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RADIO NEWS

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repeat after me...no work, just checks...

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RADIO NEWS®

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Oxley calls LPFM positive

Despite the fact that Rep. **Mike Oxley** (R-OH) introduced legislation last year to kill the FCC's low-power FM radio service, he recently called the service a "pretty attractive" concept.

"The problem is that under (Chairman **Bill Kennard's**) plan, many of these low-power FM stations would have an impact upon commercial stations and would not have provided protection against interference," the Congressman told attendees last week at the American Advertising Federation's Government Affairs Conference. He also told the crowd he's not against the possibility of implementing a low-power service, but he's against harming stations which are already established on the band. "As a matter of fact, I was a big supporter of low-power television," he explained.

Oxley's Radio Broadcasting Preservation Act (H.R. 3439) was amended by the House Commerce Committee last month to allow for a testing period of LPFM (RBR 4/4, p. 2). The new version of the bill also permits low-power broadcasters to take to the airwaves as long as they are already in compliance with all FCC regulations, including the 3rd-adjacent channel protection.

Oxley said last week that he is pleased with the revisions to his bill as it now allows LPFM to continue without interfering with full-power stations. "This is a positive thing because they (LPFM stations) are non-commercial and not in it to make money. I think we acted responsibly with this legislation."

Oxley's revised bill is expected to be considered by the full House soon.—TS

Tristani opposes WRWC-FM transfer

"I am at a loss as to why the (Mass Media) Bureau is taking this action," FCC Commissioner **Gloria Tristani** recently commented on RadioWork's purchase of Salter Broadcasting's WRWC-FM Rockford, IL.

Tristani has been an outspoken opponent to the agency's approval of deals which she believes exceed ownership limits, but this deal, she said, gives RadioWorks and Cumulus 95% of market revenue and eliminates the possibility of a third competitor from entering the Rockford market.

"Instead of simply granting the license transfer, I would have considered other options," she said in her written statement. She suggested that the agency should have required Salter to prove that selling to RadioWorks was the only realistic option.

"Was WRWC losing money? Did the current owner attempt to find other buyers? To my knowledge, the questions were never asked. As a result, we may never know if the creation of a duopoly in Rockford was inevitable, or simply another case of regulatory malpractice by the FCC."—TS

Broadcasters gave billions in public service, says NAB

Local radio and television stations provided an estimated \$8.1B in public service over a one-year period, according to a study commissioned by the NAB. Broken down, that figure shows broadcasters donated \$5.6B worth of airtime between August 1, 1998 and July 31, 1999 and helped charities raise \$2.5B for their causes or disaster relief.

"This number is honest, conservative and unassailable," said NAB CEO/Pres. **Eddie Fritts**. His organization released the results last week (4/4) and proclaimed that the figures are up from a similar census conducted two years ago.

Of the 11,000+ stations polled, 5,677 responded. That's nearly 1,900 more stations than participated in the last census. Also up was the overall contribution amount, which was \$6.8B in 1997.

NAB officials attributed the increases to changes from the first census. They opted to count PSAs which were produced in varied time increments. 1997's study only counted 30-second PSAs. The NAB also decided to contact stations in unrated markets and those which are not members of the NAB or similar state associations.

The report, conducted by Public Opinion Strategies, includes all time donated by stations to run PSAs but does not include revenue dollars stations lost due to eliminating commercials in order to make airtime for radiothons and similar events. It also does not include production costs.

"Good public service is good business," announced Fritts. The report found that the stations with the highest ratings had the most community involvement in their markets. According to the census, radio stations averaged 30 PSAs a day.—TS

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StarGuide merger with DGS getting closer

We told you so (*RBR* 1/31 p.6): StarGuide Digital Networks and DG Systems (O:DGIT) are in the process of a merger, a tax-free stock for stock reorganization. StarGuide President **Jeff Dankworth** filed a letter of intent (4/4) with the SEC to get the ball rolling. "We propose that representatives of StarGuide and DG promptly commence discussions regarding the structure and specific terms of such a combination...[Chairman] Mr. **[Scott] Ginsburg** has approved the commencement of these discussions and will support such a transaction on mutually agreeable terms," Dankworth's letter reads.

StarGuide and DG could not offer comment, due to SEC restrictions.

Combining the public DG and private StarGuide companies is difficult because of differing shareholder interests. With the imminent debut of SpotTaxi.com at NAB, DG Systems will have a competitor that is entirely web-based, offering certain conveniences and advantages to customers that it can't. StarGuide Digital, with ownership interest in Musicam Express and its new "MXPRESS.COM" technology, has access to a system labeled similar to SpotTaxi's Internet-based technology and functionality. StarGuide is also capable of moving into the spot delivery market, but doesn't want to cannibalize DG, which is under the direction and partial ownership of Ginsburg.

RBR observation: A combined StarGuide-DG-Musicam operation would eliminate cannibalistic competition, consolidate resources and become more profitable and powerful. DG has the clients, it appears StarGuide and Musicam have the technology.—CM

Art Bell resigns...this time forever?

No April fools joke: Premiere Radio Networks' ruler of the night **Art Bell** announced his resignation 4/1 to his listeners on 450 affiliates. His last show airs 4/26-27. You will recall, Bell had announced his resignation before (*RBR* 10/19/98, p.4), but came back to the airwaves weeks later (*RBR* 11/2/98, p.6) due to overwhelming support from his fans and friends at Premiere—especially SVP **Alan Corbeth** and President/COO **Kraig Kitchin**.

However, due to pretty much the same reasons as before—unsubstantiated child molestation accusations and death threats relating to those accusations that continue—he is calling it quits for a life of "anonymity."

Bell's problems started 5/97 when his son's HIV-positive substitute high school teacher (now serving a life sentence from it) kidnapped his boy and raped him. His son was psychologically traumatized, and that has been ongoing. Bell's other trauma was caused by accusations (*RBR* 6/7/99, p.6) of WCCR-shortwave station host **Ted Gunderson** and guest **David Hinkson** accusing him of child molestation in 1978 and covering up the arrest. The allegations have spread across the Internet and onto some radio programs.

"Now the fallout from that broadcast has been unbelievable. Besides the unrelenting accusatory calls, oth-

ers repeated this false rumor as though it was fact, resulting in several related lawsuits," said Bell on his resignation broadcast. "No matter how hard I have tried to set the record straight, my torment and that of my family continues. Recent... , a radio host in Toronto opened his morning show with the words 'I am Art Bell and I molest little children'."

Bell figures he can't do his show to the standards he has set (he still airs only three days a week, part-time), and wants to concentrate fully on clearing his name in court. A summary judgment on Bell's slander suit is scheduled 4/28 against Hinkson and Gunderson. "If justice prevails, a trial, perhaps a protracted one, may follow. It would be untrue for me to say this has not affected my work, it has. It would be unfair to all of you, not to give you my full-time best. I can no longer do that," Bell continued to explain on his show 4/1.

According to Kitchin, there are the five replacement hosts being considered: **Mike Siegel** (fill-in host for major mkt stns.), **Peter Weisback** (afternoons KOMO-AM Seattle), **Ian Punnett** (evenings WGST-AM Atlanta), **Rollye James** and **Hilly Rose**. One host will get weekdays (*Coast to Coast AM*); one, possibly two others, will get weekends (*Dreamland*). Weekdays will be reduced to 4-hour shows.

continued on page 4

RBR News Briefs

\$125M for Regent Broadcasting

The Media & Entertainment Group at FleetBoston Financial has provided a \$125M senior secured revolving credit facility for Regent Broadcasting, Inc., a subsidiary of Regent Communications, Inc. (O: RGCI). Regent plans to use it to finance its latest transaction with Clear Channel Communications (N:CCU). The company will give Clear Channel 11 stations and \$67M for the latter's nine stations serving the Grand Rapid, MI (3 FMs) and Albany, NY (4 FMs/2 Ams) markets.—KM

Pattiz joints InterPacket as Chairman

Westwood One (N:WON) Founder and Chairman **Norman Pattiz** adds another feather to his cap—he was elected Chairman of the Board of InterPacket Networks by the company's Board of Directors. Based in Santa Monica, CA, Interpacket is a satellite-based Internet services network providing broadband Internet access to over 500 ISPs around the world. This appointment increases Pattiz's involvement in the Internet business. He is also on the Board of Directors of eAngels, an Internet holding company, and StudioX2, a digital content producer for the Internet.—KM

Traffic.com begins service with Philly and Pittsburgh

The Traffic.com/AMFM (N:AFM) alliance has launched (*RBR* 1/31, p.3) in Pittsburgh and Philadelphia. Web-based Traffic.com delivers up-to-the-minute traffic text, bulletins, special events and seasonal coverage. The following stations get the service: In Pittsburgh, WDVE-FM, WJJJ-FM, WPHH-FM, WXDX-FM and WWSW-A/FM; In Philadelphia, WJJZ-FM, WLCE-FM and WDAS-A/FM. WIOQ and WUSL will soon follow. Traffic.com will act as AMFM's national rep for a portion of the stations' active 10-second sponsorship inventory via a web-based application.—CM

Few radio Peabody Awards

National Public Radio (NPR) and Public Radio International (PRI) were the only radio winners announced for the 59th Annual George Foster Peabody Awards. The broadcasting industry's most prestigious award went to NPR for "Lost & Found Sound" (produced with the Kitchen Sisters) and for "Morning Edition with **Bob Edwards**." PRI won for "The Mississippi: River of Song," produced by Smithsonian Productions. The awards will be presented 5/22 in New York.—JM

Directory of Services

Radio Business Report (weekly), Voice of the Radio Broadcasting Industry since 1983, is the source of news and information for broadcasters, investors and everyone with a stake in the business of radio. *RBR* is the must-read, quick-read for busy executives.

RBR Mid-Week Update (weekly, via fax), an update each Wednesday at mid-day on news that's broken since Monday's *RBR* went to press. Fresh, quick and succinct.

RBR Source Guide and Directory (annual), since 1993, is the all-radio yearbook. The definitive source for information about who owns what, who does what and how can I communicate with them? Each and every entry is updated and rechecked yearly.

www.rbr.com (24 hours a day/7 days a week), born September 1999. The newest generation in the evolution of Radio Business Report, Inc. News, research and links for the Internet age of radio.

rbr.com daily email (in beta test), daily quick read emails of the most important radio stories. Every afternoon you will be updated with breaking radio news. The latest innovation from *RBR* available for signup at <http://www.rbr.com>.

Manager's Business Report (monthly), debuted in 1996, is designed to keep radio station and superduopoly managers up-to-date on industry information that may impact their local market. *MBR* features statistics, a review of recent news and feature articles that focus on the real-world problems, solutions and experiences of broadcasters and advertisers.

Radio AdBiz (monthly), since 1998, is the only radio publication aimed at the advertising industry—both agencies and advertisers. No longer do advertising professionals have to dig through TV- and print-focused publications to find a few scraps of information about radio. *Radio AdBiz* is packed with information and statistics about radio, and nothing but radio.

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continued from page 3

As part of Premiere and Bell's contractual dissolution, there is an understanding that Bell will not be involved in any media forms—radio and otherwise. Bell will personally introduce his successor(s) this week, probably 4/13.

What happens if Art wins all of his libel suits against his antagonists and wants to return to the airwaves, a new man, so to speak? "I intend to stay in touch with Art, so I will know about those things and he and I will be able to assess that at the time," says Kitchin. "If Art Bell was to come back to radio, it would certainly be just through Premiere Radio Networks, and we probably would have a whole new set of opportunities for him to...hell, by that time, he might actually get used to sleeping overnight and want to be on the air during the day."—CM

NRB stands behind Dr. Laura

The National Religious Broadcasters is standing behind Dr. **Laura Schlessinger** and her comments regarding homosexuals. In a letter to Viacom's (N:VIA) Paramount Television, **Brandt Gustavson**, President, NRB, urged the company to reject demands made by homosexual activists that Schlessinger's upcoming syndicated TV program be pulled.

Gustavson wrote, "Of course in these days of political correctness, anybody who dares to say some decisions are right and some decisions are wrong will be subjected to a barrage of criticism. This is precisely what has happened to our friend Dr. Laura. The logic

A Knight to remember

Gladys Knight (center) wowed the audience at the 16th Annual Communications Awards Dinner of the National Association of Black Owned Broadcasters (NABOB) in Washington, DC (3/30) with a performance highlighting many of the hits from her four decade music career. Knight, pictured here with NABOB President **Bennie Turner**, T&W Communications (left) and NABOB Executive Director **Jim Winston**, also received NABOB's Lifetime Achievement Award.

An unscheduled vocal highlight came, though, when opera diva **Kathleen Battle** burst into song at the podium as she presented NABOB's Pioneer in Music Award to **Wynton Marsalis**. Also honored were **Harry Belafonte** (NABOB's Mickey Leland Public Service Award) and TV/movie director **Stan Lathan** (NABOB's Oscar Micheaux Award of Excellence in Film).

these protestors are using clearly doesn't make sense. To say Paramount should silence Dr. Laura for her lack of 'tolerance' is on its face intolerant. Such twisted logic should be rejected as laughable and the issue put to rest." Earlier this year, the NRB had presented Schlessinger with the NRB Chairman's award honoring her work in emphasizing faith and morality.—KM

"Sub formats" for Internet radio station websites

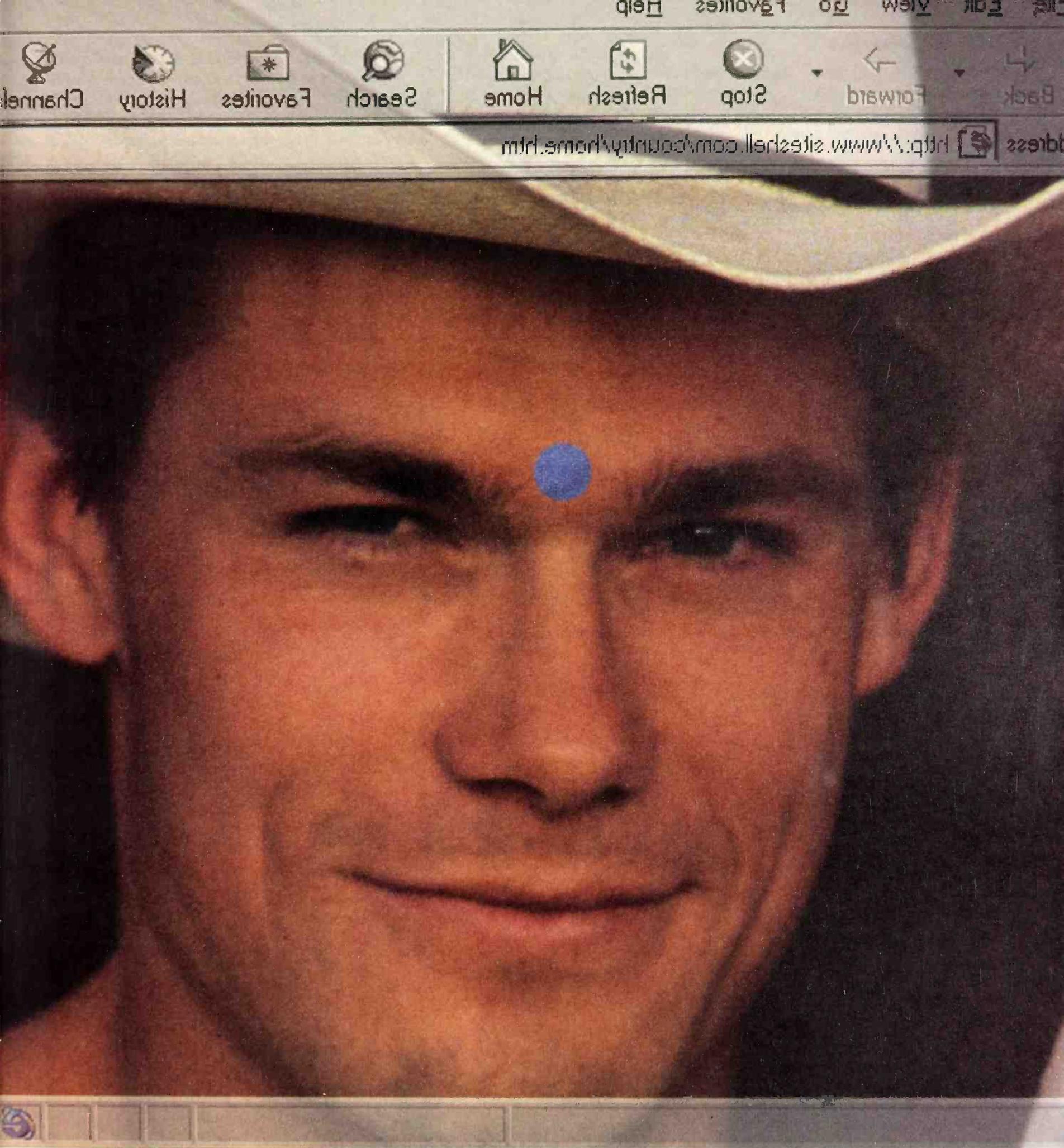
SBR Creative Media is hoping to help radio stations super-serve their listeners on their websites by offering "sub formats." "One aspect of traditional radio is that we have one broadcast signal—we can only broadcast one station at a time," said **David Rahn**, co-founder, SBR. But with SBR's Custom Channels service, a radio station can webcast other variations of its main format and hence, super-serve specific groups within their audience. Each sub-format channel can be created using the radio station's music and personality; custom channels can also attract more specialized advertisers to generate NTR. For non-radio customers like retailers or other websites, SBR can create a channel for them with music, DJs and imaging production.—KM

*CD launches Bay Area

*CD, ConneXus Corp.'s CD buying tool linking broadcasters and listeners (*RBR* 7/5/99, p.6), lets listeners

continued on page 6





money for nothin' and the clicks are free. Imagine getting a website complete with e-commerce system and content that targets your precise audience and format—like country, hot AC, oldies or classic rock—without putting up a dime. That's the idea behind the BlueDot WebSite NetWorkSM. Get your audio streaming onto the web with no maintenance hassles or monthly update fees. Tap into a new revenue stream—no work, just checks. We'll keep your site content fresh so your listeners keep coming back. And your site is station "branded" with graphic design that is targeted to your audience and local-market exclusive to your station. For more details, visit www.siteshell.com or call us toll-free at 877-929-9101.

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continued from page 4

find out the title, artist and album name of a song just heard on the radio. If they want to buy the CD, pressing a number on the keypad sends it directly to their home. Philadelphia was *CD's first market; San Francisco launched 3/27 with 10 stations; San Jose launched (3/30) with five. NYC is expected late this month. Plans are to make the service available in the top 30 U.S. markets later this year.

Users of PalmPilot organizers can get the same functionality, down-

loading the application from the (www.starcd.com) website. To use, Palm VII users select the city, radio frequency and time and are instantly shown the song and performing artist played at that time on that radio station.—CM

LaunchCast goes video

Launch Media's (O:LAUN) interactive streaming media service, "LaunchCast," and Microsoft (O:MSFT) jointly announced the avail-

ability of Windows Media music videos to go with the site's customizable streaming audio. LaunchCast allows users to select their favorite artists, radio stations and DJs, and by rating songs as they play, the application learns to play only the type of songs the user likes in the future. So far, LaunchCast has over 200K user-created "stations."

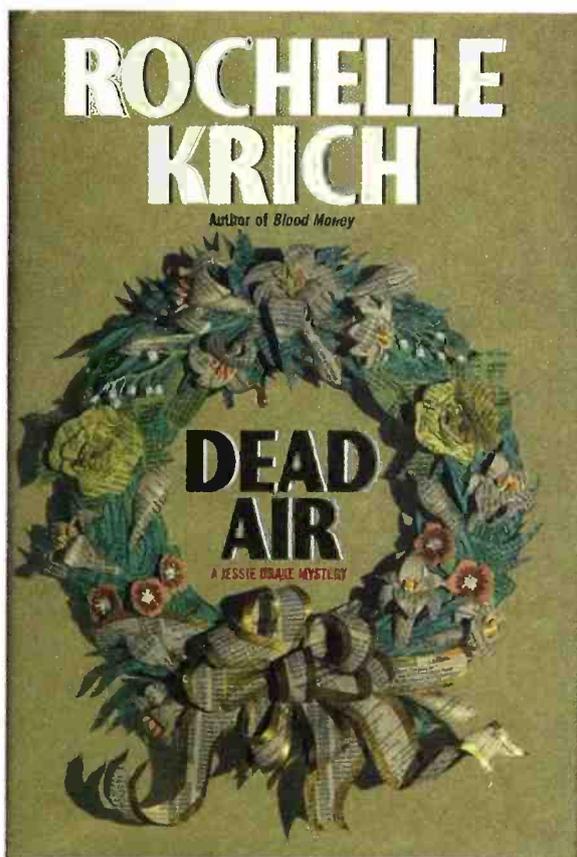
Launch Media also struck a deal (4/4) with AOL (N:AOL) to provide video content to AOL's new broadband content service, "AOL Plus."—CM

Dead Air is lively read

Mystery writer **Rochelle Krich** combines stalking, murder, intrigue and radio talk shows in her latest novel, "Dead Air," the fourth in her series featuring fictional LAPD detective "Jessie Drake." Krich sat in with Media America syndicated host **Dennis Prager**, who originates his show from KABC-AM LA, and mostly got the radio references right in her book.

Rather than taking the obvious tack of having fictitious local talk host "Dr. Renee Altman" be a clone of Dr. **Laura Schlessinger**, Krich cast her character as a less successful competitor to Dr. Laura on "KMST AM 612" (the calls actually belong to a low-power TV in Gonzales, CA, but you'd have to go to Guam to find any station licensed by the FCC operating on 612 kHz). When Dr. Renee's daughter is kidnapped and her housekeeper murdered, Detective Drake has to depend on calls to the talk show for the only communication from the kidnapper.

The book is a quick read, but a pretty good page-turner that keeps the reader interested in the central plot's twists and turns. Our only complaint was the author's insistence on grafting on Drake's spiritual search for her Jewish roots, which didn't advance the plot in any way and came across as very artificial. A check of on-line reviews of Krich's previous books disclosed that she has previously woven Jewish themes into her work—we hope to better effect. Even so, the detective's occasional bouts of angst over her spiritual life, or lack thereof, don't interrupt the plot flow too badly. All in all, it's a suspenseful and worthwhile read.—JM



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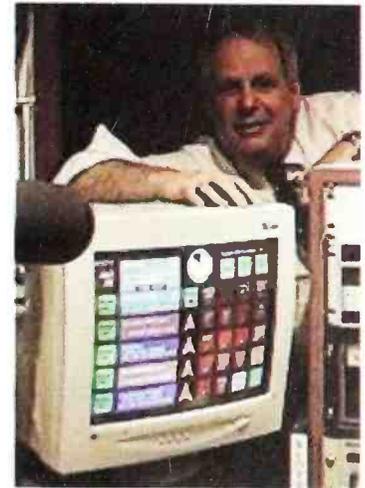
Doug Lane, owner and GM of WWDL (FM), WICK (AM) and WYCK (AM), Scranton and Wilkes Barre, PA says he "saves more than \$45,000 per year with Scott Studios' Voice Trax automation. While the investment was major for a small family company like ours, *the pay back was fast and real.* And the savings are year after year after year.

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Doug Lane,
Owner and GM,
WWDL, WICK and
WYCK, Wilkes-Barre
and Scranton, PA
Doug's stations have
used Scott Studios'
Voice Trax systems for
many years.

9:23:13 On-Air 2	I Knew I Loved You Savage Garden :11/4:24/F HIT DA3468 7:43 #1 for 2 weeks in March, 2000	Half A Minute Basia L 6/28 2p N 7/10 3p	Hands Jewel L 7/5 5p N 7/13 6a	Hang On Tight Ric Ocasek L 7/2 3a N 7/9 3p
Start 3	Show Me The Meaning Of.. Backstreet Boys :17/4:13/F HIT DA5204 7:48	Happiness Vanessa Williams L 7/9 4p N 7/12 7a	Happy Girl Beth N. Chapman L 7/6 11a N 7/18 8p	Harbor Lights Bruce Hornsby L 7/4 2a N 7/12 7p
Start 3	Backstreet Boys Backsell Doug Lane :00/0:13/C VT JU1094 7:52	Harvest Moon Neil Young L 7/7 4p N 7/10 2a	Have I Told You La Rod Stewart L 7/2 7p N 7/13 8a	Have You Ever Re Bryan Adams L 7/1 5a N 7/8 10p
Start 3	Dodge Trucks Q: Your Dodge Dealer :00/0:60/F COM DA2215 7:53	Have You Ever Brandy L 6/30 5a N 7/13 9a	Having A Party Rod Stewart/R. W L 7/2 8p	He'll Never Leave Kathy Troccoli L 7/4 3a N 7/11 5p
Start 3	Kozy Kitchen Q: Kids Eat Free Tonight :00/0:60/C COM DA1234 7:54	Healing Wynona Judd/M. E L 7/2 9p N 7/15 4p	Hear Me In The Ha Harry Connick Jr. L 7/2 10a N 7/15 3p	Heart Don't Fail Me Rita Coolidge/Lee L 7/1 3p N 7/13 7a
Start 3	WWDL Fast Jingle Q: WWDL :00/0:13/C JIN DA4315 7:55	Heaven And Earth Al Jarreau L 7/4 10a N 7/12 11a	Heaven Knows Luther Vandross L 7/1 9p N 7/20 10a	Here In My Heart Chicago L 7/2 2a N 7/14 3p
Stack	Title Time Year Cat.	Here There & Ever Celine Dion L 7/5 8p N 7/13 5a	Here To Love You Melissa Manchest L 7/5 12m N 7/9 11p	Hero David Crosby/Phil L 7/1 3p N 7/18 8a
Auto	Back Forward Pre-View :08	Hero Mariah Carey L 7/3 1p N 7/17 9p	Hero's Dream Jim Brickman L 7/3 7p N 7/12 5a	Hey Girl Billy Joel L 7/1 11p N 7/12 3p
A B C D E F G H I J K L M N O P Q R S T U V W X Y Z		High Sierra Trio (Harris, Ronst L 7/6 1p N 7/14 8a	Higher Ground Barbra Streisand L 7/4 12n N 7/13 8p	Hold On My Heart Genesis L 6/27 1p N None
		Holdin' On George Benson L 7/9 2a N 7/10 7p	Home Sheryl Crow L 7/2 3p N 7/16 6p	Hooked on a Mem N. Diamond/Kim C L 7/1 10a N 7/15 6p

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After a year of trouble-free operation, Doug Lane says, "It was fun to get five calls at the studio over the Holidays from out of town PD's and GM's wanting to speak with me because they heard me 'on the air'. Guess what? I wasn't even there! They were amazed at our Voice Trax and Scott's accurate Time Checks too. Actually, they were 'very impressed'!

Doug is now installing Scott's automated temperature announcer. He says, "Scott's features are great. The savings are even better! I wouldn't want to run my stations without Scott Systems!"

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Candidates and Issues: What the Political Broadcasting Rules of the Road are for Campaign 2000

April 12, 9:00-10:15AM

Las Vegas Convention Center, Room N235/237

Campaign finance reform is a hot topic and broadcasters could face giving free airtime to federal candidates. Panelists **Robert Branson**, Post-Newsweek Stations, Inc.; **Arthur Goodkind**, Holland & Knight; and **David Oxenford**, Shaw Pittman, will tell you how to handle political issues during this election year and refresh your memory about the FCC's political rules.

Other conferences and receptions

Radio Opening Reception

April 9 4:00-5:30PM

Las Vegas Convention Center Room N238/240/242

Network, set appointments, make plans, interact and meet and greet fellow colleagues.

All-Industry Opening Ceremony & Keynote Address

April 10 9-10:30AM

Las Vegas Hilton Barron Room

Viacom Chairman and CEO **Sumner Redstone** will deliver the Keynote Address, discussing the challenges and opportunities of the media and entertainment industries and the requirements for success in an environment marked by rapid technological change and the dramatic increase in competition.

How To Make Money on the Internet

April 10 10:45AM-12:00PM

Las Vegas Convention Center Room N239/241

How do you make money with your site? How do you sell it? Where do you sell it? Presenters: **Mike Mahone**, RAB, Dallas, TX; **Dave Casper**, RAB, Dallas, TX

Sales Management for the Millennium

April 10 1:00-2:15PM

Las Vegas Convention Center Room N239/241

Presenter: **Roger Dodson**, RAB, Lincoln, NE

There is Internet Money in Small Markets

April 10 2:30-3:45PM

Las Vegas Convention Center Room N238/N240

In small markets, you make money from the Internet differently from big markets. Here's what they're doing and how they're doing it.

Presenter: **Jerry Hinrikus**, VP/GM, KSAL-AM, Salina, KS

Everything You Need to Know About Hiring Better Salespeople

April 10 2:30-3:45PM

Las Vegas Convention Center Room N239/241

Presenter: **Dave Gifford**, President, Gifford International

Recruiting, Hiring & Retaining the Best Salespeople

April 11 9:00-10:15AM

Las Vegas Convention Center Room N239/241

A 75-minute course in finding, hiring, training and keeping sales superstars.

Presenter: **George Hyde**, RAB, Dallas, TX

NAB Radio Luncheon and Hall of Fame Presentation

April 11 12:15-1:45PM

Las Vegas Hilton Barron Room

The NAB Crystal Radio Award winners are announced and one of the great personalities on the air today, **Tom Joyner** of ABC Radio Networks, is inducted into the NAB Broadcasting Hall of Fame. Sponsored by ASCAP.

Jump Starting Rookie Salespeople's Performance

April 11 2:00-3:15PM

Las Vegas Convention Center Room N239/241

Presenter: **Lynn Anderson**, RAB, Dallas, TX

Dos and Dont's for Building Your Web Page

April 11 3:30-4:30PM

Las Vegas Convention Center Room N239/241

Presenter: **Henry Tippie**, President, WOW Marketing, Colorado Springs, CO

E-Commerce Can Mean Big Bucks for Your Station

April 12 9:00-10:15AM

Las Vegas Convention Center Room N239/241

Presenters: **Mike Mahone**, RAB, Dallas, TX; **Dave Casper**, RAB, Dallas, TX

Seven Deadly Sins of Cluster Management

April 12 10:30-11:45AM

Las Vegas Convention Center Room N239/241

Presenter: **Lindsay Wood Davis**, Broadcast Management Strategies, Monona, WI

Exhibitor news featured at NAB2000

BE to demonstrate complete functional studio

BE will showcase its new "AM-5E" 5kW solid state AM transmitter, along with the "FM-20T," a 20kW FM transmitter with RTDS (Remote Transmitter Diagnostic

System). Also: "FM-10S" 10kW FM transmitter, "AM-10A" 10kW AM transmitter, "FM-1C1" 1kW FM transmitter, "AM-1A" 1kW AM transmitter, "FM-5C" 5kW FM transmitter and "The Predator," BE's digital FM exciter.

BE will operate a complete functional studio demonstrating its AudioVAULT digital storage system, AudioPOINT digital router, "eSTREAM," an Internet processing solution with on-air quality, and the entire line of MARTI equipment. Booth #R3682 Las Vegas Convention Center.

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19.2

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Medium: RADIO

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- Voice track recording concurrent with programming
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877/774-1010 www.prophetsys.com

Klotz Digital showing new products

Klotz Digital Audio will show several new products: The Vadis 880, a worldwide audio distribution platform for audio console and control surface manufacturers; the DBM 6412, Klotz's new 64-channel digital broadcast mixing system; the VADIS Core 6400; a newly designed modular mixing surface; the VADIS DC II, an open architecture digital processing unit and more.

The VADIS 880 can run TV and radio studios, satellite television networks and audio networks for PA systems. The VADIS 880 platform's ap-

proach to audio routing, fiber optic distribution, format conversion and machine control includes a wide range of DSP functions. Multiple control locations can share sources, area wide logic control, signal routing, splitting and more.

The DBM 6412 uses a built-in fiber optic interface, the VADIS Core 6400 digital processing unit and a fully equipped mixer. All networking applications are included, and the DBM 6412 system can be plugged directly into a VADIS digital network. Booths #R3798 and M7173.

WebPresence to unveil audio ad targeting

While many web service providers are in the race to provide targeted Internet audio ads, some believe the ultimate technology will bring ads targeted to the specific user, like DoubleClick's banner ad placement system. We've written about two companies—RadioWave (*RBR* 2/28, p. 4) places streaming audio ads over the on-air ads of a streaming station and Hiwire (*RBR* 3/13, p. 3), which can target down to a demo in a zip code. However, a new, yet unnamed and unannounced technology from WebPresence may be taking it a step further. "We will be using standard Internet methods of targeting which are employed today, which allow for the targeting to the exact individual based on tastes, behavior and so forth," WebPresence President **David Owen** tells *RBR*. The new ad placement system should be announced at NAB.

What about privacy issues? "We will certainly face all the same privacy issues as DoubleClick and other companies do today. We're not planning to be a driver of privacy standards, but a follower. We know that's very important to the radio stations that are clients. So we won't be going and selling data to the highest bidder."

Along with a package that enables radio station websites and their advertiser links to appear on wireless phones, WebPresence's main thrust has been applications that allow broadcasters to manage content on a group station sites. "Targeted audio advertising is a natural extension to our WebNTR.com product line. Our goal is to provide software solutions to radio stations so that they can seamlessly make the transition from on-air to online to on the phone." Booth #R3398.

BroadcastAMERICA.com and Kerbango join forces

BroadcastAMERICA.com, a conglomerate of online streaming entertainment that includes radio stations, and Kerbango, Inc., a tuning service for Internet radio that also markets a standalone Internet radio, announced that they are joining forces to make Internet radio independent of the personal computer. As part of the relationship, BroadcastAMERICA.com is carrying the Kerbango radio on its Exit 19 online store (www.exit19.com) and BroadcastAMERICA.com's list of radio programming, which includes more than 350 radio stations, 45 syndicated radio and 153 radio talk shows, will be prominently featured on the Kerbango site (www.kerbango.com).

BroadcastAmerica.com also signed a deal with the US Air Force News service for a new channel, "BroadcastAirForce.com." The two-year deal will stream live and archived Air Force News Service programming that currently reaches 21M weekly through Air Force bases and cable channels worldwide.

Don't miss Broadcast America President **John Brier**, who is speaking on a panel, "New Wave Broadcasting," at the Venetian Hotel April 10 3PM. Booth #M9737 Sands Convention Center.

Clearly above the rest with 40 kW of solid state FM power

The Nautel Quantum is quite simply the world's most powerful solid state FM transmitter. The Quantum 20 is a single rack, stand alone 20 kW transmitter.

The dual configuration Quantum 20/20 with up to 44,000 watt capability now offers a practical solid state solution for high power FM stations. Overall efficiency of 68% keeps operating costs and cooling requirements at a minimum.

The Quantum transmitter's built-in redundancy and duplication features

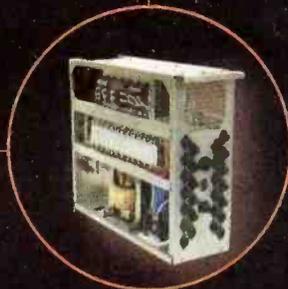


Quantum 20/20

contribute to exceptionally high on-air confidence. Broadband RF Power Modules and IPA Modules each have their own Switching Power Supply Module. Both amplifiers and power supplies can be removed and serviced while the transmitter remains on air.

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Simply the best engineered transmitters

Comrex debuts Matrix Codec

Billed as the the first codec that can improve PCS wireless phone audio, The Comrex Matrix is a new lightweight codec with the ability to send high quality, full duplex audio over POTS, ISDN or wireless service. The base model delivers 15 kHz audio on a single POTS line for compatibility with the popular Vector and HotLine POTS codecs. The Matrix can also deliver at 7 kHz on a PCS wireless phone. A store and forward feature permits audio cuts to be sent in non-real time over POTS or wireless service—useful when a good connection can't be established, but short clips of audio still need to be delivered. Booth #L9457.

USA Digital Radio demos AM & FM IBOC systems

Experience iDAB—USADR's trademarked IBOC brand name for AM and FM digital radio—through the following venues:

- Hear an on-air iDAB broadcast from Las Vegas radio station KWNR-FM 95.5
- Preview a concept digital AM & FM "radio of the future" developed by Kenwood Corp.
- Compare the sound quality of iDAB with today's analog radio
- Listen to AM and FM iDAB broadcasts from transmitters located in:

Broadcast Electronics Booth #R3682-FM

Harris Booth #L6524-AM and FM

Nautel Booth #R3182-AM

QEI Booth #R2678-FM

- Mobile Demonstrations of iDAB Technology in USA Digital Radio test van will be available by appointment. Booth #R3457 Las Vegas Convention Center.

Hear USADR staff at the following presentations and panel discussions:

- AM and FM IBOC Field Test Procedures and Results
Glynn Walden, VP, Broadcast Engineering, USA Digital Radio

Sunday, April 9, 2000 1:30 to 2:00 pm Discussions:
LVCC Room N249

- IBOC DAB Roundtable with Glynn Walden, Lucent Digital Radio's **Ben Benjamin**, Digital Radio Express' **Dwight Taylor**, NRSC Chairman **Charlie Morgan** and the FCC Mass Media Bureau's **Keith Larson**. Sunday April 9, 2000 4:30-5:30 pm LVCC Room N249

- The FCC Retunes Radio: What's going on with Low Power FM and Digital Radio? **Robert Struble**, President and CEO, USA Digital Radio

Monday, April 10, 2000 10:30-11:45 am LVCC Room N232.

- The ABC's of DAB Robert Struble, joined by Lucent Digital Radio President **Suren Pai**. Moderated by Scconnix Broadcasting General Partner **Randy Odeneal**. Tuesday, April 11, 2000 9:00-10:15 am LVCC Room N238/240.

Adobe chairman to address Multimedia conference

Dr. **John Warnock**, Chairman/CEO, Adobe Systems, will give the keynote speech at the MultiMedia World Conference 4/10. Warnock's address will focus on how broadcasters can use the Internet especially for generating non-traditional revenue. This conference is held in conjunction with NAB2000 International Convention and Exposition and comprises two conference—New Media Professionals and Internet Technologies & Applications.

Jumpstart to the year 2010

At least that is what the super session "The Convergence of Entertainment & Techonology: A View from the Year 2010" will try to do as it addresses issues related to the convergence markeplace. **Mayra Riesman**, President (and creator), Film Scouts LLC will open the session. Riesman pioneered the concept of original broadband Internet programming and developed the first Mbone (high quality Internet broadcast) TV station on the Internet. **John Gage**, Chief Researcher/Director of the Science Office, Sun Microsystems, will also speak at the session.

Crystal Award finalists

10 radio stations will be given the NAB Crystal Radio Awards for their community service efforts. Picked from 40 finalists, the recipients will receive the award at the Radio Luncheon 4/11; the same event that will induct **Tom Joyner** into the Hall of Fame.

The 40 finalists include:

KCMO, Kansas City, MO
KCUE, Red Wing, MN
KDFC, San Francisco, CA
KDWB, Minneapolis, MN
KELO, Sioux Falls, SD
KGO, San Francisco, CA
KLWN, Lawrence, KS
KMBZ, Kansas City, MO
KNOM, Nome, AK
KOIT, San Francisco, CA
KOZT, Fort Bragg, CA
KQKQ, Omaha, NE
KSDR, Watertown, SD
KUZZ, Bakersfield, CA
KVFD, Fort Dodge, IA
KWOA, Worthington, MN
KXRO, Aberdeen, WA

KYNT, Yankton, SD
KZQZ, San Francisco, CA
WAXX, Eau Claire, WI
WCSY, South Haven, MI
WDEL, Wilmington, DE
WDSN, DuBois, PA
WGMS, Washington, DC
WIBC, Indianapolis, IN
WICO, Salisbury, MD
WIVK, Knoxville, TN
WJBC, Bloomington, IL
WJR, Detroit, MI
WKHY, Lafayette, IN
WLEN, Adrian, MI
WLUP, Chicago, IL
WNND, Chicago, IL
WNNX, Atlanta, GA
WPDH, Poughkeepsie, NY

Durrough wins Engineering award

Michael Durrough, Founder, Dorrough Electronics, is this year's winner of the Engineering Achievement Award. Dorrough is best known for developing discriminate audio processing in the 1960s. It is now used widely in radio, TV and film industries. He also invented the Dorrough Loudness Monitor with a patented technology that give recording engineers a true indication of loudness as perceived by the human ear. Dorrough will be honored at the Technology Luncheon 4/12.

The hits keep coming!

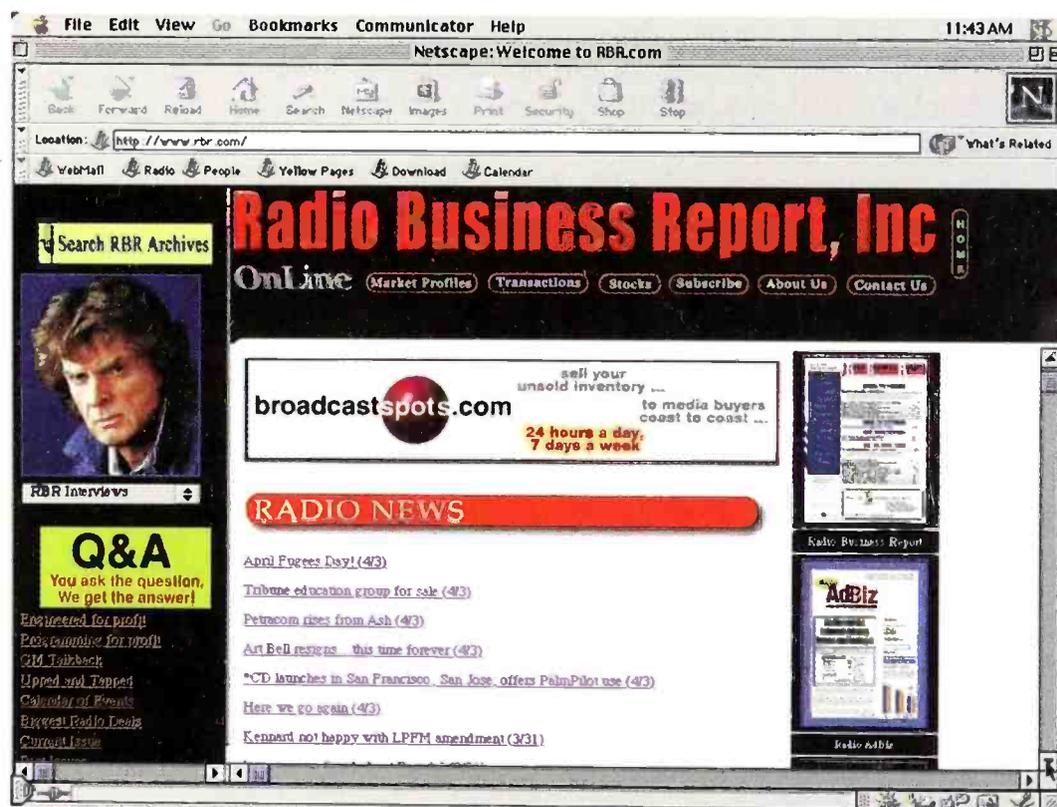
75,000 hits in December*

84,000 hits in January*

118,000 hits in February*

174,000 hits in March*

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by Jack Messmer

St. Louis soap opera has lots of plot twists

Emmis Communications (O:EMMS) claims Sinclair Broadcast Group (O:SBGI) is milking cash from its St. Louis radio and TV stations, potentially decreasing their value. That's the basis for Emmis' request that a Maryland court appoint a special receiver to run the stations until their fate is decided.

According to the countersuit that Emmis filed last month (*RBR* 3/27, p. 2), Sinclair has cut overhead, commission rates and staff at the stations and is selling its radio spots at below market rates to boost short-term profits. "In short, plaintiff [Sinclair] has been looting the properties it holds in constructive trust for Emmis, creating an imminent danger of the properties being injured, diminished in value, destroyed, squandered and

wasted for which the only adequate remedy is the immediate appointment of a special receiver."

Don't look for that to happen any time soon. The case hasn't yet been assigned to a particular judge and Sinclair hasn't had an opportunity to respond to the countersuit.

The two broadcast companies can't even agree on what issues remained unresolved when Sinclair filed suit (*RBR* 1/24, p. 12) to block Emmis' effort to exercise an option to buy the stations that it had obtained from former Sinclair CEO **Barry Baker**. For example, Sinclair said that Emmis had demanded that Sinclair provide a consent from ABC to transfer KDNC-TV's network affiliation to Emmis as a precondition to closing. Emmis said it agreed to let Sinclair off the hook and

negotiate with ABC itself, but that Sinclair never gave it permission to talk with the network.

Emmis charged that Sinclair had "acted with malice" from the time it learned that Emmis had acquired Baker's option and never negotiated in good faith to sell the stations to Emmis. In its countersuit, Emmis quoted Sinclair CEO **David Smith** as saying, "We will be in court for five years. I will use the cash flow of St. Louis to fund a five-year lawsuit."

Although the appraisal process specified in Baker's contract produced a price tag of \$366.525M for the stations (6 radio/1 TV), Emmis claimed that Sinclair had repeatedly insisted on a higher price "under the guise of a fee for the extension of the closing date."

Reports elsewhere have listed various values for Emmis' countersuit. If you add up the damages sought for each claim, the total is \$1.7B, but that's not what Emmis asked for. Rather, it wants the court to rule that it is entitled to exercise Baker's option, appoint a special receiver and order Sinclair to complete the sale. As for money, it wants actual damages of \$200M and punitive damages of \$200M, for a total of \$400M.

Sinclair's suit asked for a ruling that Emmis is not entitled to buy the stations and sought \$40M in damages.

DOJ still active in radio

Think the massive Microsoft (O:MSFT) case has kept the DOJ's Antitrust Division too busy to bother with radio? Think again. In addition to DOJ's well known scrutiny of the Clear Channel (N:CCU)/AMFM (N:AFM) merger, at least two other radio companies have reported DOJ activities in their annual 10-K filings with the SEC.

Entercom (N:ETM) said it received a second request (9/24/99) from DOJ relating to its pending purchase of Sinclair Broadcast Group's (O:SBGI) four Kansas City stations. Under Telecommunications Act limits, Entercom has to divest three KC stations, but it hasn't yet gotten DOJ approval of

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which stations have to go. Meanwhile, the clock is ticking and as of 2/22 the \$122M price tag began increasing by \$900K each 30 days. "There can be no assurance of what action the Department of Justice may take with respect to our acquisition of four stations from Sinclair in the Kansas City market," Entercom noted.

Meanwhile, in a matter not related to DOJ, Sinclair noted that Entercom has a claim pending against it for approximately \$1M from the sale of 41 stations for \$700.4M which closed in December. That claim relates to Sinclair being unable to deliver its USA Digital Radio stock to Entercom as part of the deal. Sinclair said that part of the transaction was precluded by the exercise of preemptive rights to buy stock by USADR shareholders.

Citadel Communications (O:CITC) said it received a DOJ request in February for additional information regarding Citadel's \$120.5M deal to acquire Liggett Broadcast's nine Michigan stations. Specifically, DOJ is looking at market concentration in the Saginaw-Bay City-Midland market. Citadel said it may have to divest one or more stations to satisfy DOJ.

Dealing with DOJ is nothing new for Citadel CEO **Larry Wilson**. The Antitrust Division served a civil investigation demand on Citadel in 1996 regarding its acquisition of KRST-FM Albuquerque, a purchase which had already closed. DOJ requested more information in 1997 and the case is still open.

Hubbard in a buying mood

Who can remember the last time that Hubbard Broadcasting bought (or sold) a radio station? **Stan Hubbard** is beginning the new millennium by turning his long-held

Minneapolis combo (KSTP-AM & FM) into a double duopoly. Hubbard is paying \$26M for Smith Broadcasting's WIXK-AM & FM New Richmond, WI.

Small builds small group

It's been a while since **Sydney Small** has been a radio group owner. But after selling down to a single station, WWRL-AM New York, Small is buying again. His renamed company, Access.1 Communications Corp. (formerly Unity Broadcasting Network), is paying \$7,689,666.48 (and not a penny more!) for **Cary Camp's** KOKA-AM & KDKS-FM Shreveport, LA. Small is also buying two other stations from Camp, but that contract has not yet surfaced at the FCC. Broker: **Robert Mahlman**, The Mahlman Co.

Vox growing again

Bruce Danziger and **Jeffrey Shapiro** are expanding their Vox Radio Group again. This time they're buying six stations from Derrick Publishing Company for \$6.4M: WCED-AM & WOWQ-FM Du Bois, PA, WKSN-AM & WHUG-FM Jamestown, NY and WDOE-AM & WCQA-FM Dunkirk-Fredonia, NY, which will take Vox to 29 stations. Broker: **Ray Rosenblum**

Artistic finds new pallet in Ft. Wayne

Art Angotti's Artistic Media Partners is adding its fourth Indiana market—Ft. Wayne. It's buying WBTU-FM from 62nd Street Broadcasting for \$5M. That's \$1.8M less than the station last sold for in 1996 (RBR 3/25/96, p. 16). Incidentally, it's the first Artistic market that's not a major university town. Broker: **Dick Foreman**, R.A. Foreman & Assoc.

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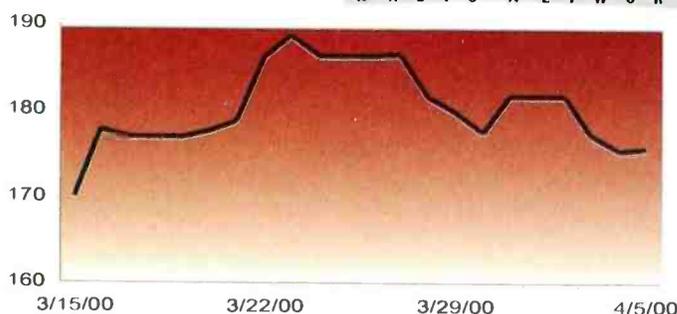
Appointments requested during NAB.

The Radio Index™

RADIO BUSINESS REPORT

THE WALL STREET JOURNAL
RADIO NETWORK

Radio stocks rode the Wall Street roller coaster along with most other stocks. The Radio Index™ lost 4.17 from a week earlier to close 4/5 at 175.74.



Petracom rises from Ash

Henry Ash is the latest former radio owner to jump back into the business. Ash's Petracom Media LLC is paying \$3.2M for the Joplin, MO superduopoly of Land Go Broadcasting. Land Go's owners are **Robert** and **Bobby Landis** and **Pat Golay**. Broker: **Doug Ferber**, Star Media Group

Eagles add South Dakota perch

Rolland Johnson's Three Eagles Communications is adding a fourth South Dakota market. It'll pay \$3.25M for **Robert Faehn's** KSDR-AM & FM Watertown. An LMA began 4/1.

Regent adding in Chico...

Terry Jacobs' Regent Communications (O:RGCI) is picking up a fourth station in the Chico, CA market with a merger deal to acquire KZAP-FM. **Robb Cheal's** KZAP Inc. will receive 233,333 shares of Regent stock, which were worth about \$2.6M when the contract was signed 3/29.

...and still trying to leave Flagstaff

Meanwhile, Regent has abandoned last year's deal to sell its three Flagstaff, AZ stations to Guyann Corp., which had encountered a market concentration wall at the FCC. Instead, Regent will now sell the stations to Yavapai Broadcasting for \$2M—\$450K less than Guyann was going to pay (*RBR* 4/12/99, p. 7).

Swapping in Hagerstown

Verstandig Broadcasting is swapping frequencies in the Hagerstown, MD market. It'll get WWMD-FM's 104.7 MHz slot (the 1,378-foot HAAT mountaintop tower gets its signal all the way to *RBR's* suburban DC office) for its top-billing Country WAYZ-FM. In return, **John** and **Carol Staub's** Hagerstown Broadcasting Co. is getting WAYZ's 101.5 MHz slot for Easy WWMD, plus \$2.5M cash. The Staubs will also have the right to sell 101.5 back to Verstandig for \$3.5M at some future date. Broker: **Tony Rizzo**, Blackburn & Co.

RBR seeks enforcement of sale price rule

Radio Business Report has filed a motion with the FCC seeking to have the Commission rescind its grant of the assignment of KFRE-AM Fresno, CA from **Harry Pappas** to Radio Unica (O:UNCA), which has not yet closed. *RBR* is seeking to have the FCC enforce its long-established requirement, restated and formalized in a 1998 Report and Order, that the purchase price must be disclosed in every station sale filed with the Commission and made available in the public reference room. The cash consideration for KFRE was relegated to a contract appendage which was not made available in the FCC's public reference room, despite repeated requests from *RBR* to the FCC staff and eventually to Pappas' lawyer.

Pappas' attorney claimed last week (4/3) that Mass Media Bureau Chief **Roy Stewart** agreed to allow Pappas to submit the appendage confidentially. The attorney offered to disclose the reason for confidentiality to *RBR* on the condition that it not be published. *RBR* refused to agree to that condition. There is no indication in the FCC's database that Pappas ever requested a waiver of the rule, much less received one, nor that the missing appendage was ever submitted as an amendment to the application—confidentially or otherwise.

Here's what is known about the KFRE price: Pappas is to receive 76,555 shares of Radio Unica, which were worth approximately \$1.9M when the contract was signed in December (but only about half that now); in addition, a recent SEC filing disclosed that Radio Unica had paid Pappas \$4.5M in cash prior to closing, but did not disclose how much, if any, additional cash would be due at closing.

RBR observation: Roy Stewart has for years been steadfast in enforcing the requirement that sale contracts filed at the FCC and made public in the reference room contain the sale price, so it would seem unlikely that he would have any role in this subversion of the rules. We can't ask Stewart about it though, since *RBR* is now covered by the Commission's ex parte rules regarding this particular transaction.

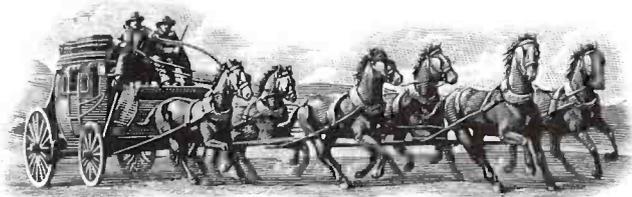
While we are not anxious to file against any broadcaster, *RBR* will continue to be diligent in protecting the right of our readers, and any member of the public who is interested, to have access to station sale prices.

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TRANSACTION DIGEST™

by Jack Messmer & Dave Seyler

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

\$1,402,500,000 18 stations in seven markets from AMFM Radio (N:AFM) and Clear Channel Communications (N:CCU) to CBS Radio Inc., related to Infinity Broadcasting Corp. (N:INF) (Mel Karmazin et al). Cash. See *RBR* 3/13/00, p. 6-7.

\$185,600,000 KDGE-FM Dallas (Gainesville TX), **WBOB-AM & WYGY-FM** Cincinnati (Florence KY/Hamilton OH), **KEZY-AM & KXXM-FM** Los Angeles (Anaheim CA), **WKNQ-AM & WRMR-AM** Cleveland OH from AMFM Radio (N:AFM) and Clear Channel Communications (N:CCU) to Inspiration Media, a subsidiary of Salem Communications Corp. (O:SALM) (Edward G. Atsinger III, Stuart W. Epperson et al). \$25M escrow, balance in cash at closing. **Duopoly** in Dallas with KWRD-FM, KSKY-AM. **Duopoly** in Cincinnati with WTSJ-AM. **Superduopoly** in Los Angeles with KIEV-AM, KKLA AM-FM, KLTX-AM. **Superduopoly** in Cleveland with WHK-AM, WCCD-AM.

\$127,000,000 KXPK-FM Denver (Evergreen CO), **KKFR-FM** Phoenix (Glendale AZ) and **KEYI-FM** Austin (San Marcos TX) from AMFM Radio (N:AFM) and Clear Channel Communications (N:CCU) to HBC License Corp., a subsidiary of Hispanic

Broadcasting Corp. (O:HBCCA) (McHenry T. Tichenor Jr. et al). \$31.75M escrow, balance in cash at closing. **Superduopoly** in Phoenix with KHOT-FM, KLNZ-FM. Broker: Star Media (buyer)

\$27,000,000 WIXK-AM & FM Minneapolis-St. Paul MN (New Richmond WI) from Smith Broadcasting Company Inc. (Robert E. Smith and family members) to Hubbard Broadcasting Inc. (Stanley S. Hubbard and family members). \$1M escrow, \$26M cash (less escrow) in cash at closing, additional \$1M to Daniel Smith under non-compete agreement. Double **duopoly** with KSTP-AM, FM & TV. Note: WIXK-FM has a rulemaking petition pending to upgrade from Class C3 to C2 and change its city of license to Coon Rapids MN.

\$24,000,000 WCCJ-FM Charlotte NC (Harrisburg NC) and **WTHB-AM, WFXA-FM, WAKB-FM, WAEG-FM & WAEJ-FM** Augusta GA (Augusta-Wrens-Evans-Waynesboro GA), 100% stock transfer of Davis Broadcasting Inc. and its subsidiaries from Gregory Davis et al to Radio One Inc. (Alfred Liggins, CEO, O:ROIA). \$850K escrow, \$2M cash (less escrow), balance of \$22M (less outstanding indebtedness) in Radio One stock at \$61.89 per share (approximately 355.5K shares if debt at closing is zero). Existing **superduopoly** in Augusta.

\$15,000,000 WGNE-FM Daytona Beach (Titusville FL) from AMFM Radio (N:AFM) and Clear Channel Communications (N:CCU) to Mega Communications of Daytona Beach Licensee (Alfredo Alonso et al). \$3.75M escrow, balance in cash at closing. Broker: Norman Fischer & Assocs. (buyer)

\$575,000 Eight stations in three markets, 33% stock sale of Northeast Broadcasting Co. from Jane Cole (0% thereafter, but she will continue to be president of the company) to Steven Silberberg (100% thereafter). Redemption of shares for \$200K in cash at closing, additional payments totaling \$375K.

\$550,000 WGEZ-AM Beloit WI from Great Radio Broadcasting Inc. (Steve Walrath) to Rego Ltd. (Betsy Trimble). \$100K escrow, balance in cash at closing.

Broker: Hawkeye Radio Properties Inc. (seller)

\$240,000 KULP-AM El Campo TX from Bar-B Broadcasting Inc. (Fred Barbee Jr.) to Wharton County Radio Inc. (Robert Garcia-Buckalew, Michael Wenglar). \$12K escrow, \$50K (less escrow) in cash at closing, two notes totaling \$190K. Broker: John W. Saunders (seller)

\$220,000 KELE AM-FM Mountain Grove MO from Communication Works Inc. (Soda F.B. Popp) to Debco Productions Inc. (Barbara E. Jones). \$13.2K escrow, \$136.8K cash at closing, \$70K note. Broker: R.E. Meador & Associates (seller)

\$195,000 KYXX-FM Ozona TX and **KHOS-FM** Sonora TX from Sonora-Ozona Broadcasting Co. (William Garlitz) to Ozona Broadcasting Inc. (Kent Foster). \$1K escrow, balance in cash at closing. LMA since 1/28.

\$185,000 KNLV AM-FM Ord NE from KNLV Inc. (Dean Misko) to Sandills Advertising Corp. (E. Eugene McCoy Jr., William P. Turney, E. Eugene McCoy Sr., Jeanne C. Niedhardt). \$5K escrow, balance in cash at closing. LMA since 2/12.

\$175,000 KJBC-AM Odessa-Midland TX (Midland) from Donald B. Kennedy to Queen of Peace Radio Inc. (J. Christopher Williams, Peter Cagle, Raymond E. Kakowski, Richard Miller). \$5K escrow, balance in cash at closing. Buyer intends to run as a noncommercial station with an affiliation to the Eternal Word Television Network.

\$160,000 WEBG-AM Johnstown PA (Loretto) from Jesus is Lord Ministries (Michael H. Yeager) to Pennsylvania Radiowerks LLC (Michael & Rebecca McKendree, Jennifer R. Strelnick). \$20K escrow, balance in cash at closing.

\$142,970 WRAB-AM Arab AL. 75% stock of Arab Broadcasting Inc. from Kerry Rich (75% to 0%) to Robert F. Schofield (25% to 100%). \$105K cash for stock, \$25,470 dividend, \$12.5K for real estate.

\$137,500 WVKZ-AM Albany-Schenectady-Troy NY (Schenectady) from Capital District Regional Off-Track Betting Corp. (Thomas G. Cholakakis, pres) to The Anastos Media Group Inc. (Ernest Anastos, Edward P. Swyer). \$20K escrow, balance in cash at closing. **Duopoly** with WUAM-

AM, WQAR-FM. LMA since 12/29/99.

\$125,000 KNEO-FM Joplin MO (Neosho MO) from Abundant Life Educational Broadcasting Corp. (Mark Taylor, pres.; Ken Robinson, pastor, Abundant Life Assembly of God) to Sky High Broadcasting Corp. (Mark & Sue Taylor). \$125K cash.

\$107,000 WMTD AM-FM Beckley WV (Hinton WV) from Bluestone Broadcasters Inc. (Lonnie R. Mullins) to Southern Communications Corp. (Ira W. & Judy M. Southern). Note. **Duopoly** with WIWS-AM, WCIR-FM. LMA since 6/30/95.

\$100,000 WCPS-AM Tarboro NC from Coastal Plains Media Inc., a subsidiary of Curtis Media Group (Donald W. Curtis) to Johnson Broadcast Ventures Ltd. (Jimmy Johnson). \$2.5K deposit, \$12.5K cash at closing, \$85K note.

\$75,000 FM CP (106.5 MHz) Clifton TN. 51% interest from Clifton Radio LLC (J. Michael Self, 51% to 0%) to Gold Coast Broadcasting Co. (S. Knox & Jerry L. Phillips, 48% to 99%). Cash. Calls WLVS were applied for 3/9/00.

\$60,000 KJOV-FM Woodward OK from Christian Community Radio (Eric W. Cox, pres) to Great Plains Christian Radio Inc. (Lee Isaac, pres). \$10K escrow, \$10K cash at closing, \$40K note. Noncommercial station. Buyer requests waiver of main studio rule to run station from the facilities of KJIL-FM Meade KS.

\$50,060 WPGT-FM CP (91.1 MHz) Roanoke Rapids NC from Better Life Inc. (George Campbell, pres) to CSN International (Charles W. Smith, Jeffrey W. Smith, John A. Laudadio, Michael R. Kestler). \$20K cash at closing, \$30,060 consulting agreement with Campbell. Noncommercial station.

\$50,000 WYXE-AM Nashville (Gallatin TN). 50% of the stock of Jon Gary Enterprises Inc. from Jonathan L. Keeton (50% to 0%) to Richard D. Deck (0% to 50%). Cash.

\$12,000 WQLS-AM Ozark AL from Woods Communication Group Inc. (Carl Blackmon, Sec.-Treas.) to Jimmy Jarrell. \$4K downpayment, balance in cash at closing.

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February 2000

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Michael Starr, Principal

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\$5,000 WSGC-AM Elberton GA from Radio Elberton Inc. (W. Michael Palmer) to Scott Smith. Cash. Seller retains WWRK-FM.

N/A KISL-FM Los Angeles (Avalon CA) from The Community Services Department to Catalina Island Performing Arts Foundation (Ann Marshall, pres). Transfer of non-commercial station for no consideration.

N/A WDKM-FM Adams WI. 50% of the stock of Roche-A-Cri Broadcasting LLC from Mark Leibelt (45% to 0%) and Dorothy Cooper (5% to 0%) to Karl Roelke (25% to 51%) and Diane Roelke (25% to 49%). Assumption of unspecified liabilities.

N/A KBNH-FM Homedale ID, 50% stock transfer of R&S Media from Jose Silva to Leo Ramos (100% thereafter). Transfer for cancellation of unspecified debt.

Interep authorizes buyback

In addition to the stock purchase recently authorized by its ESOP (*RBR* 3/27, p. 10), Interep's (O:IREP) board of directors has authorized the company to buy back up to 1M shares of its public stock. That would represent approximately 9.7% of the rep company's total outstanding shares and 16% of the total now held by shareholders other than Interep insiders.

CEO **Ralph Guild** stated: "We are unaware of any reasons for the recent decline in the price of our stock, which has occurred despite record annual commission revenues and operating EBITDA for 1999. We believe, however, that at current price levels, our stock is an excellent investment for our shareholders."

CRL's stock explodes

The stock price of Circuit Research Labs (O:CRLI) nearly tripled 3/29 to an all-time high of \$15. There was no news to account for the movement, so *RBR* asked the company if it had any explanation. CEO **Jay Brentlinger** said the sudden upsurge seemed to be from investors specu-

lating about CRL announcing the closing of its pending purchase of Harman's (N:HAR) Orban division. That announcement hasn't come yet and Brentlinger says the sort of activity seen recently (the stock backed down to \$9 the next day) can be expected until the Orban closing takes place. CRL's public float is only 290K shares, so it doesn't take much trading activity to move the stock price.

Tribune education group for sale

With an \$8B acquisition of Times Mirror (N:TMC) pending to take Tribune (N:TRB) back to a complete focus on media (*RBR* 3/20, p. 11), the company is preparing to cash out of its education publishing division. Tribune has retained Salomon Smith Barney to shop the division, Tribune Education, which generates about \$400M in annual revenues and has cash flow margins above 20%. "With our pending merger with The Times Mirror Company, we are focused on our core media businesses of broadcasting, publishing and interactive," said Tribune CEO **John Madigan**.

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April 5—RBR Stock Index 2000

Company	Mkt:Symbol	3/29/00 Close	4/5/00 Close	Net Chg	Pct Chg	4/5/00 Vol	Company	Mkt:Symbol	3/29/00 Close	4/5/00 Close	Net Chg	Pct Chg	4/5/00 Vol
Ackerley	N:AK	14.563	14.875	0.313	2.15%	17800	Hearst-Argyle	N:HTV	22.750	21.813	-0.937	-4.12%	14200
Alliance Bcg.	O:RADO	0.375	0.063	-0.312	-83.20%	600	Hispanic Bcg.	O:HBCCA	96.563	101.125	4.563	4.72%	120400
Am. Comm. Ent.	O:ACEN	1.938	1.250	-0.688	-35.48%	9900	Infinity	N:INF	33.000	31.375	-1.625	-4.92%	1812200
Am. Tower	N:AMT	49.875	46.688	-3.187	-6.39%	517300	Interep	O:IREP	7.313	6.750	-0.563	-7.69%	25900
AMFM Inc.	N:AFM	63.500	63.938	0.438	0.69%	682900	Jeff-Pilot	N:JP	62.000	62.375	0.375	0.60%	317800
Beasley	O:BBGI	11.000	8.813	-2.187	-19.88%	14700	Launch Media	O:LAUN	15.391	14.938	-0.453	-2.94%	34800
Belo Corp.	N:BLC	15.063	16.875	1.813	12.03%	242400	NBG Radio Nets	O:NSBD	1.969	1.750	-0.219	-11.11%	51600
Big City Radio	A:YFM	5.563	5.125	-0.438	-7.87%	24200	New York Times	N:NYT	43.188	41.875	-1.313	-3.04%	588100
CBS Corp.	N:CBS	59.125	56.313	-2.812	-4.76%	1671000	Pinnacle Hldgs.	O:BIGT	63.063	64.313	1.251	1.98%	751400
Ceridian	N:CEN	18.000	18.938	0.938	5.21%	460500	PopMail.com	O:POPM	4.125	3.438	-0.687	-16.65%	398700
Cir.Rsch.Labs	O:CRLI	15.000	8.500	-6.500	-43.33%	4900	Radio One	O:ROIA	63.188	60.313	-2.875	-4.55%	165200
Citadel	O:CITC	36.875	36.500	-0.375	-1.02%	129900	Radio Unica	O:UNCA	13.375	11.125	-2.250	-16.82%	20700
Clear Channel	N:CCU	69.313	69.375	0.063	0.09%	1758800	RealNetworks	O:RNWK	61.938	49.313	-12.625	-20.38%	3702600
Cox Radio	N:CXR	83.000	82.500	-0.500	-0.60%	15300	Regent	O:RGCI	11.688	10.375	-1.313	-11.23%	82000
Crown Castle	O:TWRS	37.875	35.375	-2.500	-6.60%	1024600	Saga Commun.	A:SGA	18.375	18.625	0.250	1.36%	13300
Cumulus	O:CMLS	15.125	14.125	-1.000	-6.61%	1051100	Salem Comm.	O:SALM	13.188	12.375	-0.813	-6.16%	100100
DG Systems	O:DGIT	7.875	6.938	-0.937	-11.90%	261100	Sirius Sat. Radio	O:SIRI	47.000	46.000	-1.000	-2.13%	369000
Disney	N:DIS	40.813	40.000	-0.813	-1.99%	4969400	Spanish Bcg.	O:SBSA	22.875	22.250	-0.625	-2.73%	202900
Emmis	O:EMMS	45.063	41.938	-3.125	-6.93%	387700	SpectraSite	O:SITE	22.313	22.250	-0.063	-0.28%	284400
Entercom	N:ETM	46.938	49.563	2.626	5.59%	114800	SportsLine USA	O:SPLN	32.375	26.125	-6.250	-19.31%	454500
First Entertain.	O:FTET	1.010	0.760	-0.250	-24.75%	64200	TM Century	O:TMCI	0.781	0.781	0.000	-0.03%	0
Fisher	O:FSCI	62.000	69.000	7.000	11.29%	6000	Triangle	O:GAAY	0.045	0.035	-0.010	-22.22%	137700
FTM Media	O:FTMM	10.250	7.000	-3.250	-31.71%	34800	Tribune	N:TRB	36.625	37.438	0.813	2.22%	806900
Gaylord	N:GET	27.063	27.063	0.000	0.00%	24700	WarpRadio.com	O:WRPR	4.625	3.469	-1.156	-24.99%	4000
Gentner	O:GTNR	17.750	17.125	-0.625	-3.52%	90600	Westwood One	N:WON	36.750	36.375	-0.375	-1.02%	258500
Global Media	O:GLMC	5.688	5.438	-0.250	-4.39%	116300	WinStar Comm.	O:WCII	61.000	47.875	-13.125	-21.52%	1483000
Harman Intl.	N:HAR	56.813	60.188	3.376	5.94%	45600	XM Satellite	O:XMSR	34.750	29.500	-5.250	-15.11%	389100
Harris Corp.	N:HRS	33.313	31.063	-2.250	-6.75%	581100							

Look out below! Stocks take a tumble

Stock prices went into a tailspin last week, deflating whatever was left of the "wealth effect" that Federal Reserve Chairman **Alan Greenspan** is so fearful of. Both the Dow Industrials and Nasdaq Composite recorded record one-day swings 4/4, giving Wall Street an unprecedented roller-coaster ride. Radio stocks didn't quite dip to year-to-date lows—The Radio Index™ hit its YTD low of 169.93 on 3/7—but they weren't far off.

RBR observation: Don Imus' joking references to frequent guest **Andrea Mitchell's** husband as "Crazy Al" may not be so far off the mark. The Fed Chief has been irrationally obsessed with stock market prices in recent months to the point that he seems to have lost sight of what's going on in the real economy. In that real economy, the Fed's interest rate

hikes are threatening to create an artificial, government-orchestrated recession. Don't forget, it was banking regulators, not market forces, who created the last recession.

The nation would be better off if Greenspan and his cronies would all but ignore the stock market. Stock prices may bob up and down on fads and rumors, but in the long run they will move in line with the growth or decline of the companies attached to those ticker symbols. They cannot do otherwise.

While Greenspan is being spooked by the eerie glow of a ghostly inflation presence which only he can see, there is in fact no reason to raise interest rates again to head off this non-existent threat. The only sector of the economy experiencing significant inflation is energy, due to the price-gouging of a foreign oil cartel. A good case can be made that whatever tiny hint of inflation can be detected

in other sectors is due entirely to fuel costs. Unfortunately, foreign oil prices are completely unaffected by US interest rates, so the Fed's rate hikes will have no impact on energy price inflation, while threatening to bring the US economy's slow and steady growth to an abrupt halt.

Viacom closes on UPN

Viacom (N:VIA) became sole-owner of the UPN TV network last week (4/3), closing its \$5M buyout of former partner Chris-Craft (N:CCN). There's still no indication of when the FCC and DOJ may rule on whether Viacom can complete its merger with CBS (N:CBS). The merged company will need an FCC waiver to own both CBS TV and UPN, but given UPN's money-losing history and a potential buyer pool at or near zero, most observers are betting that the waiver will be granted.

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 \$56 billion Merger with Clear Channel Communications, Inc. Financial Advisor Pending	 \$1.3 billion Acquisition of 12 radio stations from Clear Channel Communications, Inc. Financial Advisor Pending	 \$825 million Sale of 46 of its radio stations to ENTERCOM Communications Corp. Financial Advisor Pending	 \$200 million 5.50% Convertible Subordinated Notes due 2007 Lead Manager March 2000
 \$350 million Follow-on Offering Co-Lead Manager March 2000	 \$400 million 5.00% Convertible Subordinated Notes due 2010 Joint Lead Manager January 2000	 \$424 million Follow-on Offering Lead Manager January 2000	 \$280 million Follow-on Offering Co-Lead Manager January 2000
 \$8.5 billion Sale to Infinity Broadcasting Corporation Financial Advisor December 1999	 \$3.2 billion Senior Secured Credit Facilities Administrative Agent November 1999	 \$1 billion 1.50% Convertible Senior Notes due 2002 Joint Book Manager November 1999	 \$259 million Follow-on Offering Lead Manager November 1999
 \$348 million Follow-on Offering Co-Manager November 1999	 \$315 million Follow-on Offering Co-Lead Manager October 1999	 \$125 million 6.25% Convertible Preferred Securities Co-Manager October 1999	 \$132 million Initial Public Offering Lead Manager September 1999

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