

Radio Business Report™

Voice Of The Radio Broadcasting Industry®

August 27, 2001

Volume 18, Issue 35

AMERICAN URBAN RADIO NETWORKS

#1

THE URBAN
RADIO LEADER



AMERICAN
URBAN RADIO
NETWORKS

NEW YORK

655 THIRD AVE. • 24TH FLOOR
NEW YORK, NY 10017
(212) 883-2100 • FAX: (212) 297-2571

CHICAGO

30 NORTH MICHIGAN AVE., SUITE 1218
CHICAGO, IL 60602
(312) 558-9090 • FAX: (312) 558-9280

DETROIT

1433 WHITTIER ROAD
GROSSE POINTE PARK, MI 48230
(313) 885-4243 • FAX: (313) 885-2192

RADIO NEWS

| | |
|--|---|
| Fritts wants satellite services ungrounded | 2 |
| The NAB isn't happy with Sirius and XM's reliance on terrestrial repeaters—and wants the FCC to deny their applications. | |
| CCU, Bonneville tangle over "Tango" | 4 |
| LPFM 3rd adjacency tests are in the works | 4 |
| Making sense of Michigan market overlap | 6 |

PD TALKBACK

| | |
|--------------------------------------|---|
| PDs on the search for research | 7 |
|--------------------------------------|---|

NAB PREVIEW

| | |
|---|---|
| A look at what is—and isn't—happening in the Big Easy | 8 |
|---|---|

MEDIA MARKETS & MONEY

| | |
|--|----|
| Emmis lowers its expectations | 12 |
| Although happy with station growth, Emmis still isn't seeing the kind of economy that will allow it to meet earlier revenue projections. | |
| NextMedia achieves next level of BCF | 12 |
| CRL/Orban revenues into orbit | 12 |
| HBC plans to "stick" it to Las Vegas | 13 |
| Albany: TeleMedia tells the Morrell of the story | 13 |
| CCU grows as McBride bows out of Beaumont | 13 |
| CCU's Concord accord upgrades upstate holdings | 13 |

CCU adds to its Albom of competitor gripes

Ed Sackley, Market Manager for Cumulus' WRKR-FM/WKFR-FM/WKMI-AM Kalamazoo, MI tells *RBR* his WKMI-AM has also been affected by market definitions, as defined by Clear Channel (N:CCU). Kalamazoo and Battle Creek are indeed two separate, but adjacent Arbitron markets. However, Sackley's been forbidden to run ABC's **Mitch Albom Show** because of a Clear Channel arrangement with ABC Radio Networks (see related story, p.6).

Sackley, who used to own the Cumulus stations, explains: "Clear Channel's WBCK-AM (Battle Creek, MI) is in a 4-way tie for 23rd (last) place in the nearby Kalamazoo, MI market (12+ M-F 3-7P). When we inquired about running ABC Talk Radio's "Mitch Albom Show" live M-F from 3-6 p.m., we were told that CCU had insisted on exclusivity in our market. We have been running Mitch's weekend show (Saturday 1-4 p.m.) since it

WE'LL BE THERE!

The NAB Radio Show
Hilton New Orleans Riverside
September 5-7 2001

JACK SATTERFIELD
610-520-4488

AL PERRY
303-239-6670

BOB AUSTIN
727-345-7338


Satterfield & Perry, Inc.
Media Brokers Appraisers Consultants
Pennsylvania • Colorado • Florida • Missouri • Oregon
South Carolina • Connecticut

By appointment only. Please call.

DOUG STEPHENS
913-649-5103

JOHN WILLIS
803-649-0031

RON SWANSON
570-563-0900

August 27 2001, Volume 18, Issue 35

BPA International membership
applied for September 2000

Executive Editor Jack Messmer
Managing Editor Dave Seyler
Senior Editor Carl Marcucci
Production Michael Whalen
VP Administration Cathy Carnegie
FCC Research Consultant Mona Wargo
Administrative Assistant April Olson
Publisher..... Jim Carnegie
VP/GM, Associate Publisher Ken Lee
Senior Account Executive John Neff
Account Executive June Barnes

Editorial/Advertising Offices

6208-B Old Franconia Road
Alexandria, VA 22310
PO Box 782 Springfield, VA 22150

Main Phone: 703/719-9500
Editorial Fax: 703/719-7910
Sales Fax: 703/719-9509
Subscription Phone: 703/719-7721
Subscription Fax: 703/719-7725

Email Addresses

Publisher:..... J.Carnegie@rbr.com
Editorial:..... RadioNews@rbr.com
Sales: KLee@rbr.com
JNeff@rbr.com

Nashville Sales Office

June Barnes

Phone: 615/360-7875
Fax: 615/361-6075
Email: JBarnes@rbr.com

©2001 Radio Business Report, Inc. Material may not be reproduced without permission. All content may not be reproduced, photocopied and/or transmitted without written prior consent. Any violations will be dealt with legally. Printed in USA.

Radio Business Report is published weekly by Radio Business Report, Inc. Publishers of Radio Business Report, The Source Guide, www.rbr.com and the Information Services Group database.

Subscription rate: One year \$220.

RBR Family of Products

Radio Business Report
Voice Of The Radio Broadcasting Industry®

RBR RADIO

www.rbr.com

Radio Business Report
Voice Of The Radio Broadcasting Industry®
presents
RBR Daily Email

Source Guide
and Directory
The All-Radio Yearbook

DAILY NEWSCAST
from
Radio Business Report
Listen Now <=>

debuted. As I understand it, WBCK-AM runs only two hours of Mitch's weekday show on a delayed basis. ABC's **Darren Melito** agrees that it is bad for Mitch Albom, but nevertheless agreed to CCU's exclusivity demands. It's ironic because both WBCK and WKMI run **Rush Limbaugh** live at the same time (Noon-3 p.m.) and Dr. **Laura** (although WBCK splits Laura into two segments in mid-day and PM drive)."

Like KRXS GM **Rich Potyka** told us previously (*RBR* 8/20, p.7), just because some stations reach into other markets, it doesn't mean these other markets should be exclusive. Sackley adds: "A lot of syndicators have looked at Arbitron markets as sort of their fences for determining where programming can run. But markets are being defined very, very creatively now. You've got 600 stations with Rush Limbaugh and they are all spilling over into one another. Looking at this Phoenix deal you wrote about, let's take WLS in Chicago, for example, which runs Rush Limbaugh. Well, I can pick up Rush just as well on WLS 130 miles east of Chicago. You get to some point where just like Superstation TBS, you will have radio stations saying, 'I want exclusivity because I want everybody in my region—and that can be across state boundaries—to listen to it on my radio station, and I'm willing to pay the price'. If it goes that way, then some of the doomsayers who have looked at consolidation of radio where you've got licenses also controlling programming and talent will be right because someone who has been running a program for 10 years loses it because they are moving it to the parent

company's station."

Meanwhile, Arbitron has responded to Potyka's claim: "Potyka's claims that Arbitron and Clear Channel are conspiring against him...maybe Clear Channel is conspiring against him, but Arbitron's got nothing to do with this deal. The only thing different in the new deal is that we agreed to create a new reporting service that would allow people to do ratings across market boundaries," Arbitron VP Communications **Thom Mocarsky** tells *RBR*. "In no way does it affect any existing market definitions—Metros, DMAs, TSAs are all going to be handled in exactly the same way using exactly the same procedures we've always used."

While Clear Channel Radio CEO **Randy Michaels** had hailed the agreement with Arbitron as a breakthrough, Mocarsky says, "We agreed to develop a new software service that will allow people to compile ratings across markets. If you want to show what you can reach in a bigger geography, you can use the service to do it. It does not compel a syndicator to honor it, it does not compel anybody to do anything with the data other than look at it and go, 'hmmm...looks interesting'. And [also], we're not going to be delivering this until Spring 2002."—CM

Fritts attacks satellite radio's ground hardware

NAB President/CEO **Eddie Fritts** has called on the FCC to deny the request of XM Satellite Radio (O:XMSR) and Sirius Satellite Radio (O:SIRI) to construct their terrestrial repeater systems to enhance reception in urban areas, and potentially use local inserts over them, as he claims. Fritts says XM's request for 1,100 repeaters (nearly 800 of which would be as power-

ful as 2kw) and Sirius' request for 104 repeaters is tantamount to a terrestrial radio service in most of America's top radio markets. That's not what the licenses were originally issued for.

"If XM and Sirius want to provide traditional over-the-air radio service, they should apply for over-the-air licenses like everyone else," said Fritts in documents he submitted 8/21. "Otherwise, they are making a mockery of FCC rules and regulations. The time for subterfuge by XM Radio and Sirius Radio is over. These companies must come clean with regulators and the American people on their true intentions for making satellite radio a viable business."

The NAB asked the FCC to ensure that satellite terrestrial repeaters "are used only to retransmit the complete signal from the primary station, intended for the consumer satellite receivers, at the time it is transmitted." They fear the repeaters threaten standard broadcast services and could be used to broadcast separate material, allowing XM and Sirius to zone programming material for local use.

NAB also notes that in Boston alone, XM has proposed 66 high-powered repeaters. XM needs more repeaters because its system uses two satellites; Sirius' uses three.

Sirius later responded in an email memo sent to retailers, investors and staffers used the phrase, "Let's Face It, Radio Sucks." And Sirius' response to the NAB's petition: "Sirius has no plans to originate local programming from our repeaters. Our position on this has been consistent from the time we received our FCC license for satellite radio in 1997 and through today."

XM says it is confident the

Digilog!

IN If the migration to digital is in your future, then this is the route to take. **AND** tecture of the SAS64000 sports uninterrupted signal **OUT**

Introducing the big performance analog router that also speaks fluent digital. A true hybrid that allows you to scale the number of analog and digital ports as needed. And even better, the SAS64000 Audio Routing System creates a forward path to AES/EBU digital audio without creating analog obsolescence.

This means you can mix your analog and digital I/O in the same router frame. Go direct analog to analog, or digital to digital. Mix it up with automatic 24-bit conversion analog to digital and vice versa. Either way you choose, the unique archi-

tegrity and non-blocking flexibility.

And the SAS64000 is wonderfully simple to integrate, upgrade and put into service. Just plug in our new digital port expander and that's it. Welcome to digital!—co-existing flawlessly with analog—and all within the same framework.

There's much more to tell. Call **818 840 6749**; or e-mail us at sales@sasaudio.com; or you can log-on and check out our website at sasaudio.com.



**SIERRA
AUTOMATED
SYSTEMS**

sasaudio.com

**analog and/or
digital input**



S A S 6 4 0 0 0 A U D I O R O U T I N G S Y S T E M

- 256 x 256 Large
- Mono/stereo with stereo linking
- Wide variety of control panels
- 118 dB analog dynamic range
- Distributed multi-processor architecture
- Digital or analog inputs and outputs
- PC or automation control
- +28 dBu max. input/output levels
- Superb broadcast-quality performance
- Automatic 24-bit analog to digital conversion

SIERRA AUTOMATED SYSTEMS
A DIVISION OF GENERAL INSTRUMENTS

**analog and/or
digital output**



See us at NAB
booth #1566

VISIT US AT THE NAB

Cash in on your
communications
with 38 years of
media brokerage
experience.

To set up a
confidential meeting
in New Orleans,
Call Terrill Fischer
at (512) 476-9457

STATION BROKERAGE
APPRAISALS
EXPERT WITNESS
TESTIMONY

**Norman Fischer &
Associates, Inc.**

2520 Longview St, Ste. 313

Austin, TX 78705

Phone: (512) 476-9457

Fax: (512) 476-0504

www.nfainc.com

Radio News®

FCC will approve its request for repeaters, but is unsure whether approval will come in time for the company's 9/12 launch.—CM

CCU, Bonneville settle ticket giveaway suit

According to the *Washington Post*, Clear Channel (N:CCU) ordered Bonneville's WWZZ-FM (Z104) in May to stop giving away tickets to a concert sponsored by Clear Channel Entertainment and KIIS-FM LA. Ironically, at the same time, Clear Channel's WWDC-FM was giving away tickets to a concert sponsored by its rival, Infinity's WHFS-FM.

Mark O'Brien, GM of CHR Z104, chose to give away \$3K worth of tickets to the "Wango Tango," held each summer at Dodger Stadium in LA. Less than two later, O'Brien was notified by CCU attorneys to stop the promotion. The attorneys said only CCU stations were allowed to promote the Wango Tango show or give away tickets to it, unless granted permission. O'Brien was told in a letter that Z104 must stop or face a lawsuit. Two days later, O'Brien tells the *Post* that "Clear Channel v. Bonneville" was filed in U.S. District Court in Alexandria, VA.

Lawyers for Clear Channel and Bonneville later negotiated and Bonneville eventually backed down and agreed to stop the promotion if Clear Channel would buy back the tickets, which it did, the story read.

"I think the main point here is every radio station in America would be in court for violating this policy, the non-transferable part. Every station is giving away tickets to events on the younger end of the demographics. For years, we've picked out neat concerts in other cities and you fly people there. Clearly, they are trying to change that," O'Brien tells *RBR*.

The *Post* says Bonneville lawyers pointed out during the negotiations that CCU's WWDC-FM Washington (DC101), was guilty of the same thing: giving away tickets in May to the "HFStival" concert, staged by Infinity's WHFS.

"I would think they need to be consistent in the way they approach things, and clearly, their stations shouldn't be doing it if they're going to go to such lengthy extremes as doing a lawsuit," says O'Brien.

Did Infinity express any interest in all of this in pursuing Clear Channel? "My under-

standing was their comments to that was that they were flattered that Clear Channel would give away tickets to their concert," recalls O'Brien.

Clear Channel is currently in an antitrust suit with Denver concert promoter Nobody In Particular Presents (*RBR* 8/13, p.2). Adds O'Brien: "Really, they've got a strategy with this SFX thing. I think they are testing the waters. I think you will see a bunch more [suits] popping up. But it's a tough spot. I mean, who's got the money to sit there in court with them?"

Is that why Bonneville didn't fight Clear Channel over this? "I think we were fiscally responsible, saying, 'Do I as a station want to take this on as an expense?' And the answer to that is no. It's just not worth it. Now I would love Infinity to do it. What I'd really like to see is enough press gets out there that somebody in Congress says, 'You know what, let me take a look into this. Are there any antitrust violations? [Is there] a monopoly?'"

Said Clear Channel spokesperson **Pam Taylor** in the story: "There's no question that we play tough. We're a strong competitor. But we play by the rules and we play fair. We're big, and that angers people. So be it. Talk to Wal-Mart; they've dealt with that for years."—CM

LPFM interference tests in the works

Many have said it isn't over until the fat lady sings. **Yogi Berra** famously said it ain't over 'til it's over. But when it comes to the effort to eliminate 3rd-adjacency protection for existing radio stations in order to shoehorn in as many low power FMs as possible, it may never be over.

The MITRE Corporation is soliciting information from consulting engineering firms to determine the costs and technical approaches which will be associated with studying LPFM 3rd-adjacency interference. This is part of a bill signed into law by **Bill Clinton** 12/21/00, "Making Appropriations for the Government of the District of Columbia for FY 2001" (HR 4942).

According to a letter to a broadcast engineering firm which has been obtained by *RBR*, such firms are being asked to detail what they think the approach and associated costs should be. Apparently, a firm or firms will be selected at a later date.—DS

STATIONS FOR SALE!

California central valley established FM. \$2.0M
Large southwest market AM. Good signal. \$5.0M
California central coast AM. \$950k
LPTV CP on the West coast adjacent to Top 10 market.
Northwest AM rated market w/ strong signal.
Northwest AM unrated market w/ large, heavily
populated coverage area.
*For more information call Tom McKinley
at (415) 924-2515.*

Oklahoma AM/FM combo, unrated market. \$1.2M
Oklahoma 5-station cluster, regional group. \$2.1M
Arkansas 4-station cluster, positive cash flow. \$1.7M
Missouri 4-station small market group. \$1.5M
Tennessee 5-station small market group. \$2.5M
Texas AM/FM 100kw small market. \$700k
Alabama full-time AM, rated market. \$350k
*For more information call Bill Whitley
at (972) 231-4500.*

North Dakota small market radio, CF.
Price reduced to \$595k
Missouri small market AM/FM combo. \$595k
*For more information call Bill Lytle
at (913) 498-0040.*

New Florida C-3 FM. \$5.5M
North Carolina FM move-in. \$3.2M
Georgia small market FM. \$362.5k
North Carolina rated resort FM. \$1.18M
Tallahassee, Florida LPTV \$750k
Mobile, Alabama 2 FM combo. Make offer(s).
*For more information call George Reed
at (904) 285-3239.*

New York City LPTV - Chapter 11.
Florida ranked market LPTV.
New England resort market 2 AM/2 FM group. \$3.5M
Central Ohio 4 AM/1 FM group. \$2.2M cash or terms.
Virginia small rated market group AM, 2 B1 - FMs
and FM CP. \$5.25M cash.
Iowa small market AM/FM.
Revenues and CF. \$700k cash
*For more information call Mitt Younts
at (804) 282-5561.*

Michigan rated market. \$1.5M cash
South Georgia cluster. \$3.0M cash
Top 75 market LPTV. \$2.0M
Coastal Georgia FM. \$750k
Southeast Kentucky cluster. \$1.2M terms
*For more information call Eddie Esserman
at (912) 634-6575.*

New Mexico, 2 AMs/3 FMs, \$3.5M
2 FMs in Upper Midwest rated market.
Mid-Oregon cluster, 3 FMs/2 AMs.
New Mexico AM in rated market.
*For more information call Austin Walsh
at (415) 289-3790.*

**Visit us at the
Windsor Court
Hotel in New
Orleans Sept. 5-7
during the NAB
or call one of
the offices below
to set up a
confidential
appointment!**

*Tom McKinley, San Francisco South
(415) 924-2515*

*Austin Walsh, San Francisco North
(415) 289-3790*

*Bill Whitley, Dallas
(972) 231-4500*

*Bill Lytle, Kansas City
(913) 498-0040*

*Bob Maccini, Providence
(401) 454-3130*

*Greg Merrill, Salt Lake City
(435) 753-8090*

*George Reed, Jacksonville
Eddie Esserman
(904) 285-3239*

*Mitt Younts, Richmond
(804) 282-5561*

Media Services Group

www.mediaservicesgroup.com

The tangled tendrils of Michigan markets

The state of Michigan has nine Arbitron rated markets, and only two of them are free of stations from other markets encroaching into its territory below-the-line. One would be Traverse City-Peroskey, which from its perch high up on the north-east shore of Lake Michigan is far removed from the action in the state's more southerly markets (it is also free of excessive population at Arbitron rank #199, but that's another story).

The other market is Detroit, but unlike Traverse City, Detroit stations often penetrate other markets. Indeed, they take the lion's share of listening in nearby Ann Arbor.

In the Fall 2000 survey, Detroit stations also took a meager 0.9 share 12+ out of Saginaw. Does this mean that a Detroit station can bar a particular program from airing in Saginaw on market-exclusivity grounds? Lansing stations take a miniscule 0.6

Radio News®

share bite out of Flint—can they shut out a Flint station?

Apparently something like this is happening elsewhere in the state. Battle Creek takes only 1.6 shares out of Kalamazoo, but Battle Creek's WBCB-AM is preventing Mitch Albom from being heard on a station

home to Kalamazoo, see story, page 1.

Below is a chart showing the overlap present in Michigan markets. Reading across shows the ratings breakdown for the market listed on the far left. Reading down from the top line down shows how each market fares in all of

the others. Home-to-market listening shares are in bold-face. Additional below-the-line ratings for stations in Toledo, Chicago, South Bend, Milwaukee and certain unrated markets are not included. All data is 12+, MF, 6A-12M from the Arbitron Fall 2000 survey.—DS

| | AA | BC | Det | Flnt | GR | Klz | Lans | Mus | Sag |
|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Ann Arbor | 11.2 | - | 57.9 | - | - | - | - | - | - |
| Battle Creek | - | 18.2 | - | - | 4.4 | 39.6 | 10.1 | - | - |
| Detroit | - | - | 89.3 | - | - | - | - | - | - |
| Flint | - | - | 16.5 | 55.6 | - | - | 0.6 | - | 14.8 |
| Grand Rapids | - | - | - | - | 80.5 | - | - | 2.4 | - |
| Kalamazoo | - | 1.6 | - | - | 19.1 | 60.6 | 2.0 | - | - |
| Lansing | - | - | 2.5 | - | 1.8 | 0.8 | 72.5 | - | 1.0 |
| Muskegon | - | - | - | - | 40.2 | - | - | 41.5 | - |
| Saginaw | - | - | 0.9 | 4.2 | - | - | - | - | 79.5 |

Source: Arbitron, RBR Source Guide database

PROPHET SYSTEMS INNOVATIONS

Every 96 Hours...

NexGen DIGITAL™

Own a
Prophet
for under
\$20,000

SEE US AT NAB
BOOTH #1828

PSi
PROPHET SYSTEMS
Innovations
877/ 774-1010
www.prophetsys.com
sales@prophetsys.com

Another NexGen Digital System is Installed.

What do Clear Channel, CBS/Infinity, Sirius Satellite Radio, and the largest private group of stations in Mexico have in common?

NexGen Digital.

What sets Prophet Systems apart from our competitors?

Our attitude towards service and support!

NexGen Digital, the latest generation in a long line of cutting-edge digital audio systems.

ONCE YOU GO PROPHET, YOU'LL NEVER GO BACK.

PD Talkback

By Carl Marcucci

RBR readers have had such a positive response to "GM Talkback" that we've expanded the concept. With this issue, we begin "PD Talkback"—giving you a chance to hear from front-line professionals about the issues facing today's radio program directors.

Steve Konrad, PD,
ClearChannel's WTVN-AM, WFTL-AM
Columbus



Allan Fee, PD,
Infinity's WQAL-FM
Cleveland

Leighton Peck, PD,
Hubbard Broadcasting's KSTP-FM
Minneapolis



Keith Landecker, PD,
Brewer Broadcasting's WJTT-FM
Chattanooga



What research tools are you using this year? Anything different this year from 2000?

Konrad We're Clear Channel—we've got our Critical Mass Media that provides us a great deal of information. We are provided listening levels in Columbus, spe-

cific callout information from this market. Having only been here for a year, I don't really have a lot of last year to compare it to.

Fee Like any major station, we use the necessary research tools, but to gain the advantage, our staff is keyed into the lifestyle of our audience and has a good understanding of what our listeners are into.

We watch local record sales and concert ticket sales more than ever before. We find ourselves more focused on local trends than national trends. Our staff is constantly out on the streets talking with listeners and staying in touch with the overall vibe of the marketplace. The best research tool is to be as interactive with your audience as possible. Great radio stations don't just plug in the latest research, they get plugged into the overall lifestyle of their listeners.

Peck Weekly callout, auditorium music tests, Mediabase and our consultants. Anything different this year from 2000? Not really. We have always used lots of different sources for information.

Landecker Nothing is different. I'm using the same methods that I've used in the last several years. I have several different research situations I can get my hands on, and then also I'm using BDS and Billboard. And also, in-house research, which is very effective.

How do you keep your morning shows on the edge and still stay within FCC guidelines?

Konrad As a full-service news, weather and traffic morning show, we don't really run up against that.

Fee The key to working with morning shows is communication. The program director needs to be in constant contact with the host and the show's producer. The key to keeping the edge is to stay balanced. If a show crosses the line, it is important to make sure that the show answers with something not as

controversial. The PD should always have a good idea about what the show is doing the following day.

The PD's job is to constantly give direction and a strong understanding of the station's and morning show's goals.

Peck Know your audience and deliver what your listeners expect from your morning show. Our morning show does a tremendous job of finding clever euphemisms for tender topics. We have a ton of parents listening with their kids and we want to be able to have fun with certain subjects but want to do it with class rather than just dumping it on the air.

Landecker We take one approach. We take the approach that we're very, very community-minded. Anything that we feel is a positive for the community, we stay involved with. We have a lot of people on the show, that come in and talk about different things that are happening in the community. And at the same time, I think the guys find their entertainment and their humor through a lot of the everyday people when they come in. So, as far as keeping them on the edge, yeah they do report some of the things that are hot and happening around town. They don't play into getting involved with the stuff that will just take them so far over the edge that I've got the FCC calling me!

Urban radio is just all community-oriented, and we just pride ourselves...we know we have the entire family listening, so we kind of keep that in mind.

How did you get into radio?

Konrad I paid my \$10 a month and got to do a weekly radio show. The YMCA by my house in St. Louis has a radio station. You paid there like swim lessons. You got a couple of air shifts, you toted your vinyl records in a milk crate up there, and you had a microphone, two turntables and

a collection of old Lite AC carts that they stole from a station that changed formats. You played your own records and you got to be Mr. Microphone. It's non-commercial at 120 watts.

Fee I got into radio at 16 doing sports at KGMI/KISM radio in Bellingham, Washington. Over time, I moved up to full time on air and later PD of CHR KISM.

Peck I was attending school to be an architect, woke up one day, was bored out of my mind and decided to take the leap into radio. It was funny, I was scared to death at the thought of having to talk to people through a microphone. That is why small market radio is vital to the industry. You need to be able to make your mistakes and learn what to do and not do. As smaller markets become more and more cyber-jocked the talent pool is going to become nonexistent.

Landecker I started out in Frankfort, KY. I was at school at Kentucky State and they were looking for a jock at WFKY. I went and auditioned for the job—at that time, you could audition! I was called back three different times and then they actually put me on the air, which was a lot of fun. That's where I really started, and then I moved from there to Louisville, and I worked with some of the best and biggest radio people. I felt they were so instrumental in my career—I got a chance to see people like **Gary Burbank** and **Bob Moody**, who was my PD at WAKY in Louisville. Those were the two things that really molded me from the beginning.

Being in Louisville, you had WHAS there too. You were around a lot of great radio and great radio personalities. I was so fortunate to hear radio in its heyday, when it came down to personalities. Gary Burbank was my hero; **Dude Walker**, all of those guys back in the WAKY heyday. I felt very honored to be able to walk through those halls.

The NAB Radio Show: what's noteworthy in 'Nawlin's

The NAB Radio Show makes its return to The Big Easy 9/5-9/7. The event marks the debut of the NAB's new "XStream," which covers webcasting, Internet technologies, products, and content strategy. XStream's keynote speech (9/6 4:15PM) is being delivered by RIAA President **Hilary Rosen**. In *RBR's* upcoming show issue (9/3), we interview Rosen on many of the issues that have brought the RIAA into the radio industry spotlight as of late—namely streaming copyright fees. Rosen says much of her speech will discuss the new opportunities presented by streaming and the challenges faced by copyright holders. Here, some of other highlights to look for at the show:



Hilary Rosen

Lessons from legends

Chuck Blore, **Bobby Rich** and **Gary Stevens** will be featured in a session entitled "Radio Legends" which will take place Friday. Blore and Rich come out of the programming ranks; Blore was a Top 40 and 24-hour-a-day pioneer; Rich was the originator of the Hot AC format. Stevens, who began in the

NAB Preview

business as an air talent, is now known in the industry for his media brokerage firm.

IBOC on the lunch menu



Eddie Fritts

NAB President/CEO **Eddie Fritts** and iBiquity Digital President/CEO **Bob Struble** will speak at the NAB Luncheon held Friday in the Ernest N. Morial Convention Center. Fritts will address the association's ongoing interactions with Congress, the FCC and the courts. Struble will address the progress his company is making toward turning digital radio into a reality.

Awards dinner catered to by McDonald's?

That's right, folks. McDonald's band will be on hand with its leader, ex-Doobie Brother **Michael McDonald**. This year's Marconi Awards will be distributed at the Friday evening event.

The sound of advertisers sounding off

Representatives from Sears, Pfizer, McDonald's and Procter & Gamble will take the stage in a session called "Top Advertisers Sound Off." Radio's strengths and weaknesses will be discussed from

the panel's unique vantage point. The session is scheduled for Thursday.

Consultants on tap for Thursday session

Your chance to pepper consultants with questions—for free—will come on Thursday at a session entitled, "The Meter is Not Running: Talk to the Programming Experts." On the panel will be **Fred Jacobs** of Jacobs Media, **Warren Kurtzman** of Coleman, **Mike McVay** of McVay Media, **Larry Rosin** of Edison Media Research, **Rusty Walker** of Rusty Walker Programming and **Guy Zapoleon** of Zapoleon Media Strategies.

NAB Career Fair

9/5; 10:00AM - 1:00PM. Looking for a job opportunity? The Radio Show/Xstream Career Fair provides interviews with recruiters and hiring managers from radio stations and related industries. No pre-registration is required.

NAB Radio Show and NAB Xstream Joint Keynote

9/5; 3:30PM - 4:45PM. **Walter Mossberg**, technology columnist for *The Wall Street Journal*, shares his insights on consumer tastes and emerging trends for the digital age. Mossberg is the author and creator of the weekly "Personal Technology" column in *WSJ*.

NAB Radio Show Keynote

9/6; 9:00AM - 10:15AM. This year, The NAB Radio Show presents keynote speaker, best-selling author of "In Search of Excellence," and management expert, **Tom Peters**. Known as

By Dave Seyler and Carl Marcucci

business' "best friend and worst nightmare" by *Business Week*, Peters urges his audience to reject powerlessness and to "live life fully." The *LA Times* called him "the father of the post-modern corporation," and *Fortune* magazine said, "We live in a Tom Peters world." Opening remarks will be given by Eddie Fritts.

Group of group heads meet with group of attendees

Thursday's schedule will feature a super session which will include five honchos from some of radio's largest station groups. Participating in the session will be **Low Dickey** of Cumulus, **Joan Gerberding** of Nassau, **Alfred Liggins** of Radio One, **Randall Mays** of Clear Channel and **Bob Neil** of Cox.



Low Dickey Jr.

FCC Policymakers' Breakfast

9/7; 7:30AM - 8:45AM. Three new Commissioners joined the FCC this Summer: The Honorable Kathleen Abernathy, Michael Copps and Kevin Martin.

Join them for breakfast; meet and greet. What's at the top of their agenda; what's their views on the radio industry? Hear special remarks from each Commissioner followed by a question and answer period. The event is hosted by Eddie Fritts and moderated by Virginia "Ginny" Morris, Hubbard Radio, St. Paul, MN.

Introducing the Cash™ miracle diet.



Lose three minutes in an hour!

Gone are the days of hunt-and-cut editing, warbling time compression, and sped-up chipmunk audio. Now overstuffed, overtime audio productions can be reduced through a real-time, undetectable process that can cut up to one minute of audio from every twenty without reducing program content.

The Cash audio time machine from Prime Image is a fully digital, easy-to-operate device that utilizes a patented system of random "micro-edits" to reduce the length of any production, whether voices, sound effects, or music. And Cash works automatically, in one pass, with no additional processing. Simply enter the amount of time you want to lose and the period of time over which to lose it. Then push the start button and find

something more important to do. Like kicking back and enjoying a cup of coffee—but, in the interest of your waistline, take a pass on the donuts.

For specifications, information, or orders contact Prime Image:
www.primeimageinc.com
408-867-6519

**Prime
Image**

The Digital Video People
Tel (408) 867-6519 Fax (408) 926-7294
www.primeimageinc.com

- High Power FM • Digital Audio Storage • Performance • WebVAULT
- Studio Systems & Design • Remote Equipment • Software Updates
- Studio Networking • Superior Service • Redundancy • eSTREAM
- FM Transmitters • Streaming Audio • Technical Support • VAULT2

From the most reliable and redundant transmission equipment to leading generation digital storage and studio technology, there's only one name you need to know, Broadcast Electronics. Everything for radio is all right here.

Everything Radio.



Everything Here.

- Longevity • Web Casting • AudioVAULT • Quality • Digital Exciters
- AM Transmitters • Solid State FM • NewsBoss • Reliability • VAULTXPRES
- High Power FM • Digital Audio Storage • Performance • WebVAULT
- Studio Systems & Design • Remote Equipment • Software Updates
- Studio Networking • Superior Service • Redundancy • eSTREAM

www.bdcast.com

No shows at NAB Radio Show

The list of no-shows and cancellations at the NAB Radio Show keeps growing. Many of NAB's typical exhibitors like Filmhouse, Arrakis Systems and BuySellBid.com won't be in New Orleans, with booths at least. Other companies, like Broadcast Software International (BSI), have decided to have their booth on a riverboat cruise, drawing attendees away from the show. Of course, many of the dot-coms are either gone, like BroadcastAmerica.com and DiscJockey.com, or have been tightly managing their spending, like Hiwire, Lightningcast and Coollink.

Originally scheduled to be at the show, Telos and Klotz Digital say they cancelled because the show doesn't seem to have the draw has had in previous years. With the recent pull-outs of Infinity, CBS and others from the NAB, less attendees will be around, as well as fewer exhibitors. "Attendance has been decreasing over the last few shows. This has been a topic of conversation for three years now," says **Marty Sachs**, National Sales Director, Cleveland based Telos Systems. "It's purely a business decision. The number of attendees just don't justify our presence. It's a dollars and cents thing-how many people are there and what you get out of it."

"It's the timing. That's our biggest issue. NAB is good and all that sort of thing, it's just the timing for doing that show is not good. It's the week of Labor Day," Klotz Digital Managing Director **Ray Esparolini** tells *RBR*. "Typically shows around that time are not so good. The one in Orlando was [not too good]. We have done every other NAB show since we started Klotz Digital America."

Blame it on the economic downturn as well. Broadcasters—especially the big groups, can save a lot of bottom-line money by not funding three days of expenses, hotel rooms and show passes for hundreds of staffers and managers.

NAB Preview

Other regional shows like ARMA are also taking people away from this year's NAB Radio Show, says Sachs.—CM

Powergold 2002 to be demonstrated

Micropower Corporation will show off the release of its latest scheduling software, Powergold 2002. Powergold 2002 is 32-bit Windows software which seamlessly exports to and automatically reconciles with major digital players like Prophet Systems, Scott

Studios, BSI Wavestation, and others. Along with scheduling music, rotating notes, liners, and tempo-matched jingles, Powergold 2002 is capable of importing commercial schedules from all popular traffic and billing systems.

vTrails exhibits peer-to-peer webcasting technology

vTrails will exhibit its live streaming technology at NAB's XStream 2001, showcasing how the product offers a cost-effective media delivery solu-

tion that leverages managed peer-to-peer networking, smart-routing, and edge network capabilities. The vTrails system uses managed peer-to-peer networking, smart routing and edge network capabilities. The vTrails System delivers high quality streaming content to large audiences while reducing bandwidth consumption by up to 90%. By serving only a fraction of the end-users directly and turning them into edge stations, bandwidth is saved and network bottlenecks are reduced. Booth #1249.

**Kelly Callan, Fred Kalil, Frank Higney
Dick Beesemyer, Todd Hartman
and Frank Kalil**

will be at the

NEW ORLEANS HILTON

for the

N.A.B.

Please phone for a confidential appointment

Radio, TV and CATV Brokers

Appraisals, Media Investments, Consulting



Kalil & Co., Inc.

3444 North Country Club Tucson, Arizona 85716 (520) 795-1050

Due to a printing error in the Kalil ad in last week's issue, we would like to apologize for any confusion or inconvenience that happened as a result of that misprint.

NextMedia BCF surges in Q2

NextMedia has released its Q2 '01 earnings. The broadcast group said its broadcast cash flow more than doubled in Q2, from \$3.1M to \$6.3M. The company's net revenue also increased 91%, from \$9M to \$17.2M. Operating expenses increased from \$5.9M to \$11 million. On a pro forma basis, net revenue rose 5.8%, to \$22M. However BCF decreased 3.4%, to \$8.5M.

NextMedia owns 56 radio stations in 14 markets and 4,000 bulletin and poster displays across the country. Investors include Thomas Weisel Capital Partners, Alta Communicators, Weston Presidio Capital and Goldman Sachs Capital Partners as well as senior management. NextMedia was founded by radio vets **Carl Hirsch**, Executive Chairman and **Steve Dinetz**, President and CEO.—CM

Media Markets & Money™

by Dave Seyler

Emmis lowers the net

"The economy has not improved as most people originally predicted, and our guidance needed to reflect that." Those are the words of Emmis Communications (O:EMMS) Chairman & CEO **Jeff Smulyan** as he announced lowered expectations for the remainder of 2001.

The company reported that Q2 radio net revenue are expected to be down 4-6%, with radio cash flow dropping 9-11%. The story for its television properties is worse, with net revenue dropping 6-8% and cash flow slipping by 11-13%.

The following chart shows Emmis's revised targets for the rest of the year:

| (in millions except ATCF) | Q3 | Q4 | 2002 |
|---------------------------|------|------|-------|
| Radio net revenue | 74.0 | 61.1 | 271.9 |
| Radio broadcast cash flow | 36.7 | 22.0 | 123.6 |
| TV net revenue | 55.1 | 51.3 | 212.0 |
| TV broadcast cash flow | 18.7 | 16.3 | 71.0 |
| Publishing net revenue | 20.4 | 16.8 | 72.9 |
| Publishing cash flow | 4.0 | 1.6 | 8.5 |
| ATCF per share | 0.51 | 0.26 | 1.58 |

The revisions come a month and a half after Emmis issued a similar report, albeit with higher numbers plugged in for the remainder of the year. The earlier prediction for radio revenue called for \$77.2M Q3, \$62.2M Q4 and \$277.4 for the year. Radio cash flow has also been revised down, from \$39.2M Q3, \$27.0M Q4 and \$133.0M for the year.

Emmis is sticking to its guns when it comes to managing expenses. A strategy of aggressive promotion and sales force hiring and training remains in place. "We think it's inappropriate at this point to sacrifice long-term benefits for short term fixes," said Smulyan.

As to the tough revenue year, the main (though not only) culprit is national business, which is down 23% so far, compared to a mere 2% drop in local. Emmis's local/national split, which used to be about 70/30, is running closer to 80/20 these days. As for business categories, Emmis said that automotive, particularly imports, is doing well, as are department stores and movies. Down categories include telecommunications and other forms of entertainment, particularly TV and cable.

The oft-mentioned split of Emmis radio and television properties is still on the table. "We are now actively exploring a taxable spin-off of our Television Division which we believe can be completed without significant tax consequences to Emmis or our shareholders."

Circuit socking it out of the park

Audio manufacturer Circuit Research Labs Inc./Orban (O:CRLI) is enjoying a tremendous year. YTD through May, the company is 28% ahead of its 2000 pace, and with \$1,215,871 profit in the bank, is on pace to hit its \$3M target for the year. Gross sales already total over \$8M, compared to last year's

www.patcomm.com

NAB Radio Show 2001

HILTON NEW ORLEANS RIVERSIDE

SUITE 2737

*Call Today to Discuss Your Station's Brokerage
and Financing Needs*

Larry Patrick
President

Terry Greenwood
Vice President

Susan Patrick
Executive Vice President

Greg Guy
Vice President

PATRICK



COMMUNICATIONS

(410) 740-0250

\$6.3M. That is not last year's total for the same time period, that is last year's total, period.

"We are more than pleased with our operational performance these two months [April and May], especially following a record-breaking first quarter," said VP/CFO **Robert McMartin**.

The company credits a strong product line for its success, coupled with organizational efficiencies realized by combining CRL and Orban operations.

President/CEO **Jay Brentlinger** said, "The goal of making this a \$20M a year company is within reach. Our acquisition of Avocet will begin enhancing our sales position by year's end. And we will introduce three new products this year."

HBC doubles down in Vegas

In Las Vegas, Hispanic Broadcasting Corp. (N:HSP) holds one of the rarer items in radio today: an AM-FM combo. That will change, however, when the keys to KPXC-FM are turned over to **McHenry Tichenor's** outfit. HBC is plunking down \$16M cash to owner **Claire Benezra** for what can now only be considered a stick in the rapidly growing market.

The station is no factor whatsoever in the market at the moment. It is licensed to Indian Springs, about 40 miles northwest of the Strip, with 100 watts and a negative HAAT. You'd be hard pressed to fit a single juvenile ant into its coverage contour as drawn on engineering consulting firm duTreil, Lundin & Rackley's map.

That will all change. The station holds a CP to bring it up to full Class C status, with coverage north and west of the metro area. If HBC is successful modifying the CP, the station will blanket the metro from a more advantageous transmitter location. Broker: Kalil & Co. (seller)

Tudek twofer adds up to \$7M

Robert Tudek's TeleMedia is selling four Albany-area stations to two different buyers for a total of \$7M. A breakdown of price per deal is not yet available.

The first deal will send WCPT-FM Albany and WKBE-FM Warrensburg to **James Morrell's** Pamal Broadcasting. Pamal already has two AMs and four FM's in the vicinity.

The second deal will ship WABY-AM Albany and WKLI-FM Ravena to **Ed Levine's** Galaxy Communications. Galaxy is no stranger to upstate New York with clusters in Syracuse and Utica. However, this deal will mark its first foray into the capital area. Broker: **Frank Boyle**, Frank Boyle & Co.

Clear Channel builds in Beaumont

Ralph McBride is sending his Contemporary Christian outlet KTFA-FM to Clear Channel (N:CCU) for \$4.5M cash. CCU already has an AM and three FM's in the market. KTFA may provide the edge CCU needs to sew up the top slot for the time being. It is locked in a neck and neck race for first place with Cumulus (O:CMLS) in Arbitron market #130,

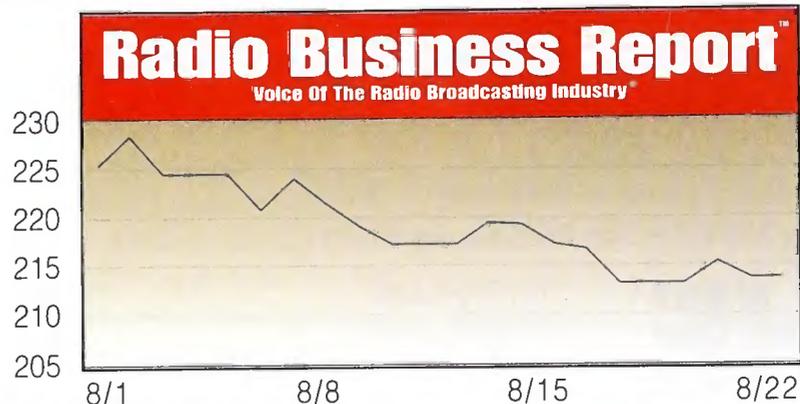
which operates in the shadow of nearby top ten market Houston.

Concord deal is on the up and upstate

It is not at all unusual to see the names Clear Channel (N:CCU) and Concord on either end of a station sale contract. The only question is who is selling to whom? In this case, a pair of combos in upstate New York are going to Clear Channel for \$4.3M.

The Radio Index™

The Radio Index™ moved down 3.511 for the week to close 8/22 at 213.802



Larry Wilson, Chairman, of Citadel Communications

has agreed to transfer the assets of

WFPG-AM/FM, WPUR-FM and the LMA of WKOE-FM

servicing

Atlantic City, New Jersey

for

\$19,400,000

to

Millennium Radio Group

a joint venture of

UBS Capital Americas

and

Mercury Capital Partners



"Radio's Full Service Financial Specialists"™

5080 Spectrum Drive, Suite 609 East • Addison, TX 75001 • (972) 458-9300

REAL RESULTS.

Call now for
NAB Radio Show
appointments

Sept. 4-7 at
Hilton New Orleans
Riverside



JOSEPH BENNETT MCCOY, III
COLORADO SPRINGS, COLORADO
719-630-3111 PHONE
719-630-1871 FAX

HAMMETT & EDISON, INC.
CONSULTING ENGINEERS
RADIO AND TELEVISION

Serving the broadcast industry since 1952...

Box 280068 • San Francisco • 94128



707/996-5200
202/396-5200
engr@h-e.com
www.h-e.com

FOR SALE!

Full-time AM Station

Serving the San Francisco market

Asking price **\$7,000,000**

Contact: **Media Venture Partners**

Elliot Evers at 415-391-4877

or

eevers@mediaventurepartners.com

RBR Radio

Your information
source featuring:

**1 on 1 Interviews,
Conference Calls**

and

The Daily Newscast

Read about these
transactions and more
at our website

rbr.com

The place for
leading industry
news and information

Transaction Digest

by Dave Seyler & Jack Messmer

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. Broker credits are based on contracts filed with the FCC.

\$4,500,000 KTFA-FM Beaumont-Port Arthur (Groves TX) from Voice of the Wilderness Broadcasting Inc (Ralph H. McBride) to Clear Channel Broadcasting Licenses (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU). Cash. **Superduopoly** with KYKR-FM, KIOC-FM, KKMV-FM, KLVI-AM. Additional overlap with KTRH-AM from neighboring Houston market. LMA since 7/30. **Broker:** Jody McCoy, McCoy Broadcast Brokerage (seller).

\$4,300,000 WHUC-AM & WZCR-FM, WCKL-AM & WCTW-FM Albany-Schenectady-Troy/Poughkeepsie (Hudson NY, Catskill NY) from Concord Media Group Inc. (Mark Jorgenson) to Clear Channel Broadcasting Licenses (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU). Cash. **Superduopoly** with WGY-AM Schenectady, WOFX-FM Troy, WTRY-FM Rotterdam, WRVE-FM Schenectady, WHRL-FM Albany, WPYX-FM Albany, WGHQ-AM Kingston & WRKW-FM Saugerties, forming four distinct markets. The four stations being sold are between the Albany and Poughkeepsie Arbitron markets. WHUC, WZCR and WCKL share more overlapping contour with CCU's Albany stations; WCTW shares more with CCU's Poughkeepsie stations. CCU has waiver through 2004 for common ownership of WXXA-TV Albany.

\$3,861,175 WMGG-FM Tampa-St. Petersburg (Dade City FL) from Mega Communications of Dade City Licensee LLC (Alfredo

Alonso) to TAMA Group LC (Charles W. Cherry II, Glen W. Cherry). \$100K escrow, balance in cash at closing. Combo with WTMP-AM. Note: Buyer must change call letters. **Brokers:** Hadden & Assocs., Minority Media Telecommunications Council (both for seller).

\$2,000,000 WAAM-AM Ann Arbor MI from Whitehall Enterprises Inc. (Lloyd R. Johnson) to Clear Channel Broadcasting Licenses (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU). Cash. Includes a non-compete. **Superduopoly** with WTKA-AM, WYBN-AM, WQKL-FM, AND WWWW-FM in the Ann Arbor market. Additional overlap with numerous stations in the adjacent Detroit market, forming five distinct contour overlap markets.

\$1,865,000 WZRZ-FM CP Flint MI (Frankenmuth MI) from The Frankenmuth Radio Co. Inc. (Thomas J. Beauvais, Gregory P. Theokas) to Regent Broadcasting of Grand Rapids Inc. (Terry Jacobs, Bill Stakelin), a subsidiary of Regent Communications (O:RGCI). \$125K escrow returned to seller, 15,724 shares of Regent Common stock placed in escrow, additional 164,276 shares of Regent Common stock for total of 180,000 shares with estimated value of \$1.296M; \$569K cash for tower, transmitter and other properties. Total price is RBR estimate. **Superduopoly** with WFNT-AM, WCRZ-FM & WWBN-FM. Station is currently operating pursuant to a program test authority. CP is for 93.7 MHz with 3.5 kw @ 436'.



THE EXLINE COMPANY

MEDIA BROKERS • CONSULTANTS

VISIT US AT THE NAB

Windsor Court Hotel

September 6 and 7

ANDY McCLURE

DEAN LeGRAS

4340 Redwood Highway • Suite F-230 • San Rafael, CA 94903

Telephone • 415-479-3484 Fax • 415-479-1574

The deal includes WHUC-AM/WZCH-FM out of Hudson and WCKL-FM/WCTW-FM out of Catskill. The foursome splits the difference between the Albany-Schenectady-Troy and Poughkeepsie Arbitron markets, each of which features an existing Clear Channel superduopoly cluster. Six Albany stations and two from Poughkeepsie share at least some territory with the stations to be acquired, forming four distinct contour overlap markets.

Clear Channel also has WXAA-TV Albany in the mix, which the FCC has already cleared it to operate through 2004.

Safe harbor in Ann Arbor?

Clear Channel (N:CCU) is cornering the market in Ann Arbor MI. It has struck a \$2M cash deal with **Lloyd Johnson's** Whitehall Enterprises to acquire WAAM-AM. The News-Talker will give Clear Channel four out of four stations considered home to the market by Arbitron, and five out of six listed there in the *RBR Source Guide & Directory*. The cluster will be comprised of three AMs and two FMs.

RBR observation: Before **Gloria Tristani** writes another objection to a deal which will end the chances of competition within a given market, let us point out that the sum and total of the 12+ ratings garnered by these four stations during the Fall 2000 survey was 11.2 shares. This is less than the total amassed by one leading station in many similarly-sized markets (Ann Arbor is ranked #146).

While these stations were snagging their 11.2, Detroit stations were walking off with 57.9 shares of the Ann Arbor ear pool. Even a Toledo station made off with 1.0. In short, Ann Arbor, abutting the southern border of the Detroit market, is not a full-fledged market and cannot be fairly judged in terms of owners home to the market.

Similar situations exist in Sussex NJ, where CCU has all four

above-the-line stations, and Morristown NJ, where Greater Media has agreed to purchase all of the above-the-line stations in the market—both of them.

Banc of America still banking on radio

It has come as no surprise to the Street-types at Banc of America that most of the radio properties it covers have lowered expectations for Q3. That group, which includes Clear Channel (N:CCU), Beasley (O:BBGI), Cox (N:CXR), Cumulus (O:CMLS), Emmis (O:EMMS), Entercom (N:ETM), HBC (N:HSP), Radio One (O:ROIA) and (although it is a billboard rather than a radio company) Lamar (O:LAMR), has produced a 57% gain in stock price so far this year, blowing the S&P 500 (-10%) and NASDAQ (-20%) out of the water.

However, the group has gone down 3% over the last four weeks while the rest of the radio universe was flat.

BAS's Radio Broadcasting Monthly predicts that Q3 may well be the bottom of the current revenue slump. While they expect continued pressure on stock prices, they also suggest that this may be a good spot for those interested in radio to do some careful bargain shopping.

CCU parks in Parkersburg/Marietta

The **Daugherty** family is sending WBRJ-AM to Clear Channel (N:CCU) for \$450K. The Sports outlet will mark the sixth station and second AM for the radio giant in this small market with stations in both West Virginia and Ohio straddling the Ohio River.

Working at La Crosse purposes in Wisco?

Faith Sound is getting into the radio business with a \$1.5M deal to buy a combo from Riverview Communications. WKBH-AM Holmen and WFBZ-FM Trempeleau are both part of the La Crosse WI market. La Crosse was once an Arbitron market but has not been measured for over two years.

There is one potential snag which could cause this deal to fall apart, although it would replace it with another. Mississippi Valley Broadcasters, which bought WKBH-FM West Salem from Riverview last year for \$2,335,500 (*RBR* 11/13/00, p.14), has been running WKBH-AM/WFBZ-FM in an LMA and has 30 days in which to exercise its right of first refusal to buy the stations itself.



Recent Transactions!

SOLD!

WPEZ-FM, Macon, GA, \$55.0 Million

CLOSED!

KOYN, KBUS & KPLT-AM/FM, Paris, TX, \$2.575 Million

CLOSED!

KFTZ-FM, KOSZ-FM, KLCE-FM, KCVI-FM, KECN-AM & KICN-AM, Idaho Falls - Blackfoot, ID, \$13.0 Million Cash

CLOSED!

WKQB-FM, Southern Pines-Fayetteville, NC, \$6.15 Million Cash

CLOSED!

KPCR-AM/FM, Bowling Green, MO, \$725,000

CLOSED!

WYPA-AM, Chicago, IL, \$10.5 Million Cash

*Stop by the Windsor Court Hotel in New Orleans
Sept. 5-7 during the NAB
for a confidential discussion!*

Media Services Group

www.mediaservicesgroup.com