional national and international news cuts. CNN supplements KMOX's long-standing affiliation with CBS Radio Network news, the station said.

Heftel division signs with Katz

Katz Radio Group's Hispanic division has signed an exclusive agreement to represent national ad sales at 10 additional Hispanic stations owned by the New Heftel Group. The added stations give Katz Hispanic Media coverage of Heftel's 34-station portfolio and add about $18 million in projected gross billings to the KHM division, according to Katz. The deal also gives Katz representation in each of the top 10 Hispanic radio markets. Katz says.—DP

Errata

Broadcasting & Cable's Jan. 27 story about the Interpre Radio Store and CBS Radio should have noted that CBS Radio Representatives, Group W Radio Sales and Infinity Radio Sales will not close, but will stay intact as four teams under the Interpre umbrella. CBS Radio Representatives includes 44 stations, 23 of which are owned by CBS. Also, the story should have noted that Interpre has represented Infinity Broadcasting's station since 1981. Interpre formed Infinity Radio Sales in 1995, at which time it started representing all of Infinity's stations.
More fallout over TCI snafu

Two local regulatory agencies take action over lack of channel change notification

By Price Colman

Problems that Tele-Communications Inc. encountered in notifying as many as 6.5 million subscribers of channel lineup changes have sparked disciplinary action by at least two local regulatory agencies.

Cable regulators in St. Louis and northern Ohio contend that TCI violated telecommunications law by failing to provide at least 30 days' notice to subscribers of impending programming changes.

TCI acknowledged at the outset that a "miscommunication" with an outside firm that was supposed to handle printing and mailing of channel lineup cards resulted in nearly half the MSO's subs failing to get the cards. Conversely, TCI officials said they followed the letter of the law in putting legal notices in newspapers where the changes were occurring.

But regulators said that because TCI implemented the programming changes before Jan. 1, when 30 days would have elapsed, and gave only vague information about the changes, the MSO failed to fulfill a clause in the Telecommunications Act of 1996.

"We have given them notice that they did not meet the provision regarding 30 days," said Susan Littlefield, cable regulations administrator for St. Louis' communications division. "We sent letters in the strongest possible terms."

That letter also informs TCI that it faces being in default on its St. Louis franchise, which encompasses about 250,000 subscribers, if it doesn't correct the situation.

Regulators at the Telecommunications Commission of Northern Ohio (TCNO) took a different form of punitive action: They fined TCI roughly $54,000 for the notice violations and ordered the local systems to credit subscribers for one day's basic service charge for each day of violation. The credit total some $300,000.

"They didn't say they were changing 12 channels, they said they were changing three or four," said Gary Biddick of TCNO. "The approach TCI has taken in terms of customer service [is] basically no approach at all. I don't think they understand the small-town market at all."

Community leaders in Celina, Ohio—one of the 16 TCI franchises TCNO oversees—have become so disaffected that they've empowered the utility company there to overbuild TCI.

It wasn't so much the late notice of programming changes that had people up in arms, it was the programming changes themselves. Ohio was one of the states where TCI dropped superstation WGN-TV, highly popular because its carriage

Comedy makes case for carriage

Like its cable network siblings VH1 and MTV, Comedy Central is taking on Tele-Communications Inc. in an effort to get the channel reinstated to 1.5 million TCI subscribers.

Comedy Central has scheduled guerrilla promotional events in Lexington, Ky., on Feb. 9, and Tucson, Ariz., on Feb. 22 designed to get TCI's attention. TCI dropped Comedy Central in those and other cities as part of widespread programming changes for '97.

But after factoring in the TCI initiative with Comedy Central's long-term goal of increasing carriage, the network's marketing gurus figured go big or go home. As a result, the network is launching a $5 million, yearlong campaign based on the message that "Comedy Central is vital to your life because life is 24 hours a day."

"It just happens to come together at the same time" as the TCI initiative, said Paul LaRocca, Comedy Central's vice president of marketing. "We have a much bigger program in place...that focuses on this message." —PC
Cable

CNN settles Richard Jewell suit

Cable network says it still believes its coverage was 'fair and accurate'

By Rich Brown

News organizations facing litigation from Richard Jewell might want to follow the path of CNN and NBC and consider out-of-court settlements with the former Olympics bomb suspect, according to some media observers.

Just weeks after NBC agreed to pay Jewell an estimated $500,000, CNN on Tuesday said it had reached an unspecified settlement of its own with the former security guard. Despite agreeing to the settlement, CNN officials said they continue to believe their coverage provided a "fair and accurate review" of the events that unfolded following last summer's Olympic Park explosion in Atlanta.

Terms of the settlement between CNN and Jewell were not disclosed, and CNN news executives were tight-lipped about details, prompting one media lawyer to suspect that the cable network "got away cheap."

"It's a tactical decision," says Peter Herford, professor of journalism at the Columbia University Graduate School of Journalism and a 30-year CBS News veteran. "You sit down and say, 'How much is this going to cost you to go to court?' In a negotiation, you can control the settlement.

Sandy Baron, director of the Libel Defense Resource Center and a former network attorney, says sometimes it can make perfect business sense to settle, because litigation is costly. She adds that there is little reason to believe the Jewell settlements are the start of a dangerous trend for media organizations.

"We can create our own nightmarish situation by treating each settlement as if it were the start of a terrible trend," says Baron. She says networks typically receive dozens of legal complaints over the course of a year that never end up in litigation and are never settled. "Any plaintiff who thinks the networks are an easy mark is probably in for a nasty dose of reality," says Baron.

The cost of a legal battle with Jewell could become clearer in Atlanta, where he filed a libel lawsuit on Tuesday against the Cox-owned Journal and Constitution newspaper and several reporters. The newspaper was the first to identify Jewell as an alleged suspect in the bombing last July. Jewell's self-described "88 days of hell" came to an end in October, when the Justice Department cleared him of any involvement in the bombing.

"We view the allegations seriously, but we believe the charges are without foundation and that we will prevail in court," says Roger S. Kintzel, publisher, the Atlanta Journal and Constitution.

Jewell's legal team told Reuters that the complaints against CNN included misrepresentation of his employment history; reports that characterized him as fitting the bomber profile; comments made on CNN's Crossfire talk show, and the network's insistence on keeping a news camera outside his apartment long after federal agents had searched the residence.

In other developments, Jewell's attorneys are said to be talking with HBO and 20th Century Fox about possible movie deals to tell his side of the story.

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TW tops local ACE nominees

Time Warner cable leads all nominees for the 19th Local CableACE awards, which will be handed out at the National Cable Television Association's annual convention in New Orleans on March 18.

Time Warner received 49 nominations, followed by Continental Cablevision with 28 and TCI with 13. Cablevision Systems and Cox Communications each earned 12 nominations. Time Warner Communications of Pinellas County, Fla., tops the list with 15 individual items with eight nominations, followed by Time Warner Cable of Orlando and Time Warner Cable of Syracuse with seven apiece. Six nominations each were handed out to Continental Cablevision (Southfield, Mich.); Cox Communications (Phoenix); Media General Cable (Fairfax, Va.); News 12 Long Island; Time Warner Communications of Rochester, N.Y.; and Time Warner Cable's Full Service Network (Maitland, Fla.)
Eye on People names president
Geoffrey Darby comes from Nickelodeon's in-house production unit
By Rich Brown

With just two months to go before the March 31 launch of Eye on People, veteran Viacom executive Geoffrey Darby has been tapped to serve as president of the Group W/CBS-owned cable network.

Darby’s appointment is the latest news to leak out about the channel, which has not yet announced any distribution or advertising deals and so far has named just two production partners from outside CBS News (Discovery Communications and independent producer Steve Rosenbaum) that will supply programing to the service. Outside suppliers are expected to provide 30%–40% of Eye on People’s programing at launch, according to Darby.

Darby, 43, joins Eye on People following a nine-year career at Viacom. During his tenure there, he helped establish and lead Nickelodeon’s in-house production unit and was involved in the launch of Nick at Nite. Darby first joined Nickelodeon in 1985 as executive producer and climbed the ranks to senior vice president, programing and production, for Nickelodeon and Nick at Nite in 1990. He most recently served as president of Viacom Interactive Services.

In his new post, Darby says he will be pitching the entertainment and information service to cable system operators and advertisers and will oversee all programing and promotion. In addition to his role as president of the network, he will serve as an executive vice president at parent company Group W

Channel Earth to launch on DIRECTV
Ag channel is headed by veteran farm broadcaster Orion Samuelson
By Michael Katz

Channel Earth, a new channel aimed at farmers, ranchers, and rural America will launch March 10 via DIRECTV.

The Chicago-based channel will carry commodity and crop reports and agricultural information, and will have a heavy emphasis on weather reports. Channel Earth will also feature programs on rural lifestyles and will have regional correspondents giving daily reports from around the country. The ad-supported channel will air from dawn to dusk each weekday, and from dawn to midday Saturday.

Orion Samuelson, who, since 1975, has hosted U.S. Farm Report, a syndicated Saturday morning show delivering national farm news, is the new channel’s chairman. Samuelson is employed by Tribune Broadcasting for his television and radio farm reports, but will leave the company after having spent 36 years there, although Tribune will continue to distribute his U.S. Farm Report.

Samuelson says he has received a “tremendous amount of interest” from advertisers, although most want to see Channel Earth before making any commitments. Two advertisers have signed on: Terra Industries and an unnamed farm equipment company.

The ideal TV viewing time for farmers is during the morning or early evening, says Samuelson, but many of the televised farm reports have been moved to inconvenient times to make room for paid programing. “Farmers would much prefer to watch the reports at 7 a.m., but sometimes they have to watch them at 4 a.m.,” he says.

Although Samuelson is focusing on getting the channel off the ground, his long-term goals are to expand Channel Earth into prime time and go global.

The network is backed by a group of private investors that includes the National Rural Telecommunications Cooperative, an association founded in 1986 to help deliver advanced technology to rural areas.

DIRECTV will deliver the channel to all of its 2.3 million subscribers, 500,000 of which live in rural areas and were signed up with the service by the NRTC.

Football ratings down
By Michael Katz

Lower football ratings for ESPN and TNT may cost the networks some ad dollars when negotiating begins with advertisers for the 1997-98 National Football League season.

Both cable networks saw their ratings drop at least 10% this past season compared with the previous year. TNT averaged a 7.3 rating per game in 1996, versus an 8.1 rating during the 1995 season. ESPN averaged an 8.2 rating, down from a 9.0 the previous season.

“Our outlook remains very strong,” says a Turner spokesperson. “We really expect NFL ratings to return to a high level this year.” TNT says there is no clear explanation for the drop in ratings: “it’s so out of the trend, and so out of what we’ve experienced during the last couple of years.” TNT says that because of the ratings decline it had to provide advertisers with make-goods.

“I don’t think it will have that much
of an impact [on] pricing,” says Bill Croasdale of Western International Media. However, “those of us on the buying side will have a better hand to play. Negotiations will be tougher, and prices will be cut somewhat.”

But Croasdale says the more interesting battle will not be between the networks and advertisers, but between the networks themselves during the upcoming NFL rights negotiations. “If we believe what we’re hearing from CBS—that they want to get back in—they may go after the Sunday night cable package,” he says. Both ESPN and TNT’s NFL cable rights expire at the end of next season.

Even though ratings have decreased across the board, the networks likely won’t be spared from skyrocketing rights fees by the NFL because of the fierce competition. “No matter what,” says Croasdale, “the NFL will come out a winner.”

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**Request books scripted ‘Extreme’ wrestling**

PPV-event violence will be strictly theater, says Panero

By Michael Katz

Request TV will be the exclusive distributor of the first Extreme Championship Wrestling event (ECW) on pay per view.

ECW Barely Legal will be shown live April 13 from Philadelphia, with a suggested retail price of $19.95. Past ECW events include a “Fists of Glass Death Match,” in which competitors fought with slivers of jagged glass glued to their gloves, and a battle where fire, chairs, tables and a garbage can were used as weapons. Another feature was a man called Cactus Jack, whose fists were wrapped in barbed wire.

While combat sports have been at the center of controversy for their violent content, Request TV President Hugh Panero says ECW is different because it isn’t real. “What we found out was that this is not a combat sport like Ultimate Fighting,” says Panero. “It’s a theatrical wrestling event, except more extreme.”

When Request TV was first approached to distribute the event, the company didn’t accept immediately because executives were confused over whether the event was real or scripted. “What this is, is an R-rated wrestling event,” Panero says. “People watch it for the same reason they like going to movies…. It’s not like people believe Jean Claude Van Damme is really a spy just because he plays one in a movie.”

Panero says he is going to keep a close watch on what is planned for the event, which in one incarnation showed an unconscious fighter being carried from the ring tied to a crucifix.

“It’s geared to an adult audience,” he says. “We’ll continue to run the parental warnings, and we’ve also scheduled it for a 9 p.m. Eastern Time slot. Most of these other events, like WWF and WCW, are usually scheduled for 7 p.m.”

Panero says that before the event airs, he will have to approve the script.

ECW is looking to draw viewers from a growing niche of extreme sporting events and capitalize on the popularity of professional wrestling. World Championship Wrestling Monday Nitro Live Jan. 20 on TNT was the highest-rated show on basic cable for the week of Jan. 20-26, with a 4.4 rating and 6.4 share representing 3.1 million households, according to Nielsen Media Research data supplied by Turner.

But the future of the more controversial Ultimate Fighting events may not be so rosy. The New York state legislature is considering two bills regarding the events. One calls for a statewide ban, while the other leaves the decision up to local governments.

Governor George Pataki in October signed a bill legalizing Ultimate Fighting. New York City Mayor Rudolph Giuliani has been vocal in his opposition to the events and hopes to ban an Ultimate Fighting event scheduled for March 28 in Manhattan. Another Ultimate Fighting event, dubbed Judgment Day, is planned for Feb. 7 in Niagara Falls.

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**Disney, Comcast buy E!**

Time Warner gets $321.2 million for its 54.4% stake in channel

By Michael Katz

The Walt Disney Co. and Comcast have agreed to purchase Time Warner’s majority stake in E! Entertainment for an estimated $321.2 million.

The two companies will own a 68.8% share of E!, 10.4% of which is already owned by Comcast.

Comcast’s programming arm, C3, will manage E!, with Lee Masters continuing as president of the 42 million-subscriber cable network. The joint venture also will reunite C3 Chairman Rich Frank and Disney, where Frank formerly headed Walt Disney Studios and Walt Disney Television and Telecommunications.

“I am very pleased that the talented Rich Frank, whom I know as an executive and with whom I worked for more than 20 years, will be overseeing this venture and will be working with us again,” said Disney Chairman Michael Eisner.

E! is the latest in Disney’s growing portfolio of cable networks, which includes The Disney Channel, ESPN, ESPN2 and ESPNEWS, and stakes in Lifetime and A&E. Disney is also planning to launch ABZ, a rival to kids network Nickelodeon, by early 1998.

“We believe E! Entertainment Television is a natural fit for ABC and that it has enormous potential, which we jointly intend to develop fully,” said Geraldine Laybourne, president of Disney/ABC Cable Networks. “This cable network will bring a new dimension to ABC’s existing cable lineup.”

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Premium opportunity for African Americans

Encore, BET target black audiences and creative community

By Price Colman

Profit motive and social conscience are frequently no more than kissing cousins, but the just-launched BET Movies/Starz!3 could prove an exception.

BET Movies/Starz!3, a 50-50 joint venture embraced by Encore Media Corp. and BET Holdings, simultaneously targets African-American cable subscribers and the black creative community with a premium service.

On the profit side, BET Movies fills an empty spot in the cable programming lineup with a movie channel by, for and about African Americans. On the conscience side, it’s both an outlet and a potential funding source for the black creative community. The partners intend to establish a development fund to back three or four $3 million movies per year as original BET Movies programming.

Credit BET Chairman Bob Johnson and Encore CEO John Sie for the vision and for turning the concept into reality.

“It’s a matter of seize the moment, and we seized the moment quickly,” Sie said. “There is plenty of black programming on HBO, on the Warner networks, on the Fox networks. But a movie channel all their own is just very, very powerful.”

The premium service, unveiled last September, calls for BET Movies/Starz!3 to be distributed as part of the Encore/Starz! multiplexing plan.

Thus, only those subscribers who receive Starz! will be able to receive BET Movies. MSOs will buy BET Movies/Starz!3 for what Sie described as an “incremental” per-sub license fee on top of the Starz! license fee. Starz!, which costs about $5 when coupled with other premium services, or around $10 as a stand-alone, has about 5 million subscribers out of the 23 million cable and DBS homes in which it is available.

Evidence of demand for a black culture-oriented movie channel came in mid-January, when BET launched a 30-second promotional spot for BET Movies featuring famed director Spike Lee. In just five days, the spot generated 100,000 phone calls. Although Sie acknowledged he was taken aback by the response, Johnson was hardly surprised.

“If you show the trailer or talk about the channel in a room of black subscribers, I guarantee almost every hand would go up,” he said. “There is a tremendous desire on the part of African Americans to see black images portrayed on the screen, on both the viewer side and the talent side. They want a mainstream outlet for those images. BET Movies is a way of fulfilling that social need.”

The bottom line is, of course, crucial for BET Movies. “Our goal is by the year 2000 to be in all 43 million cable households that carry BET,” Sie said. “If we can get 5 million [subscribers], that’s an unqualified success.”

But that’s only part of the yardstick Sie and Johnson will use to measure BET Movies’ success.

“Part of what makes this so exciting is that it’s a catalyst for the making of black films,” said Johnson. “It’s another economic outlet for these films, and we expect as we grow the channel to put dollars back into the black creative community and premiere those films on the BET Movies channel.”

NCTC taps four new nets

The National Cable Television Cooperative has OK’d four new services—BET on Jazz: The Cable Jazz Channel, Game Show Network, The Outdoor Channel and Ovation—seeking carriage on its 4,800 member cable systems.

The agreements give the networks the potential to reach 7.3 million subscribers served by NCTC, a purchasing cooperative that supplies networks to many of the nation’s smallest cable operations. NCTC members operate more than 95% of the franchised cable systems in the U.S., and about half of their systems average 400 subscribers.

Despite the small subscriber base at each of the systems, many of them are expanding capacity and adding channels, says Frank Hughes, vice president of programming for the cooperative. He says new networks are being launched on member systems at a rate of 290 a month.

Hughes says the NCTC has deals in place with 55 networks. The NCTC cuts blanket deals with each network and then members are free to pick and choose from the list. Some of the most popular additions in recent months have been Home and Garden Television, The History Channel and The Learning Channel, Hughes says.

—RB
Discovery, United eye TVNZ unit

Discovery Communications and the UK's United News & Media reportedly are preparing a joint bid for the prestigious natural history production unit of New Zealand public broadcaster TVNZ. National Geographic, which recently signed a joint venture with NBC to launch international channels, is also thought to be preparing a bid. Discovery/United and TVNZ Natural History have been negotiating the deal for about three months, say sources close to the talks. Discovery and United are thought to be pitching for a 25% stake each in the unit, allowing TVNZ to remain as a shareholder. The deal might include a cash offering plus funding toward future production costs, sources say. Discovery already has an extensive co-production relationship with TVNZ Natural History. United, which owns UK ITV broadcasters Anglia and Meridian, also has production ties with TVNZ through its wildlife unit, Survival. Discovery recently acquired rights lasting seven years to 180 hours of Survival material.

Sony confirms JSkyB interest

Sony has confirmed that is considering buying a stake in the upcoming digital DTH platform JSkyB, a joint venture of News Corp. and Japanese firm Softbank. The size of the Sony stake is still being discussed, but it could be as high as 30%. Japanese broadcaster Fuji TV also says it is considering an offer to buy into JSkyB.

ChinaSat turns to Loral

State-owned ChinaSat will buy its new broadcast and telecom satellite ChinaSat-8 from Space Systems/Loral of the U.S. The bid will replace Hughes-built ChinaSat-7, which failed to reach orbit off China's Long March launcher in late August.

Baring, CEA eye emerging markets

Baring Private Equity Partners and Communications Equity Associates have set up their third private equity fund, this time to invest in Central European media. Investors already have committed $20 million to the new fund, Baring Communications Equity (Emerging Europe), which is now reviewing two investment opportunities.

News Corp. still wants slice of Sky

News Corp. is pursuing 80% of New Zealand pay-TV service Sky Network TV, say sources. The purchase would be made via News Corp.'s BSkyB and Independent News units. Public broadcaster TVNZ also wants to increase its stake from 16% to 20%, although the country's new government is thought to oppose such a move.

---By Nicole McCormick & Lloyd Shepherd

Wallace threatens to sue TNT

Former governor takes issue with portrayals in story of his life

By Michael Katz

Former Alabama governor George Wallace is threatening to sue Time Warner/ Turner's TNT over what he calls "falsehoods and errors" in an upcoming TV movie about his life.

Wallace apparently got hold of an early draft of the script and was outraged by what he read. TNT says, however, that the script has since undergone many rewrites and that some of what Wallace is responding to may have changed.

"It is unfortunate that conclusions were drawn about a movie that had not yet commenced production," TNT said in a statement. "In a number of cases the Wallace Foundation's comments have been taken into account and given due consideration where appropriate. We are confident that the movie, when presented in its final form, will fairly portray the historical record through the medium of docudrama."

The 77-year-old Wallace, who has been in a wheelchair since he was shot during his presidential bid in 1972, has said the film portrays his late wife as a "redneck" and that "of course I'm stingy." According to TNT, no lawsuit has been filed. Wallace is best known for his attempts to block desegregation at the University of Alabama in the 1960s.

The film, with the working title "George Wallace," has not received any Southern hospitality while in Alabama, and its shooting has been moved out of the state. Current Alabama Governor Fob James Jr. is quoted as having said that the "southerners" producing the "fantastic work of fiction...are not fit to tread on Alabama's soil." James also referred to the film's screenwriter as a "revolting, damnable liar."

Marshall Frady, the film's writer, in a letter to the Montgomery Advertiser, said that he spent nine months in Montgomery in 1967 "virtually dwelling with [Wallace]" while working on a book about him. In that time, Frady said, "I don't recall ever once coming across anybody called Fob...I was there, Fob singularly wasn't."

TNT acknowledged that some of the scenes in the movie are fiction, but maintains that it has the right to use artistic license. The three-hour movie is scheduled to debut in August and will star Gary Sinise.
Playboy income up

Playboy Entertainment Group's second-quarter operating income grew to $4.2 million from $700,000 during the same period last year, thanks largely to a 26% boost in Playboy TV revenue. Playboy TV revenue grew to $11.7 million during the quarter, largely because of the growth of direct-to-home satellite TV and licensing fees from Showtime Networks Inc. The launch of Playboy TV in Latin America during the quarter helped boost the company's international TV and home video revenue from $1.3 million to $2.0 million. Playboy plans to expand its Playboy TV and AdultVision networks beyond Latin America and into Spain and Portugal in 1997.

Cox expands CableRep

Cox's CableRep Advertising division is expanding to include representation of cable systems with about 500,000 homes in Connecticut, Rhode Island and Massachusetts. Representation will include newly acquired Cox cable systems formerly owned by Continental and TCI in Massachusetts and Rhode Island plus representation of a Charter Communications system in Willimantic, Conn.

Travel update

The Travel Channel has optioned 13 episodes of Historic Traveler, hosted by Bill Boggs. In other programming developments, the network during the week of April 7 plans to highlight 20 hours of "family-friendly" programming as part of the cable industry's week-long "Tune In to Kids and Family" initiative.

SportsChannel/TW deal

SportsChannel Florida has reached a multiyear deal with Time Warner Cable to offer the network to its subscribers in the Tampa/St. Petersburg area. The network now reaches 2.3 million homes throughout Florida in addition to the home satellite dish market. —RB
Online Services

Access rates may come full circle

Flat rates failed to bring profits; hourly deals coming back

By Richard Tedesco

The world of Internet access rates won’t remain flat for long.

Two major Internet service providers are already moving away from the all-you-can-eat rates that now define the business. CompuServe, struggling to maintain itself against other content services, abandons flat rates this week. And Netcom On-Line Communications Services plans to phase out its $19.95 flat rate for unlimited access in favor of as-yet-undefined access-plus deals for business and individual customers.

“It’s clear in our view that flat rate isn’t profitable to anyone,” says Steve Conway, vice president of the company. “Nobody’s making any money on it.”

Only 100,000 of CompuServe’s 3.2 million users have been on its flat-rate plan since it made that option available to keep pace with other ISPs. Now all CompuServe users will be paying the previously standard $9.95 for five hours monthly, with $2.95 for each additional hour of use.

ISPs lose money on their all-you-can-eat deals when users log on for more than 11 hours per month, according to Eric Paulak, senior analyst for the Stamford, Conn.-based Gartner Group. That’s based on an assumed underlying cost of 1.5 to 3 cents per minute per dial-up user. “There are deep internal factors at work here,” Paulak says.

America Online, one of the prime purveyors of the flat-rate fire sale, figures it has an advantage as the highest-profile service provider in the field. “We’re a service company. Our customers expect us to recognize the problem and fix it, and that’s what we’re doing,” says Bob Pittman, president of AOL Networks, adding that he expects AOL subs will have greater respect for the company for dealing with its problems.

AOL is facing a cost crunch in expanding its network infrastructure (see box). But Paulak points out that AOL now draws 10% of its revenue from third-party content providers and advertisers, and most of its members aren’t heavy users.

Microsoft Network, which also offers original content with “Net access,” will stick with flat-rate pricing for the next year. But Jeff Sanderson, MSN director of marketing, foresees a switch as the medium matures. “I do believe that fundamentally, over time, the people who have original content and Internet access will command a premium.”

Over the next five years, Paulak predicts, 75% of all ISPs will shift to usage-based service formulas from the prevailing flat-rate offers.

AOL offers refunds, sets subscriber ceiling

America Online is paying back customers bothered by busy signals and putting new members on hold until access to service improves.

The moves are intended to redress complaints from members frustrated in gaining access to AOL and to fend off lawsuits from state attorneys general. Service problems peaked as subscribership hit 8 million in response to its $19.95 monthly price for unlimited Internet access.

Bob Pittman, president of AOL Networks, recently called the flat rate a “good decision,” service problems notwithstanding.

AOL indicated it will give disgruntled subscribers refunds or credits and will expand its cancellation options. Members paying $19.95 for unlimited access who used the service for less than two hours in December and January can get a full refund for those months.

Members who used AOL for up to eight hours get a 50% refund. Any member submitting a written complaint about service will receive a month of service free.

Before the rebate announcement, Pittman suggested that complaints reflected AOL’s market presence: “Anytime you have the profile we do, there’s going to be somebody who’ll complain about anything.”

Meanwhile, AOL will accept new members for a while and will curtail advertising during February. A $350 million effort to expand its modem network continues. —RT
has been running throughout the past year. The tiers could use new Internet protocols, such as an application enabling PC users in different locales to play games with each other online, according to MCI spokesman Allen Clark. MCI presently has lab versions of the IPs, with plans to price services "competitively."

Telcos are content to maintain the unlimited access pricing model through year's end, says Paulak: "They're driving out competition and driving up market share."

MCI also has a lucrative business in selling its big, fast DS-3 connections (45 mbps) to major ISPs at rates from $10,000 to $65,000 per month. The ISPs, which MCI declined to identify, make their money reselling the service.

Bell Atlantic plans to keep the flat rate for now, but "wouldn't rule out changes," according to spokesman Larry Plumb, who says, "It's a dynamic marketplace."

Marketplace dynamism is typified by two new ISPs. San Jose, Calif.-based Better.net is now offering lifetime Internet service for $59.95, figuring to sell ads appearing in windows to support its proposition. And Simi Valley, Calif.-start-up PerfectData Corp. is offering unlimited Internet access for $8.30 per month. More variations are certain to follow.

**FBI Cyber Strike nets cyber-pirates**

The FBI made its first move last week in what it says will be a continuing effort to spike software piracy in cyberspace.

The operation, code-named Cyber Strike, nailed seven major sites where software was illegally available online. Mostly bulletin board services, they were the "hub of this wheel" of illicit software traffic, according to special agent George Groetz, who said, "We've disrupted everyone that we found yesterday."

This first phase of Cyber Strike resulted from an eight-month investigation of what the FBI estimates is a $1 billion annual business victimizing makers of network, games and other software. That list includes Sega of America, Nintendo of America, Sony Computer, Microsoft Corp., Adobe Systems and Novell Inc. The sites raided included Internet File Transfer Protocol sites and Internet Relat Chat channels.

Warrants were issued in seven states, but it hadn't yet been decided whether the alleged pirates would be prosecuted in those jurisdictions or in Northern California, where they all allegedly operated, Groetz said. More sites are targeted for disruption when more evidence is gathered. "Our objective is to determine how large this wheel is."—RT

**AP wires new service to Websites**

Associated Press has introduced an online service it is syndicating to newspaper and broadcast station clients.

The new service, dubbed The Wire, presents the AP's traditional text content along with soundbites and video in a self-contained package linked to client Websites. PC users can reach the area from the home pages of 25 to 30 broadcast affiliates and 25 newspapers on the Internet, according to Ruth Girsh, AP editor of multimedia services. "The news content is the same, but the branding is different," Girsh says.

The most marked difference is the multimedia content, including animation, that AP is incorporating in the new product. Near-term enhancements will give The Wire the feel of a magazine, with stock quotes, weather updates and a sports scoreboard.

Cost to publications or stations is based on circulation or market share, Girsh says. Production of The Wire is done in-house.

A beta version introduced on some sites last month included audio coverage of President Clinton's inauguration using RealAudio and frame grabs rather than video. A two-minute audio report of breaking stories will be Webcast on The Wire at the top of each hour.

An international version of The Wire with a story archive is also planned. AP expects its new service to be carried on 100 newspaper sites by year's end, but is not projecting carriage on TV station sites.—at

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**Internet**

**IBM, 3Com, Cascade to quicken 'Net access**

*Internet protocols will speed response on public networks*

*By Richard Tedesco*

As dire predictions of an Internet crash persist, IBM, 3Com and Cascade are looking to accelerate Internet access by combining their respective technologies for faster response on public networks.

The initiative is intended for both public and private intranet systems, and the applicable technologies are the same. The objective is an end-to-end solution later this year for Internet protocol (IP) switching that can augment existing networks with interoperable technologies from the three companies.

IBM's Multiprotocol Switched Services (MSS) Server enables creation of a more efficient network infrastructure. 3Com's Fast IP is an intelligent switching technology that speeds data transmission in packets and reduces associated costs. Cascade's IP Navigator provides an intelligent switching mechanism for wide-area networks. The three technologies will adhere to existing computer industry standards to enable other companies to install equipment with them.

The Internet protocol permits communication via the Internet. "Switching" technology improves network transmission speeds. "The infrastructure underlying these networks has to change dramatically," says Eric Benhamou, chairman of 3Com, describing Internet traffic as "extremely bursty and chaotic" due to sending multimedia data.

IP switching, he says, is a means of providing a policy foundation to extend networks and accelerate them by using switches that are five to 10 times faster than existing network routers. "We're not inventing new proprietary architecture here," Benhamou says.

Cascade provides its IP Navigator to several RBOCs, including Bell Atlantic, Nynex and Pacific Bell, and other Internet service providers such as Netcom and UUNet. Daniels Smith, Cascade president, says the objective is "providing tools for new public networks" to scale the Internet for growth.

Richard McGee, vice president of strategy and business development for IBM, calls the effort a "major step forward in consolidating standards for interoperability" on public and private networks. He likens the difference between transmission via routers and switches to driving from New York to Philadelphia, stopping at each intersection to determine direction, or following a map guide through a nonstop excursion.

AT&T WorldNet begins a trial using Cascade's technology later this month, according to Smith, who says the company is also supplying MCI with its IP Navigator.
Crystal Clear Kudos to KOMO on this Landmark Occasion!

Congratulations to Pat Scott and the Fisher Broadcasting team at KOMO TV Seattle for the first ATSC digital HDTV broadcasts on the west coast.

Another "first" for this illustrious station.

LARCAN is proud to have provided the digital transmitter for these broadcasts. We’re looking forward to our continued partnership in making the new era of digital television a reality.
HDTV heats up in Seattle

KCTS-HD becomes city's second experimental station; fourth in country

By Glen Dickson

KCTS-TV, the PBS station in Seattle, became the nation's fourth experimental DTV station last Wednesday, when it began transmitting an HDTV test signal. KCTS-HD is the second station in two weeks to begin experimental DTV transmission in Seattle, following KOMO-HD, which Fisher Broadcasting's ABC affiliate KOMO-TV premiered on Jan. 20.

KCTS-HD, which received its experimental license from the FCC in October 1996, is the first public television station to broadcast Grand Alliance signals. The station is using a Dielectric antenna and a transmitter built jointly by Harris and Westinghouse, which incorporates Harris's 8-VSB digital exciter with Westinghouse's silicon carbide transistor technology. The low-power DTV signal will be used to conduct transmission propagation tests.

"It's exciting to get up and running," says Walter Parsons, KCTS-TV chief operating officer. Although KCTS-HD is not yet transmitting HDTV video signals, Parsons points out that the station has been producing HDTV programs with Japanese-format equipment for some time.

"As soon as we can get our hands on the pieces that are missing, we'll be ready to transmit the HDTV pictures that we've already captured on digital tape," he says. Parsons adds that he hopes to get prototype receiving equipment in time to do a public demonstration of an HDTV broadcast this fall.

Fisher Broadcasting is building a viewing room for public HDTV demonstrations at KOMO-TV's Seattle plant, which will use a Zenith high-definition projector and prototype television receivers when they are available. The experimental KOMO-HD is transmitting with a Larcan DTV transmitter. Zenith 8-VSB exciter and Dielectric antenna, playing back pre-encoded HDTV tape off Panasonic D-3 machines and also sending out random Grand Alliance bit streams like KCTS-TV.

KOMO-HD also is waiting for remote

NEW YORK—WBTS-TV New York has awarded a contract to Harris Broadcast to supply a digital TV transmitter and antenna to WBTS-HD, the experimental DTV station the CBS O&O is launching in New York this spring. WBTS-HD will broadcast on ch. 33 from the Harris DTV transmitter and broadband antenna that will be co-located with WBTS-TV's backup transmission equipment atop the Empire State Building. As part of the project, Harris also will provide a backup VHF antenna for WBTS-TV. WBTS-TV plans to send a multiplexed digital microwave feed, containing both a compressed NTSC signal and an HDTV signal, from its Broadcast Center to the Empire State Building transmission site to launch WBTS-HD while maintaining its backup studio-to-transmitter link.

BRIARCLIFF MANOR, N.Y.—Philips Research has developed a compressed digital switcher that can seamlessly switch between different HDTV signals, allowing live news inserts and commercial insertion with the same ease that analog frame synchronizers provide today. Briarcliff Manor, N.Y.-based Philips Research developed the switcher as part of the NIST HDTV broadcast technology project, which is led by the David Sarnoff Research Center and includes Advanced Modular Solutions, Comark Communications, IBM, MCI, NBC, Sun Microsystems and Thomson Consumer Electronics. According to Frank Marlowe, Sarnoff program director for the NIST HDTV project, the Philips switcher meets the challenge of the varying bit rates between individual frames in compressed HDTV video. "It allows a switch to be made between two signals in the compressed domain without the decoder suffering any fluctuations like freeze-frame, roll or block artifacts," says Marlowe. He adds that previously, HDTV test facilities faded the picture to black before switching between signals so if there were any picture imperfections they wouldn't be noticeable. "But that's just a workaround," he says. "Viewers might get used to it, but they certainly wouldn't like it."

BLUE BELL, PA.—Acrodyne has introduced its first dedicated DTV transmitter, the Au-DTV15. The unit is a single-tube UHF transmitter capable of producing 15 kw average power output using a single Diacrodex—a UHF high-power amplifying tube based on Acrodyne's tetrode technology. The Blue Bell, Pa.-based company has engineered the Au-DTV15 in conjunction with Zenith, which is supplying the 8-VSB DTV modulator. Acrodyne also is developing a solid-state UHF DTV transmitter line using the same power amplifier modules used in the Diacrodex driver and in its 500 w-10 kw solid-state transmitters.

—GD
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HDTV receiving and decoding equipment, says Don Wilkinson, vice president/engineering director of Fisher Broadcasting. "Test equipment and receiving equipment are very difficult questions," he says.

"We're hearing that the first production receivers will be available in December of this year, and we're also hearing that manufacturers will be showing some prototypes at NAB," Wilkinson says.

Wilkinson emphasizes that KOMO-HD won't demonstrate its signals publicly until it can guarantee a full-quality HDTV picture: "We've heard a lot of talk about transmitting multiple channels of standard-definition digital television. That's distracting from where we want to go: we want to provide viewers with the incentive to go out and buy a new television set."

Pat Holland, KOMO-TV's engineering director, says that KOMO-HD's focus will be extensive testing of HDTV signal propagation. "Philosophically, it depends on where you dive into the DTV system," Holland says. "Others dive into production, but our position is that the weak link is transmission. We want to discover what's unknown about RF distribution of the signal. Seattle is a unique, hostile location, and the RF data we collect will be distinctive from other experimental sites. Once we know how we can deploy a formal HDTV transmission system, we'll start moving toward the production side."

The experimental stations WRAL-HD Raleigh, N.C., and WRC-HD Washington have been transmitting HDTV signals since late July 1996, and new are moving into the second phase of their testing, which includes HDTV production and passing through network signals.

"Our biggest problem is getting parts for more expansion," says John Greene, Capitol Broadcasting vice president and HDTV conversion project manager for WRAL-HD. The CBS affiliate borrowed a truck from Japan's NHK after the Olympics to shoot some local programming in the Japanese HDTV format, and has built a D-5 editing suite at its Raleigh plant. The station has also borrowed a Mitsubishi HDTV encoder/decoder from the Advanced Television Technology Center so it can shoot on D-5 tape, then encode it for HDTV broadcasts.

"We've made HDTV recordings," says Greene. "The roadblock is the demodulators. We're still using a Zenith Grand Alliance device to receive signals in the field."

WRAL-HD is working with the ATTC to get some 8-VSB demodulators from the University of Wuppertal in Germany, which should be able to deliver a working unit by March, says ATTC executive director Paul DeGonia.

WRAL-HD has done public demonstrations in Raleigh, using a Zenith demodulator and Sony widescreen TV borrowed from the ATTC, and is thinking of acquiring a projection system to demonstrate HDTV in local movie theaters. The station also has taken its demonstration truck, which has five JVC 26-inch high-definition monitors and five 4:3 monitors, and played back tape material in both the HDTV and the NTSC formats for public comparison.

"We're trying to do more local production and run it for demo purposes," says Greene. "That's one reason for building the editing suite with D-5. We don't have to modify it, because we've got the converter" (the Panasonic AJ-HDP500 digital high-definition VTR processor, which allows a D-5 VTR to operate as a digital HD recorder).

WRAL-HD also has successfully received an HDTV Ku-band satellite test signal from PBS and transmitted it locally. "We're now in the process of modifying our CBS C-band dishes to receive a digital signal so we can interface those signals to fiber and bring them to the transmitter and back to the studio using some special modems," says Tom Beauchamp, WRAL-HD's chief engineer.

WRC-HD, the Model HDTV Station project located at NBC's O&O in Washington, also is moving toward passing through network signals. WRC-HD has received a Ku-band HDTV satellite signal from the David Sarnoff Research Center in Princeton, N.J., and is doing some tests using NBC Skypath to uplink network signals from New York through Sarnoff and downlink them at WRC-HD. "We want to do both satellite and fiber delivery of the Grand Alliance data stream," says Joe Balkan, NBC digital technical manager.

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X-treme tech hits the ski slopes

3-D animation. POV cameras capture the rush

By Glen Dickson

C ontinuing its tradition of using innovative technology to cover "extreme" sports, ESPN employed small point-of-view (POV) cameras, miniature transmitters, and 3-D animation in its coverage of its first Winter X Games, which ran last Thursday through Sunday in Snow Summit, Calif.

On the high end, ESPN created VRX, a 3-D-animated "virtual world" that gave a graphic representation of the various downhill courses at this mountain resort. ESPN did texture mapping and modeling down to each square foot of the resort's terrain, capturing the slopes, the snowboard jumps and the production scaffolds. Then 3-D animators spent thousands of hours creating computer models of the courses, which played real time off a Silicon Graphics Onyx InfiniteReality supercomputer.

ESPN's Silicon Graphics–powered VRX environment gives viewers a "virtual run-through" of the Bear Mountain snowboard course.

"We created an environment that lets the computer see like the naked eye," says Jed Drake, ESPN vice president of remote production. "It's a virtu-
al run-through down the course. We can go anywhere; when we decide we want to give viewers a snowboarder’s perspective, we take them flying off a jump. It’s got infinite motion, and it can see the entire mountain.”

As it has for the past two Summer X Games, ESPN used a bevy of small POV cameras (mostly Sony XC-999s), tiny microphones and compact microwave transmitters. These were mounted on competitors’ helmets, on super-modified shovel racers and mountain bikes, on course gates, on top of the ice-climbing wall, and even underwater—a Pond-Cam, provided by Image Cam of Scottsdale, Ariz., captured snowboarders’ attempts to jump a 40-foot pond in the Boarder X event.

The cable network also used a 90-foot Akela crane with a robotic super-slo-mo camera to shoot the snowboarding “Big Air” event. snow mountain bike racing, super-modified shovel racing, and a Jimmy Jib with a robotic camera to cover ice climbing. For beauty shots, ESPN used its Valley Cam, a mountaintop camera with a long Sony lens.

Another unique camera application was the Chase-Cam, a camera-stabilizing contraption that allowed expert skiers to serve as camera operators for the snowboarding event.

“We used Sony T-7s, which have removable optical blocks, and mounted them on aluminum frames,” says Don Colantonio, ESPN technical project manager for the Winter X Games. “The rest of the camera went in a backpack.

The operator could stand inside it and ski with it—it was basically a very simple Steadicam.”

Colantonio says the Winter X Games production represented about 60% of the technical scope of the Summer Games, with roughly 150 technical staff and a total 400 ESPN personnel on hand. Altogether, there were 43 cameras, three mobile production units, three editing facilities at the broadcast center and two more venue editing suites to meet tight turnaround requirements.

The network made extensive use of Telecast Fiber fiber-optic cables to distribute live feeds and communications throughout the Snow Summit resort, including a 5,500-foot run to the super slo-mo camera used on the half-pipe snowboarding event.

For the first time, ESPN also mastered all of its video to Sony Digital Betacam. “That’s a real turning point for ESPN,” says Colantonio. “We’re further along in our turnover to digital than we expected to be.”

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**KNBC cruises L.A. skies with new bird**

*High-tech chopper has gyrostabilized camera, dynamic map system*

**By Glen Dickson**

**KNBC**, the NBC O&O in Los Angeles, is patrolling Southern California skies with a brand-new helicopter. News Chopper 4. The Astar 350 B2 chopper replaces the station’s Bell Jet Ranger which KNBC pilot Bob Pettee has been flying since the late ’80s.

News Chopper 4 will provide KNBC with both spot news and traffic coverage, says Bill Lord, KNBC vice president and news director, and will fly an average 20-25 hours per week. The chopper is being leased by the station from Everett, Wash.-based Geneva Aviation, which also integrated the helicopter’s broadcast systems.

While Lord won’t disclose the financial terms of his deal with Geneva Aviation, he does say the price is higher than what KNBC paid for the Bell Ranger, which it leased from Pettee.

“That was an older helicopter, and it wasn’t a state-of-the-art machine,” says Lord. “We wanted to have the fastest helicopter with the best equipment out there, with the greatest range to cover spot news. We’re a spot news station in a spot news market.”

The new chopper has a cruising air-speed of 140 mph and can cover 552 statute miles on one fueling, which is equivalent to roughly four hours in the air. “The range is a very important aspect of the helicopter’s value,” says Lord. “That really allows us to extend our event coverage of things such as fires.”

News Chopper 4 has a nose-mounted FLIR Systems UltraMedia gyrostabilized camera system, which includes a remote-controlled Sony BVP-T70
Jones Chicago changing to SeaChange

By Glen Dickson

Jones Intercable has signed a $1.7 million deal with SeaChange International to outfit its nine Chicago headends with SeaChange's MPEG-2 based SPOT digital advertising insertion system. The new gear should be operational by the end of the first quarter, delivering targeted local advertising to Jones's 260,000 subscribers in Chicago and its northern, western and southern suburbs.

According to Kevin Dowell, group advertising director for Jones Intercable, Jones decided to replace its analog tape-based insertion gear in Chicago after experiencing a 21% growth in local ad sales in 1996. "This is going to be a tremendous advantage for us," says Dowell. "We're the last operator in Chicago to upgrade to digital."

The Jones insertion architecture will place SeaChange Video Server 100 units at each of Jones's nine headends: spots will be digitized and compressed at a central encoding facility in Glen Ellyn, Ill.., 30 miles outside Chicago, and delivered over T-1 and fiber lines to the headends. The total storage capacity for the system is 5,000 30-second spots.

"It's truly a store-and-forward technology," says Dowell. "It will eliminate the bicycling of 500 tapes per week to our headends."

The SeaChange gear will deliver 181 total channels of insertion—18 per headend, with one headend offering 19 channels.

Dowell says that Jones also considered systems from Channelmatic and Skyconnect before picking SeaChange. "One of the reasons we chose SeaChange is the great success Jones has had with them in Albuquerque," he says. "Also, both Continental and TCI here in Chicago are very pleased with their SeaChange systems."

DVCPRO goes to Super Bowl

WFXT(TV) Boston used a full complement of Panasonic DVCPRO equipment in New Orleans for its Super Bowl coverage. The Fox O&O, which purchased $1.5 million worth of DVCPRO gear to launch its news operation in September 1996, used five DVCPRO camcorders, four edit decks in its SNG truck, and two of the new DVCPRO portable laptop editors to produce 8.5 hours of coverage for New England Patriots fans at home.

Panasonic hasn't been able to fill WFXT's laptop order yet, so it FedEx-ed two loaner units to New Orleans for the station's use, says Marc Hopmayer, WFXT operations manager. "The laptops blew away everybody who walked by and saw what we were doing," says Hopmayer, adding that the portable units "worked like horses" in New Orleans' humidity.

When WFXT takes delivery of its own DVCPRO laptops, it will use one in its sports department to cut highlights and the other in its downtown Boston bureau (WFXT is located in suburban Dedham).

"Then we can pull either one to go travel," says Hopmayer.
HELP WANTED MANAGEMENT


Sales Pro. Self starter to develop new business selling acut standards format in one of America's premier gated communities. Resume to: Polly Nichols, General Manager, KVRE - FM, Box 8439, Hot Springs Village, Arkansas 71910. EOE.

Director of Sales, Forever Broadcasting is offering a ground floor opportunity to the right person. We're seeking an innovator, not an implementer, to head our Central Pennsylvania sales effort. Forever is a growing group specializing in medium-small markets. If you can motivate, teach, develop customer loyalty and create buying ideas, we want you to grow with us. Management experience a must. Send confidential resume with cover letter and references immediately to: Carol Logan, P.O. Box 2005, Altoona, PA 16603 or fax 814-946-1222. EOE.

HELP WANTED TECHNICAL

Chief Engineer for growing group of AM/FM radio stations in Colorado Ski Country. Immediate opening for full time engineer with experience in RF, digital, satellite, audio, and computers. Applicant must be able to work on mountain top sites and be comfortable with winter conditions. Includes all major benefits. EOE. Fax resume to: Rocky Mountain Radio 970-949-0266. Attn: Mary Hijmans.

HELP WANTED NEWS

Reporter/Producer for leading national radio ministry. Will research and report on consumer and economic issues for a fast-paced financial program from a Christian perspective. Should be creative with good writing skills and a proven track record. Tape and resume to Steve Moore, Christian Financial Concepts, Box 100, Gainesville, GA 30503. No calls, please. EOE.

News Director Wanted. Full service combo in ND. Prefer minimum one year experience. Tape and resume to: Dale Alwin, KDLR/KDVL, P.O. Box 190, Devils Lake, ND 58301. EOE.

HELP WANTED ANNUONNCER

Oldies B97 needs a Full Time Announcer immediately. Individual must be a self starter and know and love Oldies music and lifestyle. Radio production and public appearances required. Must have previous on air experience as on air disc jockey. Apply before February 11, 1997. Send cover letter and resume to: RadiOhio, Inc., Business Office #33, 770 Twin Rivers Drive, Columbus, OH 43215. Qualified minorities and women encouraged to apply. EOE. Smoke and drug-free workplace.

HELP WANTED PRODUCTION

Morning/Production Assistant/F.T.: Individual must be a self starter, produce and write creative imaging production and love Oldies from the 50's, 60's and 70's. Minimum of 1 year on air experience as talent or producer. Must have valid FCC operators license be skilled in commercial production. Apply before February 11, 1997. Send cover letter and resume to: RadiOhio, Inc., Business Office #34, 770 Twin Rivers Drive, Columbus, OH 43215. Qualified minorities and women encouraged to apply. EOE. A smoke and drug free workplace.

HELP WANTED PROGRAMMING

Music Director/Asst. Program Director, WCEO, the Home of American Popular Standards, is looking for a Music Director/Asst. Program Director. Applicants should have extensive musical knowledge of Standards, Broadway, and Movies. Knowledge of music scheduling systems a plus. Must be able to work well with people, write and produce taped radio shows and remote broadcasts. Superb production skills required. Send T&R to: Stan Martin, Box B, 122 Fifth Avenue, New York, NY 10011. No calls. EOE.

SITUATIONS WANTED MANAGEMENT

Current Vice President/General Manager of six station group located in the Midwest. We started five years ago with a stand alone AM. Young, aggressive and ready to take on new challenges in same capacity. I value and respect good people and have always worked to create a Team Philosophy. Please respond to Box 01056 EOE.

General Manager. Multi-talented leader available immediately for your small medium market. I can wear all hats from sales to programming to engineering. 16 years management experience. Ed 1-800-827-2483.

Bottom line oriented G.M. with over 27 years experience in management and ownership. Small to large market. Jack Inman 910-642-8292.

SITUATIONS WANTED ANNOUNCER

Wants back in. Former D.J., 12 years experience. CHR. Oldies formats. Selling medical, mobile homes last 15 years. Will relocate. Phone 602-496-0227. Will return all calls.

TELEVISION

HELP WANTED MANAGEMENT

UHF-VHF TV STATION MANAGER

Excellent opportunity for the qualified candidate. Must have 10-15 years of relevant experience as an Operations and Maintenance Engineer, 5 years of which are required to be in a managerial position. Must be willing to work overseas for 11 months a year. Benefits and salary are very competitive. Candidate must be able to start work in March 1997. Send resumes and salary history confidentially to:

COMMSOURCE INT'L., INC.

Commsource INT'L, Inc.
180 North LaSalle Street
Suite 1218
Chicago, IL 60601
Or Fax 1-312-456-6099

Project Director/Training Coordinator to oversee television training projects in Azerbaijan. Duties include: financial management for USAID funded project, supervision of in-country training logistics and hiring, implementation of Intermew projects supporting non-governmental TV in Azerbaijan. Requires: excellent computer skills; fluent Russian, good verbal skills; previous living/work experience in the former Soviet Union. Preference to applicants with: television or radio background, knowledge of Delftek accounting system software; excellent organizational skills. Resumes to: Eric Johnson, Fax +994 596-9411. E-Mail <johnson@internews.az> or Kay Elewski, Fax +1 707-826-2136. E-Mail <kay@interews.org> No calls. Closing date: February 10, 1997. Intermew Networks is an Equal Opportunity Employer.

PINNACLE BROADCASTING COMPANY

Pinnacle Broadcasting is looking for quality General Managers and General Sales Managers for stations being acquired in 1997. Managers must be sales oriented and have documented track record. If you’re interested in working for a growing broadcast company, send your resume to:

Edward J. Ferreri, President/CFO
Pinnacle Broadcasting Company, Inc.
2505 N. Hwy 360, Suite 620
Grand Prairie, TX 75050

Pinnacle Broadcasting is an Equal Opportunity Employer.
Looking For People Who Can Think...Faster Than We Can Grow!

Vice President of Sales

- Create Corporate Sales Policies
- Oversee Domestic & International Sales
- Develop Direct & Indirect Sales Channels to Local & Network TV, Cable & Corp. Markets; Major Studios & Post Houses

International Sales Director

- Oversee & Develop World Wide Sales Opportunities
- Develop New Markets
- Support Regional Sales Directors & Reps
- Intensive Customer Contact

Resume & Salary Requirements to:
ASC-S, 3816 Burbank Blvd, Burbank California, 91505, Fax 818 842-8945

Local Sales Manager, UPN Affiliate, top 20 market. Position requires three years sales management experience, good technical selling and research skills, creative selling solutions including retail driven sales programs, strong knowledge of Scan or BMP and BIAS systems. Must be a good communicator and presenter. Must have the ability to train, direct and motivate. Send resumes to BOX #1060.

Account Executive, WTVT, NBC in Connecticut. Leadership responsibilities include hiring and training of AE’s, packaging, pricing and inventory control and developing a marketing position. Emphasis is on sports and retail with agency experience a plus. Requirements include a minimum of three years broadcast selling, college degree, strong writing and verbal skills. Send resume to Ron Pulera, GSM, WTVT, 1422 New Britain Avenue, West Hartford, CT 06110. EOE.

General Sales Manager, CBS affiliate in Phoenix is looking for an experienced leader to head up our sales team. Candidate must have the skills to exceed revenue goals and be an excellent teacher and motivator. Minimum five years local and national management experience in TV sales required. Rush resumes to KPHO, Human Resources, 4016 N. Broadway Causeway, Phoenix, AZ 85017. No phone calls. EOE.

Account Executive, Portsmouth/Norfolk/Virginia Beach market. Successful candidate should be proficient in ratings, negotiating, and servicing accounts. Expertise in new development and cold calling a must. 2-4 years broadcast media sales experience and BA/BS in communications or the advertising field preferred. Experience with marketing research a plus. Send resume to Ron Suddith, Local Sales Manager, WVBT-TV, 300 Wavy Street, Portsmouth, VA 23704. No phone calls please. WVBT and WAVY-TV have a local marketing agreement whereby WAVY Broadcasting provides programming and sales services for WVBT. WAVY Broadcasting is an Equal Opportunity Employer.

Account Executive. Are you looking to work in a fast paced, competitive environment? NBC 6, Charlotte (WCNC-TV) has an opening for an Account Executive. Charlotte Channel 6 is one of the fastest growing markets in the SE. We are looking for someone to maximize existing accounts and create new revenues for the station as a sales representative. Position requires a minimum of three years of experience in broadcasting sales. Must have a thorough understanding of Nielsen ratings. Candidate must work well with agencies and direct accounts. Strong negotiation skills are a necessity. We need a self motivated able to perform with little supervision, as well as working as a team member. Excellent oral and written skills required. Candidates also need to be computer literate, including experience with psychographics, sales, and presentation software. Qualified applicants need to send your resume and salary history to: (no phone calls, please) NBC 6, Human Resources Department, 1001 Wood Ridge Center Drive, Charlotte, NC 28217. EOE/M/F/V/H.

Account Executive, WDTN has an opening for an Account Executive. College degree with major in advertising, marketing and/or communications desired. Individual must be enthusiastic, aggressive self starter with a winning attitude. Outstanding verbal and written presentation skills are required. The ability to relate effectively with both client and station support personnel is a must. 1 to 3 years of successful media sales background is desirable. Must be computer literate. Must have knowledge of ratings, research and vendor programs. Send resume and cover letter to: WDTN, P.O. Box 741, Dayton, OH 45401. EOE. M/F/V/H.

Over 300 days of sunshine! Account Executive needed at one of America’s most dominant affiliates! If you have the skills to excel, and the desire to relocate to the great southwest, send your resume and cover letter to: Local Sales Manager, KOAT-TV, PO Box 25882, Albuquerque, NM 87125. KOAT-TV is an Equal Opportunity Employer. Drug free workplace.

Account Executive, WGRZ-TV, 259 Delaware Avenue, Buffalo, New York 14202. No phone calls. WGRZ-TV/NBC 2 is an Equal Opportunity Employer.


Classifieds
HELP WANTED MARKETING

MARKETING WRITER/PRODUCER

KING/KONG

is looking for a FAY and a RAY! (Other names can also apply!)

KONG-TV needs two of the most creative Writer/Producers in the world!
You must be unpredictable, talented and versatile. Your reel must have
breakthrough promos, PSA's, and commercials. Get in on the jungle
floor...help us climb new heights! If you're good, we won't shoot you down.

Send two copies of your resume and a Beta tape to:

KING 5 TV
Attn: HR Dept. #9787/8
333 Dexter Avenue North
Seattle, WA 98105

Equal Opportunity Employer: M/F/D/V

Marketing Manager, WVT, NBC in Connecticut.
This Assistant Department Head position encompasses
all distribution, sales, marketing for WVT and
its LMA and Internet business. Desktop publishing
files a must. College degree. Send re-
sume to Ron Pulera, GSM, WVT. 1422 New Br-
tain Avenue. West Hartford, CT 06110. EOE.

Director of Marketing. As the emphasis in our
industry continues to be exploring new revenue
opportunities, WDTN will create the new position of
Director of Marketing. This position will use a
Marketing approach to increase sales to our exist-
ing clients, and provide new, alternative revenue.
Primary responsibilities will be to develop pack-
aging and initiate sales of station packages. This person
will also work with News, Promotion and Art in the
continued development and sales of the
WDTN Homepage. Additional job responsibilities
include the development, sales and administra-
tion of an interactive phone system. Personsap-
plying for this position must be highly motivated
and well organized. Computer literacy is a must.
Other requirements include a college degree in
Business. Comm., Mgmt., or Mktg., or equivalent
thereof. Compensation will be directly related to
sales goals, thus 3-5 years of broadcast sales
experience is a must. Person must be physically
able to perform all the essential functions of this
job on a regular basis. Send resume to Person-
nel Administrator, WDTN, P.O. Box 741, Dayton,
OH 45401. EOE. MV/H/D.

HELP WANTED NEWS

G E N E R A L

ASSIGNMENT REPORTER

KGO-TV is seeking an experienced
reporter with proven on-air skills. Must
have a minimum of 5 years television
reporting experience preferably in a major
market. Application deadline is February 21,
1997. Please send resume, cover letter and
videotape to:

KGO-TV Personnel
900 Front Street
San Francisco, CA 94111

EOE

Photographer needed immediately in the Floren-
cce/Myrtle Beach, SC market. Must have good
shooting, editing, story telling and live truck skills.
Send tape and resume to: News Director, WPDE-
TV, 3215 South Cashua Drive, Florence, SC 29501-6386. EOE:MF.

WEEKEND CO-ANCHOR/REPORTER

KGO-TV is seeking an anchor/reporter
with extensive experience in live reporting
co-anchor weekend newscasts and
perform general assignment reporting on
weekdays. Candidate should have a minimum
of 5 years experience in
television news reporting. Must have
excellent writing skills. Application
deadline is February 21, 1997. Please
send resume, cover letter and videotape to:

KGO-TV Personnel
900 Front Street
San Francisco, CA 94111
EOE

Western New York's Number One source for
news has an immediate opening for a Full-Time
Photographer. Enterprise and investigative skills,
ability to shoot and edit beta to NPPA standards
under extreme deadlines, along with a positive,
can-do attitude, are a must. Requirements:
One year experience, college degree, and microwave
proficiency are preferred. If you are the best in
your newsroom and would like the freedom and
coaching to be even better send a resume and non-returnable ¾ tape to:
Human Resources General-
WOKR-TV, 4225 West Henrietta Road.
P.O. Box 20555, Rochester, NY 14602-0555.
WOKR-TV is an Equal Opportunity Employer.
Minorities and women are encouraged to apply.

Western New York's Number One source for
news has an immediate opening for a creative,
committed broadcast journalist. At Rochester's
Newsource 13, we believe in uncovering the
news as well as covering it. We are looking for a
Weekend Anchor/General Assignment Reporter.
Enterprise and investigative skills, along with a
positive, can-do attitude, are a must. Require-
ments: Two years experience, college degree preferred. If you are the best in your newsroom
and would like the freedom and coaching to be
even better send a resume and non-returnable ¾ tape to:
Human Resources Generalist, WOKR-
TV, 4225 West Henrietta Road. P.O. Box 20555,
Rochester, NY 14602-0555. WOKR-TV is an
Equal Opportunity Employer.
Minorities and women are encouraged to apply.

Washington Correspondent. Tribune Broadcast-
ning's Washington DC Bureau is seeking an expe-
ranced television news reporter. From the White
House and Pentagon to Capitol Hill and the
Supreme Court, correspondent will have the op-
opportunity to report on everything. Using a state of
the art television facility, you will be responsible for
researching, preparing and delivering news
stories for Tribune Broadcasting's nine major
market television stations including WGN/
Chicago, KTLA/Los Angeles and WPVI/New York.
Reporter must have a minimum of five
years experience. Must have strong live shot
skills, including performing multiple live shots in
any given hour for the Tribune stations. Must be
a self starter, willing to develop new sources and
contacts. Must be willing to travel. Send tapes
and resumes to Cindy Baker, Tribune Broadcast-
ing, 1325 G Street, NW, Suite 200. Washington,
DC 20005.

WSOC-TV is looking for TV's best and brightest.
If you're one of the great visual storytellers of
our time, we'd like to hear from you. We have a
General Assignment Reporter opening. We are also
looking for a strong Producer who knows great
pictures, can write conversationally and knows
hard news...and to help that Producer, an Asso-
icate Producer opening - part time. No phone
calls please. Send tape and resume to: Vicki
Montet, News Director, Dept. 95, c/o WSOC-TV,
1901 North Tryon Street, Charlotte, NC 28206.

TV News Investigative Reporter or Producer.
Solid #1, network affiliate in the Southeast. Top
50. Now hiring experienced journalist for in-
vestigative position. Does have a producer role.
Takes as a reporter to dig up the big stories and blow
everybody's socks off with the presentation; or
are you a producer who is a great investigative/
writer/story-teller who can dig it up and then
package it for the right person to deliver on the
air. Non-returnable tape/scripts and resume to
Box 01058 EOE.

Sports Anchor/Reporter: Eastern North Carlos
a station needs an experienced TV Sports
Journalist to anchor weekends, one-man band re-
port and shoot. Strong emphasis on local sports
that includes a top 30 college football team and
minor league baseball club. Applicant must possess a
strong work ethic, team attitude and be able to forget about the clock. You must have a
degree and at least 1-3 years full-time commer-
cial experience. Send tape and resume to:
Sports Director, WZTV, P.O. Box 12325, New
Bern, N.C. 28561. EOE.

Regional Manager, Conus Communications is
looking for a Regional Manager who will manage
a multi station Conus News Gathering region.
Will be responsible for coordination and facilita-
tion of the satellite news gathering needs for the
region and has experience with local news gather-
ing operations as well as a working knowledge of
day to day local newsroom operations. Applicant
must have experience, and ability to deal with
news management and personnel, must be a pro-
ven leader, and self starter and must be willing to
relocate. Send resume and phone number to:
Conus Job #8-97. 3415 University Avenue. St. Paul,
MN 55114. No telephone calls please. An Equal
Opportunity Employer.

Reporter. General assignment work. This is an
entry level job requiring college or limited report-
ing experience. Tape and resume to Teresa
George, Administrative Assistant, KDLH, 425
First Street, Duluth, MN 55802 EOE. Email
73537.1746@compuserve.com for more infor-
mation.

www.americanradiohistory.com
Producer/Full Time: Producer and edit topical news promos on a daily basis. Work with news producers, editors and photographers BA or BS College degree would have experience in TV promotion. Equivalent combinations of education and experience will be considered. Send cover letter and resume to: WBNS TV Inc., Business Office, #172, 23510 West State Boulevard, Cleveland, OH 44135. Qualified minorities and women encouraged to apply. EOE. A smoke and drug free workplace.

Producer, Aggressive Midwest ABC affiliate wants the best producers in the market. News 2 even better! We have everything you need to succeed. One year experience preferred. If you want to join our talented team, send your resume and non-returnable tape to: Bob Smith, KRCG-TV 9, 2nd Avenue at 5th Street, S.E., Cedar Rapids, Iowa 52401. No phone calls. EOE.

Photographer, Talented, skilled, NPPA-style team players needed for immediate openings. College degree preferred. One year of experience required. Submit tapes/resumes to Human Resources Manager, WYFF-TV, 505 Rutherford Street, Greenville, SC 29609. EOE.

News Director, Coastal Carolina affiliate seeks individual who understands what it takes to produce a quality newscast everyday and has the ability to demand it, teach it and lead by example. We do 17 hours of news weekly and need someone who can strengthen our organization and build on our ratings success. Send resume and brief description of your management style and vision of your news department to: General Manager, P.O. Box 12325, New Bern, NC 28561. EOE.

News Director, Put your experience to work with a young and enthusiastic staff in a brand new facility, including new satellite truck. We're seeking someone with strong producing experience and a sense of urgency. Contact GM, KDLH, 425 West Superior Street, Duluth, MN 55802. EOE. Email 73537.1746@compuserve.com for more information.

News Director, Looking for people and issue-oriented News Director. Great opportunity at group-owned network affiliate in the Southeast. Please send your resume, references, salary history, and brief overview of your management style and journalistic standards to Box 01049 EOE.

News Co-Anchor: Co-Anchor needed for half-hour noon and 5:30 show. You'll also do some limited reporting, commentating and team player. No beginners please. Send videocassette, resume, and references to Rick A. Moll, News Director, WANE-TV, 2915 West State Boulevard, Ft. Wayne, IN 46808. EOE. M/F.

News Topical Promotion Producer, WVEC-TV Inc., a subsidiary of A.H. Belo Corporation, seeks a creative, aggressive, fast news promotion producer who can write and edit compelling topics that sell our daily newscasts. Looking for a self-motivated, proven track record of creativity under pressure, who knows how to move viewers. Bachelor's degree in advertising, marketing or related field with one to three years producing news/newscast topical promotion, preferably at a network affiliate with hands-on editing experience. Please send resume and non-returnable VHS tape to Human Resources, WVEC-TV, 613 Woodis Avenue, Norfolk, VA 23510. No phone calls. EOE.

News Reporter, General News Reporter, editing and writing skills required. Related degree from a four-year college. One year experience at a commercial television station news department preferred. Send resume and 1/2" tape to: Dan Steele, Operations and Program Manager, WPSP-TV, P.O. Box 1197, Paducah, KY 42002-1197.

News Producer Wanted. No beginners. Writing and production experience on primary newscasts required. Related degree from a four-year college, plus one year experience at a commercial television station. Send resume (no phone calls) to: Dan Steele, Operations and Program Manager, WPSP-TV, P.O. Box 1197, Paducah, KY 42002-1197. EOE. M/F. ADA.

News Producer, WDTN is currently looking for a Newscast Producer. The show Producer is in charge of day-to-day journalism, story selection to writing, to on-air presentation, working with multiple live and satellite shots. Producer candidates should display good news judgement, have above average writing skills, the proven ability to make quick decisions and to communicate well with anchors and staff. Show Producers also act as Producer or Associate Producer or other news shows and special programs as assigned. The candidate should have at least two years of experience as a daily line producer. Newsroom computer experience desired. Person must be physically able to perform all the essential functions of the job. Regular attendance is an essential function of this job. Includes internship program. Applicant must be a student or recent graduate of a four-year accredited college. Experience preferred. Send resume with writing samples to Personnel Administrator, WDTN, P.O. Box 741, Dayton, OH 45401. EOE. M/V/H/O.

News Director, WABC-TV is seeking a News Director for the #1 rated news in the #1 market. Successful candidate will be a solid and seasoned television journalist with proven abilities in leadership and administration. Management experience in a large, aggressive news operation essential, along with demonstrated strength in planning and creative television news production. Send resumes to Thomas P. Kane, President and General Manager, 7 Lincoln Square, New York, NY 10023. No telephone calls please. We are an Equal Opportunity Employer.

News Director, Put your experience to work with a young and enthusiastic staff in a brand new facility, including new satellite truck. We're seeking someone with strong producing experience and a sense of urgency. Contact GM, KDLH, 425 West Superior Street, Duluth, MN 55802. EOE. Email 73537.1746@compuserve.com for more information.

News Director, Looking for people and issue-oriented News Director. Great opportunity at group-owned network affiliate in the Southeast. Please send your resume, references, salary history, and brief overview of your management style and journalistic standards to Box 01049 EOE.

News Co-Anchor: Co-Anchor needed for half-hour noon and 5:30 show. You'll also do some limited reporting, commentating and team player. No beginners please. Send videocassette, resume, and references to Rick A. Moll, News Director, WANE-TV, 2915 West State Boulevard, Ft. Wayne, IN 46808.

Executive Producer, Top 50 Southeast affiliate seeks current cutting-edge EP or dynamic line producer with three to five years of experience ready for the next challenge. Supervise an eager team of producers, approve all scripts and organize quality control. We are #1 in news and need someone who can keep us there. If you can create and communicate a vision using all the toys including research, SNG, non-linear news editing and 3-D animated graphics, tell me how you would do it. Resumes to Box 01028 EOE.

KXLY TV (ABC) is currently looking for a morning anchor/reporter to co-anchor our early morning and mid day newscasts as well as report as needed. Minimum qualifications include a 4 year degree in Journalism, Communications or equivalent education. 2 years experience anchoring television newscasts, television news reporting experience and a positive, team oriented attitude. Closing date for this position is February 7, 1997. Please send tape and resume with qualifications and background to EEO Coordinator, KXLYKZZU, 500 West Boone, Spokane, WA 99201. No phone calls please.

KRCA is seeking an experienced, self motivated News Reporter to work in our Stockton News Bureau. Candidate must be enterprising, capable of finding and reporting important stories from this critical part of our coverage area. Premiums will be placed on story telling abilities, a clear, crisp writing style, live shot skills, and the ability to work efficiently under deadline. Send resumes and a non-returnable VHS or 3/4 tape to: Kelly Broadcasting Co., Attn: Bill Bauman, 3 Television Circle, Sacramento, CA 95814. Employment is contingent upon passing a test for drug and alcohol use. Kelly Broadcasting is an Equal Opportunity Employer. M/F/A.

KMBT-TV is looking for an on-air Meteorologist. Applicant must be a certified meteorologist with some experience presenting weather on television. An internship in a television news organization will be considered. Applicant must have a clear understanding of the importance of severe weather coverage and its importance to residents of Eastern Texas. Send resume and non-returnable VHS tape to: EEOC Officer, KMBT-TV, P.O. Box 1550, Beaumont, TX 77704. EOE.

KMBT-TV has an opening for a Reporter. Applicant must have at least 1 year experience working as a General Assignment Reporter, be a solid writer/story teller, and proficient reporting live. Applicant is expected to have an insatiable curiosity, a long list of contacts, and the drive to be part of a winning team. Send resume and non-returnable VHS tape to: EEOC Officer, KMBT-TV, P.O. Box 1550, Beaumont, TX 77704. EOE.

KMBT-TV has an opening for a Producer. Applicant must be well-read, keep abreast of current events, understand broadcast news, have the ability to produce for video, and excellent writing skills. Applicant must have 1 year experience and demonstrate the ability to manage the personnel and resources of the news department. Do not send tape at this time. Send your resume and writing samples to: EEOC Officer, KMBT-TV, P.O. Box 1550, Beaumont, TX 77704. EOE.

Helicopter Pilot/Reporter: Searching for an experienced Reporter who can tell a story from the ground or from the air. If you can deliver more than just traffic reports, send tape and resume to: Emily Nelson, News Director, 3228 Channel 8 Drive, Las Vegas, NV 89109. EOE.

Executive Producer, We are looking for a leader for our nine person production staff. We want to talk to you if you are currently an executive producer or if you are a producer ready for the next challenge. Our station is a top rated southeastern ABC affiliate. We have microwaves, SNG...everything but a chopper. If you are ready for this job, tell us how you'd do it. Please send self-critique of your latest show, non-returnable demo tape, and resume to Box 01059 EOE.

Executive Producer and Producer - WTIT, Connecticut's NBC station is looking for a strong Producer and a creative, hands-on, aggressive Executive Producer. You must have several years experience producing fast paced, informative, visually exciting newscasts. Good news judgement and strong people skills are required. Resume and recent newscast to Nancy Andrews, Assistant News Director, WTIT, 1422 New Britain Avenue, West Hartford, CT 06110. EOE.
HELP WANTED PROMOTION

Promotion Manager - KNXV Looking for "must win" Promotion Manager with strong vision, able to perform in Top 20 market. Must have minimum 5 years television promotion experience, including management. Preferred 5 years news promotion on major market level, metered market experience preferred. Must have proven management skills and be effective as a leader, motivator, and teacher. Must be creative, tenacious, and have what it takes to survive highly competitive market. Please send resume and reel to: 4625 South 33rd Place Phoenix, AZ 85040

Promotion Assistant. Ability to write, shoot and edit topical promotions. Handle promotion placement and talent scheduling. Professional image, attention to detail and computer literacy a plus. Send tape and resume to Erik Hardtke, WCTI, PO Box 12325, New Bern, NC 28561. EOE.

HELP WANTED ADMINISTRATION

INVENTORY PROGRAMMING ANALYST

Warner Bros. is seeking a media-savvy analyst to keep track of movies, series, mini-series and animation and plan licenses for sale to cable, pay TV and network television in our New York office.

You'll maintain and update our programming database, keep track of licensing dates, air dates, distribution rights, while using your knowledge of TV and film history and trivia to assist in the packaging of programs for potential sale.

In short, we need someone with a minimum of 3 years previous experience in the entertainment industry (inventory management background preferred, as is previous experience in business or legal fields).

A college degree (Business or Media preferred), the ability to work independently, strong typing and proofreading skills, proficiency with Microsoft Word, Excel and Access databases programs are required. Strong writing, organizational and analytical skills are essential.

Please send your resume including salary requirement to: Warner Bros., 1201 Avenue of the Americas, New York, NY 10019. Warner Bros. is an EOE.

A Time Warner Entertainment Company.

HELP WANTED RESEARCH

New York based sports, entertainment and facilities company seeks Research Manager to supervise Research Department. Must have strong communication skills (written and oral) with a strong knowledge of Nielsen ratings and primary research data. 2-3 years experience in television/cable research management preferred. Proficient computer skills needed. Full benefits package. Send resume with cover letter and salary requirements to: Bayard, Department 626, 401 Broadway, 21st Floor, New York, NY 10013

Equal Opportunity Employer M/F/V/D

RESEARCH MANAGER

Anchor Opening. Aggressive Southwest network affiliate is looking for a prime news anchor to anchor our weekday evening newscasts. Successful candidate must have a minimum of 2 years in the anchor chair. Will also report and handle live shots, be a great writer, reporter and want to move with our team forward. Send resume, writing samples, tape, salary required to Box 01055 EOE.
HELP WANTED TECHNICAL

What's
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Converging! Trektronix is spearheading the technology that merges audio, data, images and video onto diverse transmission networks. Our products can be found wherever signals are stored, processed, manipulated, transmitted and received. Come join us. We currently have the following opportunities available for talented, experienced individuals:

Field Application Engineers
You will partner with our Sales Engineers and develop relationships with key external technical resources, provide input on new product development, and contribute to the development of customer solutions via integration of company products and technical resources in cross disciplines. Additionally, you may provide work direction, technical guidance and formal training to staff members and field personnel.

- **Video Transport - New York, Burbank, Chicago**
  Requires 7-10+ years related experience and extensive background in video transmission, technical architectures and contract negotiation. Experience with video distribution formats, optical fiber transmission, switched broadband systems, telephony broadband transmission formats and video compression technology is also required. Must have understanding of base band/digital switching systems and Windows/UNIX systems.

- **Profile - New York, Burbank**
  Work with the Area Account Manager to conduct high level systems prospect qualification, application analysis, product recommendation and management of sales process, including creating and implementing selling strategies. Requires 7-10+ years related experience, demonstrated broadcast/post production system design, comprehensive knowledge of broadcast facility operations/engineering, and system design and operation experience. Must also have strong presentation and public speaking skills.

To become part of our winning team, mail your resume to: Tektronix, Inc., 430 Mountain Ave., Mountain Heights Center, Murray Hill, NJ 07974; Fax to (908) 665-0879. For more information, visit us on the WWW at http://www.tek.com

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WGRZ/NBC2 is looking for a Maintenance Technician. Must have at least 3-5 years experience repairing broadcast equipment including but not limited to: videotape machines, UHF/VHF transmitters, routing switches, production switches, computer graphics. Familiarity with computer network operations and programming helpful. Microwave and satellite equipment knowledge a plus. Send resume to: Chief Engineer, WGRZ-TV/NBC 2, 259 Delaware Avenue, Buffalo, New York 14202. No phone calls. WGRZ-TV/NBC 2 is an Equal Opportunity Employer.

Technician. Accepting applications for Operations vacation relief positions at Colorado's News Leader KCNC. Send resume c/o Human Resources, KCNC-TV, 1044 Lincoln Street, Denver, CO 80203. EOE/AF.


Small market UHF station in northwest seeks all-around engineer experienced in RF, studio and production gear, and computers. Duties include maintaining on-air look, managing operations department, and hands-on repair and maintenance. Must be organized, communicative and motivated to work unsupervised. Send resume, salary requirements and date of availability to Box 01036 EOE.

Operations Manager for 10TV Eyewitness Newsroom: Oversee newsroom technical operations, facilities, and equipment. Maintain newsroom computer system. In purchasing equipment associated with news gathering. Be part of the management team's short- and long-term planning. Requires degree in engineering and 5 years newsroom experience. Must be willing to work evenings and weekends. Send cover letter and resume to: WBNS TV Inc., Business Office #125, 770 Twin Rivers Drive, Columbus, OH 43215.

NJJN is seeking a Director of Engineering. Responsible for day-to-day and long range operations, planning, design and maintenance of NJN's technical facilities and staff. Requires technical guidance and extensive background in the FCC's technical facilities and staff. Requires technical guidance and extensive background in the FCC's rules and regulations. Bachelor's degree in Engineering and 10 years in television broadcasting including minimum of three as Chief Engineer or Director of Engineering. FCC First Class or General License. EOE. Respond to: NJN, CN 777, Trenton, NJ 08625-077. Attn. Engineering Search Committee.

Maintenance Technician. Provide technical support for broadcast engineering systems and equipment. Repair electronic equipment to component level. Maintain station computers and local area networks. Technical degree or television maintenance experience required. Send resume to Dale Werner, Chief Engineer, KPRC-TV, Post-Newsweek, 8181 SW Freeway, Houston, Texas 77074.

Maintenance Engineer, KOTV, the A.H. Belo owned CBS affiliate in Tulsa, OK seeks qualified Maintenance Engineer. Responsible for the installation, operation and maintenance of broadcast equipment. Requires two years college or technical training in electronics or a related field and two years experience in commercial broadcast television. SCE certification is also required. Send resume to Don Dobbs, Director of Engineering, KOTV-6, P.O. Box 6, Tulsa, OK 74101 Equal Opportunity Employer.

Director of Engineering. Nationwide television network seeks highly qualified engineering manager to head its Miami based production and satellite facility. We are searching for a forward thinking individual with the ability to effectively communicate goals and objectives to staff members from a variety of backgrounds and levels. Candidates must have extensive engineering management experience at a major market TV station or network. Strong personal management and budgetary skills required. Computer and server based skills essential. Studio, master control or production experience helpful. A technical degree is desirable. Reply to Box 01052 EOE.

February 3 1997 Broadcasting & Cable
Chief Engineer. The successful candidate will have superior knowledge of UHF transmitters as well as a strong studio management background. Organizational skills will be necessary for planning and rebuilding our facilities to meet future needs. Computer skills are a must. Send your resume and salary history to Chief Engineer, KSHV-TV, 3519 Jewella Avenue, Shreveport, LA 71109 or fax to 318-631-4195. EOE.

Assistant Chief Engineer, Maintenance - WFDB, a Post-Newswave Station, is looking for candidates to supervise station and transmitter maintenance staff and projects. Must have strong interpersonal skills, demonstrate knowledge of broadcast operating and transmitter equipment, PC's and FCC standards. Send resume to Mike Hayes, Chief Engineer, 3 Constitution Plaza, Hartford, CT 06103-1892. EOE.

HELP WANTED PRODUCTION

INVESTIGATIVE PRODUCER

KGO-TV is seeking an investigative producer to research, write and supervise the editing of investigative series and segments produced by the Channel 7 TEAM. Must have 3-5 years of experience as a television segment producer in an investigative unit. Strong writing skills and production skills are required. Experience in computer assisted reporting preferred. Application deadline is February 21, 1997. Please send resume, cover letter and videotape to:

KGO-TV Personnel
900 Front Street
San Francisco, CA 94111
EOE

Videotape Editor: Will handle videotape editing duties for news programs. Must be willing to work evenings, early morning, and weekends hours. Previous experience in editing videotape in a news environment necessary. Familiarity with computers and photography skills helpful. Send cover letter and resume to: WBNS TV, Inc., Business Office #118, 770 Twin Rivers Drive, Columbus, OH 43215. Outstilled minorities and women encouraged to apply. EOE. A smoke and drug free workplace.

Unit Manager - Get Real! Assist in production management of award winning children's TV series Get Real including budget, timelines, financial reports. Assist with all production-related activities. Occasional segment producing. Requires Bachelor's degree, two years production experience. To apply contact Betsy Bendrick, Wisconsin PTV, 821 University Avenue, Madison, WI 53706. 608-262-5221. Deadline 2/26/97. EOE.

Studio Director: Supervisor needed for a large facility near Chicago. Responsibilities include directing news, hiring, training, scheduling and evaluating staff of twenty in a diverse production operation with international exposure. Experience required in staff supervision and directing live newscasts. If you're a motivator, we want to hear from you. Knowledge of GVG 300, Chyron INFINITE!, Kaleidoscope and Basys helpful. Send resume to: The WNDU Stations, Attention: Human Resources, Position #00166, P.O. Box 1816, South Bend, IN 46534. EOE.

Producer needed for local TV station. Must have excellent writing skills. College degree required and two years experience preferred. No phone calls please. Send resume to: PD2-BC, Box 44227, Shreveport, LA 71134-4227. EOE.

KTRK-TV Director. Responsible to direct and switch newscasts, local programs and commercial production. Minimum of 3 years directing experience at commercial station. Knowledge of Ampex Century and Sony 8000 switchers. Send resumes to: Kim Nord-Jackson, Program Manager, KTRK-TV, 3310 Bissonnet, Houston, TX 77005. No phone calls please. EOE.

Creative Services Manager: We're looking for a #2 promotions department pro to move up and be our #1! If you have at least two years of hands-on experience creating and editing news promos and commercials and want the opportunity to become manager of our Creative Service Department. Send us your resume and VHLS work sample. Contact Bruce Pfeiffer, VP/GM, WKST, 141 South 6th Street, LaCrosse, WI 54601.

CMX Editor-Santa Barbara, CA Prod/Post Company. Fast paced firm needs quick, professional, innovative and upbeat team player. Experience with CMX, GV 300, ADO and D-2 Prefer a mug, Abekas A-72 and Avid Non-Linear a plus. Salary DOE. Send resume and salary requirements to: P.O. Box 23942, Santa Barbara, CA 93121

Graphic Artist. Are you wearing a sweater while you're reading this ad? Are you an expert on the Chyron/Liberty graphics system? If you said yes and can make news and promotional graphics, then let's talk about your new career in the sun. KMOL-TV, NBC San Antonio wants your talents. Just send your resume, demo tape, and cover letter to: San Antonio, c/o Art Director, PO Box 2641, San Antonio, TX 78299.

ENG Personnel For A Major Broadcast Facility in NYC. ENG field operations with camera (and microwave) experience, video tape editors, and ENG maintenance, employment would commence spring/summer 1997. Out-of-town applicants accepted for these positions will be reimbursed for airfare, hotel and per diem expenses. Send resumes to: Media Management Services, Suite 345, 847A Second Avenue, New York, NY 10017 or fax to 212-338-0360. This employment would occur in the event of a work stoppage, and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

HELP WANTED FINANCIAL & ACCOUNTING

Balkans Finance Officer to oversee financial management and reporting for operations in the Balkans region. This position is based in Paris. Duties include financial administration of European and US government and private grants for TV projects run through Internews offices in Bosnia, Serbia, and Croatia; preparation of financial reports and proposal budgets. Requires: excellent computer skills; good verbal skills; willingness and ability to travel to locations in the former Yugoslavia. Preference to applicants with fluent French and English; ability to read Serbo-Croatian; three + years experience as project accountant for organizations working with US government and/or European Union grants. Resumes to: Paul Greenberg, Fax +33 1 4026-7072. E-Mail <pgreenberg@calva.net> or Kay Elewski, Fax +1 707 826-2136. E-Mail <kay@internews.org> No calls. Closing date: February 10, 1997. Internews is an Equal Opportunity Employer.
HELP WANTED MISCELLANEOUS

AMERICAN SKY BROADCASTING

Join our fast growing team committed to providing entertainment like nothing on earth. ASkyB, part of the worldwide family of digital satellite television services being assembled by News Corporation, has immediate openings in their Corporate Headquarters (NY, NY) and Broadcast Operations Center (Phoenix, Arizona).

MARKETING - NEW YORK

DIRECTOR OF CONSUMER MARKETING
* Execute compelling corporate identity program
* Manage all ad agency activity
* Deploy promotion programs to fulfill marketing objectives
* Manage all activity to support distribution network
Requirements: 8-10 yrs consumer marketing exp including client and agency exp desirable. Exp in a startup, fast paced environment essential. Ability to manage multiple projects under tight deadlines.

DIRECTOR OF SUBSCRIBER MARKETING
* Implement annual subscriber marketing plans, including retention, upgrade, recap, and special events/sports marketing
* Create effective marketing materials including direct mail, on-air promotions, special events to increase subscriptions and purchase of Pay-Per-View events
* Use database to identify and target subscriber segments to promote enhanced program platforms
Requirements: 8-10 yrs subscriber marketing exp in Satellite, Cable or Telecommunications industries desirable. Strong analytical, creative, and presentation skills essential. Ability to manage projects and people, both internally and externally. Strong budget skills essential.

M.D.U. COMMERCIAL SALES DIRECTOR
* Establish, grow and cultivate programming services in M.D.U.s and commercial establishments
* Will set up regional sales distribution networks; recruit and train regional sales force
* Must have excellent contacts and the ability to work in a fast-paced environment under tight deadlines
* Extensive travel necessary
Requirements: 8-10 yrs commercial M.D.U. experience. Able to train and motivate a national sales force.

ENGINEERING - PHOENIX

DIRECTOR OF ENGINEERING
* 7-10 yrs television technical management
* Expertise in high powered Satellite Uplinks, TVRO Operations, Computers, LANS, Video Servers and other high end broadcast systems
* B.S.E.E. or similar technical degree

ASSISTANT DIRECTOR OF ENGINEERING
* 5-7 yrs exp managing technical staff of large Broadcast Operations facility
* Direct maintenance and installation of complex technical systems
* Four year college degree plus expertise in RF systems required

ENGINEERING SUPERVISORS
* 5-7 yrs exp working in broadcast operations
* Direct operating staff to insure continuous high-quality operation

SR. NETWORK ENGINEER
* College degree plus 5-7 yrs exp designing and maintaining new computer-based networks in a state-of-the-art Broadcast facility
* Manage staff to insure reliability of a 24/7 operation with extensive data networks and computerized information and control systems
For all of the above positions, we offer a competitive benefits package, including 401K and pension. Interested applicants should indicate position of interest and send fax resume with salary history to:

AMERICAN SKY BROADCASTING
Human Resources Dept.
1211 Avenue of the Americas, 31st Flr
New York, New York 10036
(212) 391-4002
Equal Opportunity Employer

HELP WANTED GRAPHICS

Art Director: KTRK-TV, an ABC/Disney O&O, is looking for a talented and experienced designer to manage our art department. This is an exceptional opportunity for someone who's ready to step up to a first-class station. You'll have the tools and resources to do your best, while working on a team that's committed to staying on top. Quantel Paintbox Express experience preferred. HAL Express, Picture Box, Infini, and MAC experience a plus. Please send a tape and samples of print projects to: Tom Ash, Creative Services Director, KTRK-TV, 3310 Bistonnet, Houston, TX 77005. EOE. Pre-employment drug test required.

PROGRAMMING SERVICES

ENIGMA THEATER

"Enigma Theater" 52 cool films via satellite. A hosted series of mystery, sci-fi, horror and suspense films via barter and distributed weekly via satellite in spring of '97.

Call for details
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The program works. Former students now sell for NBC, ABC, ESPN, MTV, Katz, Turner, Petry, and dozens of TV stations across the country.
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Business Manager from top 25 market seeking new opportunity. Will relocate. Twenty years experience. For resume, call (406)251-9700.


Call Sandra Frey at
(212) 337-6941

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EXECUTIVE PRODUCER

Executive Producer. Will directly supervise original, co-production and acquisition projects and be responsible for guaranteeing standards of quality and accuracy. Responsible for all production phases of reversion, repackaging, development, processes. Create and maintain budgets. 5 years as producer/writer in film and video required. First-hand Latin American location experience a must; strong science and research editorial background desirable. Senior/Executive producer experience, excellent Spanish/English skills required. Send resume/cover letter to:

Discovery Channel Latin America
One Alhambra Plaza - Suite 600
Coral Gables, FL 33134
Attn: Natasha Duwin

HELP WANTED RESEARCH

RESEARCH DIRECTOR

CableRep Hampton Roads is seeking a Research Director responsible for the creation of research documents and assisting Account Executives with proposals and client presentations. Ideal candidate will have experience managing Cable's multi-channel diversity and competitive media experience working with Nielsen data, Scarborough, CableScan, and MRI is a plus.

Position requires a BA/BS degree in marketing, communications, research or equivalent. Looking for one year minimum experience in cable and/or TV media research. Excellent communication skills both written and verbal, along with personal computer proficiency required.

Please send resume to:

Human Resources * Cox Communications
225 Clearfield Avenue
Virginia Beach, VA 23462

ALLIED FIELDS

HELP WANTED RESEARCH

Instructor/Assistant Professor in Mass Communication: Frostburg State University. Department of Communication and Theatre Arts seeks applications for a full-time, tenure track Asst. Professor position, beginning August 1997, pending budget approval. Teaching assignments may include introduction to mass communications, video production, film studies, writing for media, broadcast/cable programming, and mass communication practicum. Position responsibilities include developing an upper-level sequence in sales and advertising, promotion, and research; advising majors in Mass communication; and developing relationships with regional media organizations. Intercession and summer assignments available. Salary commensurate with qualifications. Minimum qualifications: Masters degree or currently enrolled in doctoral program. Preference will be given to candidates with ABD considered: preference given to those individuals who are able to teach both an introductory and advanced level in communications. Send letter of application, vita, and three letters of recommendation with phone # or fax # if required. Send letter of application and vita to Frostburg State University, Department of Communication and Theatre Arts, Frostburg, MD 21532. Please apply by March 5, 1997. AA/EOE. Applications from historically underrepresented groups are especially encouraged. Frostburg State University, Department of Communication and Theatre Arts, is committed to increasing the diversity of its faculty, staff, and academic program offerings and is committed to strengthening diversity throughout the institution. We are an affirmative action/equal opportunity employer, and applications from members of historically underrepresented groups are especially encouraged. The successful candidate will be required to have a record of eligibility to work in the U.S. pursuant to U.S. immigration laws. A strong commitment to Liberal Arts Education is required.

HELP WANTED INSTRUCTION

Eastern Washington University: Visiting Assistant Professor of Electronic Media & Film. The Department of Electronic Media, Theatre & Film, at Eastern Washington University, seeks a visiting assistant professor to teach courses in Writing for Film and Television, Humanities in the Filmic Arts, and Law for Producers. Terminal degree in Broadcasting, Film, or related field required. Candidate should present evidence of successful teaching and scholarly and creative activities. One-year term begins September 1997 with renewal possibility in Fall 1998. Position may become tenure track as Fall 1999. Send letter of application, vita, and three letters of recommendation to: Dr. David K. Terwiske, Chair, Department of Electronic Media, Theatre & Film, Eastern Washington University, Mail Stop 104, 526 5th Street, Cheney, Washington 99004-2431. Fax (509)359-4841. For full position description email: pbumpas@ewu.edu. Eastern Washington University is committed to increasing the diversity of its faculty, staff, and academic program offerings and is committed to strengthening diversity throughout the institution. We are an affirmative action/equal opportunity employer and applications from members of historically underrepresented groups are especially encouraged. The successful candidate will be required to have a record of eligibility to work in the U.S. pursuant to U.S. immigration laws. A strong commitment to Liberal Arts Education is required.

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DIRECTOR OF BUSINESS DEVELOPMENT

Global Cinema Network, a wholly owned subsidiary of General Cinema Theatres, is seeking a dynamic, visionary individual to help develop and manage programs to place alternative entertainment spots on a world wide network of movie, theatre screens. This position will develop the business model for on-screen entertainment based on network television, research the competitive market (domestic and international) and develop programming procedures for spot-placement.

 Necessary requirements include an MBA and five to seven years' progressive experience in programming and/or advertising for network television with new business development and international business experience strongly desired. Working knowledge of the satellite broadcast telecommunications field a plus.

General Cinema offers a competitive salary and benefits program. Please mail or fax your resume and salary requirements to:

General Cinema Theatres, 1280 Boylston Street
Chestnut Hill, MA 02167
Fax: 617-739-7472
No phone calls please

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For Sale: Scala Antenna, Model #CH-713HR, Freq. 174-216 MHz. Call Charles Meyers at 901-375-9324 or www.flinn.com

For Sale: (2) UHF, 24 Bay LPTV Antennas, Channel 57 and 67. 1 year old recently removed from service. For more information call Charles Meyers at 901-375-9324 or www.flinn.com


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To Place An Ad In Broadcasting & Cable Classified Section, Call Antoinette Fasulo Phone 212-337-7073 Fax 212-206-8327 or Sandra Frey Phone 212-337-6941 Fax 212-337-6957

Florida Keys, very attractive FM. West Texas attractive combo, FM upgradeable. Major Florida market, suburban AM. Mayo Communications Inc., 813-971-2061.

Cetec-Sparta (Bauer) 602-A 2.5KW FM transmitter tuned to 100.9MHz. With exciter & manuals. New Final. Good Condition. $4000.00. Contact Ranny Mason (540)962-1133.

FOR LEASE

The Most Powerful Chicago FM Subcarrier has recently become available for lease. Grandfathered FM atop John Hancock building with 15.5 kw at 1170 feet. Contact Dan Schmidt at 773-279-2000.

BUSINESS OPPORTUNITIES

Radio Station Investment Opportunity. New acquisition group forming, Expert management! Write: PO Box 372659, Tampa, FL 33688-2659, E-mail: radioman@giu.net

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C-Band Satellite Uplink Truck. Needs work. Has HPA, two excitors, lots of other equipment. Located in Texas. $45,000 Megastar 702-386-2844.

WANTED TO BUY LICENSE

Dark stations wanted, also C-P's. If your station has been dark for one year FCC will revoke your license. Sell it first. Megastar, Inc. 702-386-2844.
Local angle

EDITOR: While we at Washington’s only 24-hour local cable news service were pleased to be mentioned in your article about the local market’s coverage of the inauguration, we found it incredible that the local NBC affiliate was credited with the most extensive coverage of the event with 14 1/2 hours of coverage (second paragraph). When NewsChannel 8 provided 15 hours (eighth paragraph). Talk about burying the lead: the local 24-hour cable channel outcovering the so-called big boy. Not to mention that NewsChannel 8 did not have the luxury of switching to Katie Couric for two hours of NBC’s "Today" and two hours of Tom Brokaw–anchored coverage of the swearing-in and speech. Subtract those four hours and there is no question who provided the “most extensive” coverage—NewsChannel 8!

Just wanted to set the record straight, with the hope that in the future, NewsChannel 8 will get equal treatment when you examine Washington television coverage of important local events.—Wayne A. Lynch, vice president, news and programming, NewsChannel 8, Springfield, Va.

Credit where due

EDITOR: At first I was surprised to see a gratuitous reference to Fox at the end of an editorial that was otherwise focused on opposing LMA’s. (Fox has never sought to create an LMA, although it did inherit one from New World.) And then I realized that your intent must surely be to hold Fox out as proof that strong new, pro-competitive market forces can be achieved without resorting to duopoly-like structures.

Undoubtedly you had in mind Fox’s singular contributions to diversity by creating the long-sought “fourth network,” breathing new life into UHF independent television stations, and causing the sign-on of new prime time local newscasts in markets all across the country. I’m sure that you were also thinking about the multibillion-dollar investment we are now planning in ASKb to bring forth the long-sought competition to cable and to remedy the current exclusion of local broadcasters from DBS platforms.

Your recognition of our pro-competitive contributions to the industry is heartwarming to all of us.—Preston R. Padden, chairman, American Sky Broadcasting, New York.
FEBRUARY

Feb. 10-12—CTAM 13th annual research conference. Hotel del Coronado, San Diego, Calif. Contact: (703) 549-4200.


Feb. 11-13—32nd annual Radio Hall of Fame luncheon and annual gala on the Future. fifth annual industry conference. Coronado, Calif. Contact: (312) 634-2330.


MARCH

March 1—Deadline for entries for the Society of Cable Telecommunications Engineers 1997 Field Operations Awards Competition. Contact: (610) 332-3021.

March 3-4—PROMAX Europe conference and exposition presented by PROMAX International and BDA International. Hotel Arts (Ritz Carlton), Barcelona, Spain. Contact: (212) 376-6222.


March 5-6—7th annual Society of Cable Telecommunications Engineers Vendors Day. Concord Hilton, Concord, Calif. Contact: Steve Allen, (914) 766-4303.

March 5-6—“Engineering for the Non-Engineer,” course presented by Women in Cable & Telecommunications. CNN Tower, Atlanta. Contact: Mary Daviau, (312) 634-2330.


March 19—American Sportscasters Association 12th annual Hall of Fame dinner. Marriott Marquis, New York City. Contact: (212) 227-8000.


April 7-10—National Association of Broadcasters annual convention. Las Vegas Convention Center, Las Vegas, Nev. Contact: (202) 429-5354.

April 7—Broadcast Education Association 2nd annual convention. Las Vegas Convention Center, Las Vegas, Nev. Contact: (202) 429-5354.

April 7-8—Television Bureau of Advertising sales and marketing conference. Las Vegas Hilton, Las Vegas, Nev. Contact: Janice Gianin, (212) 486-1111.

April 10—National Association of Broadcasters annual convention. Las Vegas Convention Center, Las Vegas, Nev. Contact: (202) 429-5350.


April 18-20—OCF ’97, optical fiber communications competition presented by the Optical Society of America. Dallas Convention Center. Dallas, Texas. Contact: (214) 679-1000.


April 21—Multichannel Television Summer Seminar presented by Kagem World Media Ltd. Mandalin Oriental Hotel, Hong Kong. Contact: Allen Guthrie, (44) 01 171 371 8880.

April 21—32nd annual Broadcast Cable Credits International Seminar. Hyatt Riverwalk, San Antonio, Tex. Contact: (505) 842-4120.

April 21—Texas Show ’97, presented by the Texas Cable & Telecommunications Association. San Antonio Convention Center, San Antonio, Tex. Contact: (210) 481-1536.


April 22-25—MECOM ’97, 9th annual Middle East international telecommunications show and conference. Bahrain International Exhibition Centre, Bahrain. Contact: Virginia Jenson, (210) 652-7070.

April 24—Deadline for entries for the 18th annual Banff Television Festival program competition. Contact: (403) 678-9250.

April 26—Telecommunications Association of Canada annual conference. J.W. Marriott Hotel, New York City. Contact: (202) 559-4600.


May 6—“Engineering for the Non-Engineer,” course presented by Women in Cable & Telecommunications. CNN Tower, Atlanta. Contact: Mary Daviau, (312) 634-2330.


JUNE

June 4-7—PROMAX and BDA ’97 conference and exposition, presented by PROMAX International and BDA International. Hotel Arts (Ritz Carlton), Barcelona, Spain. Contact: (212) 376-6222.

June 4-7—Broadcast Education Association 2nd annual convention. Las Vegas Convention Center, Las Vegas, Nev. Contact: (202) 429-5354.

June 8-14—18th annual Banff Television Festival, Banff Springs Hotel, Banff, Alberta, Canada. Contact: (403) 678-9250.

June 12-17—20th Montreal International Television Symposium and Technical Exhibition. Montreal, Quebec, Montreal, Switzerland. Contact: (514) 348-7328.

June 19-23—Wireless Cable Association 10th annual convention and exposition. Anaheim Convention Center/Anaheim Marriott Hotel, Anaheim, Calif. Contact: (212) 452-7823.

Major Meeting date and contact

—Compiled by Kenneth Ray (ken.ray@b&c.cahners.com)
Julius Genachowski is busy today.

The FCC chairman’s chief counsel has one last call to make before he can talk. More calls come in but he lets voice mail take them. Some documents arrive at the office too, but these can’t wait. Signatures are needed immediately.

“It is humanly impossible for anyone to do all of the things that one should do in a day,” Julius Genachowski says of his job advising Reed Hundt on communications policy. These days, he thinks of himself as a baseball player “who can get out more often than he gets a hit but still makes it to the Hall of Fame.”

Or at least to the next FCC controversy. Since coming to Hundt’s office in 1995, Genachowski has been at the center of some of the commission’s most heated. He has advised Hundt in FCC negotiations on Westinghouse’s purchase of CBS. Disney’s purchase of CapCities/ABC, setting the digital TV standard and, of course, last summer’s children’s educational programing rule.

And this year he will advise Hundt on the FCC’s digital TV rules and its plan to give each broadcaster a digital TV channel.

But controversial issues are not new to the 34-year-old Genachowski, who was included in American Lawyer’s January list of 45 leading young lawyers outside the private sector. Two years after college he worked on the congressional investigation of the Iran-Contra affair. One year following law school he worked for Supreme Court Justice William Brennan (retired), and later for Justice David Souter.

“One of the wonderful things about the jobs I’ve stumbled into is that many of them have given me a window into events and processes that most people don’t ordinarily get to see,” Genachowski says.

At the FCC he points to big-picture discussions of communications issues among economists, lawyers, engineers and businessmen. “That is incredibly rewarding...and not something you get to do in a more traditional legal job,” he says.

Communications pow-wows and a flurry of meetings and negotiations are a daily part of a career Genachowski originally considered spending in journalism, rather than law. At Columbia University he re-established the school newspaper, Acta Columbia, and also worked on other publications.

After school Genachowski went to Washington to look for a job in journalism or government. A government job (in Representative Charles Schumer’s office) turned up first.

“If my first job had been a journalism job I’d probably be a journalist,” Genachowski says.

He recounts one investigative project undertaken during his work in 1984 for former CBS News President Fred Friendly. Friendly was working on a book about Supreme Court case stories as told from the perspective of those involved. Genachowski, who joined a coterie of grad school students working on the book, was assigned the task of finding Jane Roe.

Genachowski began searching for Roe’s identity, eventually found it in a library. After calling directory assistance in Texas with Roe’s true name—Norma McCorvey—Genachowski located her and flew her to New York to be interviewed.

Friendly, he says: “taught me about how powerful television is as a medium, and how powerful it can be to do good...In retrospect it’s not surprising that I ended up doing this kind of work.”

Others who work with Genachowski are glad it worked out that way. “He’s the brains behind our best ideas and the brawn for our heavy lifting,” Hundt says.

“He takes seriously the points that you bring to him,” adds Washington broadcast lawyer Jonathan Blake. “The outstanding characteristic is his obvious and sincere effort to solve problems.”

While several of those problems have involved controversy and media scrutiny, Genachowski points to lower-profile projects as highlights of his FCC career. He cites a meeting last September in Salzburg, Austria, of the Commission on Radio and Television Policy. The meeting of Eastern European delegates resulted in a resolution recommending that governments prohibit laws restricting freedom of expression.

“It was one of the most enjoyable things that I did here,” says Genachowski, who attended the meeting with a delegation that included former President Carter. “I’d like to see the commission do more of that.”

Genachowski this year will do more work on cable and wireless issues. But beyond working on his new assignments in Hundt’s office, he has no plans for his next job.

“I like to think of myself as primarily a problem-solver and, occasionally, a generator of new ideas,” he says. “Whatever I do in the future, it will involve both of those elements.”

—CM
**BROADCAST TV**

Mike Walka, business manager/controller, WWCP-TV Johnstown and WATM-TV Altoona, both Pennsylvania, joins WETM-TV Elmira and WKTU(TV) Utica, both New York, in same capacity.

Reggie Harris, weekend anchor/reporter, WCHS-TV New York, joins WWOR-TV Secaucus, N.J., as general assignment reporter and will also do special investigative reports.

Lilian Ryan, assistant director, business affairs, KXAS-TV and KTXT-TV Dallas, joins KDVR(TV) Denver as VP, finance.

Janet Johnson, executive producer, news, KIRO-TV Seattle, joins WSB-TV Atlanta as assistant news director.

Dan Foss, operations manager, WAVE(TV) Louisville, Ky., adds programming and cable relations to his responsibilities.

Mike Scott, general sales manager, KTVF(TV) Springfield, Mo., named VP/GM.

Edward Aiken, executive VP, Hubbard Television Group, joins KSTP-TV St. Paul/Minneapolis as president/GM.

**PROGRAMING**

Jeffrey Korcheck, senior VP, business affairs, Universal Pictures, Universal City, Calif., named executive VP, legal and business affairs.

Douglas Michael Heller, programing consultant, joins Zia Film Distribution Co., Beverly Hills, Calif., as executive VP.

Carolyn Way, manager, Eastern regional sales, Rysher Entertainment, New York, named director.

Appointments at Fox Broadcasting Co., Beverly Hills, Calif.: Kaye Bentley, VP, national media, named senior VP; Vince Garza, director, national media, named director, national media planning.

**RADIO**

David Noll, research consultant, Strategic Radio Research, joins WHUX(AM) Doylestown, Pa., as president/GM.

Bob Klopfenstein, program director, KBSC(AM)/KMP(AM) Los Angeles, joins Creative Promotion TV and Radio Syndications there as VP, programming.

Mike Davis, director, sales, Midwest American Urban Radio Networks, New York, named VP, Western region sales, Detroit.

Kevin Cox, promotion coordinator, WHOT-FM New York, named promotion director.


**CABLE**

Lori Fee, regional sales manager, American Movie Classics and Romance Classics, Woodbury, N.Y., named director, Western region.


Appointments at Nickelodeon Latin America, New York: Stephen Grieder, executive producer, Channel [V]. Star TV. Hong Kong, joins as VP/creative director: Tony Fadel, president/founder, TV Planet, Miami, joins as program director.

Michael Klein, VP, programing, Viewer’s Choice, New York, named senior VP.

**DEATHS**

Chuck Taylor, 53, meteorologist, died of cancer Jan. 14. For the past 20 years he had been chief meteorologist at WHAS-TV Louisville, Ky. His career also included weather forecasting positions at WTV(TV) and WPRI-TV, both Providence, R.I.

—Compiled by Denise Smith

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Sinclair Broadcast Group Inc. is betting on Las Vegas with plans to buy UPN affiliate WPN(TV) (ch. 21) there for $87 million. Also last Friday, Sinclair said it will buy WPN(AM) and WWW(AM) Buffalo, N.Y., for $1.5 million. All deals are subject to FCC—and in the case of WPN, Justice Department—approval. The owner of all the stations is Rich Communications Inc., Sinclair said Friday in a news release. However, Sinclair has been reported as the owner of the Buffalo radio stations since April 1996, when it merged with River City Broadcasting LP. In the news release, Sinclair said it has only joint sales agreements with the stations. A Sinclair official was not available for comment on the discrepancy.

Philadelphia is in for a triple daily dose of Jenny Jones. In an unusual move, the Warner Bros. hit talker will be carried on two stations in the same market. Jones has a double run (morning and late-night) on ABC O&O WPVI-TV and will add a third run at 1 p.m. on WB affiliate WPXI-TV beginning in September. Also, WPVI-TV is switching its late-night run of Jenny Jones from 1:30 a.m. to 12:30 a.m.

ABC’s Prime Time Live will devote its entire Feb. 13 edition to a report on TV news’ use of hidden camera and undercover reporting. The report is to appear about three weeks after a North Carolina jury socked ABC with a verdict of $5.5 million in damages for its report on the Food Lion grocery chain. Significant portions of the Nov. 5, 1992, Food Lion story will air during the hour, ABC said, “to put the debate in context.” Jurors in the case never saw the broadcast in question.

Fox Television Stations appointed two new general managers last week: Diana L. Vargas has become the first woman to run KTTV(TV) Los Angeles, and Gregg Kelley has been tapped to run WTTG(TV) Washington. Vargas, who joined KTTV as an account executive in 1988, most recently was VP/general sales manager. She succeeds Jim Burke, who was promoted to executive VP/sales and marketing for Fox Television Stations. Kelley, who has been WTTG’s general sales manager since 1994, succeeds Gene McHugh, who was named GM of Fox’s new Atlanta O&O, WAGA-TV.

Jon Feltheimer has been named to the newly created post of executive VP, Sony Pictures Entertainment, as part of a management reorganization at SPE. Feltheimer’s expanded duties include oversight of SPE’s worldwide TV operations and all domestic production/distribution activities of the newly renamed Columbia TriStar Television Group. Feltheimer, formerly president of Sony Television Entertainment (now CTTG), reports to Jeff Sagansky, SPE co-president, who is the studio’s TV point man and member of its new three-man senior executive team assembled under John Calley, SPE’s new president.

Moody’s assigned a Ba3 rating to $250 million of 8.875% senior notes recently issued by Century Communications, a top 20 cable MSO. Moody’s also confirmed the Ba3 rating for other Century senior notes. The Ba3 rating is non-investment, or junk, category, and Moody’s said the outlook for all Century ratings is negative because of Century’s high leverage and capital needs. Moody’s also warned that a downgrade is possible if Century fails to sell its capital-hungry wireless cable and programming joint ventures in Australia.

Joseph Russo of North Miami Beach, Fla., pleaded guilty to four counts of distributing devices intended to aid in cable signal theft, for which he faces a maximum of five years in federal prison and a $500,000 fine on each count. Russo was an owner-operator of Leasing Ventures, a now-defunct corporation that manufactured, modified and distributed converter boxes. Four other people pleaded guilty to similar charges in what U.S. Attorney Faith Hochberg called the biggest cable television piracy case in history.

Sports talker Howard Eskin of WP(AM) Philadelphia is dismissing rumors that he had any connection to the murder of Internet browser Marlene Stumpf, 47, of Pottstown, Pa., who allegedly was stabbed to death by her husband, Raymond Stumpf, 54, last week. Eskin admits to chatting via the Internet with Stumpf and sending her a dozen roses to “brighten her day,” according to Eskin’s statements to the New York Post. But Eskin denies allegations that the flower delivery could have sparked her husband’s attack. Raymond Stumpf is known to Philadelphia residents as host of a late-night home shopping show on public access cable TV.

Time Warner Cable introduces its Road Runner high-speed Internet cable service in its San Diego system this week. Most of the system’s...
200,000 subs will have access to the service initially. Road Runner has drawn approximately 3,000 customers in Time Warner systems to date. A first-quarter launch in its Portland, Me., system is planned.

Tele-Communications International Inc., 82% owned by Tele-Communications Inc., announced plans last week to buy back as much as 5% (roughly 5.3 million) of its outstanding Series A shares (Nasdaq-TINTA) in open-market or private deals. The repurchase plan was seen as an effort to boost the price of TINTA shares, which is nearly 45% below a high of $26 reached in December 1995 and below the July '95 IPO price of $16. TCI has filed for regulatory OKs for regulatory OKs for the price of $16. TCI has filed for regulatory OKs for the price of $16. TCI has filed for a pending offer to buy back its outstanding Series A shares, which may be worth as much as 5% of its capitalization. TCI's offer is subject to the approval of its board of directors.

Sports/talk WFAN(AM) New York was ranked the nation's top-billing radio station for 1996 by BIA Research. BIA estimated WFAN's gross revenue at $45.2 million last year, up 15% from an estimated $38.5 million in 1995. News/talk WGN(AM) Chicago ranked second at $37.9 million, while news/talk KGOL(AM) San Francisco was third at $33 million.

GE Americom successfully launched its medium-power GE-2 satellite late last Thursday from French Guiana, enabling the Primestar by TCI DBS service to increase its channel capacity from 95 to 160. The expanded offering will be available to consumers on April 20.

The FCC last week kicked off a renewed effort to set DBS public interest requirements. The commission had proposed DBS public interest rules in 1993 but froze the effort to await the outcome of a court challenge to the provisions, which were upheld in a court ruling last summer. The DBS provisions of the 1992 Cable Act call for devoting 4%-7% of channel capacity to public interest programming. The FCC invited comments on how to implement the provisions. Comments are due March 31.

The FCC last week pushed back the reply comment deadline in its rulemaking to revise ownership and attribution rules. The commission kept the comment deadline at Feb. 7, but moved the deadline for filing reply comments from March 7 to March 21.

TV's role in campaign finance reform will be the focus of a daylong conference Washington next month sponsored by the Free TV for Straight Talk Coalition and the Annenberg Public Policy Center. The March 11 event at the National Press Club is expected to draw key legislators and industry leaders from broadcasting and cable.

News/talk formats earned the largest radio audience nationwide last year, according to Interpoll Research. The second-most-widely programmed radio format was urban, with country formats ranked third.

ABC News correspondent Barbara Walters has been selected to receive the National Association of Broadcasters 1997 Distinguished Service Award. She will be honored on Monday, April 7, at the opening of the NAB '97 convention in Las Vegas.

SW Networks and SportsFan Radio Network each announced executive appointments last week. At SW, Dave Logan, program director at Sundance Broadcasting, was named VP of programming, replacing SW's co-founder and veteran programmer Corrine Badasan. SportsFan adds Michael Ewing, CBS Radio Networks VP/GM, to the newly created position of president/COO.

Zemira Jones, president/GM, WLS(AM) Chicago, also becomes president/COO of WJKK(FM) there, replacing Gregg Lindahl. Carey Curelop, KLOS(FM) Los Angeles, resigned as program director from the album rock station. No replacement has been named.

A federal appeals court in New York threw out an injunction last week against transmission of NBA game updates by Sports Team Analysis and Tracking Systems. The NBA had contended that the real-time updates, via Motorola pagers and on STAT's America Online site, represented a copyright violation and misappropriation of its most vital product.

A Nielsen Media Research study indicates that TV viewers in households subscribing to America Online spend 15% less time watching TV than the average U.S. TV household. That represents more than seven hours per week. On weekdays between 10 a.m. and 4 p.m. the disparity is 32%, while the prime time difference, Monday-Sunday, is 4%.

"I just found your name in our annual report... You're listed under 'liabilities'!"
All ahead full

Those still in the trenches of digital TV politics think there’s still a long way to go before that subject is laid to rest. But from a historical point of view, it’s history. Broadcasters are already operating in the digital age. A story in this issue about a Florida LMA (WBBF-TV Fort Myers and WZVN-TV Naples) notes how their new plant incorporates digital design; the studio cameras, although analog, are designed for dual operation in 3x4 or 16x9 aspect ratios. These days, you just wouldn’t do it another way.

Other elements in the broadcast loop should get similarly up to speed. It would help if the FCC gave a clear indication of its own intentions. Is it still going to allow broadcasters three years to apply for the license? (We don’t think so.) Will the medium be given six years to complete construction? (We don’t think so.) Might the FCC, instead, adopt a negative option giving each analog station a companion digital frequency with a six-month period to give it back or begin construction?

The strategy has always been top down. In addition, we think it should be front loaded. The transition process will accelerate with each increment of growth, just as it will slow down with each instance of hesitation. In terms of the biggest stations in the largest markets, an ETA of 2000 may be about right. That falls within the estimates of the large network operations, and those organizations cover the greatest amount of audience potential.

A great deal more than picture quality is at stake. Digital broadcasting will change virtually everything about the over-the-air medium, from the number of channels and program opportunities to how they’re marketed. This is one of those historic turning points Herodotus had in mind when he wrote: “Every measure undertaken with temerity is liable to be perplexed with error, and punished by misfortune.” This is no time to jump halfway across a chasm.

The billionaire buys club

Forty-eight billion dollars. That’s more than the gross domestic product of several countries put together. It’s also the round number put to the dollars that changed hands in the broadcast and cable trading market last year in the wake of the Telecom Act’s relaxed ownership rules.

The clustering and consolidation that produced such a staggering number is unprecedented. It is exemplified best, perhaps, by station groups—Jacor for instance—whose holdings must now be measured in hundreds (remember when 21 stations seemed like a lot?). As Media Venture Partners’s Brian Cobb so succinctly put it: “We’ve never seen anything like this, ever.” Neither have we. But look for more of the same, as some brokers, who see the market continuing to boom through 1997 as groups—broadcasting and cable—continue to heavy up.

It’s been a great run for brokers, but what the long-term effect on the industry will be is not as clear. If survival in a multi-multimedia world is at stake—as many argue—we can hardly blame companies for taking steps to stay in the game. There are trade-offs with “bigger.” If one of those is localism—which happens to be a major talk point for the industry—it will have proved a poor trade.

Crier’s wolf

We believe Fox crossed the line with its Super Bowl stunt involving a staged news bulletin from anchor Catherine Crier. The network’s decision to intro its halftime show with a “Special Report” graphic before cutting away to a serious-looking (and sounding) news correspondent (Crier), who proceeded to introduce the Blues Brothers by way of announcing a bogus prison break, blurred the line between news and games. Orson Welles wrote the book on crying wolf. It didn’t need another chapter.
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