# M Street Journal of RECORD Output Description: Output Descript

March 6, 2002

Serving Radio Since 1984

Vol. 19 Issue 05

## Federal flip-flop: Courts push deregulation, Congress holds back

Yes, there are some surprising voices against the tide of ownership consolidation — like Republican Senator Trent Lott and Republican House committee chair Billy Tauzin. M Street remembers that in the leadup to the 1996 Telecom Act, both men were praising the benefits that deregulation would bring to Americans. Now they've seen the effect on radio — and Lott tells the NAB Leadership Conference there "may have been too much consolidation. . .We wanted more competition. I'm not sure that's what we

got. I'm worried about the small broadcasters getting run over one by one." Louisiana's Billy Tauzin may hold hearings on whether the 1996 Telecom Act has gone too far. But that's on the legislative side. Over at the D.C. Circuit Court of Appeals, where current FCC Chairman Michael Powell once law-clerked – they're busy blasting holes in the FCC's castle of regulations on broadcast-cable, national TV ownership, with probably more to come. Suddenly Powell's got a different set of critics to worry about.

# "Is it country?"

That's how we'd boil down the ongoing debate about whether radio should be playing "Oh Brother, Where Are Thou", or playing 20-somethingfemale singers right out of an MTV video. Should radio be returning to its roots? Or feeding the new younger crowd who never heard of Ralph Stanley, much less George Jones? The Grammy voters were sending country radio a very loud message about not deserting its heritage - but the fuss over "Brother" just ticked off most country programmers at the Country Radio Seminar in Nashville. You can read evidence for both sides in Edison Media Research's new study, online at www.EdisonResearch.com.

## **READON!**

#### IN THIS WEEK'S JOURNAL OF RECORD

THE TAYLOR REPORT Why is the FCC playing "Truth or Dare"? Clear Channel wins another Kissoff. How an FM went from being worth \$300,000 to \$4M in just 2 years.pg 4

TOP RADIO STORIES	1
WASHINGTON THIS WEEK	3, 14
THE TAYLOR REPORT	4
FORMAT CHANGES	5 - 6
TECHNICAL RECORD	7 - 13
TRANSACTION BRIEF	15

# Writing the ground rules for the future

The NAB is yelling about XM's "secret" patent to insert local programming and local ads into its 100 channels of national satellite programming. Radio broadcasters who stream (or who used to stream) are screaming about the CARP tribunal's prohibitive performance royalty rates for audio streaming — and Internet-only webcasters think they're being targeted

for outright extinction. Meanwhile the RIAA members are losing their shirts trying to make some money off the corpse of Napster and other file-sharing services. And the FCC gets advice from the electronics manufacturers about adopting iBiquity's proposed standard for FM Digital Audio Broadcasting. Suddenly the noise level's above 120 decibels, and you wonder what the heck

is going on. Simple: the ground rules are being written, right now. The ground rules for future industries like satellite radio, webcasting, and online music retailing. We're still deciding how many strikes make up an "out" and how many outs are in an inning. So far, it's not a pretty sight — but all the fights are important. And as always, M Street will call 'em for you.



- Roots in broadcasting.
- · Unparalleled skill in RF engineering
- Unsurpassed track record in construction.
- #1 owner and operator of broadcast towers in North America.

We build the towers. You lease them. We have the experience that you can rely on. To find out more about American Tower, call our broadcast development and sales office at 781.355.2000, fax us at 781.329.2096 or visit us at www.americantower.com.

Stop by booth L2553 during NAB2002.

PROPHET SYSTEMS INNOVATIONS

# Think Fast!

You can design your own broadcast digital automation system for \$9,999.



Introducing **Prophet**, your complete online digital store. Now you can shop, configure and order your own NexGen Digital NS digital automation system. Log on at www.prophetsys.com/NS and see the future of digital technology. Order a system online, and we'll configure and ship your system within four business days.

Now, more than ever, you need to maximize your time, energy and money. NexGen Digital NS from Prophet Systems is proof that you don't have to give up quality to get value. NexGen Digital NS stores audio directly on the workstations, giving it most of the features of our server based system at a fraction of its cost. And best of all, we just lowered the price!

Add what you need-skip what you don't:

- Single workstation NexGen Digital NS
- An additional station
- Voice Track Recorder
- Digital Reel to Reel for background recording

#### Real systems-real prices-real simple.

So log on today at www.prophetsys.com/NS or call us at 1-877-774-1010 to receive more information, or an individually configured quote. Prefer to view the

software in person? No problem. We'd be happy to come to your site and give a demonstration.



THE FUTURE OF DIGITAL TECHNOLOGY.

#### M Street Journal

Published bi-weekly by M Street Publications and available online bi-weekly. Weekly updates to technical data available online.

M Street Publications P.O. Box 442 Littleton, NH 03561 Phone: (800) 248-4242 Fax: (603) 444-2872 Website: www.MStreet.net

Publisher
PAT McCRUMMEN
E-mail: patm@mstreet.net

Editor-in-Chief / Writer TOM TAYLOR PH: (609) 883-3321 FAX: (609) 883-5696 E-mail: MStreetTom@aol.com

Editor
MICHAEL CRIDER
E-mail: mcrider@mstreet.net

General Manager GENE McKAY PH: (877) 268-37SS E-mail: genemckay@mstreet.net

Research
CATHY DEVINE
E-mail: cdevine@mstreet.net
KELLY ELSWORTH
Email: kelly@mstreet.net
DEIRDRE BROLISSEAU
E-mail: dbrousseaumstreet.net

Art Direction/ www.MStreet.net KELLI GRISEZ E-mail: graphics@mstreet.net

Subscriptions
IRENE YEARGLE
E-mail: jyeargle@mstreet.net

Advertising Sales BETH DELL'ISOLA PH: (770) 831-4585 E-mail: bethdell@mstreet.net

TRACEY HOMBERG PH: (248) \$94-4232 E-mail: nicktracey@aol.com

M Street

Copyright 2002 M Street Corporation. All rights reserved. No portion of the M Street Journal may be copied, faxed, retransmitted, or reproduced in any form without the written permission of the publishers. All efforts are made to keep the data as accurate as possible. However, errors and omissions are unavoidable. Formats of stations listed reflect the analysis and groupings of M Street Corp. and may differ from the station's opinion or interpretation. ISSN 1052-7109.

The M Street Journal is published bi-weekly and available on the website in PDF format. Weekly updates are also available on the website. Subscriptions are available for \$159 per year, or \$46 per quarter.

You may order the most comprehensive listing of all the radio stations in the U.S. and Canada: The M Street Radio Directory, Tenth Edition is available now for \$79.00 plus \$7 shipping and handling.

#### WASHINGTON THIS WEEK

#### NAB tries to ice XM's "secret" plan for local radio.

It charges that XM's February 12 patent for a "Method and System for Providing Geographic Specific Services in a Satellite Communications Network" is nothing less than an evasion



of its promise to the FCC – and a major threat to radio. NAB President Eddie Fritts has poised to pounce on evidence that XM and/or Sirius would try to introduce local content to the satellite-delivered audio stream. Now he thinks he's got the DNA evidence he needs. In the patent application, XM proposes technology to "provide geographicallytargeted broadcast data, such as weather, sports scores, advertisements and the like." NAB urges the FCC to #1, require XM to document that every single requested repeater is needed to fill a gap in satellite coverage (unlike the Westchester County, NY location that radio owner Bill O'Shaughnessy has been protesting). And #2, condition the licenses for repeaters on "an iron-clad commitment they will not be used to permit locallydifferentiated programming." The critical date is March 18, when the STAs for repeaters for both XM and Sirius expire. (XM's patent filing is U.S. 6,347,216 B1.)

#### The FCC takes the "Amber Alert" childabduction plan national.

It has adopted changes to the Emergency Alert System that include a "Child Abduction Emergency event code" compatible with the Amber Alert plan worked out in the Dallas market, and inspired by the tragic abduction and death of 9-year-old Amber Hagerman in Arlington, TX. The NAB has already thrown its weight behind the "Amber Alert" system.

#### EAS is getting other refinements.

The FCC's Emergency Alert System rules get a pretty good workover, beyond the new childabduction alert event code: For one thing, the about-to-become-effective rules will give stations a longer window to retransmit monthly tests. Licensees currently have 15 minutes to get those on the air, but under the revised FCC rules, stations will have a full hour. There are a host of quite specific new event codes, including "Avalanche Warning" (AVW), "Earthquake Warning" (EQW) and "911 Telephone Outage Emergency" (TOE). Board ops may like this change in the EAS regs: the minimum required modulation level for the test drops from 70% to 50%. And there's now permission to program your equipment to selectively display and log EAS messages, which should lessen the record-keeping, since not all messages the unit receives are applicable.

# There's consolidation at law firms, too, as Pepper & Corazzini merges with Womble Carlyle.

All ten of Pepper & Corazzini's current attorneys make the transition, including founder Vince Pepper. P&C full equity partners John Garziglia, Peter Gutmann and Gregg Skall join Womble Carlyle in the same capacity. Also making the move are Pepper and Corazzini broadcast attorneys Patty Chuh, Joan Stewart and Mark Blacknell. North Carolina-based Womble Carlyle says it now has over 450 attorneys in-house.

FCC plays "To Tell the Truth" (but why?). You probably figured that lying to the FCC was against the rules, but just in case there was any doubt, it's launching a Notice of Proposed Rulemaking (GC Docket No. 02-37) outlining its position on truthfulness. The FCC aims to clarify that the policy covers all statements — both oral and written. It covers not only statements submitted, but also material omitted. It would even apply to people in industries not regulated by the FCC. The Commission says the NPRM "implies no change in existing policies." But M Street wonders: is the FCC laying groundwork to nail licensees for candor in the future?

# The Lee family's Orion Communications loses 96.5 in Asheville, NC yet again.

Plenty of neutral observers think the Lee family has repeatedly gotten raw deals from

cont. on page 14 >

#### THE TAYLOR REPORT

Are the new streaming fees "the impending death of Internet radio"? Kurt Hanson predicts that "the vast majority of webcasters will be forced to shut down their operations sometime in May" if the CARP recommendations for streaming fees are okayed by the Copyright Office. Hanson, who founded Strategic Media Research and now publishes the RAIN Internet radio newsletter, is so disturbed about the sky-high royalty rate demanded by the CARP tribunal that he's launched a new resource website named "SaveInternetRadio.org." You can link there from "KurtHanson.com." Hanson calculates that the fees would literally be more than 100% of current gross revenues for Internet-only radio. The Oliver Stone-style conspiracy theory that's circulating is this: The RIAA wants to make streaming so expensive that only the labels themselves will be able to do it.

Clear Channel wins another "Kiss" battle, this time in Savannah against Cumulus. Watch this developing The judge in this case story: apparently found that CC's use of the "Kiss" name on the XM-delivered "Kiss-FM" channel may confer some additional national rights to Clear Channel. Cumulus loses the battle to continue using "Kiss" on R&B oldies WSIS, and apparently will be required to drop it very soon. That leaves Savannah-market listeners with just one "Kiss" -- CC's own WAEV (97.3). Cumulus had adopted "Kiss" in late '99.

## Is NPR going "less music, more talk"?

Classical and jazz fans fear NPR will tilt further toward talk, after it finishes a top-to-bottom review of its musicbased programming. According to a

SVP strategy report by programming Jay Kernis, obtained by the Washington Post, NPR is considering dropping some of its live jazz, opera, and classical music. Kernis writes that many of NPR's 680 affiliates use music "to fill holes in their program schedules, not as featured shows." In fact, many NPR stations have dropped music altogether in favor of news and talk — which brings in more listeners and underwriting bucks. Among the ideas being considered is the creation of a continuous Web-based audiostream of all-classical. Kernis says that could result in more "cultural" programming from NPR, not less.

## Jeff Smulyan warns us to watch out for cable.

"Whoever owns that wire into the home" has a huge advantage, he tells M Street, because it's got two revenue streams. "Cable is a classic crosssubsidy" situation, the Emmis chief savs — because it can use its \$50B in subscriber fees to subsidize its other interests. Cable's also (finally) learning to sell advertising. A majormarket cable monopoly can think about rivaling the reach of local broadcast TV or radio - after all, 80% of Americans now get their TV off the cable box. Remember that Emmis is also a TV station owner, and you see why Smulyan is playing the role of canary in the coal mine. He says "cable has consolidated far more than broadcasting", with the five or six big guns servicing more than threequarters of America's cable homes. And what happens when, say, Comcast wants to buy Disney and its ABC TV and radio stations? Smulyan says the cable monster "ultimately hurts radio." We'd note that the big cable companies like Comcast are aggressively pushing their 40-channel cable-radio services.

#### Look for a "new breed" of local/ regional media player.

Suntrust Robinson Humphrey analyst Jonathan Jacoby predicts they'll construct geographically-based media clusters of one or two TV stations, some radio stations, plus newspaper and maybe magazine assets. (We'd throw in outdoor advertising, too.) That development would be driven by deregulation, such as the recent appeals court decision tossing the cable-broadcast crossownership rule. Things won't happen overnight: Analyst Jacoby sees a slower pace of consolidation because of "leverage issues, depressed currency [stock price], and timing and extent of regulatory loosening." Jacoby and attorney Christine McLaughlin of Alston & Bird did their forecasting in the first of a new series of conference calls they've dubbed "Deregulation 101."

# With Bubba off the hook, morning show talent and producers breathe easier.

Community feelings at the justconcluded felony trial were running high - and not just among the animalrights activists. A "guilty" verdict for WXTB, Tampa morning personality Bubba and friends would've sent a chill through talent and producers in other markets - even if they hadn't been involved in something as highprofile as slaughtering a wild boar in the station parking lot. One thing the Bubba trial showed: the ability of a small but determined group of activists to build community outrage over an incident (or attitude) it deplores. "ADAPTT" has declared victory over Clear Channel, even though Bubba the Love Sponge was found not guilty: That's because ADAPTT claims credit for CC's new stated policy against violence to animals.

#### FORMAT CHANGES & UPDATES

#### FORMAT CHANGES AND UPDATES

#=change accompanies new management ,//= simulcast.

Gathered from M Street's ongoing research and our nationwide network of reporters.

Gathered from M Street's ongoing research and our nationwide network of reporters.					
STATE	<u>STATION</u>	CITY/ MARKET	<u>FORMERLY</u>	BECOMES	
AR	KOSY-790	Texarkana	KKYR, country	adult standards	
CA	KRSH-95.9	Healdsburg (Santa Rosa)	KSXY, CHR	alternative, "The Crush"	
	KSXY-98.7	Middleton (Santa Rosa)	KRSH, alternative	CHR "Hot 98.7"	
		(KSX	Y and KRSH swap calls and formats)		
CT	WHCN-105.9	Hartford	classic rock	classic hits, "The River"	
FL	WLSS-930	Sarasota	adult standards // WGUL-FM	talk, "WLS Sarasota"	
	(1	WLSS will keep the standards	format overnights, and airs talkers Don	n Imus, Jim Bohannon,	
		Neil Boortz, Tl	he Dolans, Sean Hannity, and Michael S	Savage)	
	WQSA-I220	Sarasota	silent	NOAA weather radio	
HI	KJMD-98.3	Pukalani (Maui)	KMVI, classic rock	R&B, Hawaiian, "Da Jam"	
IN	WHTD-96.3	Churubusco (Ft. Wayne) #	WWWD, country	CHR, "Hits 96"	
LA	KHLA-92.9	Jennings (Lake Charles)	KJEF-FM, country	oldies, "LA-92.9"	
	KBXG-99.5	Lake Charles	KHLA, adult contemporary	country, "K-Big 99"	
ME	WPHX-1220	Sanford (Portsmouth)	talk	ESPN - sports	
MN	KQDS-1490	Duluth	adult standards	CNN Headline - news	
NC	WKSI-98.7	Greensboro #	hot AC	modern AC, "The Zone"	
(WK	SI airs Bob & Sheri	mornings and will become sis	sters with black gospel WEAL, urban W	JMH, urban AC WQMG, and oldies WMQX)	
NY	WKOP-I360	Binghamton	adult standards	oldies, "Oldies 1360"	
	WYOS-104.1	Chenango Bridge (Binghamton)	oldies	dance CHR, "Wild 104"	
ОН	WZIO-94.9	South Webster	rock	cont. Christian // WUFM, "Radio U"	
PA	WYSP-94.I	Philadelphia	rock, talk	talk, adds Don & Mike middays	
TN	WQDQ-1200	Dickson (Nashville)	new	regional Mexican // WKDA	
	WQBB-1040	Powell (Knoxville)	adult standards	FOX - sports, "The Ticket"	
TX	KLZK-104.3	Brownfield (Lubbock)	dance	soft AC, "Star 104.3"	
uT	KCSL-103.9	Nephi (Salt Lake City)	silent	rock, "Mad Dog"	
		(KCSL builds o	ut an upgrade that moves them into Sal	t Lake)	
VA	WWUZ-96.9	Bowling Green (Richmond)	classic hits	classic rock	
	WYSK-1350	Fredericksburg	CHR // WYSK-FM	alternative // WYSK-FM	



WYSK-FM-99.3

WZJO-94.5

Spotsylvania (Fredericksburg)

Dunbar (Charleston)

CHR

rhythmic oldies

# Continental Electronics

alternative

hot AC, "Mix 94.5"

This symbol is only found on transmitters that are dependable, reliable, serviceable, and that perform at the top of the class.

We are planning our next 54 years.

Let us help you plan yours! 800.733.5011 www.contelec.com

March 6, 2002

WV

5

#### FORMAT CHANGES & UPDATES

#### FORMAT CHANGES AND UPDATES

#=change accompanies new management.//=simulcast.

Gathered from M Street's ongoing research and our nationwide network of reporters.

#### M Street recorded data for the week of February 27, 2002

STATE	STATION	CITY/ MARKET	FORMERLY	BECOMES	
AL	WYDH-105.9	Atmore (Mobile)	rhythmic oldies	alternative	
	WBCA-III0	Bay Minette (Mobile)	rhythmic oldies // WYDH	alternative // WYDH	
AR	KNHD-1450	Camden #	religion, s. gosp.	religion	
	KOSY-790	Texarkana	country // KKYR	adult standards	
AZ	KLOD-100.1	Flagstaff	smooth jazz	hot AC	
FL	WHHZ-100.5	Newberry (Gainesville)	CHR	modern rock, "Z-100"	
GA	WPNG-101.9	Pearson	ABC - classic rock	ABC - AC, "Freedom"	
lA	KWSL-1470	Sioux City	oldies	FOX - sports	
ID	KBLI-1620	Blackfoot (Idaho Falls)	sports	brokered Spanish	
IL	WAES-88.I	Lincolnshire (Chicago)	new	variety	
		•	d and run by Adlai Stevenson High Scl	hool)	
	WIBV-102.1	Mt. Vernon	adult contemporary	classic hits	
IN	WCVL-ISSO	Crawfordsville	oldies	ESPN - sports	
	WZUW-102.3	New Carlisle (South Bend) #	WGTC, classic rock	modern rock	
		(WZUW is now sist	ers with WHLY, WNDV-AM & FM, and	( WDND)	
	WGLM-106.7	West Lafayette (Lafayette)	adult contemporary	soft AC	
MI	WRXF-I03.I	Lapeer (Flint) #	rock	classic rock, "US 103.1"	
		(WRXF is in an LMA-	to-buy with WFNT, WCRZ, WWBN, a	nd WZRZ)	
MO	KŁTI-IS60	Macon	ABC - urban oldies	ABC - country, "Real Country"	
	KWKJ-98.5	Warsaw	new	hot AC, "J-98.5"	
MS	WWUN-101.5	Clarksdale	religion	silent	
MT	KINX-107.3	Great Falls	new	modern rock, "X-107"	
NC	WOXL-96.5	Biltmore Forest (Asheville)	new	variety	
	(In a l	ong-standing battle for this fr	equency, FCC auction winner Liberty Productions took over from		
		Orion Co	ommunications 02/21/02 at midnight)		
	WZLS-96.5	Biltmore Forest (Asheville)	classic rock	silent	
NY	WWJS-90.1	Watertown	contemp. Christian	reported silent	
TX	KLNT-1490	Laredo	talk, sports	ranchero	
	KEYE-FM-96.I	Perryton	soft AC	oldies	
VA	WMJD-97.7	Grundy	adult contemporary	alternative, "The End"	
WV	WKOY-100.9	Princeton (Bluefield)	oldies	classic rock, "Eagle"	
	WKQY-I00.I	Tazewell (Bluefield)	oldies // WKOY	classic rock // WKOY, "Eagle"	



#### **NEW STATION GRANTS**

\*=non-commercial station, &=reapplication, +=competes with existing application

The following parties have applied to construct new stations with the facilities noted, licensed to serve the communities noted.

#### M Street recorded data for the week of February 27, 2002

STATE FREQUENCY 91.9\*

NH

**CITY** Conway

**FACILITIES** 90 w, 328 ft

**APPLICANT** 

NH Educational Radio Foundation

#### TRANSLATORS/BOOSTERS/SYNCHRONOUS TRANSMITTER: APPLICATIONS

\*=non-commercial station, &=reapplication, +=competes with existing application.

#### M Street recorded data for the week of February 27, 2002

<u>STATE</u>	<b>FREQUENCY</b>	CITY	<u>FACILITIES</u>	<u>APPLICANT</u>
CA	98.5	Pleasanton	2800 w, KUFX	Citicasters Licenses, Inc.
NV	99.3	Las Vegas	6000 w DA, KPXC	Claire Benezra

#### CONSTRUCTION PERMIT ACTIVITY

<sup>\*=</sup>non-commercial station, &=reapplication, +=competes with existing application.

<u>STATE</u>	STATION	CITY	ACTIVITY
AR	KHBM-FM-93.7	Monticello	upgrades to class C2 from class C3, increases to 23000 w, 417 ft
AZ	KGMN-FM-99.9	Kingman	moves to 100.1 Mhz
FL	WXSR-FM-101.5	Quincy	changes to 37000 w, 489 ft, changes xmtr location to 30-29-32 x 84-17-13
GA	WGNP-FM-90.7*	Albany	increases to 5500 w, 305 ft
MD	WBJC-FM-91.5*	Baltimore	built new auxiliary facility
MO	KRCU-FM-90.9*	Cape Girardeau	upgrades to class C2 from class A, increases to 6500 w,
			changes xmtr location to 37-24-17 x 89-34-06
NV	KNYE-FM-95.1	Pahrump	decreases to -93 ft
NY	WRVN-FM-91.9*	Utica	increases to 1900 w, -62 ft, changes xmtr location to 43-8-31 x 75-13-36
OH	WBJV(CP)-FM-88.9*	Steubenville	license to cover for new station
OR	KKCW-FM-I03.3	Beaverton	built new auxiliary facility
PA	WCRG(CP)-FM-90.7*	Williamsport	license to cover for new station
TX	KMXR-FM-93.9	Corpus Christi	increases to 932 ft, changes xmtr location to 27-45-07 x 97-38-17
	KRYS-FM-99.1	Corpus Christi	changes xmtr location to 27-45-07 x 97-38-17
	KSAB-FM-99.9	Robstown	decreases to 932 ft, changes xmtr location to 27-45-07 x 97-38-17

#### M Street recorded data for the week of February 27, 2002

Madison

WSUM(CP)-FM-91.7\*

STATE	STATION	CITY	ACTIVITY
AZ	KGMN-FM-99.9	Kingman	moves to 100.1 Mhz
CA	KBAY-FM-94.5	Gilroy	corrects xmtr location to 37-12-33 x 121-46-30
FL	WPOI-FM-101.5	St. Petersburg	built new auxiliary facility
IL	WAXR-FM-88.I*	Geneseo	increases to 3000 w, redescribes xmtr location as 41-28-47 x 90-16-08
KY	WRNZ-FM-I05.I	Lancaster	changes xmtr location to 37-36-06 x 84-34-27
MI	WLJN-FM-89.9*	Traverse City	increases to 39000 w
NE	KRNY-FM-102.3	Kearney	decreases to 77300 w, changes xmtr location to 40-36-08 x 98-50-21
	KLTQ-FM-101.9	Lincoln	downgrades to class C0 from class C, changes to 96400 w, 1,198 ft, changes xmtr
			location to 41-03-01 x 96-11-33
ОН	WKDD-FM-98.I	Canton	built new auxiliary facility
PA	WREQ-FM-96.9	Ridgebury	increases to 3600 w
TX	KLTR(CP)-FM-95.1	Caldwell	license to cover for new station
	KDOS-FM-I07.9	Corsicana	downgrades to class A from class Ct, decreases to 6000 w, 328 ft, changes xmtr
			location to 31-30-33 x 97-10-03, changes city of license to Robinson, TX
uT	KCSL-FM-I03.9	Nephi	license to cover for new station
VT	WXKK-FM-93.5	Springfield	changes to 1450 w, 472 ft, changes xmtr location to 43-18-55 x 72-27-37

license to cover for new station

March 6, 2002 M Street Journal



## **You Need This**

Looks like you've got your hands full again. Except you're running out of hands. And because you have many facilities you could use a few more legs, too.

Let Harris' Intraplex STL PLUS<sup>TM</sup> give you a hand getting your new station up and running quickly and profitably or upgrading your station to the best quality digital on-air sound available today.

STL PLUS<sup>TM</sup> gives you bi-directional program audio transport over a T1 line, fiber or microwave link. So you can interconnect your studios, offices and transmitter sites. And because it's is a digital system, you're delivering pure, crystal clear sound – regardless of the distance. Even if you're surrounded by the highest mountains or tallest buildings.

Now for the PLUS in STL PLUS<sup>TM</sup>: You can also transmit LAN/WAN data, telephone, intercom, and remote control over the same digital line. All of which can rack up some pretty impressive cost savings for your inter-facility communications.

Best of all, STL PLUS™ grows with you as no one else can. It has the industry's largest assortment of plug-in modules. So you can design the perfect system for today and quickly, easily, and affordably upgrade it for tomorrow.

So, contact your Harris representative about STL PLUS™ today. You'll be a leg up on the rest

next level solutions

SERVICE

SYSTEMS

AUTOMATION

TRANSMISSION

www.broadcast.harris.com

phone 1 800 622 0022



#### FACILITIES/PARAMETERS: APPLICATIONS ( & reapplication) [docket number]

Applications by existing stations to change their currently-licensed operating parameters to the parameters noted.

STATE	STATION	CITY	ACTIVITY
AZ	KJZA-FM-89.5*	Drake	increase to 2,526 ft
	KVEZ-FM-99.3	Parker	change to 50000 w, -194 ft, change xmtr location to 34-10-40 x 114-12-23
CA	KVFG-FM-103.1	Victorville	change to 250 w, 1,558 ft, change xmtr location to 34-36-44 x 117-17-29
FL	WXEL-FM-90.7*	West Palm Beach	upgrade to class CI from class C2, increase to 44000 w, 1,066 ft DA
ID	KSXZ(CP)-FM-I06.7	McCall	upgrade to class C from class C2, increase to 87000 w, 2,0-87ft, change xmtr
			location to 46-48-09 x II3-58-21, change city of license to Pinesdale, MT
	KSIL-FM-100.7	Wallace	upgrade to class CI from class C2, change to 100000 w, 446 ft, change xmtr
			location to 47-56-58 x II4-01-08, change city of license to Bigfork, MT
IL	WGKC-FM-105.9	Mahomet	change to 2500 w, 512 ft
	WNVR-AM-I030	Vernon Hills	decrease to 3200 w DA-D, change xmtr loc. to 42-I5-I0 x 88-23-4
KS	WIBW-FM-97.3	Topeka	downgrade to class C0 from class C, decrease to 1,161 ft, change xmtr location to
			39-01-34 x 95-55-01
ME	WYFP-FM-91.9*	Harpswell	decrease to 243 ft DA
MI	WMSQ(CP)-FM-89.3	Marlette	change to 700 w, 72 ft, change xmtr location to 43-19-49 x 83-04-34
MO	KPOW-FM-97.1	La Monte	move to 97.7 Mhz, upgrade to class CI from class C3, increase to 100000 w, 981 ft,
			change xmtr location to 39-03-10 x 93-16-01
MS	WKVW(CP)-FM-89.7*	Waynesboro	change to 67000 w, 581 ft, drop DA, change xmtr location to 31-51-09 x 88-52-21
MT	KMSM-FM-106.9*	Butte	increase to -197 ft
NJ	WJPH-FM-89.9*	Woodbine	increase to 920 w, 128 ft
NY	WVOA-FM-103.9	Mexico	upgrade to class C3 from class A, increase to 17000 w, 397 ft, add DA, change xmtr
			location to 43-36-19 x 75-56-07
OK	KQLL-FM-I06.I	Owasso	downgrade to class CI from class C, decrease to 72000 w, I,129 ft, add DA,
			change xmtr location to 36-01-10 x 95-39-24
TX	KLTR(CP)-FM-95.1	Caldwell	move to 107.3 Mhz, upgrade to class C3 from class A, increase to 25000 w,
			change xmtr location to 30-34-07 x 96-27-17
VA	WZQK-FM-99.7	Coeburn	upgrade to class C3 from class A, increase to 1950 w, 1,168 ft,
			change xmtr location to 37-03-15 x 82-38-34

#### M Street recorded data for the week of February 27, 2002

<u>STATE</u>	STATION	<u>CITY</u>	ACTIVITY
AR	KABK-FM-97.7	Augusta	upgrade to class CI from class C2, change to 100000 w, 621 ft,
			change xmtr location to 35-10-36 x 91-23-49
ΑZ	KBJU-FM-103.1	Bagdad	change to 21000 w, 358 ft, change xmtr location to 34-28-52 x 113-20-12
	KLJZ-FM-93.1	Yuma	increase to 82 ft, redescribe xmtr location as 32-39-06 x 114-39-04
CO	KUNC-FM-91.5*	Greeley	change to 81000 w, 692 ft, redescribe xmtr location to 40-38-31 x 104-49-03
FL	WVHT-FM-105.7	Monticello	redescribe xmtr location as 30-31-45 x 84-00-13
	WWLV-FM-94.3	Riviera Beach	upgrade to class C2 from class C3, change to 50000 w, 476 ft
ID	KCID-FM-107.1	Caldwell	change to 52000 w, 2,579 ft
MD	WRXS-FM-106.9	Ocean City	change to 4500 w, 384 ft DA, change xmtr location to 38-19-39 x 75-11-50
MI	WBNZ-FM-99.3	Frankfort	change to 27000 w, 571 ft, change xmtr location to 44-30-54 x 86-06-52
NM	KTZO-FM-103.3	Albuquerque	change to 20000 w, 4,242 ft, redescribe xmtr location as 35-12-50 x 106-27-01
OK	KROU-FM-105.7*	Spencer	increase to 6000 w, redescribe xmtr location as 35-35-22 x 97-29-02
SC	WGVC-FM-I06.3	Newberry	upgrade to class C3 from class A, change to 25000 w, 253 ft, change xmtr
		•	location to 34-50-34 x 82-10-00
TN	WHHM-FM-107.7	Henderson	upgrade to class C2 from class C3, increase to 50000 w, add DA
TX	KILE-AM-IS60	Bellaire	decrease to 800 w ND-D, changes xmtr loc. to 29-37-12 x 95-25-04
	KJCS-FM-103.3	Nacogdoches	downgrade to class C2 from class C1, change to 22500 w, 801 ft, change xmtr
		•	location to 31-25-59 x 94-49-3
WV	WVKF-FM-I05.5	Bethlehem	change to 11500 w, 430 ft, change xmtr location to 40-05-49 x 80-42-03

March 6, 2002 M Street Journal World Radio History

#### FACILITIES/PARAMETERS: GRANTS ( & reapplication) [docket number]

Applications by existing stations to change their currently-licensed operating parameters to the parameters noted.

STATE	STATION	CITY	ACTIVITY
FL	WGNX-FM-99.7	Vero Beach	increase to 50000 w, change xmtr location to 27-44-07 x 80-27-27
IA	KJOC-AM-1170	Davenport	direct measurement of antenna power
IL	WEGY-FM-100.9	Pana	change to 6000 w, 328 ft, change xmtr location to 39-47-11 x 88-59-29,
			change city of license to Macon, IL
MD	WCEI-AM-1460	Easton	direct measurement of antenna power
ME	WBYA-FM-105.5	Islesboro	decrease to 20000 w, DA
MI	WGDN-FM-I03.I	Gladwin	change xmtr location to 43-57-14 x 84-32-56
MO	KCGQ-FM-99.3	Gordonville	increase to 5000 w, change xmtr location to 37-21-34 x 89-37-16
NC	WVMH-FM-90.5*	Mars Hill	increase to 300 w, 262 ft, change xmtr location to 35-49-39 x 82-33-06
NE	KNCY-AM-1600	Nebraska City	direct measurement of antenna power
NJ	WTMR-AM-800	Camden	direct measurement of antenna power
NM	KLYT-FM-88.3*	Albuquerque	upgrade to class C from class CI, increase to 4100 w, 4,245 ft, change xmtr
			location to 35-12-48 x 106-26-58
NY	WAXQ-FM-I04.3	New York	build new auxiliary facility
ОН	WOBC-FM-91.5*	Oberlin	increase to 1000 w, 135 ft, redescribe xmtr location as 41-17-38 x 82-13-20
OK	WKY-AM-930	Oklahoma City	direct measurement of antenna power
PR	WHOY-AM-I2I0	Salinas	direct measurement of antenna power
SC	WJES-FM-92.1	Saluda	increase to 6000 w, change xmtr location to 34-02-23 x 81-39-53
TX	KJCS-FM-103.3	Nacogdoches	downgrade to class C2 from class C1, change to 22500 w, 801 ft,
			change xmtr location to 31-25-59 x 94-49-03
	KMMG(CP)-FM-I04.I	Pearsall	change xmtr location to 28-43-17 x 98-45-44
WI	WGEZ-AM-1490	Beloit	direct measurement of antenna power

#### M Street recorded data for the week of February 27, 2002

STATE	STATION	CITY	ACTIVITY
FL	WINV-AM-IS60	Inverness	change city of license to Beverly Hills, FL
	WWAV-FM-I02.I	Santa Rosa Beach	upgrade to class C2 from class C3, change to 50000 w, 374 ft,
			redescrbe xmtr location as 30-23-10 x 86-17-48
KY	WAMZ-FM-97.5	Louisville	increase to 666 ft, change xmtr location to 38-IS-40 x 85-25-43
MN	KLFN(CP)-FM-106.5	Sunburg	change to 6000 w, 328 ft, redescribe xmtr location as 45-22-13 x 95-8-26
MO	KAYQ-FM-97.7	Warsaw	increase to 6000 w
NY	WBAB-FM-I02.3	Babylon	build new auxiliary facility
	WSKQ-FM-97.9	New York	built new auxiliary facility
ОН	WFXJ(CP)-FM-I07.5	North Kingsville	change to 3600 w, 427 ft, change xmtr location to 41-53-4 x 80-38-28
OK	KMUS-AM-I380	Muskogee	increase to 20000 w days, DA-2 from DA-N, change xmtr loc. to 36-I5-57 x 95-58-I6,
			change city of license to Sperry, OK
	WKY-AM-930	Oklahoma City	direct measurement of antenna power
TX	KAQD-FM-91.3*	Abilene	upgrade to class C3 from class A, increase to 10500 w, redescribe xmtr location as
			32-28-37 x 99-44-56
	KAIQ-FM-95.5	Littlefield	change to 25000 w, 328 ft, change xmtr location to 33-39-34 x 102-15-56
WA	KZML-FM-95.9	Quincy	upgrade to class C2 from class C3, increase to 11000 w, 1,050 ft
	KYPL-FM-91.1*	Yakima	upgrade to class CI from class C2, increase to 26000 w, 79

#### CALL SIGN/ STATION NAME CHANGES # indicates sale

Former call letters and newly-assigned call letters with station identifiers where available.

STATE	<u>STATION</u>	<u>CITY</u>	<b>NEW CALL SIGN</b>	<b>GRANT DATE</b>	STATION NAME
CA	KSKD-FM-93.3	Chowchilla	KNTO-FM	02/14/2002	
	KNTO-95.9	Livingston	KSKD	02/14/2002	La Favorita
	KLEL-89.3	San Jose	KMTG	02/22/2002	
CO	KOOO-95.5	Rocky Ford	KJQY	02/22/2002	The Pack 95.5
GA	WYAI-105.3	Bowdon	WMAX	02/28/2002	The Max
	WMAX-FM-98.1	Hogansville	WMGP-FM	02/28/2002	Mix 98.1
IL	WLGM-97.7	Petersburg	WYVR	02/12/2002	The River
MD	WSER-1550	Elkton	WXHL	02/15/2002	The Inspirational Voice Of Cecil County
MI	WZRZ-93.7	Frankenmuth	WRCL	02/22/2002	Club 93.7
NC	WYSE-96.5	Biltmore Forest	WOXL	02/20/2002	
NE	KOTD-1020	Plattsmouth	KKSC	02/14/2002	Unforgettable Favorites
NY	WCPT-100.9	Albany	WKLI	01/16/2002	•
OH	WGLN-102.3	Galion	WFXN	02/15/2002	
TX	KZRK-ISSO	Canyon	KAYD	02/20/2002	1550 The Zone
	KKTK-1460	Waco	KTFW	02/19/2002	Country Gold Radio
ut	KEOT-IOI.I	Kanab	KHUL	02/15/2002	-

No Call Sign data recorded for the week of February 27, 2002

#### PROPOSED STATION TRANSFERS (314 asset sale, 315 transfer of control, 316 reorganization)

STATE	STATION	CITY	<u>FORM</u>	<u>APPLICANTS</u>
AL	WZNN-AM-620	Lexington	314	from Richard W. Dabney
				to Manuel Huerta
CO	KALC-FM-105.9	Denver	314	from Emmis Radio License Corporation
				to Entercom Denver License, LLC
	KXPK-FM-96.5	Evergreen	314	from Emmis Radio License Corporation
				to Entravision Holdings, LLC
LA	KSBH-FM-94.9	Coushatta	316	from Elite Broadcasting Company
				to KSBH, LLC
MD	WYRE-AM-810	Annapolis	316	from Advanced Business Corp.
				to Elixir Enterpirses Corp.
NH	WKNE-AM-1290	Keene	314	from Tele-Media Company of Vermont, LLC
				to Saga Communications of New England, Inc.
	WKNE-FM-103.7	Keene	314	from Tele-Media Company of Vermont, LLC
				to Saga Communications of New England, Inc.
NJ	WMID-AM-I340	Atlantic City	314	from Margate Communications LP
				to Equity Communications, LLC
	WMID-FM-102.3	Cape May	314	from Margate Communications LP
				to Equity Communications, LLC
	WTTH-FM-96.1	Margate City	314	from Margate Communications LP
				to Equity Communications, LLC
	WZBZ-FM-99.3	Pleasantville	314	from Margate Communications LP
	11/01/1/ 51 4 60 4			to Equity Communications, LLC
	WBNJ-FM-93.I	Wildwood Crest	314	from Margate Communications LP
011	11/1/D E14 OF 3			to Equity Communications, LLC
ОН	WLKR-FM-95.3	Norwalk	314	from Firelands Broadcasting, Inc.
	MD/AC ANA 1510	A	214	to Elyria-Lorain Broadcasting Company
	WVAC-AM-ISIO	Norwalk	314	from Firelands Broadcasting, Inc.
	WDIV ANA KOO	6 . 6	214	to Elyria-Lorain Broadcasting Company
	WBLY-AM-I600	Springfield	314	from Ray Broadcasting Corporation
				to Urban Light Ministries, Inc.

#### STATION TRANSFERS: PROPOSED/GRANTED TECHNICAL RECORD

#### cont. PROPOSED STATION TRANSFERS (314 asset sale, 315 transfer of control, 316 reorganization)

<b>STATE</b>	STATION	CITY	<u>FORM</u>	<u>APPLICANTS</u>
ОН	WYNT-FM-95.9	Upper Sandusky	314	from US Communications, Inc.
				to Clear Channel Broadcasting Licenses, Inc.
VT	WKVT-AM-1490	Brattleboro	314	from Tele-Media Company of Vermont, LLC
				to Saga Communications of New England, Inc.
	WKVT-FM-92.7	Brattleboro	314	from Tele-Media Company of Vermont, LLC
				to Saga Communications of New England, Inc.
WA	KONA-FM-105.3	Kennewick	314	from Tri-Cities Communications, Inc.
				to Commonwealth Licensee Subsidiary, LLC

#### M Street recorded data for the week of February 27, 2002

STATE	STATION	CITY	<u>FORM</u>	<u>APPLICANTS</u>
FL	WFCT-FM-105.5	Apalachicola	314	from Staton Broadcasting, Inc. to Williams Communications, Inc.
	WSTU-AM-I450	Stuart	314	from Resort Radio Systems, Inc. to Treasure Coast Broadcasters, Inc.
NM	KELP(CP)-FM-89.3*	Mesquite	315	from Keith Leitch
VA	WVHL-FM-92.9	Farmville	316	to Arnold McClatchey from William Bidgood Wall, Jr. to Steven Edward Wall
WV	WWNR-AM-620	Beckley	314	from Dynastar Communications, Inc.
WY	KCGL-FM-I04.I	Powell	314	to Southern Communications Corporation from Powell Broadcasting, Inc. to Legend Communications of Wyoming, LLC

#### GRANTED STATION TRANSFERS (314 asset sale, 315 transfer of control, 316 reorganization)

STATE	STATION	<u>CITY</u>	<u>FORM</u>	<u>APPLICANTS</u>
AR	KOLX-FM-94.5*	Barling	314	from Toccoa Falls College
				to Prime, LLC
GU	KTWG-AM-80I	Agana	314	from Trans World Radio Pacific
				to Edward H. Poppe, Jr. and Frances W. Poppe
ID	KATW-FM-101.5	Lewiston	316	from Mark L. and Mary E. Bolland
				to Pacific Empire Radio Corp.
	KSEI-AM-930	Pocatello	316	from Mark L. and Mary E. Bolland
				to Pacific Empire Radio Corp.
	KMG1-FM-102.5	Pocatello	316	from Mark L. and Mary E. Bolland
				to Pacific Empire Radio Corp.
	KGTM-FM-98.1	Rexburg	316	from Pacific Empire Holdings Corp.
				to Pacific Empire Communications Corp
	KRXK-AM-1230	Rexburg	316	from Mark L. and Mary E. Bolland
				to Pacific Empire Radio Corp.
IL	WBZM-FM-107.7	Fairbury	314	from Rainbow Radio of Livingston County
				to AAA Entertainment Licensing LLC
	WAUR-AM-930	Sandwich	314	from CRN Licenses, LLC
				to Midwest Broadcasting Corporation
ME	WWNZ(CP)-AM-1400	Veazie	316	from Daniel F. Priestley
				to Waterfront Communications Inc.
	WNZS(CP)-AM-1340	Veazie	316	from Daniel F. Priestley
				to Waterfront Communications Inc.

M Street Journal March 6, 2002

#### cont. GRANTED STATION TRANSFERS (314 asset sale, 315 transfer of control, 316 reorganization)

<u>STATE</u>	STATION	CITY	<u>FORM</u>	<u>APPLICANTS</u>
PR	WXZX-FM-98.7	Culebra	314	from Juan Carlos Matos Barreto
				to La Gigante Radio Corporation
TN	WSDQ-AM-1190	Dunlap	316	from Tollye Wayne Tittsworth
				to Ruth M. Tittsworth
WA	KCLK-AM-1430	Asotin	316	from Mark L. And Mary E. Bolland
				to Pacific Empire Radio Corp.
	KVAB-FM-102.9	Clarkston	316	from Mark L. And Mary E. Bolland
				to Pacific Empire Radio Corp.
	KCLK-FM-94.I	Clarkston	316	from Mark L. And Mary E. Bolland
				to Pacific Empire Radio Corp.

#### M Street recorded data for the week of February 27, 2002

<u>STATE</u>	STATION	<u>CITY</u>	<u>FORM</u>	<u>APPLICANTS</u>
AL	WTBC-AM-1230	Tuscaloosa	314	from Tuscaloosa Radio Company, LLC to John Sisty Enterprises, Inc.
FL	WPRY-AM-1400	Perry	314	from Dockins Communications, Inc. to Worldlink Technologies Group, Inc.
KY	WJIE-AM-680	Newburg	314	from Word Broadcasting Network, Inc. to ABC. Inc.
MN	KLCH-FM-94.9	Lake City	314	from Lake City FM, LLC
NJ	WSNJ-FM-107.7	Bridgeton	314	to Sorenson Broadcasting Corporation from Cohanzick Broadcasting Corporation
	WSNJ-AM-I240	Bridgeton	314	to New Jersey Radio Partners, LLC from Cohanzick Broadcasting Corporation
	WJHR-AM-I040	Flemington	314	to New Jersey Radio Partners, LLC from Multicultural Radio Broadcasting, Inc.
ОН	WDLW-AM-I380	Lorain	314	to Nassau Broadcasting II, LLC from Vernon R. Baldwin, Inc.
PA	WVPO-AM-840	Stroudsburg	314	to WDLW Radio, Inc. from Multicultural Radio Broadcasting, Inc.
	WSBG-FM-93.5	Stroudsburg	314	to Nassau Broadcasting II, LLC from Multicultural Radio Broadcasting, Inc.
TN	WKDA-AM-I430	Madison	314	to Nassau Broadcasting II, LLC from Finbar Broadcasting Company, Inc
TX	KBIS-AM-II50	Highland Park	315	to Nashville Public Radio from Marcos Rodriguez, Inc.
wv	WVLY-AM-I370	Moundsville	314	to Rodriguez Operating, Inc. from Valley Radio, LLC to Scott Radio Group, LLC



Electronics Research, Inc.







(812) 925-6000

#### WASHINGTON THIS WEEK

**▼** cont. from page 3

the FCC in the case of a new Class A FM licensed to Biltmore Forest, NC. After jumping through FCC hoops for a decade, Zeb Lee died in 1998, the vear a court order awarded his Orion temporary authority to operate. But the FCC eventually gave Orion the cold shoulder and awarded the frequency to \$2.3M auction bidder Liberty Productions. (And yes, this is the frequency that had two operators blasting away on 96.5 at the same time, back in mid-'97.) The latest twist -Orion's WZLS has now signed off, per the Commission. GM Barry Lee tells M Street the FCC gave Orion less than 9 hours' notice to go silent. Then Liberty's WOXL signed on. The Lee family (including Brian Lee and Barry Lee) asked the D.C. Circuit Court of Appeals for an emergency stay but didn't get one.

#### Ousted National Religious Broadcasters President Wayne Pederson had plenty of support from moderates.

Our sources tell us there were some pretty upset religious broadcasters — disturbed by the conservative coup that pushed Pederson out of the NRB presidency just hours before he was supposed to be installed at the annual convention's opening session. The fateful interview that Pederson gave to his hometown Minneapolis Star-Tribune contained this quote: "We get associated with the far Christian right and marginalized." The "far Christian right" phrase angered some key NRB members.

Deep down, radio may be less unhappy with the streaming royalty deal than its Internet-only cousins. Oh, it's still painful for radio, no doubt - and the new CARP-recommended fees may stifle streaming for broadcasters just as much as for Internet-only operators. But for those familiar with music licensing issues and history, radio may have come out of this with a better deal. Why? Because the CARP recommendations for a new performance royalty are based on per-play calculations. Not revenue. In other words, the fee is exactly tied to actual usage by an online listener. While radio's current formula with ASCAP and BMI is based on a percentage of revenue. Over the long haul, having per-play calculations may be better for radio, relative to Internet-only. The RIAA feels that it got pretty much what it wanted from the copyright tribunal, and it hopes the U.S. Copyright Office will ratify it in May. But for radio, it could've been worse. M Street's prediction is that the May Copyright Office decision will be far from final. This could well go on to the courts and Congress. In fact - maybe we should call it the attorneys' full-employment act of 2002. . .

# Scripps is offering free airtime (but not commercials) to political candidates.

The TV owner has assembled a thoughtful package that seems balanced: A minimum of five minutes of free airtime between 5pm and 11:35pm in the 30 days before general elections. Also free airtime "as needed" during the 30 days before primaries.

The airtime will be offered in a variety of formats, including debates, interviews, issue statements and responses to citizen inquiries. Scripps will also offer town meetings and debates in the 30 days before a general election. But candidates' own boughtand-paid-for commercial messages will get scrutiny: "Each station will concentrate on reviewing the context of accuracy political advertisements on TV and the Internet." (Scripps will also put election-related content on its websites, under the "Democracy 2002" heading, including candidate positions and voter registration info.) Something M Street's curious about: how many candidates actually take advantage of Scripps' generous offer. Most campaigns would rather control their message and the delivery method. following Scripps is recommendations of the President's Advisory Committee.

# Convicted sex offender Mike Rice loses another appeal at the FCC.

He owned stations in Indiana and Missouri for decades but so far hasn't been able to halt the Commission from stripping his licenses and a CP on the character issue. The latest is that the FCC refuses his request to review its shutdown order. Rice is now looking for help from the D.C. Circuit Court of Appeals.



#### CT-6 Clocks



#### DI-2000 Phone Hybrids





(856) 467-8000 • www.radiosystems.com

#### TRANSACTION BRIEF

The following items are based on recent, noteworthy ownership-transfer applications filed with the FCC. The information is based on FCC contracts filed with the Commission and made public within the last few weeks. Market and revenue information is based on data culled from Duncan's American Radio and from M Street's own databases. When known, broker notices are included. Fax releases to Tom Taylor, (609) 883-5696.

# Greenville-Spartanburg, SC market

Barnstable lands a third FM, giving Art Sutton and his Georgia-Carolina Radiocasting a nifty cash-out for the recently-upgraded WGVC (106.3). WGVC has had a roller-coaster ride since 1999, when Sutton's group paid \$300,000 for it. The price was cheap, because previous owner GHB Broadcasting had downgraded it from a C3 to an A, to facilitate an upgrade for a Charlotte-market FM. Later Sutton took advantage of WNGC's move toward Athens, GA to return WGVC to C3 status with a new city of license (from Newberry, SC to Simpsonville). Now the station that sold for \$300,000 in '99 is re-sold for...\$4 million. This single deal should likely handle most of the debt Sutton's group has incurred while building a collection of about a dozen stations in the Barnstable region. "Simpsonville Broadcasting") will add rhythmic oldies WGVC to its classic rock WROQ (101.1) and rock WTPT (93.3). Broker: Gordon Rice, for the seller.

#### Tri-Cities, WA

Two of the market's best signals go to Dex Allen's Commonwealth, which pays \$4,125,000 for the Kennewick combo of full-service KONA (610) and soft AC KONA-FM (105.3). KONA has 5-kw full-time (DA-2). The FM is a robust Class C at 105.3 MHz. Seller is Tri-Cities Communications, principals Dean and Helen Mitchell.

#### Columbus, GA

The FCC quickly red-flagged this deal, but Clear Channel will likely get two stations that Cumulus wanted to buy in late 1998 — but couldn't due to a petition to deny filed by Greg Davis. The stations are news/talk WDAK (5-kw day, 500-watts night at 540). And country WSTH-FM, a C1 at 106.1 licensed to Alexander City, AL. Cumulus transfers its \$2,725,000 deal to Clear Channel. Seller is Allen Woodall. Jr.'s Solar Broadcasting.

#### Pana, IL

This "Eagle" is about to fly to a different city of license, as Bud Walters' Cromwell Group adds to its Illinois interests with the \$950,000 pickup of country "Eagle" WEGY, a Class A at 100.9. M Street notes that WEGY has a CP to change city of license to Macon, IL and raise power to full Class A standard (6-kw). The seller is Miller Media Group.

#### Norwalk, OH

Elyria-Lorain Broadcasting — which owns Cleveland's smooth jazz WNWV and the Elyria Chronicle-Telegram newspaper — is paying \$1,777,900 for the combo of WVAC (1510) and WLKR-FM (95.3). Adult standards WVAC is a 500-w directional daytimer, and WLKR-FM is a class A doing adult contemporary. Elyria-Lorain's Ohio group includes country WKFM, Huron, and Mansfield classic rocker WYXZ. In this just-filed deal for WVAC/WLKR-FM, the seller is Firelands Broadcasting.

Austin Walsh, San Francisco N (415) 289-3790 austinpw@compuserve.com Tom McKinley, San Francisco S (415) 924-2515 RTMcK2515@aol.com Bill Whitley, Dallas (972) 231-4500 whitleytx@cs.com Jesse Weatherby, Atlanta (770) 753-9000 jswnet2@aol.com Bill Lytle, Kansas City (913) 498-0040 75767.3151@compuserve.com

Bob Maccini, Providence (401) 454-3130 maccini@msn.com Greg Merrill, Salt Lake City (435) 753-8090 ggm@cache.net George Reed, Jacksonville (904) 285-3239 REEDmsconsulting@cs.com Mitt Younts, Richmond (804) 282-5561 mittyounts@cs.com Eddie Esserman, St. Simons Island (912) 634-6575 edwesser@bellsouth.net

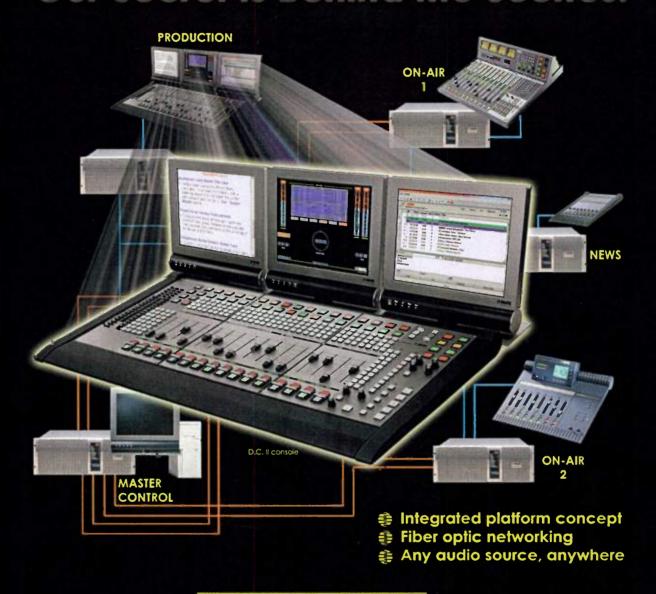


# Media Services Group

www.mediaservicesgroup.com

Media Services Group is one of the nation's largest media brokerage firms. We provide in-depth industry knowledge and market expertise in station sales, mergers, acquisitions, valuations, and financing.

# Our Secret is Behind the Scenes!



KLOTZ DIGITAL's unique VADIS Platform provides the perfect solution for facilities searching for the ultimate in digital audio integration. From single studio buildouts to new mega-facility operations, KLOTZ DIGITAL provides a cost effective and time saving option to traditional analog and digital facility installations. Our secret is behind the scenes. Fiber optic based, the VADIS Platform integrates all audio functions, combining operator tasks, reducing the need for

traditional wiring, and paving the way for effortless future expansion. And, the elimination of a central router means distribution of "any audio source anywhere at any time!"

Compare the costs for yourself. When it comes to savings, quality and performance...nobody even comes close. That's why the most sophisticated and technologically advanced facilities throughout the world choose KLOTZ DIGITAL.

KLOTZ DIGITAL GERMANY KLOTZ DIGITAL FRANCE

KLOTZ DIGITAL ASIA

KLOTZ DIGITAL AUSTRALIA Phone: +61-2-95186795

Phone: +49-89-45672-300

Phone:+33-1-48874681

Phone:+60-3-5193233

KLOTZ DIGITAL

5875 Peachtree Industrial Blvd. Bldg. 340

Norcross, Georgia 30092 Phone: +1-678-966-9900 www.klotzdigital.com



# M Street Journal of RECORD Output Description: Output Descript

March 20, 2002

Serving Radio Since 1984

Vol. 19 Issue 06

# Trust is in short supply in Washington right now as well as TV spending by special

Is XM Satellite Radio misleading the FCC about its intentions and capabilities regarding local insertions? That's what the NAB charges in a series of hard-hitting ex parte filings about satellite radio. Is powerful Senate Republican Trent Lott really crossing his own president by blocking presumed FCC nominee Joanathan Adelstein, and boosting Andy Levin instead? Will the proposed campaign finance reform bill wind up controlling radio expenditures

as well as TV spending by special interest groups? Can broadcasters trust Chairman Powell to get the bureaucracy flowing smoothly - or has Powell become paralyzed with the same questions about antitrust and consolidation that slowed up processing under Democratic Chairman Kennard? And while we're at it - just what is Rep. Henry Hyde trying to do to VOA and other overseas broadcasting efforts with his new "Freedom Promotion Act of 2002"? A lot of questions, and not much trust, right now in the nation's capital.

# It's Viva Las Vegas for Bob Struble's DAB crusade

iBiquity knows that next month's Las Vegas NAB will be critically important to its effort to gain legitimacy - and solid funding - for the push to make In-Band On-Channel Digital Audio Broadcasting a reality in the U.S. iBiquity needs manufacturer help, consumer press coverage and (as the M Street Daily reported March 11) cash from participating broadcasters - 15 times the station's annual FCC license fee. Bob Struble hopes he's got the prettiest girl at the dance, next month in Las Vegas - a real challenge, when the newspapers and magazines are hungrily writing about XM and Sirius, and the threat to webcasting.

## READ ON!

#### IN THIS WEEK'S JOURNAL OF RECORD

THE TAYLOR REPORT Putting an answering machine on the air is a wrong number, says the FCC. Does the "PR" in "NPR" stand for "Public Relations"? Mike Cutchall pays \$70M for WRMF, Palm Beach (97.9), pg 4

# TOP RADIO STORIES 1 WASHINGTON THIS WEEK 3 - 4, 18 THE TAYLOR REPORT 5 - 6, 18 FORMAT CHANGES 7, 9 TECHNICAL RECORD 10 - 17

## The FCC's new rulebook – Three owners to a market

TRANSACTION BRIEF

Chairman Powell's finding some blank pages at the back of the rulebook and getting ready to scribble in new rules, based on M Street's analysis of the Commission's Hearing Designation for WUMX, Charlottesville (FCC 02-53). This is terra incognita, because the FCC hasn't designated a transfer app for hearing on the grounds of concentration for 33 years. Bottom line: Powell and

colleagues say that for there to be effective competition in a local market, there should be at least three owners. Clear Channel will get to argue its case in a hearing that could break new ground – and take the FCC back into the D.C. Circuit Court of Appeals. CC's been waiting to buy WUMX from Air Virginia, and one of the odd things about this case is that it's been LMAing the station, too. Duncan's

American Radio estimates the Clear Channel cluster in Charlottesville had about 46% of the 2000 revenue, with Eure Communications pulling about 39%. The Charlottesville case was one of five sets of transfer apps that went up to the 8th floor in early February, and the other four—two for Clear Channel (in Cheyenne and Columbus, GA), one each for Cumulus (Columbus, MS) and Nassau (Trenton, NJ)—finally got approval.

# Introduces tor Broadcasters

#### **Electronic Music Reporting**

Internet-based service that eliminates paper logs, saving you time and money.

#### Radio Select

Automated per program monthly music reporting via the Internet for radio stations.

#### TV Select

Automated per program monthly music reporting via the Internet for television stations.

Call 1-800-258-5813 for more information or visit us at bmi.com



# **You Need This**

Looks like you've got your hands full again. Except you're running out of hands. And because you have many facilities you could use a few more legs, too.

Let Harris' Intraplex STL PLUS<sup>TM</sup> give you a hand getting your new station up and running quickly and profitably or upgrading your station to the best quality digital on-air sound available today.

STL PLUS™ gives you bi-directional program audio transport over a T1 line, fiber or microwave link. So you can interconnect your studios, offices and transmitter sites. And because it's is a digital system, you're delivering pure, crystal clear sound – regardless of the distance. Even if you're surrounded by the highest mountains or tallest buildings.

Now for the PLUS in STL PLUS™: You can also transmit LAN/WAN data, telephone, intercom, and remote control over the same digital line. All of which can rack up some pretty impressive cost savings for your inter-facility communications.

Best of all, STL PLUS™ grows with you as no one else can. It has the industry's largest assortment of plug-in modules. So you can design the perfect system for today and quickly, easily, and affordably upgrade it for tomorrow.

So, contact your Harris representative about STL PLUS™ today. You'll be a leg up on the rest.

THE WINDOW

SERVICE

SYSTEMS

AUTOMATION

TRANSANSSION

HARRIS

www.broadcast harris com phone: 1 800 622 0022

#### M Street Journal

Published bi-weekly by M Street Publications and available online bi-weekly. Weekly updates to technical data available online.

M Street Publications P.O. Box 442 Littleton, NH 03561 Phone: (800) 248-4242 Fax: (603) 444-2872 Website: www.MStreet.net

Publisher
PAT McCRUMMEN
E-mail: patm@mstreet.net

Editor-in-Chief / Writer TOM TAYLOR PH: (609) 883-3321 FAX: (609) 883-5696 E-mail: MStreetTom@aol.com

E-mail: mcrider@mstreet.net

General Manager GENE McKAY PH: (877) 268-3755 E-mail: genemckay@mstreet.net

Research
CATHY DEVINE
E-mail: cdevine@mstreet.net
KELLY ELSWORTH
Email: kelly@mstreet.net
DEIRDRE BROUSSEALI
E-mail: dbrousseaumstreet.net

Art Direction/ www.MStreet.net KELLI GRISEZ E-mail: graphics@mstreet.net

Subscriptions
IRENE YEARGLE
E-mail: iyeargle@mstreet.net

Advertising Sales
BETH DELL'ISOLA
PH: (770) 831-4585
E-mail: bethdell@mstreet.net

TRACEY HOMBERG PH: (248) 594-4232 E-mail: nicktracey@aol.com

M Street

Copyright 2002 M Street Corporation. All rights reserved. No portion of the M Street Journal may be copied, fawed, retransmitted, or reproduced in any form without the written permission of the publishers. All efforts are made to keep the data as accurate as possible. However, errors and omissions are unavoidable. Formats of stations listed reflect the analysis and groupings of M Street Corp. and may differ from the station's opinion or interpretation. ISSN 1052-7109.

The M Street Journal is published bi-weekly and available on the website in PDF format. Weekly updates are also available on the website. Subscriptions are available for \$159 per year, or \$46 per quarter.

You may order the most comprehensive listing of all the radio stations in the U.S. and Canada: The M Street Radio Directory. Tenth Edition is available now for \$79.00 plus \$7 shipping and handling.

#### WASHINGTON THIS WEEK

With its new "3 owners" policy, Powell's FCC steps up to be the antitrust enforcer in smaller deals and markets.

What's going on in the Chairman's head? One of the Kagan Radio Summit panelists opined that Michael Powell - who served at the DOJ in the antitrust division — is keenly aware that the DOJ no longer sees most radio deals because the threshold for Hart-Scott-Rodino scrutiny has been raised from \$15M to \$50M. Therefore Powell feels the FCC should be responsible for some antitrust role - whether there's an historical policy for it or not. The agency has been repeatedly body-slammed by the D.C. Circuit Court of Appeals on policies like cable-TV ownership, TV ownership limits and EEO (twice). That's because the court said the FCC hadn't built a sufficient record to support the policy. This new "3 owners in a market" policy, announced on March 19, is sure to get resistance from buyers and sellers - and somebody may feel like taking their case to the D.C. Court of Appeals. Will it be Clear Channel, in the case of WUMX, Charlottesville? The FCC obviously chose it as a test case. Stay tuned.

#### Clear Channel, Cumulus and Nassau did get good news from the FCC on some long heldup deals.

The full Commission voted to approve redflagged deals that had been gathering dust since the Clinton Administration - and in one case, the FIRST Clinton Administration. #1, Clear Channel gets to buy Cheyenne's KCGY (95.1) and KOWB (1290) from the Curt Gowdy family. (Cheyenne was the only one of the five deals that Democratic Commissioner Mike Copps voted for.) #2, Clear Channel is cleared to buy the six-station Cumulus cluster in Columbus, GA, including AC WGSY (100.1). #3, Cumulus can assemble a big cluster it's been eyeing in Columbus-Starkville, MS. And #4, Nassau finally gets to buy WCHR (920) and WNJO (94.5), Trenton, NJ from Great Scott. Lou Mercatanti's company has been LMAing the combo for years and paying Scott a healthy LMA fee for the privilege.

# "DC101" earns a \$6,000 FCC fine for putting an answering machine on the air.

Washington, D.C. morning jock Elliot Segal called somebody's home on November 30 and broadcast their outgoing message — and the person who wasn't at home complained to the FCC a week later. Clear Channel told the Commission the answering machine message was "generic in content" and not like other cases where somebody's voice was broadcast without their being aware of it. The FCC didn't see it that way, and rocker WWDC-FM (101.1) owes it \$6,000.

# It's unlikely the FCC will try to retroactively break up "2 owner" markets.

Charlottesville, VA certainly isn't the only small or medium market where two owners have 80% to 90% of the local radio dollars. While we don't think the FCC's ready to tackle breaking up existing 2-owner markets, anybody who's in one of those situations now better put its acquisition plans on hold. But the FCC probably doesn't possess the political capital to wage long fights over existing combinations that it doesn't like – even though Senator Hollings would probably be happy to see it try.

# Andy Levin may get to the FCC after all, thanks to a very irritated Senator Trent Lott.

At least Levin's hat is back in the ring to be a commissioner, because the Senate Republican leader — still smarting from the Democrats' rejection of his friend Charles Pickering to a federal judgeship - says he'd rather have Andy Levin take the vacant FCC seat than Jonathan Adelstein. Why? Politics. Adelstein is a longtime aide to Democratic leader Tom Daschle, and Lott blames Daschle for the Pickering fiasco. Meanwhile, Andy Levin is the longtime staffer for House Democrat John Dingell who had been considered the leading candidate for the seat for much of last year. But Adelstein wound up getting the Bush Administration nod, instead — though things are up in the air once again. Unhappy Senators

cont. on next page >

#### WASHINGTON THIS WEEK

determined to make a point have the power to make the world stop for a while, as Lott is demonstrating.

The XM and Sirius repeaters are a hot potato issue, and the FCC gives itself more time to decide how to handle them. Does XM harbor secret plans to use the network of terrestrial repeaters to insert local traffic, weather, etc.? The NAB charges that's the implication of XM's February 12 patent, though XM denies it. Meanwhile Kagan Seminar panelist Lew Paper says "It's a tough row to hoe" for the FCC not to allow new technology to be used. Paper says "The FCC did protect broadcasters against cable, but ultimately the restrictions came down. In the long haul, that will probably happen here [with satellite radio] as well." NAB accuses XM of being cute with the FCC. XM says its repeaters would take "only that programming transmitted by an authorized DARS satellite." No problem, right? But the NAB alleges that XM's newly-obtained patent illustrates that XM could feed localized content for the entire country as part of that one satellite feed. NAB says the license condition would be "technically satisfied", but the Commission's intent - that XM do only national programming — would have been evaded. NAB asks the FCC to find out whether current repeater stations are capable of transmitting some kind of geographic identification code. And whether currently-available receivers can select data for play or for display based on codes sent by the repeaters. The STAs (Special Temporary Authorization) for both XM and Sirius repeaters expired on Monday, March 18, but the FCC has extended them for now.

Rep. John Conyers favors expanding the payola law. The Michigan Democrat tells the Airplay Monitor convention in Miami Beach that he can foresee rewriting Uncle Sam's payola laws to cover more than just undisclosed payments to stations or station personnel. Conyers was low-key about it, though Airplay Monitor reports he's "eager to avert a scandal that would draw the ire of members of Congress who don't like the entertainment industry." Conyers says "Let's not hear from them."



Kagan Radio Summit panel says the Powell FCC is in a box between Congress and the courts.

Attorney Dick Bodorff wryly notes that "Senator Jeffords walking across the aisle to become a Democrat changed life for Powell. . . Now Senator Fritz Hollings

can be the tail gunner." As in -Hollings can aim all the tracer bullets he wants at the FCC's alleged deregulatory bent, since the Democrats control the Senate. While attorney Harry Martin observes that the irony is that "this FCC is not an ideological commission. They won't pursue deregulation for the sake of deregulation." Meanwhile the D.C. Circuit Court of Appeals is tying the FCC up in knots on key issues. Attorney Lew Paper says "The recent court decisions [in local TV/cable and TV national reach] will further delay the FCC's attempt to grapple with the issues." Why's that? Because the appellate court has been so ruthless about demanding a solid record for justifying media rules. Lew Paper predicts "if the FCC wants to establish tiers [different rules for different market sizes], where do you draw the line? The Courts have said if you draw the line, you'd better have a very good reason."

#### Newspaper-broadcast crossownership ban may be modified – not discarded.

Attorney Harry Martin says he expects "some combination of voice counts" and other tests, to "try to preserve the rule in some fashion" – at least in small and medium markets. He does believe there will be an end to the longtime cross-

cont. on page 18 >





#### CT-6 Clocks



#### DI-2000 Phone Hybrids





(856) 467-8000 • www.radiosystems.com

#### THE TAYLOR REPORT

Time to start
paying for Digital paying for Digital

A u d i o

Broadcasting.

iBiquity is sending out contracts to groups, and among the requested terms - a onetime cost of 15 times the FCC annual fee. That could be nearly \$70,000 for a bigmarket FM. Also, iBiquity wants 3% of the revenue from non-broadcast data streams. That's a bet on the future, because it won't see a penny from that line item for years. The iBiquity consortium will also be licensing its new In-Band, On-Channel technology to satellite manufacturers like BE, Harris and Nautel, and presumably generating some revenue from that. But it appears most of the next influx of cash will come from radio groups who sign up to license IBOC for their stations.

iBiquity's first push will be into six rollout markets. Those are Los Angeles, San Francisco, Seattle, Chicago, Miami and New York. So iBiquity vitally needs participation — signed contracts — from Infinity, Clear Channel, Emmis, and the other operators in those markets. Those six were chosen because Bob Struble's team feels they'll get the fastest penetration there. M Street can report there's also a second group of five markets queued up right behind them. Those are Atlanta, Boston, Dallas, Detroit and Denver. And we hear Philadelphia, the site of the ongoing Arbitron People Meter tests, isn't far down the iBiquity list, either: Infinity's KYW was testing iBiquity's AM IBOC system recently.

More synergy ahead for Viacom and Infinity? The surprise choice of VH1/CMT chief John Sykes as head of Infinity radio (replacing Farid Suleman) left Viacom-watchers wondering what it meant – and the most obvious choice was that Viacom's placing a premium on synergy between its cable operations (MTV, VH1, CMT, BET) and Infinity radio. That actually left several news/talk managers M

Street heard from wondering about their place in the Infinity universe. But we'd say this: Those big AMs contribute so much cash to the top line and bottom line that Sykes would do well just to admire their production—and say "carry on." Dan Mason continues as president of the radio division. He'll now report to Sykes, who reports up to Mel Karmazin.

So long, Larry Wilson. Larry – who founded Citadel in 1984 – quietly took his leave on a Friday afternoon. It's been nine months since Forstmann Little took Citadel private, and with Infinity's Farid



Suleman coming in to run the company, the timing seemed right for Wilson. An email sent to Citadel employees says Wilson is stepping down "for personal reasons." Last month when Suleman was announced as CEO, Forstmann Little said Wilson would continue to serve as chairman and "focus on acquisition opportunities." Sounds as if Suleman gets to go that, too (Farid enjoys the hunt of acquisitions). Larry Wilson — who's been recognized with several big industry awards like the NAB National Radio Award and Radio Ink exec of the year — formed Citadel in 1984. COO Bob Proffitt stays to work with Farid.



For the first time NPR brags about its Arbitron listenership. Not

only that — National Public Radio is heeding another rule of commercial radio: Sell against the newspapers. Executive VP Ken Stern says "NPR listeners now outnumber the combined circulation of the top 35 U.S. daily newspapers." He boasts that the Fall Arbitrons — boosted by 9/11 — demonstrate that "NPR is a leading force for news, information and entertainment in America...at a time when

radio listening is declining and Americans have ever more media choices." And how about that NPR listening? It's up 19% from Fall 2000 — to a record 19.5M weekly listeners.

Listenership to NPR member stations hit 28.7 million. That's a broader gauge of the overall pattern than just the NPR programs, since it includes total-week listening, including PRI stuff like "Prairie Home Companion" and programming. Arbitron's newlyaggressive research division reports some big gains by program name: Morning Edition jumped from 10.7M to 13M listeners. ATC rose from 9.8M to nearly 11.9M. Talk of the Nation "rocketed" (their verb) 40.8% to 3M. Fresh Air with Terry Gross grew 25.4% to nearly 4.2M. And the D.C.-based Diane Rehm show increased 38.6% to almost 1.4M. NPR notes that "growth in the NPR news/talk audience outpaced similar gains realized by commercial news/talk radio."

Cumulus' \$300M in deals is coming under fire from an activist New England union. It's all about Cumulus director Holcombe Green, the Dickeys, and the Bank of America, claims the New Havenbased District 1199/SEIU, New England Health Care Employees. Green became a director of Cumulus last May, and the union charges he's got "undisclosed connections to parties with significant interests" in two big deals that Cumulus shareholders will vote on March 28. The deals are the \$222.6M acquisition of Aurora Communications, and the \$84M acquisition of three Nashville stations from Dickey Brothers Broadcasting. The union has already written the SEC protesting the failure of the Cumulus proxy statement to disclose Green's connections. It's sent a similar letter to shareholders and the powerful institutional fund managers who'll vote on the 28th.

cont. on next page >

#### THE TAYLOR REPORT

Cumulus wins new life for "Kiss" in Savannah. Lew Dickey and John Dickey needed a miracle - and the 11th Circuit Court of Appeals in Atlanta obliged them, just one day before Cumulus was supposed to stop using "Kiss" on the air at WSIS. The appeals court in Atlanta granted a stay of a March 11 District Court order that favored Clear Channel. So - Cumulus can use "Kiss" on R&B oldies WSIS until the trial, probably this Summer. Cumulus and Clear Channel will both be "Kiss" during Savannah's Spring Arbitron. Cumulus has called WSIS "Kiss 104" since 1999. Clear Channel, which claims a national right to "Kiss", adopted it for WAEV more recently.

Investors are asking questions about legal payments from record promoters.

Namely — what would happen if the government tightened up the rules and that particular revenue stream dried up. We heard from one veteran analyst who checked the books at a station and thought he was looking at a typo --- because a legal payment from an independent promoter constituted 15-20% of the station's cash flow. He tells us "I had to wonder what would happen to the station's value if something changed."



Are record labels so fed up with the current system that they'd go for

stricter payola laws? Salon.com columnist Eric Boehlert says yes — that labels are considering "an offensive of their own" against the squeeze from radio, independent promoters and others who want a piece of their piggybank. The RIAA may actually propose new regulation, to break up the current system that's costing them money. On the radio side, it appears Radio One is also preparing to ask for a fundamental change in the way business is conducted. The L.A. Times reports that Radio One pledges to clean up the music promotion practices in urban radio.

Can XM and Sirius really sell 40 million subscriptions by 2010? Veteran analyst Drew Marcus can't see it - disagreeing with fellow Kagan Radio Summit panelist James Marsh of Robertson Stephens. But Marsh has sobering words for any radio operator: "If satellite radio gets to 40 million subscribers by 2010. . .it's radio's game to lose", vis-a-vis satellite radio and XM and Sirius are real threats. Marsh's prescription: "Blunt the attack of satellite - Cut commercial loads, probably in half. Be local, watch the voicetracking. Don't run ads from XM or Sirius. And roll out IBOC [In-Band On-Channel Digital Audio Broadcasting]."

Could there be a third mega-group, to rival Clear Channel and Infinity?

Beasley exec Allen Shaw fearlessly predicts "there will be another megagroup, when a public company's stock is trading at 20-times cash flow, so it can pay 15-18 times." He believes that consolidation could start in 2003. Many Kagan panelists expect a large nonbroadcast company or two to invade radio. About consolidation possibilities, Cox Radio's Dick Ferguson supplied the best hot-stove league analysis we've heard and he named names: "Looking at groups #3 through #18, from Cox, ABC and Entercom down to Saga, six clearly state they want to grow: Cox, Entercom, Citadel, Radio One, Salem, Hispanic." Ferguson's math on current consolidation: "The top 2 companies do 20% of revenue. The next 8 do 13%. It takes the next 40 groups just to add another 11%."

Clear Channel's asking the FCC to move a future expanded-band AM in toward Chicago. Johnston City — WHTE's current city of license — is way downstate. But Berwyn — the proposed city of license — is a whole lot closer to

the Loop. The reality is that WHTE (at 1690 KHz) has never been built and put on the air by any owner who's had the Construction Permit. WHTE is the expanded-band twin of WDDD, Johnston City (810), which Cumulus sold to Clear Channel as part of the Marion-Carbondale-market deal in February '01. It's a good bet nobody will ever spend the money to build it, as a Johnston City station. And it's at 1690, in the nose-bleed section of the expanded-band dial. Clear Channel filed the Berwyn app on July 19. 2001 and the FCC hasn't acted on it. But it's a worthwhile wager for CC, given the potential 6 million listeners in Chicagoland.

Christmas music was "a very powerful weapon" in the Fall Arbitrons. Arbitron's John Snyder ran a study of more than 30 stations that ran all holiday music from before December 1. The results? They increased aggregate 12+ share by 52% from an extrapolated November to December. And 25-54 share Demers Programming by 58%. performed the same extraps on other female-targeted stations in those same markets. Result? Their 12+ and 25-54 shares were flat. Christmas worked. Read the report at DemersProgramming.com. note that the special We'd circumstances of 9/11 mean that Christmas music may not work the same magic every holiday season.

Another batch of Low Power FM stations is coming. The FCC just released a list of nearly 200 Low Power FM applications from its fourth and final filing window — and if you're in Arizona, Florida, Iowa, New Jersey or North Dakota, you should really take a quick peek. Among those on the list — an application for an 88.7 in Phoenix and a 100.3 in Tucson; a 97.9 in West Tampa, FL; a 95.7 in Gainesville, FL; and a 92.7

cont. on page 18 >

#### FORMAT CHANGES & UPDATES

#### FORMAT CHANGES AND UPDATES

#=change accompanies new management.//=simulcast.

Gathered from M Street's ongoing research and our nationwide network of reporters.

<u>STATE</u>	<u>STATION</u>	CITY/ MARKET	FORMERLY	BECOMES		
AZ	KSWG-96.3	Wickenburg (Phoenix)	traditional country	country		
(KSWG moves from 94.1 MHz)						
CA	KJAZ-1260	Beverly Hills (Los Angeles)	smooth jazz	KSUR, adult standards, "K-Surf"		
	KVVY-I580	Merced	sports // KTIQ	adult standards		
DE	WJNE-103.5	Bethany Beach (Salisbury/O.C.)	modern rock	adult contemporary, "Lite Rock"		
HI	KKBG-97.9	Hilo	AC, ethnic	reported silent		
LA	KXRR-I03.I	Columbia (Monroe)	oldies	classic rock, "X-92"		
	KQLQ-92.3	Rayville (Monroe)	classic rock	oldies, "Q103"		
MD	WKHI-107.5	Fruitland (Salisbury/O.C.)	modern rock // WJNE	adult contemporary // WJNE, "Lite Rock"		
	WXMD-92.5	Pocomoke City (Salisbury/O.C.)	WZJZ, smooth jazz // WQJZ	modern AC, "Max 92.5"		
ME	WREM-710	Monticello (Presque Isle)	talk	silent		
		(WREM was knocked off due	to a fire and should be back on in a co	ouple of weeks)		
Mi	WIMK-93.1	Iron Mountain (Upper Michigan)	classic hits	WWI - classic rock, "The Bear"		
	WUPK-94.I	Marquette (Upper Michigan)	classic hits	WIMK, WWI - classic rock, "The Bear"		
MN	KXSS-1390	Waite Park (St. Cloud)	adult standards	JRN - classic country		
NC	WRCQ-103.5	Dunn (Fayetteville)	rock	adds John Boy & Billy		
		(WRCQ picks up the morning	g show from sister WKQB, which flippe	ed to urban)		
	WKQB-106.9	Southern Pines (Fayetteville)	classic rock	urban, "Power 107"		
		(WKQB drops John	Boy & Billy to pick up Doug Banks mo	ornings)		
NJ	WKXW-I450	Atlantic City	adult contemporary // WFPG	talk, oldies // WKXW-FM, "New Jersey 101.5"		
	WBSS-97.3	Millville (Atlantic City)	talk, oldies // WKXW-FM	hot AC, "Mix 97.3"		
	WNSW-I430	Newark (New York)	Cantonese	Korean		
		(Arthur Liu's WZR)	C and WNSW swap programming)			
	WKOE-106.3	Ocean City (Atlantic City)	modern AC	hot AC // WBSS, "Mix 97.3"		
NY	WZRC-I480	New York	Korean	Cantonese		
		(Arthur Liu's	WZRC and WNSW swap programming	)		
SC	WWVV-106.9	Bluffton (Savannah)	modern rock	adds Bob & Sheri		
TX	KCCG-107.3	Ingleside (Corpus Christi)	rhythmic oldies	rock, "Rock 107.3"		
	KIXC-100.9	Quanah	country	oldies, "Oldies 101"		
WA	KREW-99.3	Naches (Yakima)	country	KQSN, hot AC, "Q-99.3"		
		(KREW's	country format moves to 92.9 MHz)			
	KQSN-92.9	Toppenish (Yakima)	hot AC	KDBL, country, "The Bull"		



# Joins the Family

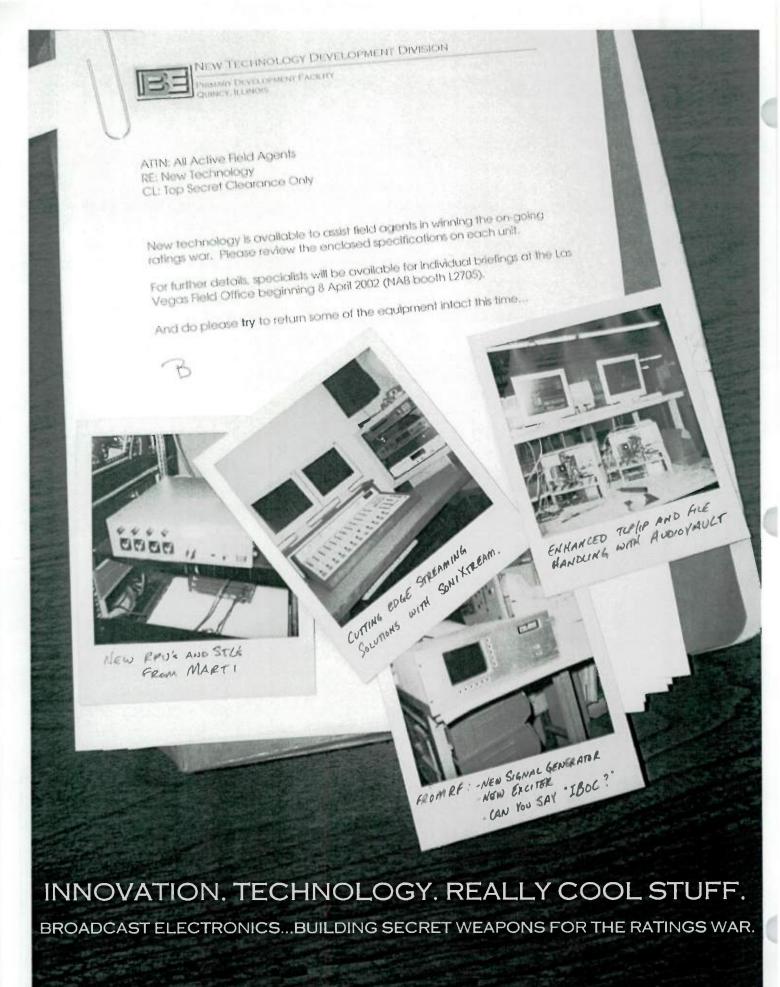
of the Most Popular Digital Audio Systems



**Computer Concepts** 

Scott Studios ...

8375 Melrose Dr. • Lenexa, Kansas 66214 800-255-6350 www.ccc.fm 13375 Stemmons Frwy• Dallas, TX 75234 888-GET-SCOTT www.scottstudios.com



#### **FORMAT CHANGES & UPDATES**

#### cont. FORMAT CHANGES AND UPDATES

#=change accompanies new management \_//= simulcast.

Gathered from M Street's ongoing research and our nationwide network of reporters.

M Street recorded data for the week of March 13, 2002

<u>STATE</u>	<u>STATION</u>	CITY/ MARKET	FORMERLY	BECOMES
AR	KSEC-95.7	Bentonville (Fayetteville)	new	smooth jazz
CA	KKFJ-570	Alturas	country	JRN - standards, "Music of Your Life"
	KCOO-104.3	Shafter (Bakersfield)	oldies	rock, "Real Rock 104.3"
DE	WNRK-1260	Newark #	silent	oldies
GA	WDGR-I210	Dahlonega #	silent	oldies
IN	WWSY-95.9	Seelyville (Terre Haute)	adult contemporary	hot AC, "Y-96"
LA	KBRH-1260	Baton Rouge	alternative	urban oldies
MI	WLXV-96.7	Cadillac (Traverse City)	soft AC // WLXT	hot AC, "Mix 96"
MO	KZRQ-104.1	Ash Grove (Springfield)	rock	adds Lex & Terry
NE	KKSC-1020	Plattsmouth (Omaha)	soft AC	farm news, talk (April)
NJ	WCHR-FM-105.7	Manahawkin (Monmouth-Ocean)	) new	classic hits // WNJO, "The Hawk"
(the simulcast may be temporary as the station is still testing)				esting)
	WNJO-94.5	Trenton	classic hits	adds Bob & Tom
NY	WTJM-105.1	New York	rhythmic oldies	urban, "Power 105-1"
	WNYC-820	New York	news-talk, classical // WNYC-FM	news-talk (April)
		(WNYC-FM will also p	ick up more news-talk programming du	ring the day)
ОН	WFXN-102.3	Galion	WGLN, adult standards	classic rock, "The Fox"
PA	WCRG-90.7	Williamsport	new	contemp. Christian // WGRC
TX	KOKE-1600	Pflugersville (Austin) #	contemp. Christian	Spanish // KXXS, "Exitos 98.9"
	(KO	KE is in an LMA-to-buy with a	Amigo Broadcasting, which owns KXXX	S, and is buying KHHL)
	KTAE-I260	Taylor (Austin)	regional Mexican	news, talk, sports
uT	KHUL-I01.1	Kanab (St. George) #	KEOT, country	oldies
VA	WLVA-590	Lynchburg	adult standards	silent
	WSLC-610	Roanoke	country // WSLC-FM	WVBE, urban AC // WVBE-FM, "The Vibe"

# M Street Journal of RECORD Spring NAB 2002 "Preview Issue"

Don't miss this very special issue coming to your mailbox in the next few weeks just in time for the NAB!

# THE PRODUCT SHOWCASE

featuring

Studio Automation • Consoles • Towers • Transmission

March 20, 2002

#### CONSTRUCTION PERMIT ACTIVITY

<sup>\*=</sup>non-commercial station, &=reapplication, +=competes with existing application.

	•••		••
<u>STATE</u>	STATION	CITY	ACTIVITY
AL	WDGM-FM-99.I	Greensboro	changes to 3200 w, 623 ft
	WTID-FM-I01.7	Reform	increases to 22500 w, 725 ft, drop DA
CA	KCLU-FM-88.3*	Thousand Oaks	upgrades to class BI from class A, increases to 3200 w, modifies DA
FL	WLAZ-FM-88.7*	Clermont	upgrades to class C3 from class A, changes to 5500 w, 384 ft, modifies DA,
			changes xmtr location to 28-38-56 x 81-43-56
	WXJZ-FM-104.9	High Springs	changes xmtr location to 29-49-16 x 82-34-25
GA	WECC(CP)-FM-89.3*	Folkston	decreases to 282 ft, drops DA, changes xmtr location to 30-55-54 x 81-42-30
	WWEZ(CP)-LP-94.7	St. Simons Island	license to cover for new station
IL	WYVR-FM-97.7	Petersburg	changes xmtr location to 39-54-35 x 89-43-01
KS	KBMP(CP)-FM-90.5*	Enterprise	license to cover for new station
ME	WRFR(CP)-LP-93.3	Rockland	license to cover for new station
MI	WMLZ(CP)-LP-107.9*	Temperance	license to cover for new station
MS	WMJY-FM-93.7	Biloxi	redescribes xmtr location as 30-29-09 x 88-42-53
	WKXI-FM-107.5	Magee	decreases to 98000 w, 951 ft
	WKNN-FM-99.1	Pascagoula	decreases to 99000 w
NV	KVGS-FM-107.9	Laughlin	built new auxiliary facility
ОН	WONE-FM-97.5	Akron	built new auxiliary facility
	WVVW(CP)-LP-98.1*	Belpre	license to cover for new station
PA	WHKS-FM-94.9	Port Allegany	increases to IISO w
SC	WJES-AM-1190	Johnston	changes city of license to Saluda, SC
TN	WTRZ-FM-103.9	Mcminnville	increases to 131 ft, redescribes xmtr location as 35-40-00 x 85-46-35
TX	KBMD(CP)-FM-88.5*	Marble Falls	license to cover for new station
	KBMM(CP)-FM-89.5*	Odessa	increases to 7500 w, 535 ft
	KMCU(CP)-FM-88.7*	Wichita Falls	license to cover for new station
WA	KXDD-FM-I04.I	Yakima	increases to 100000 w, 804 ft DA
WV	WIWS-AM-I070	Beckley	decreases to 7700 w ND-D
	WFBY-FM-106.5	Clarksburg	changes to 28000 w, 653 ft, adds DA, changes xmtr location to
			39-I5-44 x 80-28-0I

#### M Street recorded data for the week of March 13, 2002

<b>STATE</b>	STATION	CITY	ACTIVITY
AK	KRUA-FM-88.I*	Anchorage	increases to 833 ft, redescribes xmtr location as 61-20-11 x 149-30-48
AR	KTRQ-FM-I02.3	Colt	decreases to 40000 w
CA	KCDU-FM-93.5	Hollister	corrects xmtr location to 36-45-22 x 121-30-06
	KHYZ-FM-99.5	Mountain Pass	moves to 99.7 Mhz
CT	WKCI-FM-I0I.3	Hamden	changes to 11000 w, 965 ft, changes xmtr location to 41-26-03 x 72-56-48
	WQTQ-FM-89.9*	Hartford	increase to 115 w
DC	WASH-FM-97.1	Washington	built new auxiliary facility
	WMZQ-FM-98.7	Washington	built new auxiliary facility
	WBIG-FM-100.3	Washington	built new auxiliary facility
	WIHT-FM-99.5	Washington	built new auxiliary facility
	WWDC-FM-I0I.I	Washington	built new auxiliary facility
FL	WWRM-FM-94.9	Tampa	built new auxiliary facility

#### cont. CONSTRUCTION PERMIT ACTIVITY

 $^* = \! \mathsf{non}\text{-}\mathsf{commercial}$  station, &=reapplication, +=competes with existing application.

<u>STATE</u>	STATION	CITY	ACTIVITY
GA	WBJY(CP)-FM-89.3*	Americus	license to cover for new station
	WTLD-FM-90.5*	Jesup	increase to 171 ft, redescribe xmtr location as 31-35-49 x 81-56-14
IN	WGRL-FM-93.9	Noblesville	changes to 3250 w, 453 ft
MD	WEES(CP)-LP-107.9	Ocean City	license to cover for new station
MN	KTIS-FM-98.5*	Minneapolis	built new auxiliary facility
MS	WMJY-FM-93.7	Biloxi	decreases to 98300 w, redescribes xmtr location as 30-29-09 x 88-42-53
	WDBT-FM-95.5	Jackson	increases to 1,115 ft, changes xmtr location to 32-14-26 x 90-24-15
	WKNN-FM-99.1	Pascagoula	decreases to 97300 w
	WVIV-FM-93.9	Pearl	built new auxiliary facility
NJ	WCHR(CP)-FM-I05.7	Manahawkin	license to cover for new station
NY	WPLJ-FM-95.5	New York	built new auxiliary facility
ОН	WBIE-FM-91.5*	Delphos	changes to 5500 w, 322 ft
	WMOJ-FM-94.9	Fairfield	built new auxiliary facility
PA	WCRG(CP)-FM-90.7*	Williamsport	license to cover for new station
TX	KLTO-FM-104.9	Galveston	moves to 105.3 Mhz, changes to 6000 w, 180 ft, changes xmtr location to
			29-30-07 x 94-31-15, changes city of license to Crystal Beach, TX
	KTHP-FM-103.9	Hemphill	changes to 4500 w, 377 ft, changes xmtr location to 31-25-24 x 93-50-30
	KJCS-FM-103.3	Nacogdoches	downgrades to class C2 from class C1, change to 22500 w, 801 ft, changes
			xmtr location to 31-25-59 x 94-49-03
uT	KTCE-FM-92.3	Payson	built new auxiliary facility
VA	WKHI-FM-107.5	Exmore	changes to 18500 w, 340 ft, changes xmtr location to 38-II-54 x 75-40-50,
			changes city of license to Fruitland, MD

#### FACILITIES/PARAMETERS: APPLICATIONS ( & reapplication) [docket number]

Applications by existing stations to change their currently-licensed operating parameters to the parameters noted.

<u>STATE</u>	STATION	CITY	ACTIVITY
AL	WBPT-FM-I06.9	Birmingham	increase to 1,325 ft, changes xmtr location to 33-29-04 x 86-48-25
	WKXK-FM-96.7	Pine Hill	upgrade to class C2 from class C3, increase to 41000 w, 535 ft, add DA
FL	WBRD-AM-I420	Palmetto	direct measurement of antenna power
	WKEZ-FM-96.9	Tavernier	increase to 223 ft
GA	WHTA-FM-107.9	Hampton	change to 29500 w, 565 ft, change city of license to Hampton, GA
ID	KYZK(CP)-FM-107.5	Sun Valley	modify CP to upgrade to class C from class A, change to 53000 w, 1,909 ft,
			change xmtr location to 43-38-36 x 114-23-49
ME	WYFP-FM-91.9*	Harpswell	decrease to 174 ft DA
MN	KNUJ-FM-107.3	Sleepy Eye	increase to 4000 w, 407 ft, redescribe xmtr location as 44-19-38 x 94-43-41
MO	KCSX-FM-97.3	Moberly	upgrade to class C1 from class C3, increase to \$5000 w, 1,172 ft,
			change xmtr location to 39-05-26 x 94-28-18
MS	WPRG(CP)-FM-89.5*	Columbia	increase to 6000 w, 322 ft, change xmtr location to 31-29-24 x 89-59-31
NH	WMEX-FM-106.5	Farmington	change to 780 w, 774 ft, drop DA, change xmtr location to 43-24-10 x 71-11-22
OK	KOCU(CP)-FM-90.1*	Altus	change to 5000 w, 85 ft
OR	KLFR-FM-89.1*	Reedsport	change to 700 w, 358 ft
	KFIS-FM-104.1	Scappoose	build new auxiliary facility
PR	WHOY-AM-I2I0	Salinas	direct measurement of antenna power
SC	WCSZ-AM-I070	Sans Souci	direct measurement of antenna power
TN	WAYM-FM-88.7*	Columbia	change to 6000 w, 1,060 ft, change xmtr location to 36-02-08 x 86-50-55

#### cont. FACILITIES/PARAMETERS: APPLICATIONS ( & reapplication) [docket number]

Applications by existing stations to change their currently-licensed operating parameters to the parameters noted.

STATE	STATION	<u>CITY</u>	ACTIVITY
TN	WAYW-FM-89.7*	New Johnsonville	change to 3100 w, 466 ft, redescribe xmtr location as 35-56-17 x 87-53-39
TX	KMFA-FM-89.5*	Austin	build new auxiliary facility
	KIXK-FM-99.3	Linden	decrease to 40000 w, change xmtr location to 32-35-17 x 94-58-53,
			change city of license to White Oak, TX
WA	KNRK-FM-94.7	Camas	change to 8400 w, 1,184 ft DA, change xmtr location to 45-29-20 x 122-41-40
	KUKN-FM-94.5	Kelso	change to 3000 w, 476 ft, add DA, change xmtr location to 46-16-49 x 122-52-34
WI	WVSS-FM-90.7*	Menomonie	change to 590 w, 427 ft, add DA, change xmtr location to 44-54-56 x 92-04-34

#### M Street recorded data for the week of March 13, 2002

STATE	STATION	CITY	ACTIVITY
AL	WZZK-FM-104.7	Birmingham	increase to 1,325 ft, change xmtr location to 33-29-04 x 86-48-25
AZ	KNLB-FM-91.1*	Lake Havasu City	upgrade to class C3 from class A, increase to 8000 w, 453 ft
	KZNO-FM-98.3	Nogales	move to 98.5 Mhz, increase to 3900 w, 410 ft, add DA,
			change xmtr location to 31-55-39 x 110-37-57, change city of license to Vail, AZ
	KRQQ-FM-93.7	Tucson	build new auxiliary facility
CA	KSDS-FM-88.3*	San Diego	upgrade to class BI from class A, increase to 19000 w, 246 ft, add DA
FL	WVHT-FM-I05.7	Monticello	increase to 515 ft, redescribe xmtr location as 30-31-45 x 84-00-13
GA	WMLB-AM-II60	East Point	increase to 50-kw days, DA-D; 50-kw DA (different pattern) critical hours
			and 160 watts non-DA nights, change xmtr loc. to 33-41-50 x 84-27-57
IL	WBZM-FM-I07.7	Fairbury	change to 25000 w, 285 ft, add DA, change xmtr location to 40-34-30 x 88-50-15
IN	WBHW-FM-88.7*	Loogootee	increase to 3400 w, 509 ft, change xmtr location to 38-37-40 x 87-09-39
KY	WWEL-FM-103.9	London	change to 2550 w, 354 ft, redescribe xmtr location as 37-08-30 x 84-04-45
LA	KNCB-FM-105.3	Vivian	change to 3200 w, 449 ft
MI	WYVN-FM-92.7	Saugatuck	change to 3300 w, 374 ft
MN	KRUE-FM-92.1	Waseca	change to 11000 w, 531 ft, change xmtr location to 44-02-46 x 93-23-03
МО	KYRX-FM-104.7	Chaffee	change to 8200 w, 565 ft, change xmtr location to 37-09-46 x 89-28-59
NY	WSCP-FM-I0I.7	Pulaski	change to 5200 w, 328 ft, redescribe xmtr location as 43-36-28 x 75-58-23
PA	WSSZ-FM-I07.I	Greensburg	modify CP to increase to 2850 w, 482 ft, change xmtr location to
			40-IS-S4 x 79-20-25
TX	KESN-FM-103.3	Allen	increase to 1,969 ft, add DA, change xmtr location to 33-32-08 x 96-49-54
	KLTR(CP)-FM-95.1	Caldwell	move to 107.3 Mhz, upgrade to class C3 from class A, increase to 25000 w,
			change xmtr location to 30-34-07 x 96-27-17
	KGRW-FM-94.7	Friona	increase to 492 ft
UT	KSOP-FM-104.3	Salt Lake City	increase to 3,740 ft, change xmtr location to 40-39-34 x II2-I2-05
VT	WKXH-FM-I05.5	St. Johnsbury	change to 1230 w, 712 ft
WY	KRQU-FM-I02.9	Laramie	downgrade to class CI from class C, decrease to 83000 w, 745 ft,
			change xmtr location to 40-53-04 x 105-42-45

#### FACILITIES/PARAMETERS: GRANTS ( & reapplication) [docket number]

Applications by existing stations to change their currently-licensed operating parameters to the parameters noted.

<u>STATE</u>	<u>STATION</u>	<u>CITY</u>	ACTIVITY
AZ	KQST-FM-I02.9	Sedona	build new auxiliary facility
FL	WTYS-FM-94.1	Marianna	increase to 4400 w
	WVHT-FM-I05.7	Monticello	increase to 515 ft, redescribe xmtr location as 30-31-45 x 84-00-13
MI	WTRX-AM-I330	Flint	direct measurement of antenna power
NM	KLYT-FM-88.3*	Albuquerque	upgrade to class C from class CI, increase to 4100 w, 4,245 ft,
			change xmtr location to 35-12-48 x 106-26-58
TN	WCDZ-FM-95.1	Dresden	upgrade to class C3 from class A, change to 25000 w, 295 ft
WA	KLES-FM-98.7	Mabton	change to 4000 w, 823 ft, change xmtr location to 46-31-20 x 120-19-59

#### M Street recorded data for the week of March 13, 2002

<u>STATE</u>	STATION	CITY	ACTIVITY
СО	KMSA-FM-91.3*	Grand Junction	upgrade to class C2 from class A, increase to 3000 w, 1,362 ft, change xmtr location to 39-03-56 x 108-44-52
ID	KYZK(CP)-FM-107.5	Sun Valley	upgrade to class C from class A, change to 45000 w, 1,909 ft, change xmtr location to 43-38-36 x 114-23-49
IL	WEJT-FM-IOS.I	Shelbyville	increase to 466 ft, redescribe xmtr location as 39-35-38 x 88-50-45
	WZNX-FM-106.7	Sullivan	increase to 528 ft, redescribe xmtr location as 39-36-39 x 88-41-32
IN	WNIN-FM-88.3*	Evansville	change to 16000 w, 863 ft, change xmtr location to 38-59-01 x 87-16-13
KS	KZLS-FM-107.9	Great Bend	decrease to 758 ft, change xmtr location to 38-35-31 x 98-55-12
LA	KMDL-FM-97.3	Kaplan	build new auxiliary facility
	KTDY-FM-99.9	Lafayette	build new auxiliary facility
ME	WTHT-FM-107.5	Lewiston	increase to 100000 w
MI	WNFR-FM-90.7*	Sandusky	upgrade to class B from class BI, increase to 50000 w, 492 ft, add DA,
			change xmtr location to 43-10-35 x 82-35-34
NE	KVNO-FM-90.7*	Omaha	change to 9000 w, 633 ft
NM	KTZO-FM-103.3	Albuquerque	change to 20000 w, 4,242 ft, redescribe xmtr location as 35-12-50 x 106-27-01
NY	WLTW-FM-106.7	New York	build new auxiliary facility
TN	WKWX-FM-93.5	Savannah	upgrade to class C3 from class A, increase to 25000 w, add DA
TX	KAVW-FM-90.7*	Amarillo	increase to 7000 w
	KZPS-FM-92.5	Dallas	build new auxiliary facility
	KYXX-FM-94.3	Ozona	move to 104.9 Mhz, upgrade to class C1 from class A, increase to 95000 w,
			436 ft, change xmtr location to 30-42-43 x 101-07-29
WA	KZOK-FM-102.5	Seattle	build new auxiliary facility

# 

The Online Radio Database that you've been searching for...

STATION TRACKING AND RATINGS

Sign-up today for your FREE Trial... www.mstreet-star.net

Current & Historical Data | Station Directory | Group Owner Directory | and more...

#### CALL SIGN/ STATION NAME CHANGES # indicates sale

Former call letters and newly-assigned call letters with station identifiers where available.

<u>STATE</u>	STATION .	CITY	<b>NEW CALL SIGN</b>	<b>GRANT DATE</b>	STATION NAME
AR	KOWS-103.9	Ashdown	KPGG	03/04/2002	
HI	KRTR-I460	Honolulu	KHRA	02/26/2002	
MD	WZJZ-92.5	Pocomoke City	WXMD	03/08/2002	
NJ	WFPG-1450	Atlantic City	WKXW	03/11/2002	Lite Rock 96.9
NY	WKOP-I360	Binghamton	WYOS	03/07/2002	Oldies 1360
uT	KCSL-103.9	Nephi	KMDG	03/01/2002	Mad Dog
	KSUR-I400	Parowan	KZEZ	03/07/2002	
VA	WSLC-610	Roanoke	WVBE	03/13/2002	The Vibe

#### M Street recorded data for the week of March 13, 2002

STATE	STATION	CITY	NEW CALL SIGN	GRANT DATE	STATION NAME
AL	WFOW-I06.I	Grove Hill	WBMH	03/04/2002	Bama 106
	WHOD-94.5	Jackson	WHNB	03/04/2002	Kiss 94.5
	WHOD-1230	Jackson	WRJH	03/04/2002	Music of Your Life
AZ	KBJU-103.1	Bagdad	KRCI	02/26/2002	
CA	KSXY-95.9	Healdsburg	KRSH	03/01/2002	The Crush
	KRSH-98.7	Middleton	KSXY	03/01/2002	Hot 98.7
HI	KMV1-98.3	Pukalani	KJMD	02/11/2002	Maui's Real Hits
IL	WBNB-95.3	Rantoul	WEVX	03/01/2002	93.5, 95.3, The Rock
IN	WWWD-96.3	Churusbus	WHTD	02/27/2002	Hits 96
NY	WYOS-104.1	Chenango Bridge	WWYL	03/07/2002	Wild 104
TX	KYTX-97.9	Beeville	KRXB	02/25/2002	Music of Your Life
	KTAE-1260	Taylor	KWNX	03/05/2002	NewsTalk 1260 KWNX
VA	WWAR-1280	Appomattox	WOWZ	02/15/2002	

#### PROPOSED STATION TRANSFERS (314 asset sale, 315 transfer of control, 316 reorganization)

STATE	STATION	CITY	<u>FORM</u>	<u>APPLICANTS</u>
AL	WRSA-FM-96.9	Decatur	316	from Paul Nielsen (deceased)
				to Penelope Nielsen/ Larry Gilley
	WGAD-AM-1350	Gadsden	314	from Coosa Broadcasting Co., Inc.
				to Dekalb County Community Radio, Inc.
LA	WBOX-AM-920	Bogalusa	314	from Bogue Chitto Communication Company
				to Best Country Broadcasting, LLC
	KBCE-FM-I02.3	Boyce	315	from Dorothy S. Randolph et al.
				to Urban Radio Communications, LLC
	KRUS-AM-1490	Ruston	316	from Communications Capital Managers, LLC
				to Communications Capital Company of Louisiana, LLC
	KNBB-FM-99.3	Ruston	316	from Communications Capital Managers, LLC
				to Communications Capital Company of Louisiana, LLC
	KXKZ-FM-107.5	Ruston	316	from Communications Capital Managers, LLC
				to Communications Capital Company of Louisiana, LLC
MO	KCWJ-AM-1030	Blue Springs	315	from Frank B.W. McCollum, Receiver
				to KCWJ, Inc.
NC	WYZD-AM-I560	Dobson	315	from Dobson Broadcasting, Inc.
				to Gospel Broadcasting, Inc.

#### cont. PROPOSED STATION TRANSFERS (314 asset sale, 315 transfer of control, 316 reorganization)

STATE	STATION	CITY	FORM	APPLICANTS
ND	KGBZ-FM-100.7	Harwood	315	from Randy K. Holland to Thomas E. Ingstad
SC	WCEO-AM-840	Columbia	314	from Udel Richardson
TN	WNPL-FM-106.7	Belle Meade	316	to Eastern Broadcasting Group, Inc. from Mt. Juliet Broadcasting, Inc.
TX	KKMJ-FM-95.5	Austin	316	to Cumulus Licensing Corp. from Infinity Radio Of Austin Inc.
170			1	to Texas Infinity Radio LLC
	KAMX-FM-94.7	Luling	316	from Infinity Radio Of Austin Inc. to Texas Infinity Radio LLC
	KJCE-AM-1370	Rollingwood	316	from Infinity Radio Of Austin Inc.
uT	KGNT-FM-103.9	Smithfield	314	to Texas Infinity Radio LLC from KGNT, Inc.
				to M. Kent Frandsen

This week, form 316 applications were filed by Aurora Licensing Co., LLC, transferring all of their stations to Cumulus Licensing Corp.

#### M Street recorded data for the week of March 13, 2002

<u>STATE</u>	STATION	CITY	<u>FORM</u>	<u>APPLICANTS</u>
AK	KBYR-AM-700	Anchorage	314	from Alaska Broadcasting Company, Inc.
				to Cobb Communications, inc.
CA	KOCP-FM-95.9	Camarillo	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KGMX-FM-106.3	Lancaster	316	from High Desert Broadcasting Company
				to High Desert Broadcasting LLC
	KWJL-AM-1380	Lancaster	316	from High Desert Broadcasting Company
				to High Desert Broadcasting LLC
	KKBE-FM-IOS.5	Ojai	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LEC
	KCAQ-FM-104.7	Oxnard	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KUTY-AM-1470	Palmdale	316	from High Desert Broadcasting Company
				to High Desert Broadcasting LLC
	KVTA-AM-IS20	Port Hueneme	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KLKX-FM-93.5	Rosamond	316	from High Desert Broadcasting Company
				to High Desert Broadcasting LLC
	KKZZ-AM-1400	Santa Paula	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KUNX-AM-1590	Ventura	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KSYC-AM-1490	Yreka	314	from Four Rivers Broadcasting, Inc.
				to JPR Foundation Inc.
FL	WWKQ-FM-89.1*	Kissimmee	314	from Hispanic Broadcast System, Inc.
				to Concilio Mision Cristiana Fuentede Agua Viva, Inc
IL	WEGY-FM-100.9	Pana	314	from Kaskaskia Broadcasting, Inc.
				to The Cromwell Group, Inc. Of Illinois
MI	WLCS-FM-98.3	North Muskegon	316	from Pyramid Broadcasting, Inc. (DIP)
				to Joseph E. Cohen, Chapter II Trustee
	WUBR-AM-1490	Whitehall	316	from Pyramid Broadcasting, Inc. (DIP)
				to Joseph E. Cohen, Chapter II Trustee
	WEFG-FM-97.5	Whitehall	316	from Pyramid Broadcasting, Inc. (DIP)
				to Joseph E. Cohen, Chapter II Trustee

## STATION TRANSFERS: PROPOSED/ GRANTED TECHNICAL RECORD

#### cont. PROPOSED STATION TRANSFERS (314 asset sale, 315 transfer of control, 316 reorganization)

STATE	STATION	CITY	FORM	<u>APPLICANTS</u>
MN	KMFY-FM-96.9	Grand Rapids	315	from Carla M. Kirwin, Trustee of William J. Kirwin Trust to Michael laizzo and Cynthia laizzo
VA -	WBLT-AM-I350	Bedford	314	from Bedford Broadcasting Corporation
				to WBLT, Inc.
VI	WVGN-FM-107.3	Charlotte Amalie	314	from Calypso Communications
				to LKK Group Corporation
WA	KUKN-FM-94.5	Kelso	314	from Washington Interstate Broadcasting Company, Inc.
				to Entercom Longview License, LLC
	KLYK-FM-I05.5	Longview	314	from Entercom Longview License, LLC
				to Washington Interstate Broadcasting Co., Inc.

#### GRANTED STATION TRANSFERS (314 asset sale, 315 transfer of control, 316 reorganization)

STATE	STATION	CITY	<u>FORM</u>	<u>APPLICANTS</u>
AR	KSEC-FM-95.7	Bentonville	315	from Kimberly Hope Duke
				to Norman D. McChristian
CA	KOCP-FM-95.9	Camarillo	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KGMX-FM-106.3	Lancaster	316	from High Desert Broadcasting Company
				to High Desert Broadcasting LLC
	KWJL-AM-I380	Lancaster	316	from High Desert Broadcasting Company
				to High Desert Broadcasting LLC
	KKBE-FM-105.5	Ojai	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KCAQ-FM-I04.7	Oxnard	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KUTY-AM-I470	Palmdale	316	from High Desert Broadcasting Company
				to High Desert Broadcasting LLC
	KVTA-AM-I520	Port Hueneme	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KGBM-FM-89.7*	Randsburg	314	from Grace Broadcasting
				to Educational Media Foundation
	KLKX-FM-93.5	Rosamond	316	from High Desert Broadcasting Company
				to High Desert Broadcasting LLC
	KARA-FM-105.7	Santa Clara	314	from Empire Broadcasting Corporation
				to HBC License Corporation
	KKZZ-AM-I400	Santa Paula	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
	KUNX-AM-1590	Ventura	316	from Gold Coast Broadcasting Company
				to Gold Coast Broadcasting LLC
ID	KDZY-FM-98.3	Mccall	314	from Charles H. Wilson
				to KSPD, Inc.
LA	KCIJ-FM-106.7	North Fort Polk	314	from Burwell Broadcasting
				to West Central Broadcasting Co., Inc
NV	KCLS-FM-101.7	Ely	314	from Reed, Inc.
				to Virtual Concepts

cont. C	GRANTED STATION TR	ANSFERS (314)	asset sale, 315 trai	nsfer of control, 316 reorganization)
<u>STATE</u>	STATION	CITY	FORM	<u>APPLICANTS</u>
NV	KELY-AM-1230	Ely	314	from Reed, Inc.
				to Virtual Concepts
TX .	KXAL-FM-I00.3	Tatum	316	from Dean Broadcasting, Inc.
				to Hunt Broadcasting, Inc.
VA	WJYA-FM-89.3*	Emporia	314	from Educational Media Corporation
				to CSN International
	WJYJ-FM-90.5*	Fredericksburg	314	from Educational Media Corporation
				to CSN International
WA	KTWY-FM-93.3	Walla Walla	314	from Bridge Broadcasting, Inc.
				to Educational Media Foundation
WI	WEGZ-FM-I05.9	Washburn	315	from Howard L. Moe
				to VCY/America, Inc.

#### M Street recorded data for the week of March 13, 2002

<u>re station</u>	CITY	<u>FORM</u>	APPLICANTS
KIFO-AM-1380*	Pearl City	314	from Hawaii Public Radio, Inc.
KWKY-AM-II50	Des Moines	315	to Diamond Broadcasting Corp. from Charles E. Putbrese and Ella Mae Putbrese to John Putbrese and Debra Putbrese
KFKF-FM-94.I	Kansas City	316	from Infinity Radio of Kansas City License Inc. to Infinity Radio of North Carolina License Inc.
KSBH-FM-94.9	Coushatta	316	from Elite Broadcasting Company
WYRE-AM-810	Annapolis	316	to KSBH, LLC from Advanced Business Corp.
KBEQ-FM-104.3	Kansas City	316	to Elixir Enterpirses Corp. from Infinity Radio of Kansas City License Inc.
WBGJ-FM-100.3	Sylvan Beach	314	to Infinity Radio of North Carolina License Inc. from Kevin O'Kane
WYNT-FM-95.9	Upper Sandusky	314	to Wolf Radio, Inc. from US Communications, Inc.
WZPT-FM-100.7	New Kensington	316	to Clear Channel Broadcasting Licenses, Inc. from Infinity Radio of Pittsburgh License Inc.
WBZZ-FM-93.7	Pittsburgh	316	to Infinity Radio of North Carolina License Inc. from Infinity Radio of Pittsburgh License Inc.
KSIX-AM-I230	Corpus Christi	316	to Infinity Radio of North Carolina License Inc. from Mary L. Kennedy (deceased) to Kathleen E. Kennedy
	KIFO-AM-I380*  KWKY-AM-II50  KFKF-FM-94.1  KSBH-FM-94.9  WYRE-AM-8I0  KBEQ-FM-I04.3  WBGJ-FM-I00.3  WYNT-FM-95.9  WZPT-FM-I00.7  WBZZ-FM-93.7	KIFO-AM-I380* Pearl City  KWKY-AM-II50 Des Moines  KFKF-FM-94.1 Kansas City  KSBH-FM-94.9 Coushatta  WYRE-AM-810 Annapolis  KBEQ-FM-I04.3 Kansas City  WBGJ-FM-I00.3 Sylvan Beach  WYNT-FM-95.9 Upper Sandusky  WZPT-FM-I00.7 New Kensington  WBZZ-FM-93.7 Pittsburgh	KIFO-AM-I380*       Pearl City       314         KWKY-AM-II50       Des Moines       315         KFKF-FM-94.1       Kansas City       316         KSBH-FM-94.9       Coushatta       316         WYRE-AM-810       Annapolis       316         KBEQ-FM-104.3       Kansas City       316         WBGJ-FM-100.3       Sylvan Beach       314         WYNT-FM-95.9       Upper Sandusky       314         WZPT-FM-100.7       New Kensington       316         WBZZ-FM-93.7       Pittsburgh       316



Electronics Research, Inc.

Excellence



**I**ntegrity

(812) 925-6000

#### WASHINGTON THIS WEEK

▼ cont. from page 4

Newspaper-broadcast crossownership ban may be modified - not discarded. Attorney Harry Martin says he expects "some combination of voice counts" and other tests, to "try to preserve the rule in some fashion" - at least in small and medium markets. He does believe there will be an end to the longtime cross-ownership prohibition in the large markets, though. Dick Bodorff agrees on that count: "It's got to disappear in the largest markets — it's so discriminatory that one company can own two TV stations and six radio stations, but a newspaper can't have one AM station."

AFTRA's drive to prohibit noncompetes bogs down in North Carolina and Arizona.

North Carolina's non-compete bill is DOA for this session,

and Republican state Senator Robert Rucho tells M Street he considered it a "small victory" that he just got a hearing on S-640. The bill, like its counterparts in other states, would ban non-compete clauses in broadcast contracts. Rucho says the broadcast industry had worked to defeat his bill. We're expecting it to be reintroduced in the next session, starting in January 2003. Out in Arizona, the non-compete bill is tied up by the state's severe budget woes. The state Senate passed a bill prohibiting noncompetes February 6, on a 17-8 vote but the state House hasn't even gotten around to considering it because of Arizona's severe budget crisis. SAG/ Arizona executive director Don Livesay tells M Street that supporters of SB1042 have continued to lobby individual state representatives.

#### THE TAYLOR REPORT

▼ cont. from page 6

in Ocean City, NJ. Most of the apps were filed by religious or educational organizations, with state departments of transportation seeking LPFMs in Iowa and North Dakota. Petitions to deny the applications are being accepted by the FCC only until April 10. We also hear that WUVS-LP, Muskegon, MI (103.7) is on the air with an urban format. And in Temperance, MI, WMLZ-LP is not far behind — it just filed for a license to cover.

R.I.P., Top 40 legend Art Roberts.

There are undoubtedly M Street Journal readers who decided to get into

radio after hearing Art Roberts on the air - and if they had the privilege of knowing him, they got an extra bit of encouragement from this talented and generous man. Art was one of the original seven jocks at legendary top 40 WLS, Chicago — and because he eventually did evenings, kids in much of America could hear his act every night on the Big 89's monster nighttime signal. He wound up doing two stints at WLS, plus cross-town WCFL, KNBR, San Francisco, and others. Roberts was 70 when he died in Reno following a stroke. Read Art's history at www.ArtRoberts.com.

abc

ABC News staffers will be evaluated on diversity efforts. On the heels of its pledge to the FCC to keep

recordings of all its radio broadcasts, the company has begun an aggressive effort to put minorities on the air. ABC News has compiled a database of 480 expert sources to be used for on-air interviews. According to USA Today, employees have been told their own evaluations will be partly based on how many of the minority sources they call. In an e-mail, ABC News president David Westin tells employees the goal is to consider a "wide variety of possibilities, rather than simply going back to the same, limited group." Best we can tell, the effort is aimed at both radio and TV.

Austin Walsh, San Francisco N (415) 289-3790 austinpw@compuserve.com

Tom McKinley, San Francisco S (415) 924-2515 RTMcK2515@aol.com

Bill Whitley, Dallas (972) 231-4500 whitleytx@cs.com

Jesse Weatherby, Atlanta (770) 753-9000 jswnet2@aol.com

Bill Lytle, Kansas City (913) 498-0040 75767.3151@compuserve.com

Bob Maccini, Providence (401) 454-3130 maccini@msn.com

Greg Merrill, Salt Lake City (435) 753-8090 ggm@cache.net

George Reed, Jacksonville (904) 285-3239 REEDmsconsulting@cs.com Mitt Younts, Richmond (804) 282-5561 mittyounts@cs.com

Eddie Esserman, St. Simons Island (912) 634-6575 edwesser@bellsouth.net



18

# Media Services Group

www.mediaservicesgroup.com

Media Services Group is one of the nation's largest media brokerage firms. We provide in-depth industry knowledge and market expertise in station sales, mergers, acquisitions, valuations, and financing.

#### TRANSACTION BRIEF

The following items are based on recent, noteworthy ownership-transfer applications filed with the FCC. The information is based on FCC contracts filed with the Commission and made public within the last few weeks. Market and revenue information is based on data culled from Duncan's American Radio and from M Street's own databases. When known, broker notices are included. Fax releases to Tom Taylor, (609) 883-5696.

#### West Palm Beach, FL

Mike Cutchall is buying WRMF, Palm Beach (97.9) for \$70M. The hot AC becomes the first purchase of Cutchallled Palm Beach Broadcasting LLC, backed by Boston-based Great Hill Equity Partners plus some other radio veterans: Steve Gormley, Christopher Gaffney and John G. Hayes. Seller is Jim Hilliard, who acquired WRMF a couple of years ago for his James Crystal Enterprises company. An M Street digression about names and call letters: WRMF took its name from the initials of longtime owner (and onetime Hilliard employer) Richard M Fairbanks, who also owned stations in Boston. While James Crystal Enterprises is named for two of Jim Hilliard's children.

#### Cannon Beach (Astoria/ Northern Oregon coast)

Entercom adds a "spoke" off its hub in Portland, with the pickup of AC KCBZ, Cannon Beach, just south of Astoria. The station's upgrading from a Class A at 96.5 to a C3 at a different frequency (94.9). It sits in a nice pocket because most Portland signals are kept out of the area by a mountain. Astoria, OR is an Eastlan-rated market, by the way. Seller is Broad Spectrum Communications (P. Eric Dausman). Entercom's sizable Portland cluster includes classic rock KGON and oldies KKSN-FM.

#### Anchorage, AK

CBS affiliate KTVA/Channel 11 owner Alaska Broadcasting sells off its Anchorage AM — country KBYR at 700 KHz — and two FM translators for \$270,000. Buyer is Cobb Communications, principal Thomas Tierney. The seller's parent (MediaNews Group) still owns radio properties back in Texas, in Graham and Breckenridge.

#### Grand Rapids, MN

For \$1.5M, KOZY/KMFY GSM Michael Iaizzo and Cynthia Iaizzo buy out the ownership interest of two trusts controlled by Carla Kirwin. Her husband (and former GM) Bill Kirwin is now deceased. Oldies KOZY has 5kw at 1320. AC KMFY is a class C1 at 96.9. Note that this "Grand Rapids" is in Minnesota, not Michigan. It was the birthplace of Judy Gumm, who became famous as. . . Judy Garland - and the town still holds a Judy Garland festival every year.

#### Greenville-Spartanburg, SC market

"Sports Zone" WCSZ, Sans Souci, SC (1070) is being sold for \$1.6M to Pittsburgh-based Edwards Broadcasting. Seller is the Cherry family-controlled PSI Communications, associated with the Tampa-based Tama Broadcasting that owns Florida properties such as WTMP. WCSZ has a big daytime signal (50-kw directional) but a mere 1.5-kw directional nighttime facility — though it appears to have an app to change that somewhat.

#### Lynchburg, VA

Adult standards WBLT, Bedford, VA (1350) will be acquired by GM Keith Campbell for \$140,000. He'll LMA it from the estate of the former owner of Bedford Broadcasting until there's a definitive contract. WBLT is a 1-kw daytimer.

#### Alexandria, LA market

Market-leading urban "102 Jamz" KBCE, Boyce, LA (102.3) sells for \$1,450,000 to Mobile-based Urban Radio Communications. Kevin Wagner is the principal of buyer Urban Radio, and he owns urban WMSU in the Columbus-Starkville, MS market and is

waiting to close on black gospel WAJV, also in Columbus, MS. Seller in the deal for "Jamz" is Trinity Broadcasting Corp., owned by members of the Randolph family. Broker: Dick Foreman.

#### Charleston, WV

The ubiquitous Educational Media Foundation (the "K-Love" syndicators) will pay Jack Mortenson \$500,000 for his FM in Charleston, WZKM. WZKM's a class A at 93.3, licensed to Montgomery, WV. This appears to put Educational Media Foundation into Charleston, Arbitron market #172 for the first time. While the veteran religious broadcaster is selling southern gospel WZKM, he retains its AM sister, country WMON, Montgomery at 1340. Broker: John Pierce of John L. Pierce & Co.

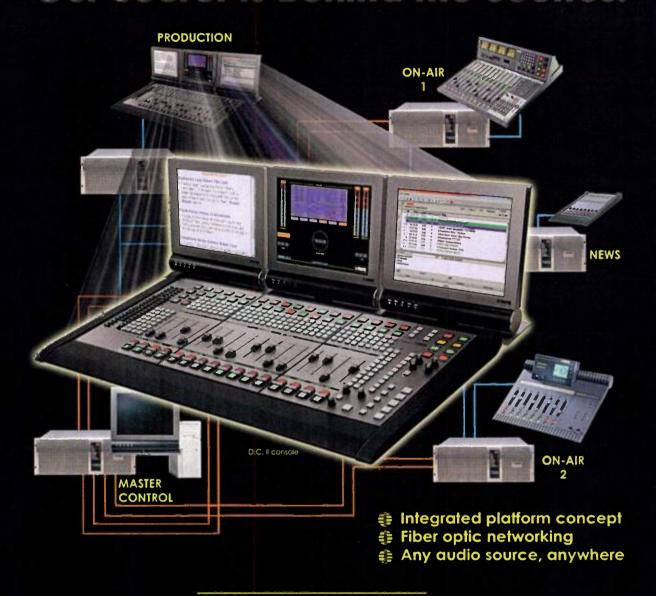
#### Fargo-Moorhead, market

Tom Ingstad and partner Don Nordin pick up 80s-based KGBZ, a recentlysigned-on Class C3 licensed to Harwood, ND. Technically, Ingstad and Nordin are buying out 90% of the interest of seller Randy K. Holland who's an officer, though not a shareholder, in the Ingstad company that owns 13 stations. In this newest deal, Tom Ingstad pays \$861,500 for a 65% interest in KGBZ. Don Nordin owes \$227,500 for his 25% share.

#### Strasburg, CO, East of Denver

Canny signal and move-in specialist Ed Seeger leads a group that's paying \$3M for a class A FM due East of Denver. It's country KAGM at 102.3. Any move by Seeger is worth watching because of his interest in technical facilities and multi-station plans — so let's see what's next for KAGM. There are no facility upgrades (CPs or apps) currently on file for it.

# Our Secret is Behind the Scenes!



KLOTZ DIGITAL's unique VADIS Platform provides the perfect solution for facilities searching for the ultimate in digital audio integration. From single studio buildouts to new mega-facility operations, KLOTZ DIGITAL provides a cost effective and time saving option to traditional analog and digital facility installations. Our secret is behind the scenes. Fiber optic based, the VADIS Platform integrates all audio functions, combining operator tasks, reducing the need for

traditional wiring, and paving the way for effortless future expansion. And, the elimination of a central router means distribution of "any audio source anywhere at any time!

Compare the costs for yourself. When it comes to savings, quality and performance...nobody even comes close. That's why the most sophisticated and technologically advanced facilities throughout the world choose KLOTZ DIGITAL.

KLOTZ DIGITAL GERMANY

KLOTZ DIGITAL FRANCE KLOTZ DIGITAL ASIA

Phone:+49-89-45672-300

Phone:+33-1-48874681

Phone:+60-3-5193233

KLOTZ DIGITAL AUSTRALIA Phone:+61-2-95186795

KLOTZ DIGITAL

5875 Peachtree Industrial Blvd. Bldg. 340

Norcross, Georgia 30092 Phone: +1-678-966-9900 www.klotzdigital.com

