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who are our partners in success for the Fall of '99.**

TRIBUNE
ENTERTAINMENT

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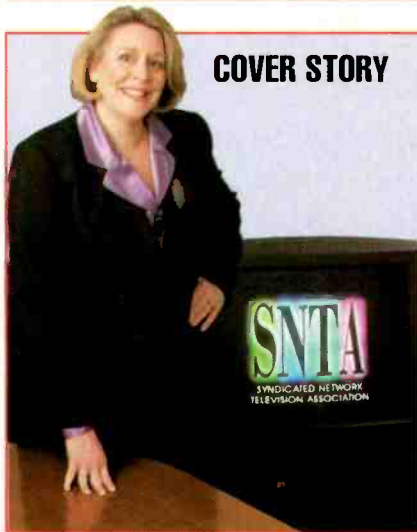
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Jeffrey Marcus (l) and Stevie Wonder speak out on radio station ownership.



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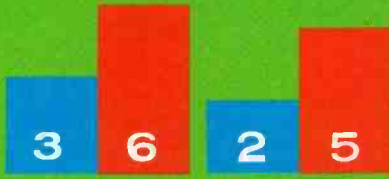
I've
got
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"Growth"
right
here...



1 Men 18-34.

M18-34rtg
Nov97/Nov98
TIME HOWARD
PERIOD STERN

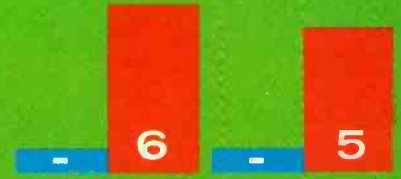
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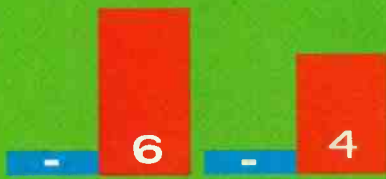
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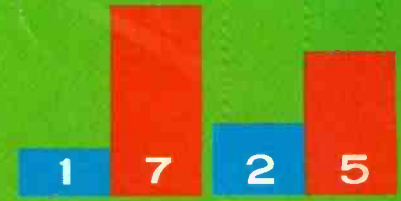
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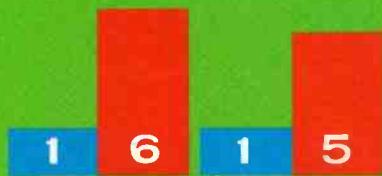
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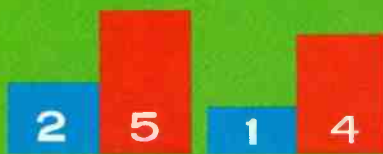
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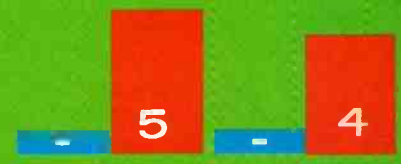
Raleigh



West Palm Beach



Louisville



Providence



Fresno

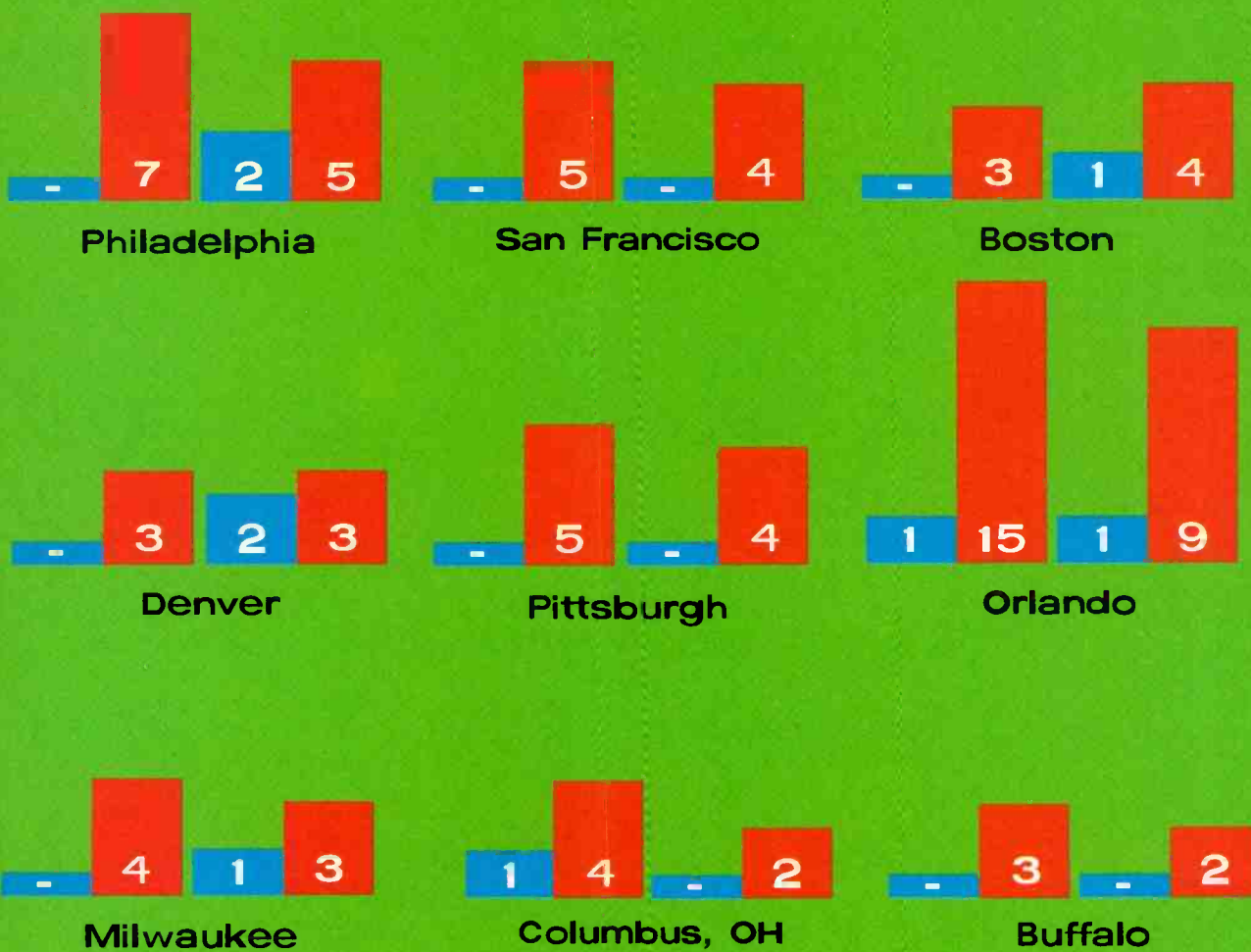


Las Vegas



Syracuse

1 Men 18-49.*



THE HOWARD STERN RADIO SHOW

*Source: NSI 11/98 Cassandra CAR report.
All first-run programs, 20+ markets, original telecasts.



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Street spans station groups

Sinclair rattles investors with poor results, Baker exit; Chancellor, with rising costs

By Steve McClellan
and Joe Schlosser

Big trouble in River City? Wall Street thought so last week, as the Sinclair Broadcast Group got hit with a triple-whammy: soft fourth-quarter results, not-so-hot first-half projections and the surprise resignation of Barry Baker as its operating head.

The market, which has savaged Sinclair's stock over the past 10 months, punished it again last week: At midday Friday, the stock was down 20% for the week, to \$13.50.

It was no picnic last week for another TV-radio group, Chancellor Media, as The Street shaved about \$9, or 16%, off its share price as well. The issues there: The company more than doubled its earlier projection of capital expenditures (to more than \$140 million), and also revealed an additional \$20 million in corporate overhead, prompting worries about future cash-flow growth.

"It was a pretty messy week for both of those companies," said Bill Meyers, broadcast analyst for BancBoston Robertson Stevens, whose downgrade last week of Sinclair helped send the company's stock price south.

"Losing Barry Baker is a big loss," says Jessica Reif Cohen, Merrill Lynch's top entertainment/media analyst. ML also downgraded Sinclair. The company's fourth-quarter results and near-term outlook—basically flat for TV sales—make the stock a less-than-compelling buy in the near term, Cohen said.

As to the future, Baker says he's weighing his options—a lot of them. "I've had more people who run or own companies call me in the last 72 hours who want me to do something with them," both inside and outside the TV business. "I want to find something that's outrageous in terms of the

opportunity, and entrepreneurial."

In 1996, Baker merged his River City Broadcasting (10 TV stations and close to 30 radio stations) with Sinclair in a deal valued at \$1.2 billion—creating a 29 station TV Group covering 14% of the U.S. Since the merger, Sinclair has grown to 56 TV stations that cover about 26% of the U.S. and another 51 radio stations spread across 28 states.

Baker is the largest individual Sinclair stockholder outside of the company's founders, the Smith family, with about 2 million shares that are worth about \$6.5 million less now than they were a week ago.

Last week, Baker said he plans to hold on to his Sinclair shares, which traded on Friday at \$13.50. Last April, they traded at \$30.

Baker has built a reputation in Hollywood and even on Wall Street as a tough, impressive power broker. He also has a reputation as a man with an ego and someone who doesn't shy away from the limelight.

With such a big station empire, Baker was often the first stop on many of Hollywood's top syndication executives' sales trips.

"I'm sorry to see Barry go, because, as big a pain in the ass as he was, we always got things done—and at least we knew how to do business with him," said one top syndication executive.

Rumors persisted last week about where Baker might end up. One of the more intriguing: working with Barry Diller to integrate Internet powerhouse Lycos into HSN Inc.

As to who might replace Baker, Sinclair Chairman David Smith said last week he'll look inside the company and out to find a replacement. Other sources say Smith may hire two people to fill Baker's shoes—a finance type and an operations person. Bill Butler, the company's top programmer, is expected to remain in place.

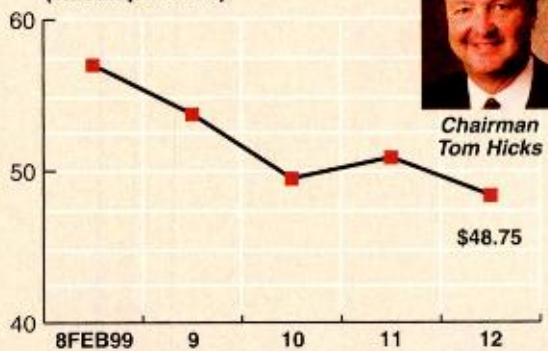
Smith said he will temporarily step into an operational role at Baltimore-based Sinclair, but only until he finds a replacement for Baker. As to the company's recent and near-term performance, Smith replied, "We're in a cyclical business, where there are up quarters and down quarters. It's just a series of averages."

He acknowledged that cable competition "makes the business that much harder in the near term." He also said that the national spot business for TV stations, which has been weak in recent quarters, will probably disappear in a few years, making TV, like radio, a business driven by the local economy. Picking up the slack will be businesses stemming from digital, he said.

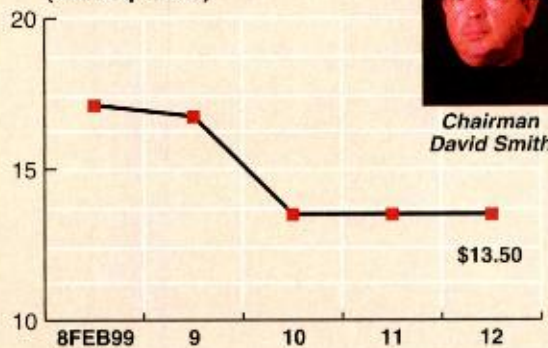
'A pretty messy week'

Chancellor's stock fell 16%; Sinclair's, 19%

Chancellor Media (Nasdaq: AMFM)



Sinclair Broadcast Group (Nasdaq: SBGI)





"I want to find something that's outrageous in terms of the opportunity and entrepreneurial."
—Barry Baker, departing Sinclair COO

As to Dallas-based Chancellor, Wall Street also had concerns about management's ability to integrate the pieces yet to be acquired—LIN TV, Capstar and Petry Media, an advertising rep firm. "I think investors are saying 'show me you can do it and how you can do it,'" said Meyers.

Several analysts last week said Chancellor's situation is somewhat bizarre, given the company's announced intention to sell off some, possibly all of its media assets—even before it has closed on all of its proposed acquisitions.

When those deals close, Chancellor will own 465 radio stations and 13 television stations.

Last week, Chancellor chief executive officer Jeff Marcus told analysts the company has brought in several more of Wall Street's heaviest hitters, including Morgan Stanley, Goldman Sachs, Chase Securities, Greenhill Partners and Hicks, Muse, Tate & Furst (which controls Chancellor) to advise it on "strategic alternatives." BT Alex Brown, the first banker brought in, in January, and Morgan Stanley, will spearhead the effort, said Marcus.

"That whole situation is very bizarre," says one analyst at a major Wall Street firm. Meyers says the move is more premature than strange. He notes that Hicks Muse and Chancellor began pursuing strategic alternatives because Chancellor's stock was trading at a discounted value compared to competitors, including Infinity and Clear Channel.

But, says Meyers, Chancellor should trade at a discount because of its debt—which now totals more than \$4

billion, compared to virtually debt-free Infinity—while Clear Channel has a debt-to-cash-flow ratio of about half of Chancellor's.

"If they just execute the integration plan and achieve the organic growth they said they would, their debt ratio would decline and so would the discount," he said.

Indeed, Meyers and other analysts last week conceded that Chancellor's fourth-quarter operating numbers were

quite good, with 15% pro forma revenue growth and a 24% gain in broadcast cash flow.

One major investor in the Chancellor holdings said the company's fundamentals were sound. "The stock is more volatile than any media stock I'm aware of for reasons I'm not quite sure of," the investor said. "The lower it goes, the more likely it will be sold, because it will be affordable to someone like Clear Channel or Disney."

Chancellor's Marcus told BROADCASTING & CABLE last week, "The business is exceedingly sound and we anticipate that will continue into 1999."

As to a possible sale of the company, Marcus said, "we're in the early days of the process. We're pleased by the interest in the company, though that doesn't come as a surprise."

But as to any actual deal, he said, "It's like fishing. We have no idea when the fish are going to bite." ■

—with reporting by Bill McConnell

Sports costs trim Fox's bottom line

Higher costs for the National Football League and a World Series sweep put a bite on Fox Broadcast Network profits in the three months ending Dec. 31, 1998.

The group had an 18% drop in cash flow, to \$175 million on revenues that were 10% higher, at \$1.05 billion. For the quarter, sources say Fox incurred \$25 million to \$30 million in costs on the World Series that featured a quick New York Yankees Series sweep over the San Diego Padres.

The box office success of *Titanic* helped Fox Entertainment Group offset losses at the Fox television ranks in the fourth quarter.

Fox Entertainment Group posted a 52% jump in profit, to \$105 million, and parent company News Corp. kept its net profit flat at \$395 million, according to results announced last week.

Fox CFO David Devoe said he expects the network to turn a profit in the upcoming March and June quarters with solid prime time ratings.

At the 22 Fox owned-and-operated stations, operating results were up over the same three quarters of 1997, but only marginally, according to Fox Entertainment President Peter Chernin. Chernin blamed a rough advertising environment.

—Joe Schlosser



Fox's high-cost NFL broadcasts contributed to an 18% decline in cash flow in fourth quarter 1998.

Songs in key of LMA restriction

Even wealthy single-station owners have difficulty competing, Wonder tells FCC

By Bill McConnell

The FCC's Democratic majority indicated last week that it is determined to place new restrictions on TV local marketing agreements and in-market radio/TV crossownership.

Chairman William Kennard and his Democratic colleagues also got a little support from music superstar Stevie Wonder, who testified about ownership rules at a Feb. 12 hearing, joining industry officials, academics, and public-interest advocates.

Wonder, who owns KJLH-FM Los Angeles, said that single-station owners, even wealthy ones like himself, have had increasing difficulty competing since the 1996 Telecommunications Act removed the cap on radio station ownership.

"It's difficult, if not impossible for a single-station owner to compete against conglomerates," Wonder said. If independent stations disappear, communities across the country will lose broadcasters with strong local ties, he said. "Our business decisions are not dictated by the Dow Jones but by Mary Jones, who relies on our station for information about the community."

Despite increased pressure from lawmakers and industry to relax rules, the three Democratic commissioners demonstrated that they still hold deep reservations about increasing broadcast ownership concentration.

Commissioner Susan Ness argued that a possible alternative to the ban on TV duopolies would be to permit waivers for stations that make a firm commitment to offering news, children's programming and public service announcements not already available in a community.

Kennard was critical of industry panelists who suggested that the FCC should leave ownership oversight to the Justice Department. "I'm having difficulty seeing how antitrust laws will be a panacea," he said.

Noting that broadcast stocks are trading at ever-increasing multiples, he also dismissed industry worries that investment capital will flee the industry if some ownership rules are tightened.



Chancellor's Jeffrey Marcus, who favors loosening ownership rules, and Stevie Wonder, who favors tightening them, are in harmony for a moment.

"Clearly, people anticipate that the TV marketplace will be quite profitable in the future," he said.

Commissioner Gloria Tristani added that media conglomerates' profits should not take precedence over providing small businesses, minorities and women access to the airwaves. "Some public goods may not be valued on Wall Street, but they are priceless on Main Street," she said.

Chancellor Media President Jeffrey Marcus, however, said the FCC should remove the TV duopoly ban and loosen the radio/TV crossownership restrictions. "These two rules are glacial remnants of a regulatory Ice Age. They stem from an almost forgotten time when a few TV and radio stations were in the electronic media." Backing Marcus were A.H. Belo Corp. General Counsel Michael McCarthy and Bear Stearns analyst Victor Miller.

Instead of ownership restrictions, the FCC should encourage the industry to develop a venture capital fund that would invest in "new entrants" to the broadcast industry, including minorities and women. Marcus said he is negotiating with other large media owners to launch a fund with \$200 million or more in capital.

Not all industry officials supported looser rules, though. Alan Frank, general manager of Post-Newsweek station WDIV-TV Detroit, called for the elimination of LMAs, which allow one station to control another in the same market and circumvent the ban on TV duopolies. He called for tight grandfathering rules that force nearly all in-market LMAs to be divested in a few years.

Media Access Project President Andrew Schwartzman called on the FCC to establish waivers that would allow TV duopolies when a station promises to air a set amount of locally produced programming.

Schwartzman said the commission should not be swayed by complaints from lawmakers, who want all LMAs and in-market radio-TV deals to be grandfathered permanently. "You are an independent regulatory commission with delegated authority and charged with interpreting the law," he told the commissioners.

Last week, House Commerce Committee Chairman Tom Bliley (R-Va.), Senate Commerce Committee Chairman John McCain (R-Ariz.) and three other lawmakers asked the FCC to permanently grandfather all TV LMAs and eliminate the ban on in-market radio/TV combinations. ■

Which hit
comedy
maintains the
highest retention
in repeats?

**EVERYBODY LOVES
RAYMOND?**

FRIENDS?

SEINFELD?

A promotional photograph of the main cast of the television series 'Desperate Housewives'. The cast members are posed in two rows against a bright yellow background. In the back row, from left to right: Felicity Huffman (Mary Alice Johnson), Marcia Cross (Susan Montgomery), James Van Der Beek (Lew Landersman), Eriq La Salle (Dr. M. Tucker), and Julianna Margulies (Edie Platter). In the front row, from left to right: Felicity Huffman (Mary Alice Johnson) is seated in a grey armchair, wearing a blue button-down shirt and a black skirt. To her right, Marcia Cross (Susan Montgomery) is seated, wearing a dark blue blazer and a black skirt. Behind her, Julianna Margulies (Edie Platter) is seated, wearing a black dress. The word 'Surprised?' is written in large, white, bold, sans-serif font across the middle of the image, partially overlapping the cast members.

Surprised?

Repeatability means success, and...

***Ally McBeal* delivers
85% repeatability.**

More than the other top comedies on television...
and more than the most sought-after hits in syndication.

Ally McBeal 85%

Home Improvement	84%
Friends	82%
Cosby	81%
Everybody Loves Raymond	80%
Just Shoot Me	80%
Caroline in the City	77%
Suddenly Susan	77%
Mad About You	76%
Seinfeld	75%
Veronica's Closet	74%
Frasier	70%

Ally McBeal™

**The more you know about Ally...
the better it looks.**



SOURCE: NTL, 1997-98 Broadcast Season (9/22/97-6/20/98).
Average of originals vs. repeats. HH Shr.

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Clear Channel, Jacor spin-offs

To speed merger, companies encouraging minorities to purchase radio stations

By Elizabeth A. Rathbun

In what company Chairman L. Lowry Mays says is an effort to encourage minority ownership of radio stations, Clear Channel Communications Inc. is spinning off nine FMs and AMs to minority owners.

They are African American-owned Radio One Inc. and Blue Chip Broad-

casting Co., and Hispanic-owned Mega Communications Inc. The spin-offs are part of \$320 million in deals involving 20 radio stations being sold or swapped to help comply with FCC overlap rules.

Other buyers are Infinity Broadcasting Corp., Cox Radio Inc. and ABC Radio. An AM and FM in Jacksonville, Fla., were put in trust pending an acceptable deal.

That accounts for all the stations that Clear Channel has to divest under its pending \$4.4 billion merger with Jacor Communications Inc., says Chief Financial Officer Randall Mays.

"We made a very conscious effort [to find minority owners] because we think there is a lack of minority-owned broadcasting properties," Lowry Mays says.

It doesn't hurt at the FCC either, which has been pushing broadcasters to make such efforts.

Clear Channel will not retain a stake in any of the minority companies.

The deals add up to \$285 million cash and \$55 million in swaps, though prices for all individual deals were not disclosed.

Meanwhile, Cox says it will divest two of its FMs in Louisville, Ky., leaving it a total of four FMs there. It claims six FMs and one AM in Tampa, Fla., despite FCC rules that limit broadcasters to no more than five stations from one band per market.

Meanwhile, Clear Channel is in deep negotiations to acquire Chancellor Media Corp., which has put its 465 radio stations and other holdings on the block.

Assuming the spin-off deals close, Clear Channel/Jacor would own or operate 470 radio stations in 107 markets, along with 22 TV stations and more than 274,000 outdoor advertising faces. ■

At a glance

The spin-offs from the pending merger of Clear Channel and Jacor break down this way. The deals require FCC approval.

- Radio One acquires an AM-FM combo in Cleveland from Clear Channel.
- Blue Chip gets two FMs and one AM in Louisville, Ky., from Jacor and two FMs and one AM in Dayton, Ohio, from Clear Channel.
- Mega adds one FM, in Tampa, Fla., from Clear Channel.
- In Tampa, Cox gets two FMs from Clear Channel and the license for WTBT-FM and format of WDUV-FM from Jacor (which Clear Channel/Jacor count as the equivalent of one station). In Louisville, Cox will assume two FMs from Jacor and hold an option to buy WMHX-FM Louisville. In exchange, Cox will pay an undisclosed amount of cash and swap to Clear Channel/Jacor three FMs and two AMs in Syracuse, N.Y., where they currently lack a presence.
- Also in Tampa, Clear Channel will spin off two FMs to Infinity and one AM to ABC.
- Infinity gets another FM, in Cleveland, from Clear Channel. Infinity says it will pay \$122.5 million cash for its three stations.

Kids upfront set for March, April

Heavy supply expected to keep take close to \$750 million

By Steve McClellan

A flat kids' upfront sales market will probably take place in late March or early April. Advertising executives say that with consolidation among major toy makers, it's a buyer's market, much like last season. More competition than ever in the children's programming business and lower levels of viewership this season were also cited as factors. "There may be some new money for small categories, but I can't see any of the major categories being up," said Julie Friedlander, head of national broadcast buying for Ogilvy & Mather.

When asked about the timing of this year's market at the Fox Family-Fox Kids upfront presentation in New York last week, Rick Sirvaitis, president, advertising sales, Fox Family Worldwide, agreed. Spending by advertisers in the kids' market will be flat, or "comparable to last year," he said.

However some sales executives counter that demand for kids' advertising will be stronger and believe the market may grow about 5%. Last year's market was down about 7%, to \$750 million.

In prior years, the kids' upfront broke in February, right after the Toy Fair in New York. Last year the market broke

late because key clients didn't have budget plans in place. This year, too, advertisers aren't ready to hurry to market. "Why rush?" says one agency source.

"Given the number of rating points cable has added to the market, it makes less sense for the market to go earlier," says Friedlander. "The market kept getting earlier for no reason. That just makes budgets less reliable, especially for the toy companies. People were making announcements in early January. The toy companies aren't done analyzing Christmas by then. We've just returned to what the old timing was. And I think it will stay that way."

Nielsen ratings show an overall 8% decline in kids' TV viewing Monday

through Friday, 3 p.m. to 5 p.m. this season. But according to Saban research executive Steve Leblang, the drop in school-age kids' viewing is less—between 3% and 4% for kids 6 to 11.

"It's significant but not alarming," Leblang says of the drop in viewership. "Kids are a moving target." The declines, he said, may be a result of increased computer usage, as well as "methodological issues with Nielsen." Those issues have to do with whether or not kids, especially younger ones, are registering properly with people meters.

On Saturday morning, kids' ratings are down 13% on the four broadcast networks combined. During the fourth quarter among kids 2 to 11, Fox's Saturday morning slate was down 21%; WB was down 23%; and ABC was down 11%. NBC, which targets older kids and teens, was down 12%.

Nickelodeon, the ratings leader on Saturday mornings, was flat with a 3.7 rating among kids 2-11. CBS, which revamped its Saturday slate almost entirely this season, was up 20%, to a 0.8 rating, which kept it in last place, well behind most of the pack.

During the week, the two-hour Fox Kids Network afternoon block is down 11% in rating this season, to a 2.2/13. The competing WB kids' block is down 29% (four-tenths of a rating point) to a 1.0/7. WB Kids had planned a February unveiling of its new season schedule, but has put it off to March after assessing the market. Sources also say the WB has two midseason shows it wants to let settle in—*Batman Beyond* and *Pokemon*—and hopefully have a good ratings story to tell advertisers in March.

Nick is also down during the 3 p.m. to 5 p.m. time period this year, by about 7%, to 2.5/17. Fox Family daytime kids' slate is averaging a .4/1 in the time period, which amounts to 141,000 kids on average. Last year, the network didn't target kids in the time period.

The Cartoon Network is up 3 share points and four-tenths of a rating to a 1.1/7 in the time period. Its rating was no doubt helped by a boost, to 8 million, in household penetration this season.

For the first time, Fox will have a unified ad sales pitch across all its kids' media outlets, overseen by Sirvaitis. Those outlets include the cable and broadcast networks, two digital cable networks (one for boys and one for girls) that debut next October, a radio network, a magazine and various Web sites, which will have upfront advertising availabilities for the first time. The Web sites include foxkids.com; foxfamilychannel.com; boyzchannel.com and girlzchannel.com. Fox unveiled 19 news series for Fox Kids and Fox Family next season.

Scheduling of the shows will be announced later, said Maureen Smith, executive vice president, Fox Family Worldwide. ■



'Batman Beyond'

TCI, AT&T prep for vote on deal

In \$50 billion merger, Hindery prevails as company's management takes shape

By John M. Higgins

As shareholders of Tele-Communications Inc. and AT&T Corp. vote on the two companies' \$50 billion merger this week, AT&T hammered out details of how the operations will be managed.

But the telco is still far from nailing down all the government approvals needed to fully complete the deal.

The shareholder vote itself is anticlimactic. TCI Chairman John Malone controls a majority of TCI's shareholder votes and has pledged to support it, so it doesn't matter what other investors do. There's no similar concentration of votes at AT&T, but the company's 50% stock price increase has erased Wall Street's initial anxiety over whether the deal would get done.

On the management side, AT&T acknowledged Friday that it was shuffling its planned management structure. The plan called for TCI president Leo Hindery to run the post-takeover cable system operation, to be named AT&T Broadband Service, but report up

through vice chairman John Zeglis. Hindery will now work directly with AT&T chairman Mike Armstrong. Zeglis will continue to run the consumer side of AT&T's long distance phone division and will add oversight of AT&T's international operations and investments.

Industry executives had privately said for months that Hindery was pushing for a new structure and was refusing to report to Zeglis as laid out in last June's initial announcement of the TCI sale. AT&T denied that and very publicly restated the old structure in January when it sent a proxy statement to both companies' shareholders.

Armstrong plans to shift his own role as well. After spending his first year at the company on a flurry of major deals and a cost-cutting campaign, he plans to focus more on operations and executing some of the plans he's engineered by the multibillion dollar acquisitions of TCI and competitive local phone carrier Teleport Communications Group Inc.

One possible snag is that TCI could still be awaiting approval from half a dozen cities at the time AT&T targeted

takeover of the MSO. The MSO needs approval from 967 cities, counties or states to sell itself to AT&T. Twenty-three have yet to complete their approvals, but most of those are well on their way as AT&T tries to close the deal by the end of March.

But TCI company executives are pessimistic about their prospects for approval of six franchise transfers, including Portland and Multnomah County, Ore. Those cities are pushing AT&T to "unbundle" its high-speed Internet pipe from the At Home service, allowing other Internet service providers to offer Web access. The big question is whether the telco will go ahead and close on the \$50 billion takeover, or delay it.

Closing without approval gives already-testy government officials the legal opportunity of revoking the franchise. But AT&T could try and smooth things over afterward. "We would like to have those approvals done," said an AT&T spokeswoman. But she would not say what the company would do if all transfers weren't completed. ■

ABC, NBC weigh joining OpenNet

Concerned about video streaming, networks may align with unbundling lobbying group

By Bill McConnell

NBC and ABC may be entering the ranks of those fighting for government rules that would force cable companies to open their broadband networks to Internet competitors.

The two broadcast networks are considering joining OpenNet, a new coalition formed by America Online, US West and other companies seeking to force cable operators to "unbundle" their high-speed networks.

"We're also in discussions with the music and movie industries," notes Greg Simon, OpenNet's co-director. "This issue is not dead."

Though officials at the two networks say they haven't decided whether they will join the group, the two are particularly concerned that cable companies will prevent them from using "streaming" technology to offer full-length movies over the Internet.

The FCC, as early as this week, is expected to approve the merger of AT&T Corp. and Tele-Communications Inc.—without the unbundling rules requested by AOL. Two weeks ago AT&T also signed a deal with Time Warner to offer local telephone service over that company's broadband network.

Network officials worry that cable companies, whose high-speed networks are as much as 100 times faster than Internet service over traditional phone lines, will eventually dominate the Internet and exercise too much control over the content customers can access.

The networks run their own Internet portals, or access sites. In June NBC struck a deal with Internet content provider Cnet to create its portal, Snap! Disney, ABC's parent company, has rechristened its Internet portal the Go Network (it had been Infoseek).

"We can't allow Time Warner or

AT&T to discriminate against other Internet portals," says Robert Okun, lobbyist for NBC. "If you're Time Warner, all you want is to have your own portal utilized."

Although the FCC has dropped the unbundling issue for now, Chairman William Kennard promises to re-examine it if cable companies succeed in controlling high-speed services.

Kennard has said video streaming is one potential hot spot. At a hearing in October, he expressed concern over contracts between TCI and At Home, the cable company's Internet partner, that prevent streaming of more than 10 minutes of video. AT&T officials say the restrictions are necessary to prevent At Home from eating up their network's capacity. They also promise that video and other content providers will be able to negotiate individual deals to get their services carried on the high-speed network. ■

Wannabes eye NTIA's top job

Three vie for Irving's still-occupied position as sources report he mulls resigning

By Paige Albiniak

Several candidates are lining up for the job of director of the National Telecommunications Information Administration, a post currently held by Larry Irving.

In the running, sources say, are private-sector lobbyist Mark MacCarthy, Senate staffer Greg Rohde and Florida Public Service Commissioner Julia Johnson. Irving has not announced any plans to leave, although sources say that he has privately mulled departing. Therefore, the administration wants to be prepared when and if he resigns, so that his position will be filled quickly.

The NTIA advises the administration on domestic and international telecommunications issues, including spectrum management, cable rates and digital broadcasting. The NTIA is part of the executive branch, while the FCC is an independent agency.

MacCarthy is a principal with Washington lobbying firm The Wexler Group, where he's been ensconced since

December 1994. Prior to that, he was a lobbyist with ABC Inc., beginning in 1988. He came to ABC after working on the House Commerce Committee from 1981 to 1988 as a top staffer for Chairman John Dingell (D-Mich.).

Rohde, a native South Dakotan, serves as Senator Byron Dorgan's legislative assistant, handling such issues as telecommunications and transportation. Dorgan (D-N.D.) is a member of the Senate Commerce Committee and assistant minority floor leader.

Johnson is serving her second four-year term on the Florida Public Service Commission, which regulates Florida utility rates. She chaired the commission during the past two years. Prior to her appointment, she was legislative affairs director for the Department of Community Affairs, where she lobbied for the agency on economic development, land-use growth



Irving worked on Capitol Hill before joining NTIA in 1993.

management, energy efficiency, housing and emergency management. From 1990 to 1991, she was a senior attorney at DCA and from 1988 to 1990, she was an associate with the Orlando, Fla. law firm of Maguire, Voorhis and Wells.

Irving has headed NTIA throughout both terms of the Clinton administration. He came to Washington in 1979 after graduating from Stanford Law School, where he was president of

his class. He worked at the law firm of Hogan & Hartson from 1979 to 1983 and then went up to Capitol Hill as the legislative director and counsel to Rep. Mickey Leland (D-Texas), a member of the Congressional Black Caucus from 1983 to 1987. He was the senior counsel on mass media for the House Telecommunications Subcommittee from 1987 to 1992 and moved to the Department of Commerce in 1993. ■

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The House Judiciary Committee, 1998

Tauzin hits FCC over microradio

By Elizabeth A. Rathbun

Saying "I have never been so offended by an agency of government" except perhaps the IRS, House Telecommunications Subcommittee Chairman Billy Tauzin blasted the FCC's new microradio proposal.

He took the agency to task for issuing the plan without first consulting Congress.

In a letter to FCC Chairman William Kennard and during a luncheon address before radio group owners gathered last Thursday, Tauzin (R-La.) asked Kennard to appear before his subcommittee to address members' concerns. "In the meantime I request that you take no further actions on this agenda," his letter said.

Kennard is pushing microradio as a way to get minorities, women, neighborhood and church organizations and small businesses onto the air. His plan, presented last month for comment, would allow the licensing of 1,000-watt and 100-watt FM stations with service areas of 8.8 miles and 3.5 miles, respectively.

"I'm sure that Chairman Tauzin does not want to limit Americans' choices to who or what they can hear on the radio," Kennard responded. "There is room enough for the voices of churches, schools and neighborhood groups, as well as established radio companies."

Public broadcasting already fills that need, Tauzin said, adding that he fears microradio would be filled by the rhetoric of "skinheads" and other fringe groups. "Suppose you have a bad message," Tauzin said. "Do we create a special spectrum use for those kind of voices? I don't think we should."

The National Association of Broadcasters and members of the broadcast industry have vehemently denounced the microradio plan. Their arguments generally revolve around possible interference problems with their stations and potential loss of advertisers. ■

CLOSED CIRCUIT

BEHIND THE SCENES, BEFORE THE FACT

HOLLYWOOD

Black heading to Lifetime

Sources say KNBC-TV Los Angeles General Manager Carole Black will become the new president of Lifetime. The announcement is expected this week. Black and Lifetime executives were expected to negotiate through the weekend to come to final terms on the agreement. The post has been vacant since Doug McCormick resigned in December. Black had apparently been debating the move to the colder climate of New York, where Lifetime is based. She has been general manager at the NBC station since 1994 and was formerly a senior marketing executive at Walt Disney Studios. (Disney is a 50/50 partner with Hearst Entertainment in Lifetime). Neither Black nor Lifetime executives would comment.

WASHINGTON

'Overconsolidation' warning issued

Radio "overconsolidation" will be a topic of discussion as House Telecommunications Subcommittee Chairman Billy Tauzin decides how he wants to overhaul the FCC. In comments to radio group heads gathered last Thursday near Washington, Tauzin (R-La.) said he has heard concerns about the fact that some radio groups have been snapping up hundreds of radio stations. That creates "a market problem in some communities," with smaller stations finding it harder to win advertising dollars from the megacusters that have developed, he said after a speech sponsored by the National Association of Broadcasters. But the issue won't be legislated, he said. "I don't think that we have much control over that," he said, adding that consolidation is more appropriately an issue for the Justice Department. Tauzin said he will announce his plans for the FCC overhaul next month, with a bill to be introduced this summer.

Face time

Senate Commerce Committee Chairman John McCain (R-Ariz.) last week assured executives from 60 ABC affiliates that he has two priorities for his satellite TV reform bill: create competition to cable and make sure consumers are connected to their local stations in order to get local news. McCain's words relieved ABC affiliates, who are opposed to a provision in his bill that would allow satellite TV subscribers to continue receiving illegal distant network signals if broadcasters cannot prove that the service hurts their business. McCain plans a hearing on the issue Feb. 23.

The affiliates also visited House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.), who bashed the FCC and its microradio plan. Tauzin spent a lot of quality time with broadcasters. Last Friday (Feb. 12), he had breakfast in New York with ABC President Bob Iger and other ABC executives, and then spent the rest of the day meeting with NBC executives, minus President Bob Wright, at Rockefeller Center. Tauzin discussed broadcast ownership, satellite TV reform, digital must carry and FCC reform, said Ken Johnson, Tauzin's spokesman. Tauzin plans to host a hearing on satellite TV reform on Feb. 24 and late next month to introduce a satellite TV reform bill.

Puzzling comment

Andrew Schwartzman might want to leave the newspaper at home the next time he's asked to testify at an FCC hearing. The Media Access Project president was either multitasking or had tuned out fellow panelists during a hearing on broadcast ownership rules when Commissioner Harold Furchtgott-Roth encouraged him to focus on the business at hand. "I believe the answer to nine down is 'attention,'" Roth blurted to the red-faced Schwartzman, who had been working on *The New York Times* crossword puzzle.

Armstrong pledges 'no redlining'

AT&T chief says broadband cable networks will not neglect poorer neighborhoods

By Bill McConnell

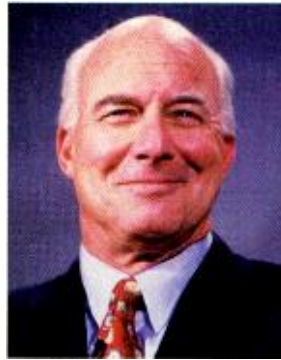
AT&T Chairman Michael Armstrong said last week that his company won't shun poor or rural neighborhoods when rolling out broadband cable networks. "You will not see this company, or anything this company has to do with, be involved in any 'redlining,'" (a common banking term for neglecting poorer neighborhoods) he told the National Press Club.

AT&T is expected to get FCC approval to merge with cable giant Tele-Communications Inc. in the next few weeks. Regulators and consumer advocates want Armstrong to set a tight timetable for introducing Internet and local telephone services to "hard to serve" rural and low-income communities before the deal is approved.

But Armstrong, the former head of DirecTV parent Hughes Electronics Co., said there is no reason for regulators to worry that AT&T will ignore isolated or less-affluent customers. "There is zero correlation between entertainment consumption and income level," he said. "Everyplace you go, no matter what the neighborhood looks like, you find a color TV set, and probably with a cable going into it. It's not good business to do something like redlining."

Armstrong also said AT&T wants to add more cable deals to bolster its local telephone market reach. With the acquisition of TCI and a deal with Time Warner, the company will pass 43% of American homes. He wants to reach as many as 70% of homes through additional agreements with cable companies and will try to offer service to the rest of the country through fixed wireless service or telephone lines leased from Bell operators.

Noting that last week marked the third anniversary of the 1996 Telecommunications Act, Armstrong praised the law for making his push into the cable market possible. He blamed local telephone companies for failing to open their markets to competition and called on the FCC to force them to cut the access fees they charge long-distance and competing carriers. He also predicted that the FCC will not force cable companies to open their broadband networks to Internet competitors, now or in the future. Last week, Chairman William Kennard said AT&T's



Armstrong: "There is zero correlation between entertainment consumption and income level."

merger with TCI would not be contingent on such unbundling.

But Roy Neel, president of the U.S. Telephone Association, called the act a failure because regulators still restrict regional Bell phone companies from entering the long-distance market and from acquiring cable companies.

"We're not allowed to be the same businesses they are in," Neel complained. "If we were,

there wouldn't be this debate over access to AT&T's broadband pipe." He called on lawmakers to re-examine major provisions of the law.

But administration officials, in several speeches commemorating the anniversary of the law's enactment, said there is no chance the law would be revisited.

"This is one of the most pro-competitive pieces of legislation passed by Congress in a generation," said Commerce Secretary William Daley. He also said the administration is content to allow regulation of upper-tier cable rates to expire March 31 as required by the law. ■

Alert-system fee riles industry

Broadcasters upset with paying royalty on bad weather alert system mandated by FCC

by Paige Albiniak

Broadcasters are balking at a request that they pay royalty fees on technology included in the Emergency Alert System the FCC requires them to use.

Last December, Quad Dimension Inc. of Kansas City, Mo., began sending broadcasters letters asking that they pay \$15 per month, or \$1,495 for the life of the patent, to use QDI technology engineered into the Emergency Alert System. That technology automatically broadcasts bad-weather alerts through local radio and TV stations.

QDI first applied for a patent on the technology in February 1991, which the

U.S. Patent and Trademark Office approved in June 1992. QDI then began asking equipment manufacturers that were using the technology to pay royalties, which prompted them to complain to the Commerce Department. At equipment manufacturers' requests, the Patent Office took another look at QDI's patent. The Patent Office reconfirmed QDI's patent in September 1998.

After that, QDI felt its claims were validated and began sending out letters to broadcasters, which quickly brought broadcasters complaining to the FCC and the National Weather Service.

"Time is increasingly of the essence here," wrote NAB President Eddie Fritts to FCC Chairman William Ken-

nard and NWS Director John Kelly. "Broadcasters are innocently caught between two conflicting federal pressures—compliance with the patent laws and adherence to FCC regulations. We urge your agencies to work together swiftly to achieve a solution that will insulate broadcasters from liability, avoid unjust private enrichment but also ensure prompt and accurate relay of emergency information to the public."

The FCC in November 1994 required broadcasters to switch from the Emergency Broadcast System to the Emergency Alert System, which the FCC believed was based on technology developed by the NWS, not by a private company. Broadcasters then purchased,

at a cost of approximately \$2,500 per system, the necessary equipment to run the EAS, which included the patented QDI technology. An FCC spokesman says the agency is looking into the situation.

The National Weather Service is eager to resolve the situation to broadcasters' satisfaction because the agency is afraid

that broadcasters will stop using the Emergency Alert System to avoid the fees. Kelly last week told Fritts that NWS is asking the Patent Office to take a third look at QDI's patent.

"We have found additional information that suggests that the technology patented by QDI was first developed by others, including the U.S. government,

prior to the filing of the QDI patent in February 1991," Kelly wrote. "The final decision, of course, is the PTO's."

QDI just wants what it believes is its due. "I wish the government would stop trying to overturn people's patents because people in the industry don't like it," said QDI President Michael Fessler. "It doesn't seem fair." ■



WASHINGTON WATCH

By Paige Albiniak and Bill McConnell

Rainbow/PUSHing for Low Power

Jesse Jackson, head of the Rainbow/PUSH coalition, last week endorsed the FCC's plan to create a new class of low-power stations on the FM dial. "It is critical that our policymakers continue to provide new opportunities for community-based radio broadcasting," Jackson said. "Diversity and equal access to information is in the spirit of a true democracy." Being careful not to step on the toes of existing broadcasters, Jackson added that microradio should not be allowed to create interference with the digital radio service the industry is developing. "We do not want to limit future advances in radio," he said.

We want our free TV airtime

TV networks should be required to devote more airtime to political coverage, a citizen's group said last week. Networks "are abdicating their responsibility for coverage of politics and public affairs," said Curtis B. Gans, director of the Committee for the Study of the American Electorate, in a report released Feb. 9. "Perhaps it is time to hold hearings on the networks' political coverage...with an

eye to establishing some guidelines or regulations so that the public will be properly and accurately informed." Gans complained that the networks have cut election night coverage to one hour during prime time and have ceded thorough coverage of election returns to CNN and the Internet. Despite the competitive inroads made by cable, the diminished network coverage robs the 50% of American viewers who still rely on the networks for their news of crucial election coverage, Gans said.

Cox clan to take home award

The Cox family will receive the National Association of Broadcaster's 1999 Distinguished Service Award. Cox Enterprises Chairman and CEO James Kennedy will accept the award on Monday, April 19, at NAB '99 in Las Vegas. Three-term Ohio governor James M. Cox founded Cox Enterprises more than 100 years ago when he purchased a newspaper in Ohio. In 1934, Cox established WHIO(AM) Dayton, Ohio, the first radio station in Ohio's Miami Valley. He started radio station WSB(AM) Atlanta in 1939, which was one of the first radio stations in the Southeast. In 1948, Cox started

some of the nation's first TV stations with WHIO-TV Dayton and WSB-TV Atlanta. Fifty years later, WSB-TV was the first

in Georgia to go on the air with digital broadcasting.

Licht moves up

Renee Licht, deputy chief of the FCC's Mass Media bureau since 1994, has been named deputy managing director of the Office of Managing Director. Licht also has served as deputy general counsel and adviser to several commissioners. Charles "Buck" Logan, chief of the Mass Media Bureau's policy and rules division, will be the bureau's acting deputy. In her new post, Licht will oversee the commission's reorganization efforts. The commission is currently consolidating into two divisions, the enforcement and public information offices that have been spread across the agency's various bureaus.

Comsat's New Price

The FCC last week ordered Comsat to cut rates for access to the Intelsat system. Occasional users of Intelsat's video transmission services will get a one-time 4% reduction. Annual rate cuts were implemented for switched-voice and capped for private-line services. The pricing changes are part of the FCC's switch to "incentive-based" rate regulation, which forces Comsat to maintain profit margins

through efficiency gains.

The price changes mirror recent average rate changes in comparable telecommunications industry sectors. Previously rates for the affected Comsat services were fixed to allow a set rate of return.

PBS restructures

In a nod to corporate catch phrases, PBS last week changed its advertising, promotion and corporate communications department into the "communications and brand management" department, said Carole Feld, PBS senior vice president. The new department will be divided into three groups: strategy and brand management, which will develop strategies and create materials to promote PBS programs and strengthen PBS brand awareness; communications, which handles the media and PBS's public image, and account services, which will manage customer relations. Judy Braune will take over the first group as vice president of strategy and brand management; Tom Epstein continues as vice president in charge of communications and Marcia Brooks, senior director of account services, will head that department.

Correction

Due to an editing error, Dave Black, general manager of the student radio station at the University of Wisconsin in Madison, was incorrectly identified in a Feb. 8 story on low-power FMs. He is an employee of the university.

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makes me feel fine."*



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Demanding syndication's fair share

About a year ago, when major syndicators started thinking about the future of their barter advertising trade association—the Advertiser Syndicated Television Association—they reached several conclusions. First, it was clear they'd have to invest more in the organization if it were to be effective in helping to grow the barter share of ad dollars. The syndicators also concluded that to communicate more effectively with the advertising community the

trade group needed a leader who spoke the same language as advertisers—someone who knew the business inside and out. Enter Allison Bodenmann, an advertising executive with 20 years' experience, who spent the last 10 as senior vice president and broadcast director at Jordan, McGrath, Case & Partners.

Last summer, she was selected to be president of the rechristened Syndicated Network Television Association. At that time, two studio-owned syndicators that had shunned the trade group—Columbia TriStar Television Distribution and Para-

mount Domestic Television Distribution—signed on, giving Bodenmann additional clout and money with which to work. (Of the major syndicators, only King World chooses not be a member). In the following interview with *BROADCASTING & CABLE* Deputy Editor Steve McClellan, Bodenmann talks about her goals. Job one, of course, is to convince more advertisers to spend more money in syndication, now roughly a \$2.5 billion annual business. Bodenmann also discusses developing trends in syndications, new opportunities, growth projections and more.

“My job is not to convince advertisers to buy one show over another, but just to consider the medium.”

How is the new SNTA different from the old ASTA?

There's a stronger commitment from the membership to really get out and talk to people who we really haven't talked to before. Or haven't been successful with before. There are a lot of categories that advertise in different national mediums that don't use syndication at all. And some of those categories don't make a lot of sense for syndication and some of them make a lot of sense. So the ones that make a lot of sense, we're sort of focused on going and talking to.

Why you?

My background primarily. As an ex-agency person, I'm used to talking to advertisers, marketers and ad agencies. Those are the people the sales side needs to reach. And there are issues that the industry has with the way [the syndicators] do business and we're working that out as well.

What issues?

I think a lot of agency complaints come in the form of you negotiate with us on ratings estimates and you think new shows will do a 12 and they do a 6. We're working to help people [on the sales side] understand why that's not a good way to do business. Everybody

does it, but there are certain cases where it is worse. When you don't have 24 hours of inventory to make up the differences, it makes it harder to do it that way. Some agencies have figured a way to deal with it and some haven't. We're working with those who haven't to help them do that.

Who are the light users or nonusers of syndication that you're going after?

None of the credit card companies really use much syndication. The automotive category really doesn't use syndication. Fast food and soft drinks are not big in syndication, and for the kind of targeted programming we have it makes sense for them to be there. So that's just a handful there, but that's a lot of advertising.

Why aren't they in syndication?

There's so much changing in this business, and people tend to think of syndication as the way it used to be—

that's there's not programming out there that suits my adult target. Or they think of syndication as talk shows and game shows. But in the last few years there's been a real dramatic change in the kind of programming in syndication. One major change is the big increase in off-network programming.

You started as a buyer in this business 20 years ago. What's been the biggest change in syndication?

Then there were a half-dozen first-run shows and they were all skewed to women. The package goods companies bought them, but no one else did. That's changed. There's a much greater diversity of syndication programming now than there was then. And the whole landscape has changed with the way people watch television—with the clicker—so stations don't really matter. It's the programming that drives viewers to TV and they'll find it whatever time it's running if it's something they want to see.

What else has changed?

Fragmentation is a big issue. It used to be you bought network because you got a 20 rating and you bought cable because you got a lot of frequency. But the ratings gaps aren't that dramatic any more. I mean, there were a couple of times this summer when the *X-Files* in syndication did better than the *X-Files* on Fox. Same with *The Simpsons*.

What's it going to take to get advertisers to pay prices in syndication that are at parity with the networks, on a cost-per-thousand basis?

I don't know that it will ever have parity with the networks. If you're doing the right thing in advertising you need to be everywhere. You can't just focus on network. There are roughly 50 choices of things to watch [for the average viewer] and people still only watch 12. But those 12 vary by viewers. So you have to look at a little bit of everything to reach the television audience these days. Ten years ago you didn't have to do that.

Have you lured any new advertisers yet?

We are just starting to talk to new people. We started this organization in October. It took us a while to get the office set up and then we've been working on a presentation to take out. Now that the [National Association of Television Program Executives conference] is over, we'll pretty much hit the road and start talking to people.

What did you learn at NATPE this year?

I met a lot of people I need to go visit. Although a lot of people that attend NATPE are already supporters of syndication, there are a fair amount who are just kind of looking and thinking about it.

How many advertising execs were at the show?

They were there in droves. I would say that attendance was up considerably and those that attend are very senior-level people. I know the SNTA members felt the show was very successful from a barter ad sales standpoint. They really got a chance to have advertisers sit down and listen to them and not be distracted by day-to-day work. The show is a great way to focus on syndication for a week. I always felt that way as a buyer.



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"The ratings difference really isn't there anymore."

In terms of the competition, who are you taking aim at—network, cable, newspapers, radio, all of the above?

I'm not taking aim at anything. I'm hoping I can convince people that syndication is worth looking at. I'll be trying to get a bigger piece of the pie for syndication. Some syndication shows get 30%-40% of the viewing audience, but there's no way they're getting comparable dollars. I don't ever expect to get 40%. I would kind of like to get more than 2%. It's the same story cable has.

So what's the goal?

My job is not to convince advertisers to buy one show over another, but just to consider the medium and consider using it. It's my members' responsibility to get their own shows sold.

But if you grow the syndication pie, those dollars have to come from somewhere.

You can't count on bigger ad budgets.

What was the feedback from advertisers and agencies about the new season?

I did hear a lot of good feedback about the Richard Simmons show [Tribune]. I also got a lot of positive feedback on *Relic Hunter* [Rysher]. There were mixed reviews on the game shows.

We're hearing that the kids' market will break in late March or April again this year. What are you hearing?

That's probably right.

Any sense on the adult upfront this year?

From what I understand, the advertising budgets are pretty healthy. There's no indication otherwise and it takes a long time if the economy turns bad for advertisers to respond. I think the marketplace is likely to move the same way it did last year. I'd be surprised if syndication didn't go early like it did last year in May because of the amount of inventory that is available.

Your predecessor Tim Duncan was a one-man band. But you have a team. Who's on it?

We have Joanne Milano, who is a research director. She has a pretty heavy agency buying and research background. We have an administrative assistant. And we have the support of all the member organizations. We have a team of people that help us with research from various syndicators. We have a team of members helping us with public relations. So we've been utilizing our members' resources much more than Tim did. We also have marketing and presentation committees made up of our members.

That's true. When I was in media planning, we had one budget and just because there were 50 new things to buy I didn't get a bigger budget. But maybe I'll convince somebody to take some money she got back from a great print negotiation or maybe it will be money earmarked for network television or cable or a little bit of both. I'm not looking for a lot, just a little.

Why is Madison Avenue and the advertising community biased against syndication?

I think it's a historical perspective. People want things the way they used to be. The biggest bias on Madison Avenue is the ratings difference and the ratings difference isn't really there anymore.

Syndication's big and little ad spenders

Top 10		Bottom 11	
Company	Spending (millions)	Company	Spending (millions)
MCI Worldcom.....	\$50.4	Sell TV.....	\$2.6
Procter & Gamble.....	\$41.0	Daisy MFG Co.	\$2.6
General Motors.....	\$26.0	Diamond P Videos.....	\$2.4
Hasbro.....	\$25.6	Play by Play Toys.....	\$2.2
Johnson & Johnson.....	\$19.2	Bushwacker Inc.	\$2.2
Sears Roebuck.....	\$17.6	Water Sweep.....	\$1.8
Diageo PLC.....	\$16.5	Florida Keys.....	\$1.7
Unilever.....	\$16.4	Cyberian Outpost.....	\$1.3
Bayer AG Group.....	\$14.6	Wildlife Research Center.....	\$1.2
Campbell Soup.....	\$14.2	Directed Electronics Inc.....	\$0.9
		America Online.....	\$0.5

Source: Competitive Media Reporting. *Spending for September-November, 1998

The Bodenmann File

Personal: April 7, 1955, St. Louis; BA Communications/Journalism University of Missouri; married, Jeff Bodenmann, executive vice president and director of worldwide accounts, for publisher IDG (Computer World, books for *Dummies* series and about 190 other magazine titles); daughter, Grace, 7, who has almost as many contacts in the business as Bodenmann does. "She goes everywhere with me," she says, including a pre-NATPE trip to New Orleans.

Industry status: Think of her as the Ave Butenksy of barter advertising.

Challenge: To persuade advertisers that syndication is more than network TV's ugly step-sister, *The Jerry Springer Show* notwithstanding.

Extracurricular activities: The Hartwood Hunting and Fishing Club, Sullivan County, N.Y. Bodenmann says she takes some guff for the hunting aspect of the club, but swears the family is mainly into fly fishing (except for maybe a pheasant or two in the fall).

Where she cut her teeth: BBDO, for two years in the media-planning department shortly after finishing college. Then it was off to James Jordan Inc. in 1979 (which evolved into Jordan, McGrath, Case & Partners), where she ran the broadcast-buying department for 10 years until last fall.

What are the big growth opportunities for syndication?

There's a big viewing audience between 4 p.m. and 8 p.m. that you can't reach any other way on a national basis besides using syndication. That's a big growth opportunity.

What else?

Weekend non-sports programming. And someone will come up with a late-night alternative that will stick.

What did you think of Sinclair's move to auction off weekend time periods to syndicators?

In certain markets, that's been going on for years. But to have a group like that do it in mid-range markets surprised people.

Station people say part of the issue there is the fact that the quality of many of the weekly hours being offered by syndicators is weak and that it's difficult for stations to make money on those shows. Make sense?

Yes, I guess so.

Is that a possible trend?

I don't know. Four or five people may try it, see what happens and then something different will come along. It may become a trend that lasts a while and then people will come up with a different business model. I mean a lot of the shows that clear on the weekends are already paid for because they're pre-sold in Europe. So this is just gravy they're get-

ting in the United States.

Will syndication always be the supplementary buy that's determined largely by how the network market shapes up?

I don't know. The last two or three years the syndication market has gone before the network market in the upfront.

But it was largely shaped by what advertisers thought the network market would be like.

That's true and I don't know that it won't continue to be that way. As an advertiser you're not going to walk away from doing business with the network. But buyers are spending more time figuring out what percentage they'll do in different mediums and work backwards based on where the deals end up.

Is there any hope for resurrecting the kids' market in syndication?

That's a tough thing. Cable is a big deal. Programming that got forced into syndication was advertiser-supported. And local stations just didn't have the interest in it on a 52-week basis. Ten years ago there were stations that owned the kids in their markets in the afternoons. Really, that doesn't exist anymore. Fox changed that. So it's a matter of evolving, going on and finding the next thing.

Many advertisers see syndication as a sort of a bifurcated market. They all want to be in a small tier of so-called "A" product, like *Friends* or *Entertainment Tonight*. Then there's the rest that they're willing to consider if the price is right. How do you combat that?

That's true everywhere. You go to A&E to buy *Biography* and maybe a few other things. But during the day do you really want to buy *Columbo*? It's true of any individual cable network or even any network. If you want to buy NBC's Thursday night, it's how much other stuff do I have to take to get that Thursday night inventory? And not pay the most amount of money possible for it?

So advertisers everywhere are buying stuff they really don't want. That's just a fact of life?

There are certain advertisers that buy for tonnage and eyeballs. Those guys don't mind buying the lower-tier stuff. Others only want the top-tier stuff and they seem to work things out.

Talk shows are problematic. There's the content issue, which sort of tars the whole pack, perhaps undeservedly. Is that another challenge for you?

I think a few years ago there were content issues with a lot of shows. *Donahue* went away because of a dentist in Texas (working through Rev. Donald Wildmon) who was obsessed with [*Donahue*] content issues. But in the last year or so the number of shows with content issues has dwindled. Some people have problems with *Jerry Springer*, but other people don't. Same with *Ricki Lake*. But none of them are like they were when they first went on the air. They've all softened up.

Are you planning research to show you how to win some business?

We're looking to develop research, but it's a project that will take six or eight months.

What's the purpose?

It's way too early to talk about. Right now our main focus is to go out and talk to people and find out what their main reservations are, if there are any.

We've talked about some of the weaker ad categories in syndication. What are some of the stronger ones?

Pharmaceuticals are huge supporters of syndication. They always have been. Movies are all very involved in syndication.

What are your projections for syndication ad sales for 1999 and 2000?

The marketplace is expected to be pretty strong. New categories are emerging, like all the new Internet opportunities. I see pretty much all national broadcast to be pretty healthy.

So where's 1999 going to end up?

All indications are it will be in the 8% range, which is a healthy number.

And 2000?

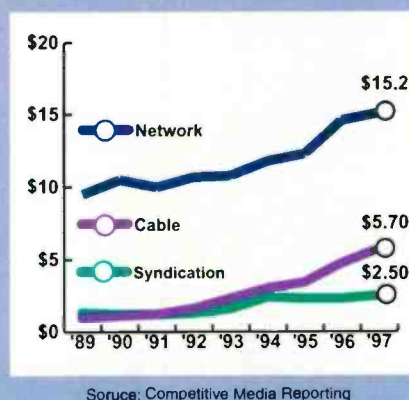
If I'm successful, it will be even more so for 2000. Assuming something awful doesn't happen to the economy.

The networks continue to be hammered by viewer erosion. Is syndication part of their problem?

No. Overall, syndication is essentially flat year to year. And we don't really program in prime time where they are eroding significantly. So cable is a problem for them, as well as the fact that viewers are changing their viewing habits—more clicking and grazing, because there are so many more choices.

TV ad revenue: 1989-97

(in billions)



Warner Bros. is combining the cable and syndication broadcast runs of the weekly series *Mortal Kombat* this season to boost the rating. As a buyer would you have a problem with that?

No. It's a way to get distribution in markets where you are shut out. So it's helping the coverage. It's not unlike the whole WB WeB thing, which is cable in markets 100-plus. So just step back and forget distribution sources and think about viewing options. And with the clicker nobody cares if they are on channel 2 or 72.

So they're just filling in the white space, as it were.

Yes. And I think you're going to see more and more of that. It makes sense. It's better coverage, better rating, higher reach.

How about the case where Pearson is combining the rating of two unrelated game shows—*Match Game* and *100%*?

It's an interesting idea. If they're attracting the same demographic makeup of an audience, I don't know that advertisers will care. Also the rating disparity is not that great. You're not talking about a 6 and a .6. You're talking about a 1 and a 2. So I don't know that people are that hung up on that.

How about the increasing amount of national time in syndication shows, at a time when advertisers are concerned about increasing network clutter?

Well, they're not increasing the overall amount of commercial time in the shows. You're still talking about 14 minutes an hour, just redoing the mix of national versus local. I don't think advertisers really care about the configuration if the total amount of inventory doesn't increase.

Cost of the spots

Of the five syndicated shows commanding the highest per-spot prices, four are off-network sitcom strips (every weekday), according to fourth-quarter 1998 data compiled by Competitive Media Reporting. *Friends*, *X-Files*, *Seinfeld* and *Home Improvement* were the four most expensive syndication shows to buy in the last quarter. Rounding out the top five is first-run access staple *Entertainment Tonight*. Below is a list of the 10 most expensive syndicated shows for each of three genres: off-network strips, first-run strips, and first-run weeklies.

Off-Network strips

	Show Cost*
Friends.....	\$104,678
X-Files.....	\$94,078
Seinfeld.....	\$88,887
Home Improvement.....	\$88,412
Frasier.....	\$66,272
Simpsons.....	\$64,285
ER.....	\$54,160
Mad About You.....	\$53,842
Grace Under Fire.....	\$49,005
Nanny.....	\$42,792

First-run strips

	Show Cost*
Entertainment Tonight	\$82,249
Extra (Weekend Edition)	\$78,038
Wheel of Fortune	\$62,286
Extra (daily)	\$55,186
Entertainment Tonight (weekend)	\$52,052
Oprah Winfrey	\$51,168
Jeopardy	\$45,058
Hollywood Squares	\$37,503
Rosie O'Donnell	\$32,364
Access Hollywood	\$28,098

First-run weeklies

	Show Cost*
Star Trek: Deep Space Nine.....	\$49,485
Xena: Warrior Princess.....	\$41,270
Hercules.....	\$39,263
StarGate SG-1.....	\$35,198
Earth: Final Conflict.....	\$24,377
Baywatch.....	\$23,226
V.I.P.....	\$22,095
Honey, I Shrunk the Kids.....	\$20,395
Soldier of Fortune.....	\$20,100
Fame L.A.....	\$19,600

Source: Competitive Media Reporting. Cost is the average price paid for a 30-second spot for the period September-November, 1998.

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The next 'Big Deal'

Media companies are still in a merger mood

By John M. Higgins

Last year's strong financial markets and the push to consolidate among media companies, which fueled more than \$100 billion worth of industry mergers and takeovers in 1998, show no signs of letting up in 1999.

That's the assessment of investment bankers and media executives scurrying to find the next deal, whether it's filling a hole in a regional cable operation or stretching to make a play for an expensive—many say vastly inflated—Internet content company.

Just six weeks into the year, deal-makers are seeing plenty of evidence of that kind of heat. Chancellor Media Corp. put its \$25 billion radio, TV and billboard portfolio on the block. Two Internet "portals" are doing deals with traditional media groups. Excite Inc. agreed to a \$7.4 billion merger with MSO-controlled At Home Corporation. And Lycos Corp. cut a deal to merge with Home Shopping Network Inc. in an agreement that was initially worth \$6 billion, though it is sliding fast as high-growth Internet investors revolt over combining Lycos with a 13-year-old shopping channel that actually has real revenues and profits.

"The new media side of the market has said loudly that 'We don't want our growth or our multiple diluted by real businesses,'" said Alan Mnuchin, head of Bear Stearns' media and entertainment banking.

DirecTV recently cut a deal for fading direct broadcast satellite rival Primestar. And Charter Communications Inc. jumped into a \$2.4 billion three-way system deal with Tele-Communications Inc. and Intermedia Partners.

"I see a ton of activity across almost all those sectors," said Jill Greenthal, media investment banker for Donaldson, Lufkin, Jenrette, describing the latest media merger trend. "The real challenge is going to be how conventional companies broaden their reach into the Internet economically."

According to the Securities Data Corp., last year, proposed and completed media mergers and acquisitions of U.S. cable, radio and broadcast TV companies totaled \$112 billion. That number was inflated by AT&T's unusually outsized \$50 billion deal to buy Tele-Communications Inc.

BROADCASTING & CABLE's own tally of TV and radio station deals found a slight decline in overall 1998 trading, \$22.8 billion, down 3% from 1997. That's largely from a sharp 41% drop off in AM-FM radio combos, whose vol-



Last year's \$50 billion deal between AT&T's Mike Armstrong (l) and TCI's John Malone tipped the scales as the largest media merger in 1998

ume fell to \$7.4 billion from \$12.7 billion. However, that was almost completely offset by a 254% rise in the volume of TV-radio station pairings, which surged from \$1.9 billion to \$6.5 billion last year.

Wall Street and media executives see no end in sight. Overall, the pace of cable takeovers is expected to continue, particularly since new entrants AT&T and Microsoft Corp. co-founder Paul Allen have openly acknowledged that they want to buy more. Investment bankers also expect a good number of TV station groups to come on the market. But the question is whether a downturn in station stocks will translate into depressed prices in private transactions.

Radio, however, is a trouble spot. The industry has contracted so dramatically over the past four years that most of the medium-sized companies are gone—swallowed up by huge station operators. "I think radio is spent," observed one media investment banker.

The standout deal last year was AT&T's agreement to acquire Tele-Communications Inc. But most major takeovers involved the big getting bigger, such as radio group Jacor Communications impending \$6.3 billion sale to an even larger station owner, Clear Channel Communications. Other deals saw major players rearranging their existing portfolios—such as Chancellor Media Corp.'s \$4.2 billion swallowing of Capstar Broadcasting Corp. Both companies were already controlled by buyout fund Hicks, Muse, Tate & Furst.

The AT&T-TCI deal is different, though. It is one that promises to transform both companies and even the telephone industry. Although AT&T chairman Mike Arm-

strong valued TCI at more than \$50 billion, the MSO's core cable business was almost an afterthought. Armstrong is looking to use TCI as the cornerstone of a new local telephone operation, teaming up with and buying other cable operators to mount the first significant challenge to the Baby Bells and independent telcos' lock on the local residential market.

"Mike [Armstrong] is trying to create a new company," said TCI President Leo Hindery, who is slated to run the cable operations when the deal closes, it is hoped, by March.



"The new media side of the market has said loudly that 'We don't want our growth or our multiple diluted by real businesses.'"
—Alan Mnuchin,
Bear Stearns

The financial play is a combination of capturing local revenue and steering around the pricey access fees AT&T is forced to pay local Bell gatekeepers to traffic long distance calls into consumers'

homes. Even if the company doesn't buy any more systems and instead merely partners with other cable operators, AT&T could easily wind up investing another \$12 billion.

For the past several years radio has been the red-hot transaction sector. But that has suddenly changed with the recent retreat of the most aggressive buyer of all, Chancellor Media Corp. Chairman Tom Hicks has put the Dallas-based radio, billboard and TV company up for sale, most likely through a stock swap.

Any merger of the \$25 billion Chancellor will leave controlling shareholder Hicks, Muse, Tate & Furst with a huge continuing interest in the sector, so the buyout fund won't be simply exiting radio. Such a dramatic reversal for the acquisitive Chancellor—which cut 24 media takeovers in two years—is likely to take the heat out of station auctions that have driven prices past 18 times annual cash flow.

"If Tom Hicks is selling, why should I be buying?" said one media investment banker. "I think it makes people like Steve Dodge look really smart," said one investment banker of the chairman of American Radio, which sold at top dollar to Infinity last year. "He was smart enough to realize that

when there are almost no buyers big enough to buy you, you better get out."

Chancellor is going to have a tough time running an auction. The only obvious buyers are Clear Channel and Infinity. Wall Street executives believe that Chancellor and Infinity overlap too much in markets like New York for a deal to easily pass antitrust muster. Clear Channel has openly expressed interest, but is not known for offering top dollar.

The quick flurry of direct broadcast satellite takeovers won't be repeated this year. But that's because the sector is shrinking to just two players. DirecTV is buying Primestar Corp. and United States Satellite Broadcasting Inc. And EchoStar Communications Corp. is buying News Corp.'s American Sky Broadcasting.

Right now, broadcast television is in a bit of a holding pattern. Recession fears hammered station group stocks unusually hard last July when the Russian economy collapsed. But while the rest of the market simply shrugged it off and kept climbing, broadcasters have not.

With stocks down 25%-35% from their highs, what has happened to station values? The last sizable deals were pre-crash—Hearst-Argyle Television's \$1.9 billion deal to buy Pulitzer Pub-

lishing's TV and radio stations and its \$520 million deal to buy Kelly Broadcasting's two stations. Both deals ran close to 15 times cash flow.

Look for some properties to start trickling out onto the market over the next couple of months. Sinclair Broadcasting Inc. is looking to lighten up and is soliciting offers on just about any slice of its portfolio.

Granite Broadcasting has an Austin, Texas station up for sale, and Lin Television, which is in the process of being acquired by Chancellor, is likely to come back onto the market.

"These are going to be the transactions that test whether the 14-15 times multiples of the summer of 1998 are going to hold," said John Chachas, a media investment banker for CS First Boston.

It won't be long before we see just how strong media properties are in 1999. ■

Top media M&A bankers

Deals of \$100 million or more, ranked by volume

Investment banker	No. of deals	Rank val. (\$mils)
Goldman, Sachs & Co.	11	\$91,729.9
Salomon Smith Barney	10	\$16,080.3
Credit Suisse First Boston	5	\$77,448.4
Morgan Stanley Dean Witter	5	\$11,077.2
Donaldson, Lufkin & Jenrette	4	\$77,515.9
Merrill Lynch & Co.	4	\$71,202.4
Lehman Brothers	3	\$2,682.9
Wasserstein, Perella	3	\$6,175.4
Chase Manhattan Corporation	3	\$7,195.6
Bear, Stearns	2	\$4,350.1

Source: Securities Data Corp.

1998's top broadcasting/cable transactions

Seller	Buyer	Price
Tele-Communications Inc	AT&T	\$49,896.5
Jacor Communications Inc	Clear Channel	6,354.5
Charter Communications Inc	Paul Allen/Vulcan Ventures	4,500.0
Capstar Broadcasting Corp	Chancellor Media	4,248.2
Marcus Cable Co	Paul Allen/Vulcan Ventures	2,775.0
SFX Broadcasting Inc	Capstar Broadcasting	2,058.0
Pulitzer Publishing-Radio/TV	Hearst-Argyle	1,850.0
LIN Television Corp	Chancellor Media	1,810.0
Prime Cable/Las Vegas	Cox	1,325.0
USSB	DiracTV	1238.7

Source: Securities Data Company, Inc./Morgan Stanley Dean Witter

(in millions)

Merger Mania

Cable's cast changes with AT&T and Vulcan takeovers

By John M. Higgins

It only takes two serious suitors to fuel a buying frenzy. And with two new, huge buyers around, investment bankers aren't expected to have a quiet year.

The emergence of AT&T Corp. and Microsoft Corp.'s co-founder, multibillionaire Paul Allen, as aggressive buyers of cable systems has skewed the takeover equations of recent years. Usually, one type of buyer was the traditional large established players, like Cox or Comcast. Almost always, one if not both could be counted upon at every major MSO auction, often financing their deals internally.

The other was often an institutional investor relatively new to cable who sensed opportunity amid slipping prices in 1996 and 1997. Those players, primarily massive takeover funds, used their cash to back ventures run by existing cable management groups.

Multibillion-dollar funds like the Carlyle Group, which backed Prime Cable in its venture, usually took passive positions. They didn't want to run a cable company. For them, the primary concern was being able to exit in seven years or so with at least a 30% annualized return on investment.

But AT&T and Allen's Vulcan Ventures are different. They're "strategic" buyers with a mission. They want cable systems for specific purposes: In AT&T's case, it wants to use the wire strung into millions of homes to extend the reach of its telephone services; in Allen's case, it's his vision of a new interactive "wired world." Strategic buyers want returns, but they're willing to invest heavily to make their other visions a reality.

"For a consolidated industry, it was pretty busy," said Comcast Vice Chairman Julian Brodsky. "Paul Allen's appearance certainly changed things—a lot of things. It raised the bar on prices."

That makes them a seller's favorite kind of bidder: tremendously motivated and armed with unusually deep

pockets.

"We don't see things slowing down much," said Brian Deevy, president of cable investment banker Daniels & Associates. "The suggestion that the people doing bigger deals are going to take time to digest them is wrong."

AT&T and Vulcan executives acknowledge they're not finished. "What we're trying to accomplish is important," said Jerry Kent, chairman of Charter Communications Inc., which is now Allen's cable vehicle.

Four of the top 10 cable operators changed hands last year. Tele-Communications Inc. cut a deal with AT&T for \$50 billion. Allen spent \$7 billion gobbling up Charter Communications Inc. and Marcus Cable Corp. Comcast Corp bought a controlling stake in Jones Intercable Inc. and is widely expected to acquire the 63% of the company held by other investors.

Plenty of activity is already shaping up for 1999. Two potential takeover targets are in the offing this year. Prospective buyers are already perusing the sales "book" for Century Communications Corp., which is shopping for a buyer. Industry executives widely expect MediaOne Group Inc. to go as well, with Vulcan, which made an approach last year, and AT&T considered likely suitors.

Charter and TCI have already teamed up to buy most of Intermedia Partners. Through a complicated series of system swaps and outright purchases, Charter is

Charter Communication's Paul Allen is a strategic buyer willing to invest heavily to turn his vision into reality.



taking a \$1.3 billion chunk of southeastern systems off Intermedia's hands. TCI—read AT&T—is taking properties worth another \$1.1 billion.

Executives are titillated—but far less confident—about speculation surrounding Cox Communications, but nevertheless have been rumbling that the parent company Cox Enterprises Inc. may be getting ready to part with their cable unit. Those rumors have surprised Cox executives.

Indeed, Cox is expected to join Comcast as the most aggressive buyer among established MSO players this year, as they were in 1998. Cox lost out to Comcast for the suburban Washington systems, while Comcast lost out to Cox in Las Vegas.

One established player is largely absent from recent activity. Time Warner Chairman Gerald Levin said he is avoiding major acquisitions of any kind in the near future, preferring to keep his stock and debt levels stable.

There's plenty of action among smaller MSOs as well, especially for small-town properties and less and less for major urban and suburban clusters. Startups like Mediacom, run by former Cablevision Industries Inc. CFO Rocco Commisso, is seen as a buyer, as is Renaissance Media.

And the same sirens that beckoned AT&T and Vulcan are drawing other institutional investors. It's the prospect that telephone, Internet and interactive products are going to fuel another wave of growth.

"There's a lot of money chasing deals," said Waller Capital Corp. chairman John Waller. "There's no shortage of institutional players."

Seller	Buyer	Price
Tele-Communications Inc	AT&T	\$49,897
Charter Comm. Inc	Vulcan Ventures	\$4,500
Marcus Cable Co	Vulcan Ventures	\$2,775
Prime Maryland/Chicago	Comcast	\$1,350
Prime Las Vegas	Cox	\$1,325
USSB	DirectTV	\$1,239
ASkyB	EchoStar	\$1,050
Cable Michigan Inc	Avalon Cable	\$416
Superstar/Netlink Group LLC	TCI Ventures	\$230
Coaxial Communications-Cable	Insight	\$183
Verto Communications Inc	Adelphia	\$160

Source: Securities Data Corp., Morgan Stanley Dean Witter (in millions)

Going, going, gone...

*Slowdown in radio consolidation
offset by broadcasting megadeals*

By Elizabeth A. Rathbun

Last year, an astonishing number of multibillion-dollar station deals kept total spending on TV and radio stations nearly the same as 1997—\$22.9 billion, compared with \$23.44 billion. While such huge dollars have been rare in the past, brokers say, fully half of the top 10 deals of the year ranged from \$1 billion to \$4.4 billion.

The boom, however, was mitigated somewhat by the pace of radio consolidation, which should continue to slow as broadcast companies digest recent post-deregulation acquisitions (since February 1996), according to media brokers.

"Radio, for all practical purposes, is consolidated," says Brian Cobb of Media Venture Partners. "There're less stations to sell" in the aftermath of the Telecommunications Act of 1996.

"There has been and will be a falloff in [radio] transactions," says broker Richard Foreman of Richard A. Foreman Associates. "Most of the work in the top 50 [markets] has been done." But that may be good news for sellers in medium and smaller markets, where prices could

ratchet up a cash-flow point or two.

While megadeals contributed to a major chunk of total spending last year, those dollars were offset by a 52% decline in FM spending and a 41% decrease in dollars spent on radio combos—deals that involve both FM and AM stations (see "TV & Radio Spending Growth" chart).



"There has been, and will be a falloff in radio transactions."

—Richard Foreman of Richard A. Foreman Assoc.



"Radio, for all practical purposes, is consolidated."

There are fewer stations to sell in the post-deregulation era.
—Brian Cobb, Media Ventures Partners

As for television stations, spending should stay apace this year say media brokers, unless the FCC or Congress takes major steps to deregulate that industry.

"Any relaxation of the television ownership rules will send the TV volume straight up," says Fred Kalil, vice president of Kalil & Company Inc.

"It's a great time to consider selling because the prices are so high," says W. Lawrence Patrick of Patrick Communications, who offers that advice to short-term TV and radio station owners. Towards the end of last year, Patrick was working on a deal for WLEX-TV Lexington, Ky., which ended up going for "an amazing price" of 14.6 times its cash flow, or about \$100 million. Though he expects TV prices to come down a bit this year—it won't be a lot. "There are more TV buyers than there are sellers, so prices are through the roof," Patrick observes.

With major radio markets tapped out, radio consolidation is "slowing down some and it's clearly heading into smaller markets." Station prices in mid-sized and small radio markets should be down slightly this year, Patrick says, "but they're still very strong."

"I don't think we're going to see any

TV & Radio Spending Growth

Total dollars spent on combination TV-radio deals climbed 254% in 1998 compared with 1997, with several multibillion-dollar deals making the difference. Radio AMs followed, tallying a 65% increase. Overall, however, declines in combos and FMs offset the gains and kept 1998 spending nearly even when compared with the year before. This chart compares the deals of 1998 to those of 1997 (by dollars spent/number of deals).

Station type	1998	1997	% change
TV-Radio	\$6.54 billion/7	\$1.85 billion/7	+253.5%/NA
TV	\$7.12 billion/90	\$6.4 billion/108	+11.2%/-16.7%
Combos	\$7.54 billion/264	\$12.73 billion/322	-40.8%/-18%
FMs	\$1 billion/341	\$2.1 billion/395	-52.4%/-13.7%
AMs	\$596.21 million/248	\$361.57 million/235	+64.9%/+5.5%
Total	\$22.8 billion/950	\$23.44 billion/1,067	-2.7%/-11%

Source: Securities Data Company, Inc./Morgan Stanley Dean Witter

1998's top broadcasting deals

1. **\$4.4 billion:** Clear Channel Communications Inc. merges with Jacor Communications Inc.
2. **\$3.9 billion:** Chancellor Media Corp. buys sister company Capstar Broadcasting Partners Inc.
3. **\$1.85 billion:** Hearst-Argyle Television Inc. purchases Pulitzer Broadcasting Co.
4. **\$1.5 billion:** Chancellor acquires sister company LIN Television Corp.
5. **\$1 billion:** Sinclair Broadcast Group Inc. buys Sullivan Broadcasting Co.
6. **\$637.5 million:** Chancellor and sister company Capstar Broadcasting Corp. swap radio stations.
7. **\$520 million:** Hearst-Argyle purchases a TV station and LMA in Sacramento, Calif., from Kelly Broadcasting Co.
8. **\$376 million:** Meredith swaps Seattle TV for Tribune Co.'s Atlanta TV
9. **\$370 million:** Meredith Corp. acquires Kelly's KCPQ (TV) Seattle
10. **\$310 million:** Sinclair buys Guy Gannett Communications

more big huge mergers like we did in '98. That is going away simply because of supply," says Kalil of radio station sales. In fact, the biggest deals of 1998 were radio deals—led by the \$4.4 billion merger of the mostly radio-but-one-TV

firm, Jacor Communications and Clear Channel Communications. Chancellor Media Corp. bought out its sister company, Capstar Broadcasting Partners Inc., a radio company, for \$3.9 billion, making it the second-largest deal of the year.

Radio's big new companies are busy now whipping their acquisitions into shape rather than buying more stations: "Now it becomes a question of operating," Kalil says.

He adds that 1998 was a phenomenal year. "It's going to be tougher to duplicate that" this year he notes. But he pins his hopes on buyers from outside the media industry to create major deals.

Interestingly, the dollars spent on AM stations last year rose nearly 65%. It's probably more of a revival of talk-based formats oriented to AM than a case of buyers being closed out of FMs by prices, Foreman says. "There have been a lot of competing voices for AMs around the country," from Radio Disney, Catholic Radio Network LLC, all-sports broadcasters as well as buyers of Spanish-language stations. These companies simply don't need the high fidelity that FM provides, Foreman explains.

But the big unknown this year, of course, is Chancellor Media Corp., that mostly radio company that recently put itself on the block [BROADCASTING & CABLE, Jan. 25]. A single deal there—or a series of spin-offs—could dramatically affect 1999's numbers. ■

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BREAKING NEWS

UPN may reduce programming. Sinclair Broadcasting President Barry Baker says that UPN has privately admitted its error in going to five nights this season before getting its first three nights going on all cylinders. Baker told a gathering yesterday at the Flame Webber Media Conference in New York that he wouldn't be surprised if the network - which is down 30%-40% in the ratings this season - cut back by a night or two to shore up its schedule. Sinclair operates seven UPN affiliates.

FC
Speaker-elect speaks out on LMA. House Speaker-elect Bob Livingston (R-LA.) has signed a letter telling the FCC to drop a proposal that would eliminate local TV marketing agreements (LMAs) because it is contrary to the 1996 telecommunications Act. "Most broadcasters who invested the time, money and resources in LMAs will face financial hardship if forced to walk away from their investments," the letter says. "This is a harsh message to send to broadcasters who now face the multi-billion dollar challenge of absorbing the infrastructure costs in the transition to digital television."

AT&T waits on Time Warner. Cable operators being wooed by AT&T to cut telephone joint ventures are waiting for Time Warner Cable to do its deal first. At least that's what cable executives were saying in the hallways of the Flame Webber, Inc. annual media investment conference in New York, Tuesday, Eves. AT&T needs to line up other MSOs as telephone affiliates to fully execute its strategy of finding a way around the Baby Bells' monopoly of handling long distance calls.

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LEHMAN BROTHERS

Media Companies Rely On Us

Selected Repeat Mandates

<p>July 1998</p> <p>\$1,511,300,000</p> <p>Premium Income Exchangeable Securities ("PIESSM)</p>	<p>MediaOneSM</p>	<p>June 1998</p> <p>\$31,710,900,000</p> <p>USWEST's spin-off of MediaOne Group</p>
<p>April 1998</p> <p>\$750,000,000</p> <p>Global Notes</p>	<p>TCI</p>	<p>September 1997</p> <p>\$350,000,000</p> <p>Senior Notes</p>
<p>December 1998</p> <p>\$346,000,000</p> <p>Senior Subordinated Notes and Senior Discount Notes</p>	<p>AVALON CABLE TELEVISION</p>	<p>November 1998</p> <p>\$415,900,000</p> <p>Has acquired Cable Michigan, Inc.</p>
<p>June 1998</p> <p>\$117,600,000</p> <p>Class A Common Stock</p>	<p>CUMULUS</p>	<p>June 1998</p> <p>\$150,000,000</p> <p>Senior Credit Facility</p>
<p>Pending</p> <p>Glenn R. Jones has agreed to sell his majority stake to Comcast Corp.</p>	<p>JONES INTERCABLE</p>	<p>March 1997</p> <p>\$250,000,000</p> <p>Senior Notes</p>
<p>April 1998</p> <p>\$1,900,000,000</p> <p>Has acquired Six Flags Entertainment and Walibi S.A.</p>	<p>PREMIER OF THE</p>	<p>March 1998</p> <p>\$993,800,000</p> <p>Common Stock</p>
<p>May 1998</p> <p>\$348,000,000</p> <p>Class A Common Stock</p>	<p>SFX ENTERTAINMENT</p>	<p>February 1998</p> <p>\$350,000,000</p> <p>Senior Subordinated Notes</p>
<p>October 1998</p> <p>Has sold its SpryNet subscriber base and assets to MindSpring Enterprises Inc.</p>	<p>AMERICA Online</p>	<p>June 1998</p> <p>\$504,700,000</p> <p>Common Stock</p>

At Lehman Brothers, relationships are our greatest asset and repeat mandates the highest form of praise. Listed above is a sample of world-class companies that have turned to Lehman Brothers again and again for advice and access to the capital markets.

Whether it's our leadership in M&A or our expertise in the global financial markets, media companies turn to Lehman Brothers.

Dealing for Dollars

TV and radio top sellers in 1998

Station trading in 1998 added up to \$22.8 billion for 950 deals. This list outlines only deals worth \$5 million or more (in the case of TV and TV-radio) and \$2 million or more (radio-only transactions). Where stations involved in a deal are in more than one state, the list is ordered by price. Single-state deals are ordered alphabetically by state, then city. The following abbreviations are used throughout the list: CP for construction permit; LMA for local marketing agreement

TV-RADIO

(by price)

Eighty-five AMs and 161 FMs in 18 states, WKRC-TV Cincinnati, Premiere Radio Networks and other services

Price: \$4.4 billion (stock-for-stock merger)

Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president)

Seller: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Nine TVs, one satellite TV one FM and two AMs in 10 states

Price: \$1.85 billion (\$1.15 billion in stock; \$700 million in debt)

Buyer: Hearst-Argyle Television Inc. (Bob Marbut, chairman/co-CEO; Hearst Corp., 78% owner [Frank A. Bennack Jr., president])

Seller: Pulitzer Broadcasting Co. (Ken J. Elkins, president; Pulitzer Publishing Co., owner [Michael E. Pulitzer, president/23.2% owner])

Consultants: Credit Suisse First Boston (buyer); Huntleigh Securities Corp. and Goldman, Sachs & Co. (seller)

Swap of WXMI(TV) Grand Rapids, Mich., and KTZZ-TV Seattle for WQCD(FM) New York

Value: \$179.5 million

Swapper, TVs: Emmis Broadcasting Corp. (Jeffrey Smulyan, president)

Swapper,, wacd: Tribune Co. (John Madigan, president; Dennis FitzSimmons, president, Tribune Broadcasting)

WFTX-TV Fort Myers, Fla., and WTHI-TV-AM-FM and WWVR(FM) Terre Haute, Ind.

Price: \$90 million

Buyer: Emmis Broadcasting Corp. (Jeffrey Smulyan, president)

Seller: Wabash Valley Broadcasting Corp.

(Chris Duffy, president)

KAVU-TV-KNAL(AM) Victoria, Texas

Price: \$11.875 million

Buyer: Saga Communications Inc. (Edward K. Christian, president/58% owner)

Seller: Withers Broadcasting Co. (W. Russell Withers Jr., president)

KTVF(TV)-KCBF(AM)-KXLR(FM) Fairbanks, Alaska

Price: \$8 million

Buyer: Ackerley Group Inc. (William Ackerley, president)

Seller: Northern Television Inc. (Julianna Guy, president)

KNLD(TV)-KQDS-AM-FM Duluth, Minn.

Price: \$5.5 million

Buyer: Curtis Squire Inc. (Myron Kunin, president)

Seller: Fant Broadcasting Co. (Anthony J. Fant, president/90% owner)

Broker: Kalil & Co. Inc.

TV

Multistate (by price)

Eight TVs and four LMAs in seven states

Price: \$ 1.5 billion

Buyer: Chancellor Media Corp. (Thomas O. Hicks, chairman)

Seller: LIN Television Corp. (Gary R. Chapman, president; Hicks, Muse, Tate & Furst Inc., owner)

12 TVs in nine states

Price: \$1 billion cash (includes \$160 million in debt)

Buyer: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)

Seller: Sullivan Broadcasting Co. III Inc. (J. Daniel Sullivan, president; ABRY Broadcast Partners, 60% owner)

WTWC(TV) Tallahassee, Fla.; WICD(TV) Champaign and WICS(TV) Springfield, Ill.; KGAN(TV) Cedar Rapids, Iowa; WGME-TV Portland, Maine; WGGB-TV Springfield, Mass., and WOKR(TV) Rochester, N.Y.

Price: \$310 million

Buyer: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)

Seller: Guy Gannett Communications (James B. Shaffer, president)

WALA-TV Mobile, Ala.; KHON-TV and satellite KHAU-TV and KAI-TV Honolulu; WVUE(TV) New Orleans, and WLUK-TV Green Bay, Wis.

Price: \$307 million

Buyer: Emmis Broadcasting Corp. (Jeffrey Smulyan, president)

Sellers: USA Broadcasting Inc. (Jon Miler, president; USA Networks Inc., owner [Barry Diller, chairman]); Fox Television Stations Inc. (Greg Nathanson, president)

Eleven stations in five states

Price: \$215 million cash

Buyer: Fisher Cos. Inc. (William Krip-paehne Jr., president; Patrick Scott, CEO, Fisher Broadcasting)

Seller: Retlaw Broadcasting (Walt Disney family, owner)

Financial advisers: Credit Suisse First Boston (buyer); Donaldson, Lufkin & Jenrette (seller)

WCFC(TV) Chicago and option to buy CP for KWOK(TV) Novato/San Francisco, Calif.

Price: \$128 million (\$120 million cash for WCFC-TV)

Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)

Seller: Christian Communications of Chicagoland Ind. (Jerry Rose, president)

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Malrite Communications Group, Inc.

WOIO-TV, Cleveland, Ohio
WUAB-TV (LMA), Cleveland, Ohio
WXIX-TV, Cincinnati, Ohio
WFLX-TV, West Palm Beach, Florida
WNWO-TV, Toledo, Ohio
WLIJ-TV, Puerto Rico
WSUR-TV, Puerto Rico

has been acquired by

Raycom Media, Inc.

The undersigned acted as financial advisor to Malrite Communications Group, Inc. in this transaction

September 1998

VERONIS, SUHLER & ASSOCIATES INC.

INTERACTIVE GROUP

A global software information tradeshow and conference company consisting of



has sold 100% of its stock to

Imark Communications

We acted as financial advisor to and assisted in the negotiations as the exclusive representative of Interactive Group

August 1998

VERONIS, SUHLER & ASSOCIATES INC.

The Orion Publishing Group Ltd.

One of Britain's leading consumer book publishers

has sold a majority equity interest to

Hachette Livre S.A.

France's largest book publisher

We initiated the transaction, acted as financial advisor to and assisted in the negotiations as the representative of The Orion Publishing Group Ltd.

August 1998

VERONIS, SUHLER & ASSOCIATES INC.

Community Newspaper Holdings, Inc.

has agreed to acquire

45 U.S. newspapers

from

Hollinger International Inc.

We initiated the transaction and acted as financial advisor to Community Newspaper Holdings, Inc.

December 1998

VERONIS, SUHLER & ASSOCIATES INC.

Since its founding in 1981, Veronis, Suhler & Associates has completed 435 communications industry transactions with an aggregate value exceeding \$22 billion. We have worked with – and completed transactions in – virtually every segment of the industry, ranging from consumer and business-to-business publishing, business and professional information, newspapers and consumer books, to marketing, advertising and promotion services, plus broadcasting and entertainment.

VS&A Communications Partners III, L.P. is a \$1 billion private equity fund affiliated with Veronis, Suhler & Associates, exclusively dedicated to investments in the media and communications industries. To date, VS&A's funds have invested over \$250 million in ten platform companies in radio broadcasting, cable television, directory publishing, business to business communications (trade magazine publishing, trade shows and conferences), business information services and communications towers.

To learn more about Veronis, Suhler & Associates' financial advisory services or discuss possible initiatives in complete confidence, contact:

FRANCIS L'ESPERANCE

Managing Director

lesperancef@vsacomm.com

VERONIS, SUHLER & ASSOCIATES INC.

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Broker: Media Venture Partners

KGIN(TV) Grand Island and KOLN(TV) Lincoln, Neb., and WEAU-TV Eau Claire, Wis.

Price: \$112 million

Buyer: Gray Communications Systems Inc. (J. Mack Robinson, interim president)
Seller: Busse Broadcasting Corp. (Jim Ryan, president)

Swap of WDTN(TV) Dayton, Ohio, and WNAC-TV and LMA with WPRI-TV Providence plus \$20 million cash for KSBW(TV) Salinas/Monterey, Calif.; WPTZ(TV) North Pole, N.Y., and WNNE-TV Hartford, Vt.

Value: \$100 million

Swapper, WDTN, WNAC-TV, LMA: Hearst-Argyle Television Inc. (Bob Marbut, chairman/co-CEO)

Swapper, KSBW, WPTZ, WNNE-TV: Sunrise Television Corp. (Robert N. Smith, president; Hicks, Muse, Tate & Furst Inc., owner)

Three-way deal involving WBSF(TV) Orlando, Fla.; WNGM-TV Athens/Atlanta, Ga.; KBSP-TV Salem/Portland, Ore., and KEVN(TV) Rapid City and satellite KIVV-TV Lead/Rapid City, S.D.

Total price: \$97 million (\$50 million for WNGM-TV; \$30 million for KBSP-TV; \$17 million for WBSF, KEVN and KIVV-TV)

Buyer, WNGM-TV: USA Broadcasting Inc. (Jon Miller, president; USA Networks Inc., owner [Barry Diller, chairman])
Seller, WNGM-TV: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)

Buyer, KBSP-TV: Paxson

Seller, KBSP-TV: Blackstar LLC (John E. Oxendine, CEO)

Buyer, WBSF, KEVN, KIVV-TV: USA

Seller, WBSF, KEVN AND KIVV-TV: Blackstar

WPTZ(TV) North Pole, N.Y., and WNNE-TV Hartford and LMA for WFFF-TV Burlington, Vt.

Price: \$72 million

Buyer: STC Broadcasting Inc. (Robert N. Smith, president; Hicks, Muse, Tate & Furst Inc., owner)

Seller: Sinclair Broadcast Group Inc.

(David D. Smith, president/28.1% owner)

WFFT-TV Fort Wayne, Ind.; WHAG-TV Hagerstown, Md., and KSVI(TV) Billings and KHMT(TV) Hardin/Billings, Mont.

Price: \$65 million

Buyer: Quorum Broadcasting Co. (J. Daniel Sullivan, principal; ABRY Broadcast Partners, controlling owner)

Seller: Great Trails Broadcasting (Alexander J. Williams, president)

Broker: Communications Equity Associates

WFFT-TV Fort Wayne, Ind.; WHAG-TV Hagerstown, Md., and KSVI(TV) Billings, Mont.

Price: \$61.5 million

Buyer: Midwest Holding Partnership LP (Douglass Wolf, president)

Seller: Great Trails Broadcasting (Alexan-

der J. Williams, chairman)

Broker: Communications Equity Associates

KTBY-TV Anchorage, Alaska; KAAL-TV Austin, Minn.; KODE-TV Joplin, Mo., and KTWO-TV Casper and KKTU(TV) Cheyenne, Wyo.

Price: \$48.5 million (conversion of nonvoting interests to voting)

New voting shareholders: Wendell Reilly and Tim Lynch, BCI Advisors; First Union Capitol Partners; Continental Illinois Venture Corp. (subsidiary of Bank America); Finova Capital Corp.

Former voting shareholder: Wendell S. Reilly

WVII-TV Bangor, Maine, and WJFW-TV Rhinelander, Wis.

Price: \$15 million (merger)

Buyer: Seaway Holdings Inc. (Jeffrey A. Smith, president)

Seller: Shareholders of Northland Television Inc. and Rhinelander and Bangor Communications Inc. (Jeffrey A. Smith, president)

TV

Single-state

(alphabetical by state, then city)

ALABAMA

WDFX-TV Dothan

Price: \$7.85 million

Buyer: Waitt Broadcasting Inc. (Norman Waitt Jr., president/owner)

Seller: Woods Television Co. LLC (David Woods, principal)

Broker: Kalil & Co. Inc.

WKRK-TV Mobile

Price: \$84 million

Buyer: Spartan Communications Inc. (Tom Watson Brown, chairman/59.8% owner)

Seller: WKRG-TV Inc. (Toulmin Greer, chairman)

ARIZONA

KHRR(TV) Tucson

Price: \$12 million

Buyer: Apogee Cos. Inc. (Roy P. Disney, owner)

Seller: Jay S. Zucker

Broker: Kalil & Co. Inc.

CALIFORNIA

KVIQ(TV) Eureka

Price: \$5.5 million

Buyer: Ackerley Group Inc. (William Ackerley, president)

Seller: Miller Broadcasting Inc. (Pattison Christensen, general manager)

Broker: Sterling Associates

KHSL-TV Chico/Redding

Price: \$10 million

Buyer: Catamount Broadcast Group LLC (Raymond J. Johns, president/owner)

Seller: Golden Empire Television Corp. (Howard Brown, president)

Brokers: Crisler Co.; York Street Capital LP

KCBA(TV) Monterey/Salinas

Price: \$11 million

Buyer: Seal Rock Broadcasters LLC

(Lance W. Anderson, George V. Kristie, managing members)

Seller: Ackerley Group Inc. (Barry A. Ackerley, president)

KION(TV) Monterey/Salinas

Price: \$7.675 million

Buyer: Ackerley Group Inc. (Barry A. Ackerley, president)

Seller: Harron Communications Corp. (Mark Faylor, vice president)

KCRA-TV and LMA for KQCA(TV) Sacramento

Price: \$520 million

Buyer: Hearst-Argyle Television Inc. (Bob Marbut, chairman/co-CEO; Hearst Corp., 86% owner [Frank A. Bennack Jr., president])

Seller: Kelly Broadcasting Co. (Jon Kelly, chairman)

Broker: Merrill Lynch

COLORADO

KXRM-TV Colorado Springs

Price: \$41.5 million

Buyer: GOCOM Communications LLC (Richard L. Gorman, CEO; Bain Capital Inc., owner)

Seller: KXRM Partnership (Bernard C. Ziegler III and Larry Douglas, principals)

Broker: Patrick Communications

CONNECTICUT

WHPX(TV) Hartford

Price: \$15.25 million

Buyer: DP Media Inc. (Devon and Roslyck Paxson, principals)

Seller: Roberts Broadcasting LLC (Michael Roberts, CEO)

FLORIDA

WTVK-TV Naples

Price: \$15.5 million

Buyer: Acme Television Holding LLC

(Jamie Kellner, CEO/40% owner)

Seller: Second Generation of Florida (Jon Pinch and Thomas Embrescia, owners)

WPGX(TV) Panama City

Price: \$7.1 million

Buyer: Waitt Broadcasting Inc. (Norman Waitt Jr., president/owner)

Seller: Wick Broadcast Group LP (Pete D'Acosta, president, TV Division)

Broker: Kalil & Co. Inc.


WGVP(TV) Valdosta, Ga./Tallahassee

Price: \$3.65 million


Buyer: Southern Night Entertainment Corp. (Brenda Sims-Palmer, president)

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& MANAGEMENT
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MEDIA DIVISION**

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Comprehensive industry expertise, superior responsiveness, and long-term commitment. Union Bank of California's Communications/Media Division continues to provide innovative capital markets solutions for the complete spectrum of communications and media companies.



Seller: Hutchens Communications Inc. (Gary L. Hutchens, president)
Broker: Hayden & Associates

GEORGIA

WALB-TV Albany
Price: \$78 million
Buyer: Liberty Corp. (Hayne Hipp, president)
Seller: Gray Communications Systems Inc. (J. Mack Robinson, interim president)

WFXL-TV Albany
Price: \$11.5 million
Buyer: Wicks Broadcast Group LP (Edgar R. Berner, president/41.7% owner; WBG Management Inc., general partner)
Seller: Clarion Broadcasting of Albany LP (Matthew E. Gormly III, principal; Albany Growth Inc., 65.5% owner)

WJCL-TV Savannah
Price: \$19 million
Buyer: Grapevine Communications LLC (Wendell Reilly, president)
Seller: Lewis Broadcasting Corp. (J. Curtis Lewis Jr., president)
Broker: Kalil & Co. Inc.

WTGS-TV Savannah
Price: \$20 million
Buyer: Brissette Broadcasting LLP (Paul Brissette, principal)
Seller: LP Media Inc. (J. Curtis Lewis III, president)
Broker: Kalil & Co. Inc.

HAWAII

KPXO-TV Kaneohe/Honolulu
Price: \$6.9 million
Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)
Seller: Dove Broadcasting Co. (Paul A. Tennyson, president)
Broker: Patrick Communications

ILLINOIS

WFHL-TV Decatur
Price: \$9.25 million
Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)
Seller: Decatur Foursquare Broadcasting Inc. (Rev. Fred Parker, president)
Broker: Sterling Associates; Patrick Communications, Kalil & Co. Inc. (buyer)

INDIANA

WIB(TV) Bloomington
Price: \$35 million
Buyer: RDP Communications Inc.
Seller: Ch. 63 Inc. (J. Duncan Smith, principal. Smith also is vice president of Sinclair Broadcast Group Inc.)

IOWA

KMEG-TV Sioux City
Price: \$12.25 million
Buyer: Waitt Broadcasting (Norman Waitt, president/owner)
Seller: Maine Radio & Television Co.

(Fredric L. Thompson, president)
Broker: Kalil & Co. Inc.

MASSACHUSETTS

WBPX(TV) Boston
Price: \$18 million
Buyer: DP Media Inc. (Devon and Roslyck Paxson, principals)
Seller: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)

MICHIGAN

WWMT(TV) Kalamazoo/Grand Rapids and WLAJ(TV) Lansing
Price: \$170 million
Buyer: Freedom Communications Inc. (Alan Bell, president, broadcast division)
Seller: Granite Broadcasting Corp. (W. Don Cornwell, chairman)

MISSISSIPPI

WNTZ(TV) Natchez
Price: \$7 million
Buyer: White Knight Broadcasting (Sheldon H. Galloway, president)
Seller: WNTZ-48 Inc. (Charles Chatelain, president)

MISSOURI

KOLR-TV Springfield
Price: \$62 million
Buyer: U.S. Broadcasting Inc. (Stephen I. Burr and Ken Hawkins, owners)
Seller: Independent Broadcasting Co. (Cooper family, owners)
Broker: Sunbelt Media Inc.

KOLR-TV Springfield
Price: \$55.915 million
Buyer: Burr-Hawkins Media Inc. (Stephen I. Burr, Ken Hawkins and Victor Rumore, principals)
Seller: Independent Broadcasting Co. (Cooper family, owners)

MONTANA

KTVM(TV) Butte/Bozeman, KECI-TV Missoula and KCFW-TV Kalispell/Missoula, Mont.
Price: \$19 million
Buyer: Lamco Communications Inc. (Marshall R. Noecker, principal)
Seller: Eagle Communications (Robert H. Precht, principal)
Broker: Kalil & Co. Inc.

NEW YORK

WMHQ(TV) Schenectady/Albany
Price: \$23 million
Buyer: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)
Seller: WMHT Educational TV Inc. (Donn Rogosin, president)

WNEQ-TV Buffalo
Price: \$33 million
Buyer: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)

Seller: Western New York Broadcasting Association (Richard Daly, senior vice president)
Broker: Blackburn & Co. Inc.

WOKR(TV) Rochester
Price: \$125 million
Seller: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)
Buyer: Ackerley Group Inc. (William Ackerley, president)

CP for ch. 56, Syracuse
Price: \$6.75 million
Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)
Seller: Syracuse Minority TV Inc. (Herbert A. Washington, president)
Broker: Patrick Communications

NORTH DAKOTA

KFYR-TV Bismarck and satellites KQCD-TV Dickinson, KMOT(TV) Minot and KUMV-TV Williston/all Bismarck and KLVY-TV Fargo
Price: \$63.75 million
Buyer: Sunrise Television Corp. (Robert N. Smith, president; Hicks, Muse, Tate & Furst Inc., owner)
Seller: Meyer Broadcasting Co. (Judith Ekberg Johnson, president)
Broker: Media Venture Partners

OHIO

Exercise of options for non-license assets of WSYX(TV) Columbus
Price: \$228 million
Buyer: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)
Seller: River City Broadcasting LP (Barry Baker, president)

WQPX-TV Scranton
Price: \$6 million
Buyer: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)
Seller: Ehrhardt Broadcasting (Ted H. Ehrhardt Jr., president)
Broker: Patrick Communications

WUPW(TV) Toledo
Price: \$72.63 million
Buyer: Sunrise Television Corp. (Robert N. Smith, CEO)
Seller: Raycom Media Inc. (Gryan Kent Hawkins, president/33.3% owner)
Broker: Media Venture Partners

WKBN-TV Youngstown
Price: \$39.44 million
Buyer: Youngstown Television License LLC (Richard L. Gorman, CEO)
Seller: WKBN Broadcasting Corp. (Warren P. Williamson, principal)

PENNSYLVANIA

WWCP-TV and LMA with WATM-TV Johnstown/Altoona
Price: \$18.5 million
Buyer: Peak Media LLC (Larry Marcus and Frank Quitoni, principals)
Seller: US Broadcast Group LP

GLOBAL COMMUNICATIONS INVESTMENT BANKING



EMAP plc
has acquired
**The Petersen
Companies, Inc.**

January 1999

More Group Plc.

has been sold to

**Clear Channel
Communications, Inc.**

June 1998



China Telecom (HK) Ltd.
has acquired
**Jiangsu Mobile
Communications**

June 1998



**Telewest
Communications plc**
has acquired
General Cable plc

September 1998



Pearson plc
has sold
**Pearson New
Entertainment**
to
Apax Partners & Co.

April 1998



**British
Telecommunications plc**
has acquired 23.49% of
LG Telecom Ltd.
(incorporated in South Korea)

October 1998



EMAP plc
has acquired
Melody Radio

June 1998



**Daily Mail and
General Trust plc**
has acquired
Essex Radio plc

February 1998



**Lancit Media
Entertainment, Ltd.**
has been acquired by
RCN Corporation

February 1998



**Infinty Broadcasting
Corporation**

Initial Offering of
Common Stock

December 1998



**Cable & Wireless
Communications Plc**

Offering of Common Stock

June 1998

\$922 Million



**Telekomunikacja Polska
S. A.**

Privatization and Initial
Offering of Common Stock

October 1998

\$592 Million



EMAP plc

Rights Issue of
Ordinary Shares

December 1998

\$150 Million



Panavision Inc.

Offering of Discount Notes

April 1998

\$900 Million



AMF Bowling, Inc.

Offering of Zero Coupon
Convertible Debentures

May 1998

\$500 Million



**Clear Channel
Communications, Inc.**

Offering of Convertible Debt

March 1998

\$595 Million



**Clear Channel
Communications, Inc.**

Offering of Common Stock

March 1998

\$726 Million



**Clear Channel
Communications, Inc.**

Offering of Common Stock

December 1998

\$858 Million



**Univision
Communications Inc.**

Offering of Common Stock

February 1998

\$168 Million



**Emmis Communications
Corporation**

Offering of Common Stock

May 1998



**Data Broadcasting
Corporation**
has sold its subsidiary
CheckRite International
to
**National Data
Corporation**

May 1998



The Knot, Inc.

Private Placement of Equity

April 1998



IndeNet, Inc.

Private Placement of Debt

March 1998



Rhone-Poulenc S.A.
has sold its
telecommunications subsidiary
to
Equant N.V.

November 1998



Schroders

NEW YORK

Ivan L. Lustig
212-492-6253

LONDON

Tim Murray
44-171-658-6631

HONG KONG

Andrew Rickards
852-2843-7734

(Bob Fish, chairman)

WNPA(TV) Jeannette/Pittsburgh

Price: \$39 million

Buyer: Paramount Stations Group (Anthony Cassara, president; Viacom Inc., owner)

Seller: Venture Technologies Group LLC (Lawrence H. Rogow, president)

Broker: Communications Equity Associates

WQPX-TV Scranton

Price: \$6 million

Buyer: Paxson Communications Corp.

(Lowell W. "Bud" Paxson, chairman/owner)

Seller: Ehrhardt Broadcasting (Ted H. Ehrhardt Jr., president)

Broker: Patrick Communications

PUERTO RICO

WAPA-TV San Juan

Price: \$7,269,600 (for stock)

Buyer: Chancellor Media Corp. (Thomas O. Hicks, chairman)

Seller: NBC Inc. (Bob Wright, president; John Rohrback, president, NBC Television Stations; General Electric Co., owner)

Broker: Allen & Co.

SOUTH CAROLINA

WLTX(TV) Columbia

Price: \$87.5 million

Buyer: Gannett Co. Inc. (John Curley, chairman; Cecil L. Walker, president, Gannett Broadcasting)

Seller: Lewis Broadcasting Corp. (J.C. Lewis Jr., principal)

Broker: NationsBanc Montgomery Securities Inc.

SOUTH DAKOTA

KEVN-TV Rapid City and satellite KIVV-TV Lead/Rapid City

Price: \$5.5 million

Buyer: Mission TV LLC (William S. Reyner Jr., president)

Seller: USA Broadcasting Inc. (Jon Miller, president; USA Networks Inc., owner [Barry Diller, chairman])

TENNESSEE

WNAB(TV) Nashville

Price: \$30 million

Buyer: Lambert Broadcasting LLC

(Michael Lambert, managing member)

Seller: Speer Communications Holdings I LP (Roy Speer, principal)

TEXAS

KGBT-TV Harlingen/Brownsville

Price: \$42 million

Buyer: Cosmos Broadcasting Corp. (W. Hayne Hipp, chairman)

Seller: KGBT-TV LP (Thomas H. Draper, president)

KRIS-TV Corpus Christi

Price: \$24.5 million

Buyer: Evening Post Publishing Co. (Ivan

Anderson Jr., president)

Seller: Gulf Coast Broadcasting Co. (T. Frank Smith Jr., 78% owner)

KKWB-TV El Paso

Price: \$10 million

Buyer: White Knight Broadcasting (Seldon H. Galloway, president)

Seller: UN2JC Communications Ltd. (Sara Diaz Warren, president)

Broker: Gammon Media Brokers Inc.

KTEN(TV) Ada, Okla./Sherman, Texas

Price: \$15.125 million

Buyer: Lockwood Broadcast Group (James Lockwood, chairman)

Seller: KTEN Television LP (Tom L. Johnson, president)

Broker: Patrick Communications

KFXK(TV) Longview/Tyler and three low-power TVs

Price: \$11.5 million for stock

Buyer: White Knight Broadcasting Inc. (Sheldon H. Galloway, president)

Seller: Inwood Investors Partnership LP (Louis K. Adler and Edward C. Stanton III, principals)

KAMC(TV) Lubbock

Price: \$23.5 million

Buyer: Lubbock Holding Partnership LP (Victor H. Rumore, principal)

Seller: McAlister Television Enterprises Inc. (Gregory McAlister, president)

Broker: Gammon Television/Radio Brokers

UTAH

51% of KUPX(TV) Provo

Price: \$5 million

Buyer: Acme Television Holding LLC (Jamie Kellner, CEO/40% owner)

Seller: Michael and Steven Roberts

VERMONT

WVNY(TV) Burlington

Price: \$27 million

Buyer: Ch. 22 Television Station Inc. (Ed Karlik, principal)

Seller: US Broadcast Group LP (Bob Fish, chairman)

Broker: Communications Equity Associates

WASHINGTON

KCPQ(TV) Seattle

Price: \$370 million

Buyer: Meredith Corp. (William T. Kerr, president)

Seller: Kelly Broadcasting Co. (Jon Kelly, chairman)

Broker: Merrill Lynch

Swap of KCPQ(TV) Seattle for

WGNX(TV) Atlanta

Value: \$370 million

Swapper, KCPQ: Meredith Broadcasting Group (John Loughlin, president)

Swapper, WGNX: Tribune Co. ((John Madigan, president; Dennis FitzSimmons, president, Tribune Broadcasting)

WEST VIRGINIA

Option to buy WCHS-TV Charleston

Price: \$30 million

Buyer: Sullivan Broadcasting Co. Inc. (J. Daniel Sullivan, president; ABRY Broadcast Partners, 60% owner)

Seller: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)

WISCONSIN

WPXE(TV) Kenosha/Milwaukee

Price: \$6 million

Buyer: DP Media Inc. (Devon and Roslyck Paxson, principals)

Seller: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)

COMBOS

Multistate (by price)

238 FMs and 98 AMs in 34 states

Price: \$3.9 billion (stock and assumed debt; merger)

Buyer: Chancellor Media Corp. (Jeffrey A. Marcus, president; Hicks, Muse, Tate & Furst Inc., 15% owner, to own about 25% of Chancellor and seller combined)

Seller: Capstar Broadcasting Partners Inc. (R. Steven Hicks, president; Hicks, Muse, Tate & Furst Inc., 59% owner)

Swap of 10 FMs and one AM in three states for several small- and medium-market stations

Value: \$637.5 million

Swapper, unidentified stations: Chancellor Media Corp. (Thomas O. Hicks, chairman)

Swapper, 11 stations: Capstar Broadcasting Corp. (Thomas O. Hicks, owner)

Swap of KSGS(AM)-KMJZ(FM) St. Louis Park/Minneapolis-St. Paul, Minn.;

WLQQ(FM) Columbus, WAZU-FM Circleville/Columbus and WHOK(FM) Lancaster/Columbus, Ohio; for KOME(FM) and KUFX(FM) Fremont/San Jose, Calif.; WCAO(AM)-WOCT(FM) Baltimore, and KLOU(FM) and KSD(FM) St. Louis
Value: \$300 million











Swapper, KSGS, KMJZ, WAZU, WHOK-FM, WLQV: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Swapper, KOME, KUFX, WCAO-WOCT, KLOU, KSD: Westinghouse Electric Co./CBS Corp. (Mel Karmazin, chairman, CBS Station Group)

11 AMs and 18 FMs in five states plus Muzak franchises in Omaha and Spokane and Tri-Cities, Wash., and regional sports network in Nebraska

Price: \$190 million (includes \$60 million assumption of debt)

Media, Entertainment & Communications

<p>\$150,000,000</p>  <p>AVALON CABLE TELEVISION</p> <p>Senior Subordinated Notes Co-Manager</p>	<p>\$185,000,000</p>  <p>AA Basketball Properties, Ltd. (Miami Heat)</p> <p>Senior Term Notes Sole Manager</p>	<p>\$115,000,000</p>  <p>Citadel Broadcasting Company</p> <p>Senior Subordinated Notes Lead Manager</p>	<p>\$127,000,000</p>  <p>Citadel Communications Corporation</p> <p>Initial Public Offering Lead Manager</p>
<p>\$425,000,000</p> <p>Football Northwest, Inc. (Seattle Seahawks)</p> <p>New Football Stadium Sole Financial Advisor</p>	<p>\$612,000,000</p>  <p>GTS Global TeleSystems Group, Inc.</p> <p>Public Offering of Stock Co-Manager</p>	<p>\$117,000,000</p>  <p>RCN The live wire of communications RCN Corporation</p> <p>Public Offering of Stock Co-Manager</p>	<p>\$75,000,000</p>  <p>SBS Scandinavian Broadcasting System SA</p> <p>Convertible Subordinated Notes Joint Lead Manager</p>
<p>\$550,000,000</p>  <p>The Seagram Company Ltd.</p> <p>Preferred Stock Offering Co-Manager</p>	<p>\$215,000,000</p>  <p>SHAW Shaw Communications Inc.</p> <p>Offering of Canadian Originated Preferred Securities Co-Manager</p>	<p>\$102,000,000</p>  <p>TESCORP, INC.</p> <p>Exclusive Sale Sole Financial Advisor</p>	<p>\$100,000,000</p>  <p>Tri-State Tri-State Outdoor Media Group, Inc.</p> <p>Senior Notes Joint Lead Manager</p>

Let our experience work for you. Contact Mark Leavitt, Managing Director and Head of our Media, Entertainment & Communications Group at (212) 778-2318.

Member SIPC, February 1999



Prudential
Securities

Buyer: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)
Seller: Triathlon Broadcasting Co. (Norman Feuer, president)

Four AMs and 10 FMs in five states
Price: \$163.5 million (\$54 million for KKPN-FM Houston; \$48 million for WBAB-FM, WBLI(FM), WGBB(AM) and WHFM(FM) Nassau/Suffolk, N.Y. stations; \$46.5 million for wgne-fm Daytona Beach, Fla., and WESC-AM-FM, WJMZ-FM and WTPT-FM Greenville, S.C., stations; \$15 million for WINE(AM)-WRKI(FM) and WPUT(AM)-WAXB(FM) Danbury, Conn.)

Buyers: KKPN-FM: Heftel Broadcasting Corp. (Mac Tichenor Jr., president; Clear Channel Communications Inc., 29% owner); New York stations: Cox Broadcasting Inc. (Nicholas D. Trigony, president; Robert F. Neil, president, Cox Radio Inc.; 75% owner Cox Enterprises Inc. [James C. Kennedy, chairman]); WGNB-FM and Greenville stations: Clear Channel Communications Inc. (L. Lowry Mays, president); Danbury stations: Frank Washington
Seller: Capstar Broadcasting Partners Inc. (R. Steven Hicks, chairman; Hicks, Muse, Tate & Furst Inc., 65% owner)
Broker: Star Media Group Inc. (Cox, Heftel)

WBBF(AM)-WBEE(FM), WKLX(FM) and WQRV(FM) Rochester, N.Y., and KKRH-FM and KKSJ-AM-FM Portland, Ore.
Price: \$126.5 million
Buyer: Entertainment Communications Inc. (Joseph M. Field, president/70.3% owner)
Seller: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)

Four AMs and nine FMs and JSA for one FM in four states
Price: \$95.9 million
Buyer: Journal Broadcast Group Inc. (Douglas Kiel, president)
Seller: Great Empire Broadcasting Inc. (Mike Lynch, president)
Broker: Bergner & Co.

Ten AMs and 11 FMs in two states
Price: \$85 million (stock-for-stock exchange)
Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president)
Seller: Dame Media Inc. (J. Albert Dame, chairman)

Six AMs and 10 FMs in three states
Price: \$77 million cash
Buyer: Citadel Communications Corp. (Lawrence R. Wilson, president/19.1% owner; ABRY Broadcast Partners II L.P., 37.2% owner)
Seller: Wicks Broadcast Group LP (Edgar R. Berner, president/41.7% owner; WBG Management Inc., general partner)
Broker: Merrill Lynch & Co.

Six AMs and 11 FMs in four states
Value: \$59,312,850
Buyer: Bloomington Broadcasting Acquisition Corp. (Kenneth H. Maness, president;

Media/Communications III LP, 95% owner)
Sellers: Shareholders of Bloomington Broadcasting Corp. (Ken Maness, principal)

10 AMs and 15 FMs in Iowa and Minnesota
Price: \$42.5 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: James D. Ingstad
Broker: Media Venture Partners

WMSP(AM)-WLWI(FM) and WNZZ(AM)-WMXS(FM) Montgomery, Ala., and WUSY(FM) Cleveland/Chatanooga, Tenn.
Price: \$38.75 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Colonial Broadcasting Co. Inc. (Robert E. Lowder, chairman/owner)
Broker: Sailors & Associates

KFQD(AM)-KWHL(FM), KHAR(AM)-KBRJ(FM), KEAG(FM) and KMXS(FM) Anchorage, Alaska, and KXRO(AM)-KDUX-FM Aberdeen and KWIQ-AM-FM Moses Lake, KKRT(AM)-KKRV(FM) Wenatchee/Moses Lake and KVFY(FM) Wilson Creek/Moses Lake, all Wash.
Price: \$33 million
Buyer: Morris Communications Corp. (W.S. Morris III, CEO)
Seller: Pioneer Broadcasting Co. Inc. (Elizabeth Williams, president)
Broker: Media Services Group Inc.

Swap of KCBN(AM)-KRNO(FM) Reno and KWNZ(FM) Carson City/Reno, Nev., for KTHT(FM) Fresno, KEZL-FM Fowler/Fresno and KSFO-AM-FM Visalia/Fresno, Calif.
Value: \$25 million (\$21 million cash plus \$4 million value for Reno stations) Jan. 12
Swapper, KCBN-KRNO, KWNZ: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)
Swapper, KTHT, KEZL-FM, KSFO-KFSO-FM: Americom Las Vegas LP (Tom Quinn, president)
Broker: Media Venture Partners

KMJJ-FM Shreveport, La.; KKSS(FM) Santa Fe, N.M., and KEAN-AM-FM and KROW(FM) Abilene, KKYS(FM) Bryan and KYKX(FM) Longview, all Texas
Price: \$24 million
Buyer: Sunburst Media LP (John Borders, general partner)
Seller: Sun Group Inc. (John W. Biddinger, chairman/president)
Broker: William R. Rice Co.

WFMD(AM)-WFRE(FM) Frederick, Md., and WFIR(AM)-WPVR(FM) Roanoke, Va.
Price: \$19 million
Buyer: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)
Seller: Jim Gibbons Radio Inc. (James L. Gibbons, 67% owner)

Six AMs and eight FMs in three states
Price: \$18.8 million
Buyer: Marathon Media (Chris Devine,

president)
Seller: Goetz Broadcasting (Nathan L. Goetz, principal)
Broker: Donald K. Clark Inc.

KDBS(AM)-KRRV(FM), KKST(FM) and KZMZ(FM) Alexandria, La., and KIXZ(AM)-KMML(FM), KBUY(FM) and KNSY(FM) Amarillo and KCDQ(FM), KMRK(FM) and KCHX(FM) Midland/Odessa, Texas
Price: \$11.3 million
Buyer: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)
Seller: Champion Broadcasting Corp. (William Coogan, chairman)
Broker: Whitley Media

KLAD-AM-FM and KAQX(FM) Klamath Falls, Ore., and KBBO(AM)-KRSE(FM) and KARY-FM Yakima, Wash.
Price: \$7.9 million
Buyer: New Northwest Broadcasters (Michael O'Shea, CEO)
Seller: B&B Broadcasting Inc./Northwest Broadcast Representatives Inc. (Bob Barren and George Broadin, co-principals)
Broker: Media Venture Partners

WCMY(AM)-WRKX(FM) Ottawa WJBD-AM-FM Salem, Ill., and KLPW-AM-FM Union, Mo.
Price: \$5.96 million
Buyer: Marathon Media LLC (Bruce Buzil, manager)
Seller: Virginia Broadcast Corp. (Richard Fister, president)
Broker: Ed Walters & Associates

KBOA-FM Piggot, Ark., and KBOA(AM)-KTMO(FM) Kennett, Mo.
Price: \$2.1 million
Buyer: Legend Broadcasting Inc. (Barry Lepp and Scott Krusinski, owners)
Seller: Meyer Communications Inc. (Kenneth E. Meyer, principal)
Broker: R.E. Meador & Associates

COMBOS

Single-state

(alphabetical by state, then city)

ALABAMA

WLAY-AM-FM Muscle Shoals/Florence and WKGL(FM) Russellville
Price: \$6.3 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: U.S. South Broadcasting Co. (Larry Crim and Parker Griffith, co-owners)
Broker: Sailors & Associates

ARIZONA

KFYI(AM)-KKFR(FM) Phoenix**Price:** \$89.85 million**Buyer:** Chancellor Media Corp. (Thomas O. Hicks, chairman)**Seller:** Broadcast Group Inc. (Fred Weber, CEO)**ARKANSAS****KFAY-AM-FM and KKEG-FM Fayetteville****Price:** \$5.8 million**Buyer:** Cumulus Media LLC (Richard Weening, chairman)**Seller:** Demaree Media Inc. (Levoy Demaree, principal)**Broker:** Media Services Group**KREB-FM Hunstville, KREB(AM)-KAMO-FM Rogers, KMCK(FM) Siloam Springs and KZRA(AM)-KBRF(FM) Springdale/all Fayetteville****Price:** \$6.525 million**Buyer:** Cumulus Media LLC (Richard Weening, chairman)**Seller:** Hochman Communications (George Hochman, owner)**KLRA(AM)-KHUG(FM) England/Little Rock****Price:** \$2 million**Buyer:** Equity Broadcasting Corp. (Larry Morton, president)**Seller:** Pearson Broadcasting Inc. (Max H. Pearson, president)**Broker:** MGMT Services Inc.**CALIFORNIA****KORG(AM)-KEZY(FM) Anaheim****Price:** \$30.1 million**Buyer:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)**Seller:** ML Media Partners LP (I. Martin Pompadur, managing partner)**Broker:** Gary Stevens & Co.**KKSC(AM) Brawley and KSIQ(FM) Brawley/EI Centro****Price:** \$2 million**Buyer:** Commonwealth II (Dex Allen, principal)**Seller:** Stodelle Broadcasting Corp. (Stephen Stodelle, president)**Broker:** Media Services Group Inc.**KGEO(AM)-KRED-FM, KFMI(FM) and KKHB(FM) Eureka, KATA(AM) Arcata/Eureka, KXBX-AM-FM Lakeport and KQPM(FM) Ukiah/Lakeport****Price:** \$4.6 million**Buyer:** Bi-Coastal Media LLC (Ken Dennis and Kevin Mostyn, principals)**Seller:** North Country Communications Inc. (Bill Groody, president)**Broker:** Media Services Group Inc.**KAVL(AM) Lancaster, KAVS(FM) Mojave/Lancaster and KYHT(FM) Yermo/Lancaster****Price:** \$4 million cash**Buyer:** Jacor Communications Inc.**Seller:** Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)**Seller:** Antelope Broadcasting Co. (Ron Carter, president)**Broker:** Jorgenson Broadcast Brokerage**KBKO(AM)-KSPE-FM Santa Barbara****Price:** \$4.6 million**Buyer:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)**Seller:** Spectacular Broadcast Inc.**(Richard C. Marsh, CEO)****Broker:** Jorgenson Broadcast Brokerage**COLORADO****KZYR(FM) Avon, KSMT(FM) Breckenridge, KVFC(AM)-KRTZ(FM) Cortez, KKCH(FM) Glenwood Springs, KIDN-FM Hayden and KSNO-FM Snowmass Village****Price:** \$6 million**Buyer:** American General Media Corp. (Anthony S. Brandon, 67% owner)**Seller:** Rocky Mountain Radio Co. (Clifton H. Gardiner, CEO)**KIIX(AM)-KTCL(FM) Fort Collins****Price:** \$6.1 million (\$500,000 cash for stock; \$5.6 million assumption of debt)**Buyer:** Jacor Communications Inc.**(Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)****Seller:** Tsunami Communications Inc. (Anthony A. Galluzzo, owner)**KQIL(AM) and KEXO(AM) Grand Junction and KKNN(FM) Delta/Grand Junction****Price:** \$2 million**Buyer:** Cumulus Media LLC (Richard Weening, chairman)**Seller:** Mustang Broadcasting Co. (Paul Fee, principal)**Broker:** McCoy Broadcast Brokerage**KCSJ(AM), KGHF(AM) and KYZX(FM) Pueblo****Price:** \$4.5 million**Buyer:** Colorado Springs Radio Broadcasters Inc. (Cy Bahakel, president)**Seller:** Pueblo Broadcasters Inc. (Ken Salazar, vice president)**DISTRICT OF COLUMBIA****WWDC-AM-FM****Price:** \$72 million**Buyer:** Chancellor Media Corp. (Thomas O. Hicks, chairman; Scott K. Ginsburg, president)**Seller:** Capitol Broadcasting Co. (Goff Lebar, president)**Broker:** Media Venture Partners**FLORIDA****WCCF(AM)-WIKX(FM) and WCVU(FM) Fort Myers****Price:** \$7.5 million**Buyer:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)**Seller:** Interart Broadcasting Southwest Florida Inc. (Trisha Dahlin, president)**WCLB-FM, WJNA(AM), WJNX(AM), WRLX(FM) and WRMF(FM) West Palm Beach and WJNO(AM) Boynton Beach/West Palm Beach****Price:** \$85 million**Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president)**Seller:** Fairbanks Communications Inc. (Richard M. Fairbanks, president)**Brokers:** Bergner & Co.; Richard A. Foreman Associates Inc.**Swap of WFTL(AM) Fort Lauderdale, WJNA(AM) and WRLX(FM) West Palm Beach and WRMF(FM) Palm Beach/West Palm Beach for WTPX(FM) Jupiter/West Palm Beach, plus \$47 million cash****Value:** \$65 million**Swapper, WFTL, WJNA, WRLX, WRMF:** Clear Channel Communications Inc. (L. Lowry Mays, president)**Swapper, WTPX:** James Crystal Enterprises Inc. (Jim Hilliard, president)**Brokers:** Bergner & Co.; Richard A. Foreman Associates Inc.**WLVU-AM-FM Holiday/Tampa/St. Petersburg****Price:** \$7 million**Buyer:** Concord Media Group Inc. (Mark W. Jorgenson, president)**Seller:** Times Publishing Co. (Edward Mead and Micheal Mead, principals)**GEORGIA****WGPC-AM-FM Albany****Price:** \$2.25 million**Buyer:** Cumulus Media LLC (Richard Weening, chairman)**Seller:** Albany Broadcasting Co. (Leonard M. George, principal)**Broker:** Force Communications & Consultants LLC**WDAK(AM) Columbus and WSTH-FM Alexander City, Ala./Columbus****Price:** \$4.5 million**Buyer:** Cumulus Media LLC (Richard Weening, chairman)**Seller:** Solar Communications Co. (Allen Woodall, president)**Broker:** Media Services Group Inc.**WEAS-AM-FM Savannah****Price:** \$5.25 million**Buyer:** Cumulus Media LLC (Richard Weening, chairman)**Seller:** Ocmulgee Broadcasting Co. Inc. (Edward Esserman, principal)**HAWAII****KHLO(AM) and KKBG(FM) Hilo, KKOA(FM) Volcano/Hilo and KLEO(FM) Kahaluu/Kailua-Kona****Price:** \$3.775 million**Buyer:** Emerald City Radio Partners (Paul W. Robinson, president)**Seller:** Brewer Broadcasting Corp. (Phillip L. Brewer, president)**KQMQ-AM-FM, KHUL(FM) and KPOI-FM Honolulu**

Price: \$7.5 million
Buyer: New Wave Broadcasting LP (Charles Cohn and Jon Ferrari, principals)
Seller: Caribou Broadcasting LP (J. Kent Nichols, president)
Broker: Kalil & Co. Inc.

KQNG-AM-FM Lihue
Price: \$2.2 million
Buyer: Visionary Related Entertainment (John Detz Jr., president)
Seller: Sanchez Communications Corp. (Randy Sanchez, president)
Broker: Exline Co.

IDAHO

KCID-AM-FM, KGEM(AM)-KJOT(FM), KQXR-FM and KSRV-AM-FM Boise
Price: \$15.5 million
Buyer: Journal Broadcast Group Inc. (Douglas Kiel, president)
Seller: American General Media Corp. (Anthony S. Brandon, 67% owner)
Broker: Kalil & Co. Inc.

KECN(AM)-KLCE-FM and KCVI(FM) Blackfoot/Pocatello and KICN(AM) Idaho Falls/Pocatello
Price: \$4.5 million
Buyer: Marathon Media III LP (Bruce Buzil, manager/96% owner)
Seller: Western Communications (Kent Fandsen, president)
Broker: Media Services Group Inc.

ILLINOIS

WCBR-FM Arlington Heights, WLKB(AM)-WDEK(FM) DeKalb and WLRT-FM Kankakee
Price: \$22.5 million (\$4.5 million for DeKalb stations)
Buyer: Big City Radio Inc. (Michael Kakoyiannis, president)
Sellers: WCBR-FM: Darrel Peters Productions (Darrel Peters, president); WLKB-WDEK: DeKalb Radio Studios Inc. (Jerome Cerny, president); WLRT-FM: Starradio Corp. (Howard Doss and Jack Whitley, principals)
Broker: Gary Stevens & Co.; WLKB-WDEK: Blackburn & Co. Inc.

WDDD(AM) Johnson City-WDDD(FM) Marion, WFRX(AM)-WQUL(FM) West Frankfort, WVZA(FM) Herrin and WTAO(FM) Murphysboro
Price: \$13.125 million
Buyer: Cumulus Media LLC. (Richard Weening, chairman)
Seller: Clearly Superior Radio LLC (Dennis F. Doelitzsch, president)
Broker: Media Services Group Inc.

WTAD(AM)-WQCY(FM) and WMOS(FM) Quincy and WBRJ(FM) Mount Sterling/Quincy
Price: \$2.35 million
Buyer: StaRadio Corp. (Jack Whitley, president)
Seller: Citadel Communications Corp. (Lawrence R. Wilson, president/19.1% owner; ABRY Broadcast Partners II L.P., 37.2% owner)

Broker: Media Venture Partners

WKRS(AM)-WXLC(FM) Waukegan
Price: \$4.3 million
Buyer: Belvidere Broadcasting Co. LP (Bruce Buzil, manager)
Seller: Spring Broadcasting LLC (William Sherard, president; Broadcasting Partners Holdings, controlling member)

INDIANA

WHBU(AM) Anderson and WAXT(FM) Alexandria/Anderson
Price: \$2 million
Buyer: Indiana Radio Partners (Michael Schwartz, principal)
Seller: Clearwater Enterprises (Tom Hayth, president)
Broker: Bergner & Co.

WAXT-AM-FM, WERK-FM, WLHN-FM and WWO(FM) Muncie
Price: \$5.5 million
Buyer: Indiana Radio Partners (Aaron Daniels, principal)
Seller, WAXT-AM-FM: Clearwater Enterprises (Tom Hayth, president)
Seller, WERK-FM, WLHN-FM: (Dream Weaver Broadcasting (Wade Weaver, principal)
Seller, wwo: Viking Communications (Judy Kvale, principal)
Broker: Bergner & Co.

WNDU-AM-FM South Bend
Price: \$6,123,180
Buyer: Broadcasting Management Inc. (Arthur A. Angotti, president)
Seller: Michiana Telecasting Corp. (Jim Bailey, president)
Broker: Media Venture Partners

IOWA

KBUR(AM)-KGRS(FM) Burlington
Price: \$5.7 million
Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Seller: LWM Inc. (John Weir, owner)
Broker: Connelly Co.

WDBQ(AM)-KLYV(FM) and KXGE(FM) Dubuque and WJOD-FM Galena, Ill./Dubuque
Price: \$6 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Communications Properties Inc. (Philip T. Kelly, president)
Broker: Kalil & Co. Inc.

KANSAS

KMAJ-AM-FM and KTOP(AM)-KDVV(FM) Topeka
Price: \$10.425 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Midland Broadcasters Inc. (Frederick P. Reynolds Jr., principal)
Broker: Montcalm Inc.
KLWN(AM)-KLZR(FM) Lawrence

Price: \$3 million
Buyer: Zimmer Radio (Jerome R. Zimmer, president/25% owner)
Seller: Lawrence Broadcasters Inc. (Henry Booth, CEO)
Broker: Media Services Group Inc.

KENTUCKY

WFKY(AM)-WKYW(FM) and WKED-AM-FM Frankfort and WCND(AM)-WTHQ(FM) Shelbyville
Price: \$2.5 million
Buyer: Commonwealth Broadcasting Corp. (Brereton C. Jones, chairman)
Seller: Purchase Broadcasting Inc., Franklin County Broadcasting Inc. and Shelby County Broadcasting Inc. (R. Lee Hagan, president)

LOUISIANA

WIBR(AM) and WXOK(AM) Baton Rouge, WKJN-FM Hammond/Baton Rouge, WEMX(FM) Kentwood/Baton Rouge, KQXL-FM New Roads/Baton Rouge and KRRQ(FM) Lafayette, KFXZ(FM) Maurice/Lafayette and KNEK-AM-FM Washington/Lafayette
Price: \$34 million
Buyer: Citadel Communications Corp. (Lawrence R. Wilson, president/19.1% owner; ABRY Broadcast Partners II L.P., 37.2% owner)
Seller: Citywide Communications Inc. (Peter Moncrieffe, president)
Broker: Bergner & Co.

KXZZ(AM)-KBIU(FM) and KYKZ(FM) Lake Charles and KKGB(FM) Sulphur
Price: \$14.848 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: John M. Borders

WBWU(AM) and WRNO-FM New Orleans and KMEZ(FM) Belle Chasse/New Orleans
Price: \$16 million
Buyer: Centennial Broadcasting
Seller: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)

KEEL(AM)-KITT(FM), KWKH(AM)-KRUF(FM) and KVKI-FM Shreveport
Price: \$24 million
Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Seller: Progressive Broadcasting LLC (Bill Fry, managing member)

MAINE

WCLZ-AM-FM Brunswick
Price: \$3.2 million
Buyer: Fuller-Jeffrey Radio Inc. (Robert F. Fuller, president)
Seller: Riverside Broadcasting LP (William Devereaux, principal)
Broker: Media Services Group Inc.

WKCG(FM) Augusta, WCME(FM) Boothbay Harbor, WFAU(AM)-WABK-FM Gardiner and WIGY(FM) Madison

Price: \$4 million (\$500,000 for WCME; \$3.5 million for others)

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Tryon-Seacoast Communications Inc. (Jeffrey Fisher, president; Northeast Communications Corp., 50% owner)

Broker: George Silverman & Associates

MASSACHUSETTS

WEEL(AM) and WRKO(AM) Boston,

WEGQ(FM) Lawrence/Boston and

WWTM(AM)-WAAF(FM)

Worcester/Boston

Price: \$140 million (\$82 million for WEEL and WRKO; \$58 million for WEGQ and WWTM-WAAF)

Buyer: Entercom Communications Corp. (Joseph M. Field, president)

Seller: Westinghouse Electric Co./CBS Corp. (Mel Karmazin, chairman, CBS Station Group)

MICHIGAN

WKFR-FM Battle Creek, WKMI(AM) Kalamazoo and WRKR(FM) Portage

Price: \$14 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Crystal Radio Group Inc. (Edward J. Sackley III, principal)

WSGW(AM)-WMJA(FM) and WGER-FM

Saginaw, WIOG(FM) Bay City/Saginaw,

WKQZ(FM) Midland/Saginaw and

WMJK(FM) Pinconning/Saginaw

Price: \$35 million

Buyer: Citadel Communications Corp. (Lawrence R. Wilson, president/19.1% owner; ABRY Broadcast Partners II L.P., 37.2% owner)

Seller: 62nd Street Broadcasting LLC (R. Chris McLavy, president/5% owner; Bain Capital Inc., 94% owner)

Broker: Richard A. Foreman Associates

WCKC(FM) Cadillac, WCBY(AM)-

WGFM(FM) Cheboygan, WGFN(FM) and

WJZJ(FM) Glen Arbor, WLJZ(FM) Mackinaw City, WAVC(FM) Mio and WIDG(AM)-

WMKC(FM) St. Ignace

Price: \$6.9 million

Buyer: Calibre Communications LLC

(Wade Fetzer, member)

Sellers: Del, Mary A., Ronald and Jane Reynolds

WHGR(AM)-WUPS(FM) Houghton

Lake/Cadillac

Price: \$2,111,287

Buyer: John M. Salov

Seller: Melling Tool Co. Inc. (Thomas C. Evanson, principal)

Broker: R. Charles McLavy

WCHB-AM-FM Taylor/Detroit

Price: \$34.2 million

Buyer: Radio One Inc. (Alfred C. Liggins III, president/owner)

Seller: Bell Broadcasting Inc. (W. Terry Arnold and Harold Munn, principals)

Broker: Force Communications & Consul-

COMMUNICATIONS AND MEDIA FINANCE GROUP

Petry Media Corp.

\$30,000,000

Acquisition/Working Capital Financing

The Interep Radio Store

\$5,000,000

Working Capital Line of Credit

Buckley Broadcasting Corp.

Senior Credit Facility

Straus Media Group

\$4,500,000

Radio Station Acquisition Financing

Broadcasting Partners

\$26,000,000

Radio Group Acquisition Financing

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Financing provided by

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tants LLC

WMIQ(AM)-WIMK(FM) Iron Mountain and WZNL(FM) Norway/Iron Mountain, WUPK(FM) Marquette, WKNW(AM)-WYSS(FM) Sault St. Marie and WIHC(FM) Newberry/ Sault St. Marie,

Price: \$6.1 million

Buyer: Marathon Media Inc. (Bruce Buzil, manager)

Seller: Martz Communications Group Inc. (Timothy D. Martz, president)

Broker: Richard A. Foreman Associates

WMUS-AM-FM Muskegon

Price: \$5.25 million

Buyer: Connoisseur Inc. (Jeffrey D. Warsaw, general partner/75% owner)

Seller: Greater Muskegon Broadcasters Inc., Harvey Nedeau, principal)

Broker: Connelly Co.

WNIL(AM)-WAOR(FM) Niles

Price: \$2 million

Buyer: Pathfinder Communications Corp. (John F. Dille III, president/75% owner)

Seller: Niles Broadcasting Inc. (Murray C. Campbell, principal)

WSOO(AM)-WSUE(FM) Sault Ste. Marie

Price: \$2.3 million

Buyer: Martz Communications Group (Tim Martz, CEO)

Seller: Fabiano-Strickler Communications (James C. Fabiano and William J. Strickler, owners)

Broker: Richard A. Foreman Associates Inc.

MISSISSIPPI

WKOR-FM and WSMS(FM) Columbus, WKOR(AM) Starkville/Columbus, WSSO(AM)-WMXU(FM) Starkville/Columbus and WTUP(AM)-WESE(FM) Tupelo

Price: \$6.85 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Charisma Communications (Donald R. Depriest, principal)

Broker: Media Services Group Inc.

WJWF(AM)-WMBC(FM) Columbus and WFOR(AM)-WHER(FM) Hattiesburg

Price: \$4.5 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Radio Hattiesburg/Radio Columbus (James Furr, owner)

Broker: Media Services Group Inc.

MISSOURI

KSFT(AM)-KKJO(FM) St. Joseph

Price: \$4 million

Buyer: Eagle Communications Inc. (Gary Shorman, president)

Seller: Cardinal Communications Inc. (John Daniels and Ted Mahn, principals)

Broker: Patrick Communications

NEBRASKA

KOGA-AM-FM and KMCX(FM)

Ogallala, Neb.

Price: \$4 million

Buyer: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)

Seller: Ogallala Broadcasting Co. (Ray H. Lockhart, president)

NEW HAMPSHIRE

WKNE-AM-FM Keene

Price: \$7 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Richard Lightfoot, Hadlyme, Conn.

NEW JERSEY

WCHR(AM)-WNJO(FM) Trenton, N.J.

Price: \$20 million

Buyer: Nassau Broadcasting Partners LP (Louis F. Mercatanti, president)

Seller: Great Scott Broadcasting (Faye Scott, president)

Broker: Americom

NEW YORK

WABY-AM-FM and WKLI(FM) Albany and WKBE(FM) Warrensburg

Price: \$7.5 million

Buyer: Tele-Media Communications Holding LLC (Pacesetter Growth Fund, 53.5% owner [Thomas Gerron, Divaker Kamath and Donald Lawhorne, principals])

Seller: Dot Communications/Bendat Communications and Broadcasting Inc. (Paul Bendat, president)

Broker: Biernacki Brokerage

WIZR(AM)-WSRD(FM) Johnstown

Price: \$2.2 million

Buyer: Albany Broadcasting Co. Inc. (John F. Kelly, president)

Seller: Hometown Broadcasting Corp. (Joseph A. Reilly, director)

NORTH DAKOTA

KACL(FM), KKCT(FM) and KLXX(AM)-KBYZ(FM) Bismarck

Price: \$7 million

Buyer: Cumulus Media LLC. (Richard Weening, chairman)

Seller: James D. Ingstad

Broker: Media Venture Partners

KFYR(AM)-KYYY(FM) Bismarck

Price: \$4.8 million

Buyer: Jacor Communications Inc., Cincinnati (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Meyer Broadcasting Co. (Judith Ekberg Johnson, president)

Broker: Media Venture Partners

OHIO

WRMR(AM)-WDOK(FM), WJMO(AM)-WZJM(FM), WZAK(FM) and WQAL(FM) Cleveland

Price: \$274.95 million (\$128.7 million for WJMO-WZJM, WZAK; \$95 million for WRMR-WDOK; \$51.25 million for WQAL)

Buyer: Chancellor Media Corp. (Thomas O. Hicks, chairman)

Seller, WRMR-WDOK: Independent Group LP (Thomas J. Embreschia, chairman)

Seller, WJMO-WZJM, WZAK: Zapis Communications (Lee Zapis, president)

Seller, WQAL: ML Media Partners (I. Martin Pompadur, principal)

WBEX(AM) Chillicothe-WKKJ(FM) Chillicothe/Columbus

Price: \$6 million

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Pearl Broadcasting Inc. (Randy Kendrick, president)

Broker: Jorgenson Broadcast Brokerage

WCHI(AM)-WFCB(FM)

Chillicothe/Columbus

Price: \$4 million

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Wyandot Radio Corp. (Dave and Annette Smith, owners)

WING(AM) Dayton, WGTZ(FM) Eaton/Dayton and WING-FM Springfield/Dayton

Price: \$14 million

Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president)

Seller: Great Trails Broadcasting (Alexander J. Williams, chairman)

Broker: Communications Equity Associates

WPTW(AM)-WCLR(FM) Piqua and WZLR(FM) Xenia

Price: \$6.3 million

Buyer: Cox Broadcasting Inc. (Nicholas D. Trigony, president; Robert F. Neil, president; Cox Radio Inc.; 75% owner Cox Enterprises Inc. [James C. Kennedy, chairman])

Seller: Xenia Broadcasting Inc. (Charles E. Giddens, president)

WTTF-AM-FM Tiffin

Price: \$2.4 million

Buyer: **Buyer:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: WTTF Inc. (Richard Wright, president)

Broker: Jorgensen Broadcast Brokerage

OKLAHOMA

KOMA-AM-FM and KRXO-FM Oklahoma City

Price: \$53.375 million

Buyer: Renda Broadcasting Inc. (Tony Renda, president)

Seller: Diamond Broadcasting Inc. (Daniel R. Lee, president)

Broker: Broadcasting Asset Management Corp.

OREGON

KRKT-AM-FM Albany

Price: \$3.825 million

Buyer: Jacor Communications Inc.

There is only



**to evaluate a
media broker . . .**

June 1, 1997



Haxson Communications Corporation

has agreed to acquire*

WPCB (TV) - Pittsburgh (Greensburg), Pennsylvania

from

Cornerstone TeleVision, Inc.

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.

*subject to FCC approval



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

May 1, 1998

**PILOT
COMMUNICATIONS**

has acquired

WBPW (FM) - Presque Isle, Maine

WQHR (FM) - Presque Isle, Maine

WOZI (FM) - Presque Isle, Maine

WHRR (FM) - Dennysville, Maine

from

Martz Communications Group Inc

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

July 31, 1998



has acquired

WCPV (FM) - Burlington (Essex, NY), VT

WXPS (FM) - Burlington (Vergennes), VT

and an option to acquire:

WEAV (AM) - Burlington (Plattsburgh, NY), VT

from

**Lake Champlain Radio Corporation
& Watertown Radio Associates, L.P.**

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

August 3, 1998



CLEAR CHANNEL COMMUNICATIONS, INC.

has acquired

WJNX (AM)/WXFG (FM) - Fort Pierce, Florida

WJNO (AM) - Boynton Beach, Florida

WTPX (FM) - Hobe Sound, Florida

from



& James Crystal Enterprises

The undersigned initiated the above, assisted in the negotiations and acted as a broker in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

November 24, 1998



has agreed to acquire*

WAGM (TV) - Presque Isle, Maine

Houlton Cable Television Systems -
Houlton, Maine

from

NEPSK, Inc.

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.

*subject to FCC approval



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

December 10, 1998

Marathon Media of Michigan LP

has acquired

WMIQ (AM)/WIMK (FM) - Iron Mountain, Michigan

WKNW (AM)/WYSS (FM) -
Sault Sainte Marie, Michigan

WIHC (FM) - Newberry, Michigan

WZNL (FM) - Norway, Michigan

WUPK (FM) - Marquette, Michigan

from

Martz Communications Group Inc

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

June 12, 1998

PILOT
COMMUNICATIONS

has acquired

WIII (FM)/WKRT (AM) - Cortland, New York

from

Cayuga Radio Partners L.P.

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

July 7, 1998

S-F-X-ENTERTAINMENT

has acquired

DON LAW COMPANY, INC.
[Blackstone Entertainment, LLC]

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

August 3, 1998

James Crystal Enterprises

has acquired

WRMF (FM)/WRLX (FM)/WJNA (AM)
West Palm Beach, Florida
WFTL (AM) - Fort Lauderdale, Florida

from



CLEAR CHANNEL COMMUNICATIONS, INC.

The undersigned initiated the above, assisted in the negotiations and acted as a broker in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

September 29, 1998

Martz Communications Group Inc

has agreed to acquire*

WSUE (FM)/WSOO (AM)
Sault Sainte Marie, Michigan

from

Fabiano-Strickler Communications

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.

*subject to FCC approval



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

December 30, 1998

Mega Broadcasting

has acquired

WSSJ (AM) - Philadelphia, Pennsylvania
[Camden, New Jersey]

from

WSSJ Broadcasting

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive representative to the seller in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

February 9, 1999



Citadel Communications Corporation

has acquired

WMJA (FM)/WGER (FM)/WSGW (AM)
Saginaw, Michigan
WKQZ (FM) - Midland, Michigan
WMJK (FM) - Pionning, Michigan
WIOG (FM) - Bay City, Michigan

from

62nd Street Broadcasting, L.L.C

The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker in the transaction.



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting
330 Emery Drive East
Stamford, Connecticut 06902
203 327-2800

Results!



**Richard A. Foreman Associates
Incorporated**

Media Brokerage & Consulting

330 Emery Drive East
Stamford, Connecticut 06902

203 327-2800

203-967-9393 FAX

E-Mail: RAFAMEDIA@CompuServe.COM

(Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Seller: M3X Corp. (Robert Esty and Gary Grossman, principals)
Broker: Media Services Group Inc.

KKJJ(FM) Ashland, KMED(AM) Medford, KZZE(FM) Eagle Point/Medford and KRWQ(FM) Gold Hill/Medford
Price: \$12.5 million

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Sellers: KKJJ: Ashland Broadcasting LLC (Sherry Hill, managing partner); KMED: Crater Broadcasting Co. (Duane Hill, president); KRWQ: Hill Radio Inc. (Duane E. Hill, president); KZZE: Pro Promotions Inc. (Sherry Hill, president)

KLOO-AM-FM Corvallis

Price: \$2.5 million
Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Seller: Oregon Trail Productions Inc. (Lee Jamison, principal)
Broker: Media Services Group Inc.

KXL-AM-FM Portland

Price: \$55 million
Buyer: Rose City Radio Corp. (Paul Allen, owner)
Seller: Alexander Broadcasting Co. (Lester M. Smith, president)

PENNSYLVANIA

WJMW(AM)-WHLM(FM) Bloomsburg

Price: \$2.51 million
Buyer: Radio Friendz Inc. (David and Susan A. Bernstein, 63% joint owners)
Seller: Magee Industrial Enterprises Inc. (Harry M. Katerman, principal)

WHYL-AM-FM Carlisle

Price: \$4.5 million
Buyer: Citadel Communications Corp. (Lawrence R. Wilson, president/19.1% owner; ABRY Broadcast Partners II L.P., 37.2% owner)
Seller: Zeve Broadcasting Co. (Lincoln Zeve, president)

WHYL-AM-FM Harrisburg

Price: \$4.5 million
Buyer: Citadel Communications Corp. (Lawrence R. Wilson, president/19.1% owner; ABRY Broadcast Partners II L.P., 37.2% owner)
Seller: Zeve Broadcasting Co. (Lincoln Zeve, president)

WKST-AM-FM Newcastle

Price: \$2.5 million
Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Seller: Great Scott Broadcasting (Faye Scott, president)

WMAJ(AM)-WBHV-FM State College

Price: \$2.9 million
Buyer: Forever Broadcasting LLC (Donald

J. Alt, Kerby E. Confer, each 40% owner)
Seller: Nittany Broadcasting Co. (Nick Galli, president)
Broker: Bergner & Co.

WVPO(AM)-WSBG(FM) Stroudsburg

Price: \$7 million
Buyer: Multicultural Radio Broadcasting Inc. (Arthur S. Liu, president)
Seller: Nassau Broadcasting Partners LP (Louis Mercatanti, CEO)
Broker: Serafin Bros.

SOUTH CAROLINA

WYMB(AM)-WHLZ(FM) Manning

Price: \$3.25 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Clarendon County Broadcasting Co. (Betty Roper, principal)
Broker: Whittle Agency

TENNESSEE

WLMX-AM-FM and WZST-FM Chattanooga

Price: \$5.5 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Wicks Broadcast Group LP (Edgar R. Berner, president/41.7% owner; WBG Management Inc., general partner)
Broker: Gary Stevens & Co.

This notice appears as a matter of record only.
 December 1998



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 Equity Financing

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and

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 Union Bank of California

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Founded in 1958, Daniels & Associates L.P. is a member of the National Association of Securities Dealers Inc. and all its professional associates are licensed with the NASD. Member SIPC.

WQBB-AM-FM Knoxville**Price:** \$5.745 million**Buyer:** Journal Broadcast Group Inc. (Robert Kahlor, chairman)**Seller:** Sequoyah Communications (Elizabeth S. Richards and James R. Staley, principals)**Broker:** Kalil & Co. Inc.**TEXAS****KBBA(AM)-KEYJ(FM) and KORQ-FM Abilene****Price:** \$5 million**Buyer:** Sunburst Media LP, Dallas (John Borders, general partner)**Seller:** Dynamic Broadcasting Inc. (Adrian Lloyd Mynatt, president)**KBST-AM-FM Big Spring and KBTS(FM) Midland****Price:** \$2.8 million**Buyer:** Equicom Inc. (Dain L. Schult, president)**Seller:** David W. Wrinkle**KUNO(AM)-KSAB(FM) Corpus Christi****Price:** \$2.96 million**Buyer:** Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)**Seller:** KDOS Ltd. (Luis A. Munoz, principal)**Broker:** John W. Barger**KBHT(FM) Crockett, KWBC(AM)-KMBV(FM) Navasota and KLIS(FM) Palestine****Price:** \$2.15 million**Buyer:** Equicom Inc. (Dain L. Schult, president)**Seller:** Nicol Broadcasting Ltd. (L. Thomas Nicol, president)**Broker:** John Saunders**KXIL(FM) Sanger/Dallas and KDSX(AM) Sherman****Price:** \$6.335 million (\$3.683 for KXIL; \$2.672 million for KDSX)**Buyer:** Susquehanna Radio Corp. (David E. Kennedy, president/8.7% owner; Susquehanna Pfaltzgraff Co., ultimate owner)**Sellers:** KXIL: Metrosound of North Texas LLC (Richard E. Witkovski, principal); KDSX: Sock Hop Radio AM 950 Inc. (Rich Witporski, general manager)**Broker:** George Moore & Associates**KTSM-AM-FM El Paso****Price:** \$10.5 million**Buyer:** Clear Channel Communications Inc. (L. Lowry Mays, president)**Seller:** ComCorp of El Paso Inc. (Tom Galoway, principal)**KXTS-AM-FM Kilgore/Longview****Price:** \$2.4 million**Buyer:** Capstar Broadcasting Corp. (R. Steven Hicks, CEO; Hicks, Muse, Tate & Furst Inc., owner)**Seller:** Noalmark Broadcasting Corp. (William Nolan, principal)**KMND(AM)-KNFM(FM), KBAT(FM),****KGEE(FM) and KODM(FM) Midland/Odessa****Price:** \$13.5 million**Buyer:** Cumulus Media LLC (Richard Weening, chairman)**Seller:** New Frontier Communications Inc. (Tommy Vasocu, president)**Broker:** Montcalm Inc.**KAMG(AM)-KVIC(FM) Victoria****Price:** \$2.1 million**Buyer:** Victoria Radio Work Ltd. (John W. Barger, president)**Seller:** Independence Broadcasting Co. (Wendell Mayes Jr., principal)**Broker:** Dick Chapin**VIRGINIA****WBNK(FM) Christianburg, WFNR(AM) Blacksburg/Christianburg, WNRV(AM) Narrows/Christianburg, WRAD(AM)-WRIQ(FM) Radford, WVMJ(FM) Blacksburg/Radford and WPSK-FM Pulaski/Radford****Price:** \$6.445 million**Buyer:** New River Valley Partners LLC (Stephen J. Garchik, general partner)**Seller:** Bocephus Broadcasting (George G. Bbeasley and A. Thomas Joyner, principals)**Broker:** Bergner & Co.**WGH-AM-FM Newport News/Norfolk****Price:** \$23 million**Buyer:** Petracom Media LLC (Henry A. Ash, president)**Seller:** Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)**Broker:** Communications Equity Associates**WASHINGTON****KGMI(AM)-KISM(FM) Bellingham****Price:** \$8 million**Buyer:** Saga Communications Inc. (Ed Christian, chairman)**Seller:** KGMI Inc. (Ann Jones-Richardson, president)**Broker:** Blackburn & Co. Inc.**KPUG(AM)-KAFF(FM) Bellingham****Price:** \$5.825 million**Buyer:** Saga Communications Inc. (Edward K. Christian, president)**Seller:** San Juan Radio Inc. (Michael Pollock, president)**KELA(AM)-KMNT(FM)****Centralia/Chehalis, Wash.****Price:** \$4 million**Buyer:** Jacor Communications Inc.**Seller:** Zelli/Chilmark Fund LP, 30% owner)**Seller:** KELA Corp. (M.J. Chytil, president)**Broker:** Blackburn & Co. Inc.**KJR-AM-FM and KUBE(FM) Seattle****Price:** \$17.812 million**Buyer:** Ackerley Group Inc. (William Ackerley, president)**Seller:** New Century Seattle LP (Lance Anderson, principal)**KJOX(AM)-KXDD(FM) Yakima****Price:** \$8.7 million**Buyer:** New Northwest Broadcasters (Michael O'Shea, CEO)**Seller:** Butterfield Broadcasting Corp. (Bob Powers, president)**FM****Multistate (by price)****KXMX-FM Vancouver, Wash./Portland, Ore.****Price:** \$20.6 million (\$2.2 million to seller; remainder to competing applicants for station)**Buyer:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zelli/Chilmark Fund LP, 30% owner)**Seller:** Smith Broadcasting Co. Inc. (Robert E. Smith, president)**KCDA(FM) Coeur d'Arlene, Idaho, and KNJY(FM) Spokane, Wash.****Price:** \$6.8 million**Buyer:** American General Media (Anthony S. Brandon, president)**Seller:** Z Rock Communications Inc. (Al Hochstadt, president)**Broker:** Exline Co.**WCPV(FM) Essex, N.Y., and WXPS(FM) Vergennes, Vt.****Price:** \$5.25 million**Buyer:** Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)**Seller:** Lake Champlain Radio Corp. and Watertown Radio Associates LP (Jeffrey D. Shapiro, principal)**WAIB-FM Tallahassee, Fla., and WWFO-FM Lafayette, La.****Price:** \$3.75 million**Buyer:** Capitol City Radio Partners (Michael Schwartz, president)**Seller:** Catamount Communications Inc. and Catamount I Communications Inc. (Adam Levinson, president)**Broker:** Media Services Group Inc.**WKSO(FM) Orangeburg, S.C./Norfolk, Va., and WKWQ(FM) Batesburg, S.C.****Price:** \$3.4 million**Buyer:** Rainbow Radio LLC (John Bloomfield, Cara Ebert Cameron and Barry Smith, principals)**Seller:** Columbia Christian Radio Inc. (L.E. Willis, president)**FMs****Single-state****(alphabetical by state, then city)****ARIZONA**

KWCY(FM) Glendale/Phoenix**Price:** \$22 million**Buyer:** Z-Spanish Media Corp. (Amadore Bustos, president)**Seller:** OwensMac Radio LLC (Michael Owens, managing partner)**Broker:** Blackburn & Co. Inc.**KBZR(FM) Arizona City/Scottsdale****Price:** \$3.5 million**Buyer:** Brysan Broadcast Group LLC (Gerald Ryan, Jim Seemiller and C. Jayson Brentlinger, co-principals)**Seller:** Brentlinger Broadcasting Inc. (Jay Brentlinger, owner)**Broker:** Serafin Bros. Inc.**KLQB(FM) Oracle/Tucson****Price:** \$5.8 million**Buyer:** Journal Broadcast Group Inc. (Douglas Kiel, president)**Seller:** Desert West Air Ranchers Corp. (Jana and Ted Tucker, owners)**Broker:** Kalil & Co. Inc.**CALIFORNIA****KMMM(FM) Madera/Fresno****Price:** \$4.5 million**Buyer:** Lotus Communications Corp. (Howard A. Kalmenson, president)**Seller:** Pat Ryan**KBCD(FM) Newport Beach/Los Angeles and KACD(FM) Santa Monica/Los Angeles and LMA with KBET(AM) Los Angeles****Price:** \$35 million**Buyer:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)**Seller:** Kelsho Communications (Kenneth J. Roberts, principal)**60% of KZMS(FM) Patterson/Modesto****Price:** \$3.1 million (includes \$3 million in stock)**Buyer:** Z-Spanish Media Corp. (Amador S. Bustos, president)**Seller:** J.B. Broadcasting Inc. (John Bustos, principal)**KQBR(FM) Davis/Sacramento****Price:** \$5.6 million**Buyer:** Z-Spanish Radio Network Inc. (Amador S. Bustos, president/72% owner)**Seller:** Beverly Group Inc. (receiver for Progressive Medua Group Inc. [Beverly N. McFarland, managing officer])**KWRP(FM) San Jacinto/Riverside/San Bernardino****Price:** \$2.65 million**Buyer:** Magic Broadcasting Inc. (Don McCoy, president)**Seller:** HSC Radio Inc. (Jerry Hartline, president/owner)**Broker:** Media Services Group Inc.**KJQY(FM) and KKLQ(FM) San Diego****Price:** \$65.15 million**Buyer:** Heffel Broadcasting Corp. (Mac Tichenor Jr., president; Clear Channel Communications Inc., 29% owner)**Seller:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Broker: Gary Stevens & Co.**KZSF(FM) Alameda/San Francisco****Price:** \$16.5 million**Buyer:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)**Seller:** Z-Spanish Media Corp. (Amador S. Bustos, president)**KZWC-FM Walnut Creek/San Francisco****Price:** \$4.5 million**Buyer:** Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)**Seller:** Z-Spanish Radio Network Inc. (Amador S. Bustos, president/72% owner)**Broker:** Media Venture Partners**KZWC-FM Walnut Creek/San Francisco**
Price: \$6 million**Buyer:** Radio One Inc. (Alfred C. Liggins III, president/owner)**Seller:** Z-Spanish Radio Network Inc. (Amador S. Bustos, president/72% owner)**KKIQ(FM) Livermore/San Jose and KUIC(FM) Vacaville/Sacramento****Price:** \$16 million (\$9 million for KKIQ; \$7 million for KUIC)**Buyers:** James E. and John F. Levitt**Sellers:** KKIQ: Shareholders of Tri-Valley Broadcasters Inc. (Pedotti family, principals); KUIC: shareholders of Quick Broad-

innovation FINOVA. It stands for financial innovators – innovators who have been delivering highly effective financing solutions tailored to the unique needs of advertising and subscriber-supported businesses since 1987. Through industry expertise, superior service, comprehensive capability and long-term commitment, FINOVA continues to win recognition as “The Capital Source for Midsize Business.” Call FINOVA today for leading-edge solutions to your communications finance needs.

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casting Inc. (Benton family, principals)
Broker: Media Venture Partners
KLDZ-FM Santa Barbara
Price: \$1.5 million
Buyer: James F. McKeon
Seller: Joel Silverman
Broker: Kalil & Co. Inc.

KJOY(FM) Stockton
Price: \$3.6 million
Buyer: Silverado Broadcasting Co. (Ron Miller, principal)
Seller: Joseph Gamble Stations Inc. (Virginia and Joel Gamble and Ort Lofthus, principals)

COLORADO

KSPN-FM Aspen, KNFO(FM) Basalt, KTUN(FM) Eagle, KFMU-FM Oak Creek, and construction permit for unbuilt station, Hayden
Price: \$5 million
Buyer: Salisbury Broadcasting Colorado LLC (Charles H. Salisbury Jr., managing member)
Seller: L&B Broadcasting LLC (Charles B. Moss, principal)

KBKL(FM), KEKB(FM) and KMXV(FM) Grand Junction
Price: \$5 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Jan-Di Broadcasting Inc. (Dick Maynard, principal)
Broker: Exline Co.

DISTRICT OF COLUMBIA

Swap of WTOP-FM for WUPP-FM, both Warrenton, Va./Washington
Value: \$10.7 million (\$2.6 value of WTOP-FM plus \$8.1 million cash)
Swapper, WTOP-FM: Bonneville International Corp. (Bruce T. Reese, president; Corp. of President of Church of Jesus Christ of Latter-Day Saints, owner)
Swapper, WUPP-FM: First Virginia Communications Inc. (Sidney Abel, president)
Broker: Media Services Group Inc.

WTOP-FM Warrenton, Va./Washington
Price: \$2.6 million (exercise of option)
Buyer: Bonneville International Corp. (Bruce T. Reese, president; Corp. of President of Church of Jesus Christ of Latter-Day Saints, owner)
Seller: Radio Broadcast Communications Inc. (Bill Parris, president)
Broker: Blackburn & Co. Inc.

FLORIDA

WRRX-FM Gainesville
Price: \$2.8 million
Buyer: Entertainment Communications Inc. (Joseph M. Field, president/70.3% owner)
Seller: Gator Broadcasting Corp. (David Gregg III, president)
Broker: Donald K. Clark Inc.

WAIL(FM) and WEOW(FM) Key West

Price: \$2.6 million
Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president)
Seller: Spectrum Radio Inc. (Peter Arnow, president)

WTLN-FM Apopka/Orlando
Price: \$14.5 million
Buyer: Cox Broadcasting Inc. (Nicholas D. Trigony, president; Robert F. Neil, president, Cox Radio Inc.; Cox Enterprises Inc. [James C. Kennedy, chairman], 75% owner)
Seller: Alton Rainbow Corp. (Thomas H. Moffit Sr., president)
Broker: Media Venture Partners

WYCL-FM Pensacola
Price: \$2 million
Buyer: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)
Seller: Paxson Communications Corp. (Lowell W. "Bud" Paxson, chairman/owner)

WGLF(FM) Tallahassee
Price: \$4 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Tallahassee Broadcasting Co. (Bruce B. Timm, president)
Broker: Media Services Group Inc.

WLLD(FM) and WYUU(FM) Tampa/St. Petersburg
Price: \$75 million
Buyer: Westinghouse Electric Co./CBS Corp. (Mel Karmazin, chairman, CBS Station Group)
Seller: Entercom Communications Inc. (Joseph M. Field, president)

WGUL-FM Dade City/Tampa/St. Petersburg
Price: \$3.5 million
Buyer: Mega Communications Inc. (Alfredo Alonso, president)
Seller: WGUL-FM Inc. (Carl Marocco, CEO)
Broker: Norman Fischer & Associates

GEORGIA

LMA with and option to buy WGST-FM Atlanta
Price: \$31 million (to exercise option)
Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Seller: Cherokee Broadcasting Co. Inc. (Bob Houghton, principal)
Broker: Questcom Media Brokerage

WAJM(FM) Roswell
Price: \$3.5 million (for stock)
Buyer: Radio One Inc. (Alfred C. Liggins III, president/owner)
Seller: Frank W. Johnson Jr.

WJCL-FM Savannah
Price: \$7.25 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Lewis Broadcasting Corp. (J. Curtis Lewis Jr., president)

WZAT(FM) Savannah
Price: \$3.5 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Phoenix Broadcast Partners Inc. (Carl Marocco, principal)

ILLINOIS

WWCT(FM) Peoria
Price: \$7.75 million
Buyer: Kelly Communications Inc. (Bob Kelly, chairman)
Seller: Central Illinois Broadcasting (Bruce T. Foster, president)
Broker: Kempff Communications

INDIANA

WLHN(FM) Elwood and WERK-FM Muncie
Price: \$2.25 million
Buyer: Indiana Radio Partners (Michael Schwartz, principal)
Seller: Dream Weaver Broadcasting (Wade Weaver, principal)
Broker: Bergner & Co.

WYNG-FM Evansville
Price: \$6 million
Buyer: Connoisseur Inc. (Jeffrey D. Warshaw, 75% general partner)
Seller: Pinnacle Broadcasting Co. (Philip D. Marella, chairman)
Broker: Star Media Group Inc.

IOWA

KMXD-FM Ankeny/Des Moines
Price: \$3 million
Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)
Seller: V.O.B. Inc. (Steve Van Oort, president)
Broker: Jorgensen Broadcast Brokerage

LOUISIANA

KMJJ-FM Shreveport
Price: \$5.575 million
Buyer: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)
Seller: Sunburst Media LP (John Borders, general partner)

MAINE

WQCB(FM) Brewer/Bangor and WBZN(FM) Old Town/Bangor
Price: \$6.4 million
Buyer: Cumulus Media LLC (Richard Weening, chairman)
Seller: Castle Broadcasting LP (Katherine Holley, president)

WBPW(FM), WOZI(FM) and WQHR(FM) Presque Isle and WHRR(FM) Dennysville/Presque Isle
Price: \$5.15 million
Buyer: Broadcasting Partners Holdings LP (Lee Simonson, chairman; VS&A Communications Partners II LP, 96.1% limited part-

nership)

Seller: Fours Seasons Communications Inc. (Timothy D. Martz, president)

MARYLAND

WWFG-FM and WOSC-FM Ocean City, Md.

Price: \$7.75 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)

Broker: Media Venture Partners

MASSACHUSETTS

WQVR(FM) Southbridge

Price: \$2 million

Buyer: Southbridge Radio Corp. (Jeffrey D. Shapiro, president)

Seller: Eastern Media Inc. (John Neuhoff Sr., president);

MICHIGAN

WTFC(FM) Carrollton

Price: \$3.585 million

Buyer: Liggitt Broadcast Inc. (Robert G. Liggitt Jr., chairman)

Seller: Mid-America Broadcasting Inc. (Richard J. Doud, vice president)

WWBR(FM) Mount Clemens/Detroit

Price: \$27 million

Buyer: Radio Onc. Inc. (Alfred Liggins III, president)

Seller: Allur Detroit Inc. (Herb Wilkins Sr., president)

WTWR-FM Monroe

Price: \$2.8 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Lesnick Communications Inc. (Theresa Lesnick, conservator)

MISSISSIPPI

Swap of WBKJ(FM) for WJDX(FM) Jackson

Price: \$11.5 million

Swapper, wbkj: Boswell Broadcasting (H. Mims Boswell, 51% owner)

Swapper, wjdx: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)

MISSOURI

WFUN-FM Bethalto, Ill./St. Louis

Price: \$6 million

Buyer: Marathon Media LLC (Bruce Buzil, principal)

Seller: Coltre Broadcasting Inc. (Bob Howe, president)

KXOK-FM Florissant/St. Louis

Price: \$13.5 million

Buyer: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)

Seller: WPNT Inc. (Saul Frischling, owner)
Broker: Bergner & Co.

NEVADA

KKLZ(FM) Las Vegas

Price: \$21 million

Buyer: Centennial Broadcasting (Allen Shaw, president/CEO)

Seller: Apogee Cos. Inc. (Roy P. Disney, owner)

Broker: Kalil & Co. Inc.

KHWG(FM) Kings Beach, Calif./Sun Valley and KSRN(FM) Reno

Price: \$4 million

Buyer: Boyd Broadcasting Co. LLC (John Robert Boyd, principal)

Seller: Hilltop Church/Comstock Communications Inc. (Vernon Miller, principal)

KTHX-FM InclineVillage/Reno and

KLCA(FM) Sparks/Reno

Price: \$2.7 million

Buyer: Salt Broadcasting LLC (Scott Seidenstricker, owner)

Seller: Americom Las Vegas LP (Tom Quinn, president)

NEW JERSEY

WZZP(FM) Atlantic City

Price: \$2,922,500

Buyer: Spring Broadcasting of New Jersey LLC (William C. Sherard, principal)

Seller: Radio-Vision Communications II LP (Joseph M. Jacobs, principal)

NEW MEXICO

KKSS(FM) Santa Fe

Price: \$6.066 million

Buyer: Trumper Communications Inc. (Jeffrey E. Trumper, president/CEO/owner)

Seller: Sunburst Media LP (John Borders, general partner)

NEW YORK

WXLE(FM) Mechanicville/Schenectady

Price: \$2.6 million

Buyer: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)

Seller: Foley Broadcasting LP (John L. Foley, principal)

NORTH CAROLINA

WRCQ(FM) Dunn/Fayetteville

Price: \$4.3 million

Buyer: Cape Fear Radio Inc. (John Dawson, president)

Seller: Kinetic Communications Inc. (Howard Johnson and Jon Peterson, principals)

Broker: Bergner & Co.

OHIO

WZAZ-FM Upper Arlington/Columbus

Price: \$10.1 million

Buyer: Blue Chip Broadcasting Ltd. (Ross Love, president)

Seller: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

CARIBOU COMMUNICATIONS

has acquired

WWLS-AM

Oklahoma City, Oklahoma

from

FOX BROADCASTING

for

\$3,800,000

The undersigned acted as exclusive broker in this transaction and assisted in the negotiations.



Kalil & Co., Inc.

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

Broker: Crisler Co.

WKJK(FM) Chillicothe/Columbus

Price: \$5.9 million

Buyer: Secret Communications LLC (Frank W. Wood, president)

Seller: Pearl Broadcasting Inc. (Randy Kendrick, president)

Swap of WDPB(FM) Dayton for WQRP(FM) West Carrollton/Dayton

Value: \$500,000 cash plus value of stations

Swapper WDPB plus cash: Dayton Public Radio Inc. (Robert Waltersheide, president)

Swapper WQRP: Southwestern Ohio Public Radio Inc. (Harold F. Parshall, president)

WLSN(FM) Greenville/Dayton

Price: \$3.25 million

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Treaty City Broadcasting Inc. (Nicholas F. Bodi, president)

WDFM(FM) Defiance

Price: \$3.95 million

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Lankenau Small Media Network (Steve Lankenau, president)

Broker: Associated Broadcasters Brokerage

WZLE(FM) Lorain

Price: \$8 million

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Victory Radio Inc. (Vernon R. Baldwin, president)

WEGE(FM) Westerville

Price: \$5 million

Buyer: North American Broadcasting Co. (Norma J. Mnich, CEO)

Seller: Davis Broadcasting Co. (Gregory A. Davis, principal)

Broker: Media Venture Partners

WRBP(FM) Hubbard/Youngstown

Price: \$2.7 million

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Stop 26-Riverbend Productions Inc. (Robert A. Douglas Jr., president)

OREGON

KOPE(FM) Medford

Price: \$9 million (includes two radio networks and 17 syndicated talk programs)

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Chancellor Broadcasting Co. Inc. (Alan Corbeth, president)

PENNSYLVANIA

WFGO(FM) Erie

Price: \$2 million

Buyer: Jet Broadcasting Co. Inc. (Myron Jones, CEO)

Seller: Presque Isle Broadcasting Inc. (William Fleckenstein, president)

WRTS(FM) Erie and WRKT(FM) North East

Price: \$5.35 million

Buyer: Media One Group (James T. Embrescia, managing member)

Seller: Rambaldo Communications Inc. (Richard Rambaldo, president/owner)

WRNJ-FM Belvidere, N.H./Stroudsburg

Price: \$5.35 million

Buyer: Big City Radio Inc. (Michael Kakoyiannis, president)

Seller: Radio New Jersey (Lawrence J. Tighe Jr. and Norman Worth, co-owners)

Broker: Frank Boyle & Co. LLC

PUERTO RICO

WDOY(FM) Fajardo

Price: \$8.25 million

Buyer: Spanish Broadcasting System of Puerto Rico Inc. (Pablo Raul Alarcon Sr., president)

Seller: Pan Caribbean Broadcasting Corp. (Richard Friedman, principal)

WCOM(FM) Bayamon, WOYE-FM and WIOB(FM) Maraguez, WOQI(FM) and WIOC(FM) Ponce, WCTA-FM San German and WIOA(FM) and WZNT(FM) San Juan

Price: \$75 million

Buyer: Chancellor Media Corp. (Thomas O. Hicks, chairman)

Seller: Primedia Broadcast Group Inc. (Jose J. Acosta, president)

Broker: Jeffery Group

SOUTH CAROLINA

WBZF(FM) Marion and WMXT(FM) Pamplico

Price: \$3.8 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Pamplico Broadcasting LP (Edward Seeger, principal)

Broker: Media Venture Partners

TENNESSEE

WKXJ(FM) South Pittsburg/Chattanooga

Price: \$3 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Marson Broadcasting Inc. (Robert Gay, principal)

TEXAS

KQIZ(FM) Amarillo

Price: \$3.057 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Wiskes/Abaris Communications KQIZ Partnership (Don J. Wiskes and John P. Higgins, principal)

Broker: McCoy Broadcast Brokerage

CP for KFMK(FM) Round Rock/Austin

Price: \$8.5 million

Buyer: Capstar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)

Seller: R. Steven Hicks

KTCX(FM) Beaumont

Price: \$3.6 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Beaumont Skywave Inc. (Richard Dames, principal)

KAGG(FM) Madisonville/College Station

Price: \$3 million

Buyer: Sunburst Media LP (John M. Borders, president)

Seller: OARA Inc. (Kenneth R. Reynolds, president)

KLTG(FM) Corpus Christi, KRAD(FM) Portland/Corpus Christi and KOUL(FM) Sinton/Corpus Christi

Price: \$7 million (forgiveness of debt)

Buyer: Texrock Radio Inc. (Dain L. Schult, president)

Seller: Nueces Radio Partners LP (Willis Jay Harpole, principal)

KNKI(FM) Sherman/Dallas

Price: \$23 million

Buyer: Walt Disney Co./ABC Inc., Los Angeles/New York (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)

Seller: First Broadcasting Co. (Ronald Unkefer, president)

KKTL-FM Houston

Price: \$14.7 million

Buyer: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Preferred Media Group Inc. (James R. Clark, president)

Broker: Blackburn & Co. Inc.

KPXI(FM) Mount Pleasant/parts of Dallas

Price: \$3,866,667

Buyer: Sunburst Media LP (John Borders, president)

Seller: East Texas Broadcasting Inc. (John Mitchell, president)

Broker: Whitley Media Inc.

KSJL(FM) San Antonio

Price: \$15 million

Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president)

Seller: Inner City Broadcasting (Pierre M. Sutton, chairman)

Broker: Frank Boyle & Co. LLC

KRIO-FM Floresville/San Antonio

Price: \$9 million

Buyer: Spanish Broadcasting System Inc. (Raul Alarcon Jr., president/59% owner)

Seller: Radio KRIO Ltd. (John W. Barger, principal)

UTAH

KXRK(FM) Provo

Price: \$10.4 million

Buyer: Simmons Family Inc. (Row W. & Elizabeth E. Simmons Charitable Unitrust, 63.8% owner, H.H. Simmons, trustee)

Seller: ACME Broadcasting Inc. (James C. McNeil Jr., principal)

KMGR(FM) Tooele/Salt Lake City

Price: \$3 million

Buyer: Deer Valley LLC (Bruce Buzil and Chris Devine, principals)

Seller: Simmons Media Group (Craig Hanson, president)

Broker: Media Services Group Inc.

VIRGINIA

WFOG-FM Suffolk/Norfolk

Price: \$23 million

Buyer: Petracom Media LLC (Henry A. Ash, president)

Seller: Sinclair Broadcast Group Inc. (David D. Smith, president/28.1% owner)

Broker: Communications Equity Associates

WISCONSIN

WJLW(FM) Allouez/Green Bay

Price: \$2.5 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: American Communications Co. (Jack Le Duc, CEO)

Broker: Broadcasting Asset Management Corp.

WEZR(FM) Brillion/Green Bay

Price: \$2.065 million

Buyer: Cumulus Media LLC (Richard Weening, chairman)

Seller: Drillion Radio Co. (Lyle Evans, owner)

Broker: Broadcasting Asset Management Corp.

WYOMING

KTRS-FM and KYOD(FM) Casper

Price: \$2.75 million

Buyer: Mountain States Radio, Cheyenne Wyo. (Victor A. Michael Jr., president)

Seller: Hart Mountain Media Inc. (Bill C. Hart, president)

Broker: McCoy Broadcast Brokerage Inc.

(Christopher T. Dahl, president/9.4% owner)

Brokers: Star Media Group Inc.; Media Services Group Inc.

Eight AMs in four states

Price: \$54 million

Buyer: Multicultural Radio Broadcasting Inc. (Arthur S. Liu, president)

Seller: Douglas Broadcasting Inc./Par Holdings Inc. (N. John Douglas, chairman; Duane E. Hill and Cleveland A. Christophe, principals)

Broker: Patrick Communications; Gary Stevens & Co.

KIDR(AM) Phoenix, WBAH(AM) and WJDM(AM) New York and KAHZ(AM) Dallas

Price: \$29.25 million

Buyer: Radio Unica Corp. (Joaquin Blaya, CEO)

Seller: Children's Broadcasting Corp. (Christopher T. Dahl, president)

Brokers: Ted Hepburn Co. (buyer); Star Media Group Inc. (seller)

KZSF(AM) San Jose, Calif; WYPA(AM)

Chicago; Wndz(am) Portage, Ind.;

WBPS(AM) Dedham, Mass., and

KZMP(AM) Fort Worth and Kgol(am)

Humble, Texas

Value: \$27 million

Buyer: Z-Spanish Media Corp. (Amador S. Bustos, president)

Seller: TSG Associates II Inc. (Cleveland A. Christophe and Duane Hill, co-presidents/co-owners). TSG will acquire controlling interest in buyer

Swap of WKNR(AM) Cleveland for WTAE(AM) Pittsburgh

Value: \$8.4 million (price paid by Jacor Communications Inc. for wknr in August 1997)

Swapper, WKNR: Jacor Communications Inc. (Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Swapper, WTAE: CapStar Broadcasting Partners LP (R. Steven Hicks, president; Hicks, Muse, Tate & Furst, 55% owner)

KYCR(AM) Golden Valley/Minneapolis, Minn., and KTEK(AM) Alvin/Houston, Texas

Price: \$2.7 million

Buyer: Salem Communications Corp. (co-owners Edward G. Atsinger III [president], Stuart W. Epperson [chairman])

Seller: Children's Broadcasting Corp. (Christopher T. Dahl, president/9.4% owner)

Broker: Questcom Media Brokerage Inc. (buyer); Star Media Group (seller)

AM

Single-state (alphabetical by state, then city)

AM

Multistate (by price)

Ten AMs in 10 states

Price: \$57 million cash

Buyer: Catholic Radio Network LLC (John T. Lynch, president)

Seller: Children's Broadcasting Corp.

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Facsimile 785-749-3377

Visit us at www.gmbi.com.

ARIZONA**KCCF(AM) Phoenix****Price:** \$5.5 million**Buyer:** North American Broadcasting Co.

Inc. (Francis Battaglia, president)

Seller: Broadcast Development LLC (David C. Lincoln, president)**Broker:** Gary Stevens & Co.; Questcom Media Brokerage**KCCF(AM) Phoenix****Value:** \$4.6 million**Buyer:** Broadcast Development LLC (Ray Cox, principal/26.25% owner)**Seller:** Peter V. Gureckis**KCWW(AM) Tempe/Phoenix****Price:** \$5.85 million**Buyer:** Walt Disney Co./ABC Inc., Los Angeles/New York (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)**Seller:** Owens Broadcasting Co. (Michael L. Owens, principal)**Broker:** Media Venture Partners (buyer); Blackburn & Co. Inc. (seller)**ARKANSAS****KAAY(AM) Little Rock****Price:** \$5 million**Buyer:** Citadel Communications Corp.

(Lawrence R. Wilson, president/19.1% owner; ABRY Broadcast Partners II L.P., 37.2% owner)

Seller: Beasley Broadcasting Group (George Beasley, president)**Broker:** Bergner & Co.**CALIFORNIA****KAMP(AM) El Centro****Price:** \$2.5 million**Buyer:** Entravision Communications Co. LLC (Walter F. Ulloa, managing member/8.15% owner)**Seller:** KAMP Radio Inc. (Calvin J. Mandel, president)**Broker:** Media Venture Partners**KBET(AM) Los Angeles****Price:** \$3 million**Buyer:** Jacor Communications Inc.

(Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Saddleback Broadcasting Inc. (Carl Goodman, CEO)**Broker:** Jorgenson Broadcast Brokerage**KBLA(AM) Los Angeles****Price:** \$21 million**Buyer:** Radio Unica Corp. (Joaquini Blaya, chairman)**Seller:** Sinclair Broadcast Group Inc.

(David D. Smith, president/28.1% owner)

Broker: Serafin Bros. Inc.; Ted Hepburn Co.**KIEV(AM) Glendale/Los Angeles****Price:** \$33.4 million**Buyer:** Salem Communications Corp. (co-owners Edward G. Atsinger III [president], Stuart W. Epperson [chairman])**Seller:** Southern California Broadcasting

Co. (Fred and Ron Beaton, principals)

Broker: Blackburn & Co. Inc.**KMNY(AM) Pomona/Los Angeles****Price:** \$7.55 million**Buyer:** Multicultural Radio Broadcasting

Inc. (Arthur Liu, president)

Seller: Money Radio Inc./Spectrum Enterprises Inc. (Vera Gold, president)**Broker:** William B. Schultz Jr.**KAZN(AM) Pasadena****Price:** \$12 million**Buyer:** Multicultural Radio Broadcasting

Inc. (Arthur S. Liu, president/owner)

Seller: Pan Asia Broadcasting Inc. (Edward Kim, president)**KDIF(AM) Riverside****Price:** \$2.65 million**Buyer:** Jacor Communications Inc.

(Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: Hispanic Radio Broadcasters

(Gilberto Esquivel, principal)

Broker: Jorgenson Broadcast Brokerage**KCKC(AM) San Bernardino****Price:** \$2.3 million**Buyer:** Jacor Communications Inc.

(Samuel Zell, chairman; Randy Michaels, CEO; Zell/Chilmark Fund LP, 30% owner)

Seller: All Pro Broadcasting (Willie Davis, president)**Broker:** McCoy Broadcast Brokerage**KIQI(AM) San Francisco****Price:** \$12 million**Buyer:** Radio Unica Corp. (Joaquin Blaya, president)**Seller:** Rene de La Rosa**KRRA(AM) West Covina****Price:** \$9 million**Buyer:** Multicultural Radio Broadcasting Inc. (Arthur S. Liu, president)**Seller:** El Dorado Communications Inc.

(Thomas H. Castro, president)

Broker: Ray Stanfield & Associates**COLORADO****KQXI(AM) and construction permit for expanded band KAYK(AM) Arvada****Price:** \$3.5 million**Buyer:** Walt Disney Co./ABC Inc., Los Angeles/New York (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)**Seller:** Radio Property Ventures (Burt Kaufman, principal)**Brokers:** William Moir (seller); Media Venture Partners (buyer)**FLORIDA****WLQY(AM) Hollywood/Fort Lauderdale****Price:** \$5.65 million**Buyer:** Z-Spanish Radio Network Inc. (Amador S. Bustos, president/72% owner)**Seller:** Genesis Communications II Inc. (Bruce Manduri, president; Starter Enterprises Inc., owner)**WCMQ(AM) and WNMA(AM) Miami****Price:** \$9 million**Buyer:** Radio Unica Corp. (Joaquin Blaya, president)**Seller:** Spanish Broadcasting System Inc. (Raul Alarcon Jr., president/59% owner)**WSUN(AM) Tampa/St. Petersburg****Price:** \$9.75 million**Buyer:** Concord Media Group (Mark Jorgenson, president)**Seller:** Cox Broadcasting Inc., Atlanta (Nicholas D. Trigony, president; Robert F. Neil, president, Cox Radio Inc.; 75% owner Cox Enterprises Inc. [James C. Kennedy, chairman])**Broker:** Media Venture Partners**GEORGIA****WERD(AM) East Point****Price:** \$2.4 million**Buyer:** Atlantic Area Broadcasting Inc.

(William E. Corey, president/owner)

Seller: Darrell Spann**Broker:** Cable Media**ILLINOIS****WMVP(AM) Chicago****Price:** \$21 million**Buyer:** Walt Disney Co./ABC Inc. (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)**Seller:** Chancellor Media Corp. (Thomas O. Hicks, chairman)**Broker:** Media Venture Partners**WTAQ(AM) La Grange/Chicago and****WTAU(AM) Zion/Chicago****Price:** \$20 million**Buyer:** Walt Disney Co./ABC Inc. (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)**Seller:** Lotus Communications (Howard Kalmenson, president)**Broker:** Media Venture Partners (buyer)**WYPA(AM) Chicago****Price:** \$8.3 million (forgiveless of debt)**Buyer:** TSG Associates II Inc. (Darryl Thompson, principal)**Seller:** Douglas Broadcasting Inc./Par Holdings Inc. (N. John Douglas, chairman; Duane E. Hill and Cleveland A. Christophe, principals)**MARYLAND****WNAV(AM) Annapolis****Price:** \$2.2 million**Buyer:** Sajak Broadcasting Corp. (Patrick L. Sajak, president/owner)**Seller:** Encore Broadcasting of Maryland (Jacob Einstein, executive vice-president)**MASSACHUSETTS****WNFT(AM) Boston****Price:** \$5 million**Buyer:** Mega Communications Inc. (Alfredo

Alonso, president)

Seller: Westinghouse Electric Co./CBS Corp. (Mel Karmazin, chairman, CBS Station Group)

Broker: Norman Fischer & Associates

WBPS(AM) Dedham/Charlestown

Price: \$4 million

Buyer: Mega Communications Inc. (Alfredo Alonso, president)

Seller: Achievement Radio Holdings (Amadore Bustos, president)

MICHIGAN

WCAR(AM) Livonia/Detroit

Price: \$2 million

Buyer: 1090 Investments LLC (John Kruse, manager)

Seller: Children's Broadcasting Corp. (Christopher T. Dahl, president/9.4% owner)

Broker: Star Media Group Inc.

MISSOURI

WIBV(AM) Belleville, Ill./St. Louis

Price: \$2.5 million

Buyer: Walt Disney Co./ABC Inc. (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)

Seller: CH Holdings LLC (Timothy Dorsey, president)

Broker: Media Venture Partners

NEW JERSEY

WSSJ(AM) Camden

Price: \$2 million

Buyer: Mega Communications Inc. (Alfredo Alfonso, president)

Seller: WSSJ Broadcasting LP (Pat Delsi, president)

Broker: Force Communications & Consultants LLC

WTMR(AM) Camden

Price: \$8 million

Buyer: Beasley Broadcasting Group (George Beasley, president)

Seller: Gore-Overgaard Broadcasting (Harold Gore and Cordey Overgaard, principals)

Broker: Force Communications & Consultants LLC

OHIO

WMIH(AM) Cleveland

Price: \$3.9 million

Buyer: Walt Disney Co./ABC Inc. (Michael D. Eisner, chairman; Robert Iger, president, ABC; Robert Callahan, president, ABC Radio)

Seller: Divine Mercy Communications Ltd. (Steven J. Kurdziel, managing member)

Broker: Kozacko Media Services

OKLAHOMA

WWLS(AM) Moore

Price: \$3.5 million

Buyer: FINOVA Group (J. Kent Nichols, president)

Seller: Fox Broadcasting Inc. (John Fox, principal)

TENNESSEE

WSFZ(AM) Memphis

Price: \$1.7 million

Buyer: Flinn Broadcasting Corp. (George S. Flinn Jr., president)

Seller: Willis Broadcasting Corp. (Bishop L.E. Willis, president)

TEXAS

KAAM(AM) Dallas

Price: \$12 million

Buyer: Walt Disney Co./ABC Inc., Los Angeles/New York (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)

Seller: Collin Country Radio LC (Jack Sellmeyer, chairman)

KAAM(AM) Plano/Dallas

Price: \$12.1 million

Buyer: Walt Disney Co./ABC Inc., Los Angeles/New York (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)

Seller: Collin Country Radio LC (Jack Sellmeyer, chairman)

KENR(AM) Houston

Price: \$10.6 million

Buyer: Walt Disney Co./ABC Inc., Los Angeles/New York (Michael D. Eisner, chairman; Robert Iger, president, ABC Inc.; Robert Callahan, president, ABC Radio)

Seller: Salem Communications Corp. (co-

owners Edward G. Atsinger III [president], Stuart W. Epperson [chairman])

KXYZ(AM) Houston

Price: \$6.4 million

Buyer: Blaya Inc. (Joaquin Blaya, chairman; Radio Unica Corp. 49% owner)

Seller: Westinghouse Electric Co./CBS Corp. (Mel Karmazin, CEO, CBS Station Group)

WASHINGTON

KZTS(AM) Tacoma

Price: \$40.5 million

Buyer: FORPAT Acquisitions Trust (Intercontinental Pacific Group Inc., 48% owner/general partner, Douglas Wold, president; W. Lawrence and Susan K. Patrick, principals)

Seller: Douglas Broadcasting Inc./Par Holdings Inc. (N. John Douglas, chairman; Cleveland A. Christophe and Duane E. Hill, principals)

KHHO(AM) Tacoma

Price: \$2.5 million

Buyer: Ackerley Group Inc. (William Ackerley, president)

Seller: Southwave Wireless Communications LLC (Steve West, principal)

Compiled by Elizabeth A. Rathbun

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Radio Unica Corp.

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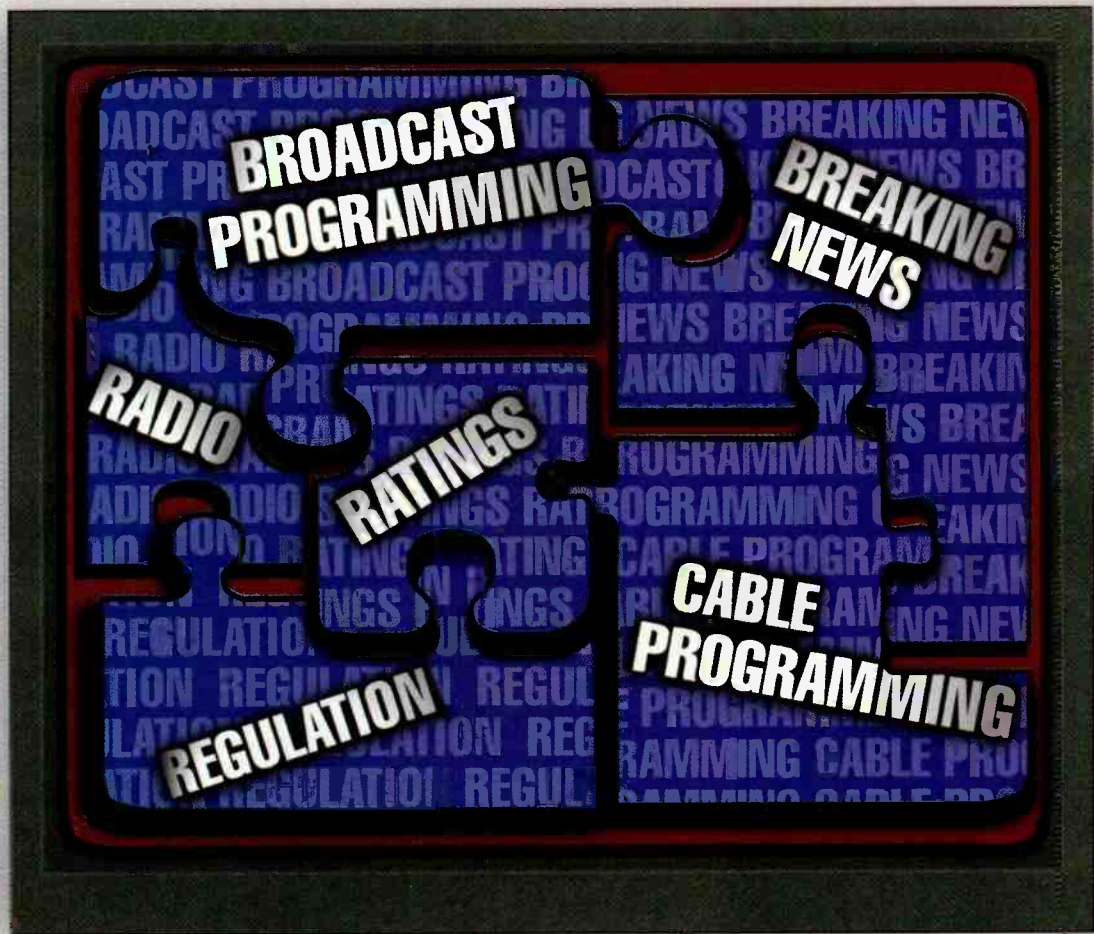
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WB taps double-threat Roth

Hires former Fox programming chief to pump up network production

By Michael Stroud

By hiring former Fox Entertainment President Peter Roth, Warner Bros. Television is getting an executive who understands intimately how to operate in a vertically integrated company that is building both a broadcast network and a studio.

That talent will play well at Warner Bros., which is seeking to regain the crown as the top prime time programming supplier, while also fueling its network, The WB, with more powerful products.

Roth's knowledge of both sides of the fence was a key reason he was tapped last week to head Warner Bros.' network television production division, according to executives familiar with the company's thinking. "Warner Bros. will be providing a lot of WB product, and here you have a former programming executive at a successful, young-demographic network suddenly coming available," said Peter Dekom, an independent media investment banker. "How many people have that experience?"

Warner Bros. television chief Tony Jonas did not, although he could boast 10 years as a top executive at Warner Bros. And last year, after an unprecedented 10 years as the most prolific studio on network prime time, Warner Bros. slipped to a tie with Fox as the leading network supplier.

WB network head Jamie Kellner, coming off the young network's biggest fall start ever, made no secret at the January press tour of his disappointment that Warner Bros. wasn't supplying more shows to the network. In addition, he had to watch Warner Bros. shows like *ER* and *Friends* pull down huge numbers for the competition while the studio's *The Wayans Bros.*, *Jamie Foxx*, *For Your Love* and this season's struggling *Hyperion Bay*, could not display any similar power.

Industry executives said those factors were key in the decision by Warner Bros. Co-Chairmen Bob Daly and Terry Semel and Chief Operating Officer Barry Meyer to make the change.

Roth, who himself departed Fox last November after a disappointing

start, has played a key role in nurturing Fox's breakout shows of the last few years, including *Ally McBeal*, *King of the Hill* and promising new shows *The PJs* and *Family Guy*.

"I've had experience in a vertically integrated company and I've been successful in it," Roth last week, "but I'd like to believe that it was due to the quality of the product."

In a post where the decisions are high-profile and the pressure to perform is great, Roth is known for a collegial style and a genuine love of developing new shows that made him a popular executive at Fox. "Peter is an extremely talented development executive," said Sandy Grushow, president of Fox's 20th Century Fox studio. "I have no doubt he'll do a fine job at Warner Bros."

Roth will take over at Warner Bros. March 1, a crucial time for studios, when pilots are being aired for the May upfront season. Roth's congeniality is likely to be tested as he wrestles over ownership issues with networks such as NBC, still smarting over Warner



Roth's development prowess will be tested at the floundering Warner Bros. Television.

Bros.' \$13-million-an-episode price tag for *ER* last season.

Jonas's options now include accepting a 3 1/2-year production deal offered by Warner Bros. or sitting tight and waiting for another studio or network to make him an offer. His departure was accompanied by the resignation of the studio's second-in-command, Gary Levine. ■

P&G feeds the meter

One of TV's top advertisers, Procter & Gamble, has cast a vote for people-metering in local markets with its decision to reduce its spot television buying. Higher-quality data, the giant advertiser says, will make its brands—which purchase ads individually—more confident of hitting the right consumers. Currently people meters are used to research viewership for national broadcast, cable and syndicated shows—which may gain from the locals' losses. Diaries are used to research demographics locally. P&G would not disclose how much of its ad budget would be redirected, but said the money would come back to local TV if the data improved. The company has complained about the perceived inadequacy of diaries since early last year. Nielsen Media Research agrees with P&G that people-metering is the "gold standard" for viewer information, but notes resistance by stations using meters that monitor TV but not demographics. That's due to the meters' cost and the fact that dominant stations typically lose locally when such set-tuning meters replace diaries. Withholding some Procter & Gamble dollars may jump-start an effort toward local people-metering, Nielsen said.

Talkers are talk of syndie sweeps

In tight market, rivals hope some freshman shows will flunk out in February

By Joe Schlosser

With the February Sweeps in full swing, the hottest topic in syndication these days is the fate of the three new daytime talk shows: Paramount Domestic Television's *Howie Mandel Show*, King World's *The Roseanne Show* and Columbia TriStar Television Distribution's *Donny & Marie*.

Last year at this time, a similar debate was being held over the future of three late-night efforts: *The Keenen Ivory Wayans Show*, *Vibe* and *The Magic Hour*, all of which were eventually shown the door.

All three daytime shows this season are averaging less than a 2.0 national and all three shows currently occupy prime real estate in major and even lesser markets. Add to the mix one of the most crowded syndication marketplaces in memory, and the possible cancellation of any of the shows has drawn a pack of competitors ready to move in at the first sign of blood, although all the talkers' studios suggest they won't give them that opportunity.

A number of new daytime shows on the NATPE Conference floor last month are still in need of top-market clearances and/or better time periods. The loss of Mandel, Roseanne or the Osmonds offers potential time slots for Buena Vista Television's *Let's Make a Deal*, Tribune Entertainment's *Dream Maker* with Richard Simmons, Pearson Television's *Family Feud* remake, King World's *The Martin Short Show* and a number of other new first-run shows. The loss of any or all of the three talkers could also benefit long-time daytime shows looking for upgrades.

"I think the February sweeps is going to be a tell-all for many programs out there, and we syndicators are sitting

tight and I know my sales force is ready to move and we already have a lot of deals that are contingent on certain shows leaving the marketplace," says Joe Scotti, executive vice president of domestic distribution and marketing at Pearson Television North America. "There is no doubt in anybody's mind which shows are vulnerable, and we are going to try and seize those time periods."



'The Martin Short Show'

going to be made and programs that are sort of contingent on performance, both in terms of shows that are currently on the air and in terms of time periods that shows could acquire based on others moving around, are going to be common in Hollywood," says Bill Carroll, vice president and director of programming at Katz Television. "It may not really be reflected in May, but it will dramatically affect key markets come September."

Dick Kurlander, vice president and director of programming at Petry Television, says it is important for both *Donny & Marie* and *The Roseanne Show* to show improved ratings in February if a second season is going to be possible.

"*Howie* [Mandel] is over for all intents and purposes," Kurlander says. "*Roseanne* is probably going to shake out as well. *Donny & Marie* will likely stick it out another season—that's what the Columbia executives are saying."

Paramount executives dispute that early obituary on *Howie*, saying the show is not dead and that the studio is sticking by it. Mandel's program, which got an early June 1998 launch, is the only talk show of the three without a two-year clearance deal. "We would love the numbers to go up on *Howie* and we are hoping to get some growth in February," says Frank Kelly,

co-president at Paramount Domestic Television. "We're doing some fun and exciting things during February and if *Howie* trends up, that will be a very good thing. We love this guy and we think he does a great show every day."

Paramount executives have not announced any clearances for next season on the show, but say they are in talks with stations.

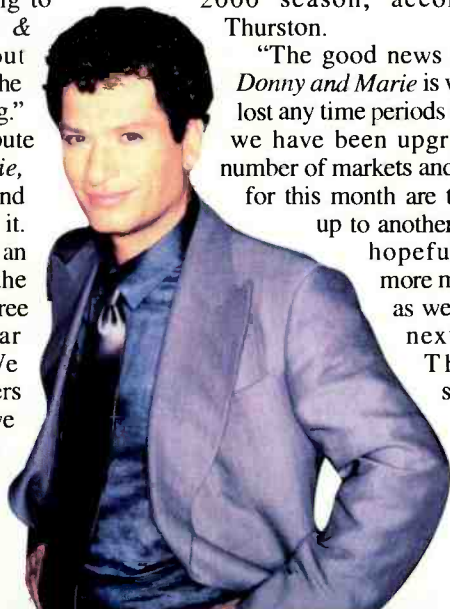
As for *The Roseanne Show*, it got its first major blow earlier in the month, when a number of stations downgraded it, including WNBC-TV New York. Jeff Wald, Roseanne's manager and an executive producer on the former sitcom star's talk show, points out that hit shows like *Live with Regis and Kathie Lee* and *Jerry Springer* didn't start off with big ratings.

"If the stations stay with our show, they are going to have a hit on their hands," he said.

Speculation surrounding *Roseanne's* potential cancellation comes in part from competing syndicators who say King World executives are looking to fill that talk show's time periods with next season's announced launch of *The Martin Short Show*. King World executives deny that is the case, saying Short's program has been cleared in over 60% of the country without the benefit of a single *Roseanne* time period.

Over at Columbia TriStar Television Distribution, President Barry Thurston says it's business as usual with *Donny & Marie* and that the show will be back next fall. *Donny & Marie* is cleared in over 97% of the country for the 1999-2000 season, according to Thurston.

"The good news for us on *Donny and Marie* is we haven't lost any time periods and in fact we have been upgraded in a number of markets and our plans for this month are to notch it up to another level and hopefully gain more momentum as we head into next year," Thurston says. ■



'Howie Mandel Show'

'The Roseanne Show'



GET WITH THE PROGRAM

By Michael Stroud & Joe Schlosser

Shopping talker bagged

Pearson Television executives have opted not to go forward with planned syndicated talk show *Christopher and Camilla at the Mall*. Sources say sluggish clearances and the potential multimillion-dollar cost of the hour program added up to a no-go for the show. *Christopher and Camilla* was to have debuted this fall in syndication and was to be based at a New York shopping complex. Christopher

Lowell of Discovery Channel's *Interior Motives* and veteran Canadian TV personality Camilla Scott were set to host the show.

A major 7th

The WB is in *7th Heaven*. The family drama produced the highest ratings in the young network's history on Monday night (Feb. 8). According to overnight figures released by Nielsen Media Research last week, the show scored a 9.7 rating/14 share. The drama

ranked No. 1 in its time period and was up 52% in rating and 56% in share from the previous week's episode.

From Dylan to disco

Fresh from a strong ratings showing for its sweeps miniseries *The 60s* (it aired Feb. 7 and 8), NBC Studios has signed a deal with executive producer Linda Obst to create a follow-up series, *The 70s*, chronicling the same family's trek through that decade. *The 60s* earned an

impressive 10.7/25 among adults 18-49.

Weighing anchors (reporters, actually)

ABC's *Good Morning America* continued its makeover last week with the addition of a new series, "Lose Weight with *Good Morning America*." ABC News Correspondents Cynthia McFadden and Sylvia Chase will visit participating affiliates to "weigh in" employees for the report.

Correction

In last week's edition of BROADCASTING & CABLE, the premiere date for the CBS sitcom *Payne* was incorrectly reported. The series debuts Monday, March 15.

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STATION BREAK

By Dan Trigoboff

Iowa, the pay-me state

Film of a car chase by Council Bluffs, Iowa, police came at a price: about \$20. Most Iowa records are, by law, public, but there are some exceptions. Although police made the tape available to news media, they sought to recover costs by charging them for it. In the film, following a pursuit, a Chevy van flips and the driver is thrown from the vehicle. Although not seriously hurt, the driver faces a multitude of charges. Regarding the charges, the KMTV(TV) Omaha news director said, "I've never heard of it before. Is it the same as if *60 Minutes* bought an interview? I don't think so. In Omaha it's usually a fight to get a tape like this. I'm glad they made it available, although I'm not happy I had to pay \$20. If it was \$100, no way. It's a half-decent tape; a little hard to see. But they delivered it in a timely fashion. I don't think it's highway robbery."

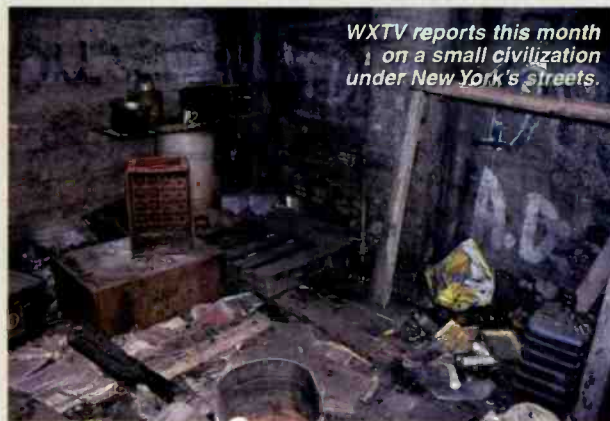
Akron-Cleveland connection

WEWS(TV) Cleveland is offering Akron-area reports from inside the newsroom of a local newspaper, *The Beacon Journal*. The station will be setting up shop in what used to be the paper's composing room, as part of a strategic alliance between the two news groups set up last summer, the station's news director, Milt Weiss, explained. "It's part of an attempt to put our reporters and theirs in proximity," said Weiss.

For the station, the relationship acknowledges that WEWS can no longer think of itself as just a Cleveland station. About one-third of our audience lives in the Akron-Canton area," said Weiss. Also envisioned are cross-promotions and serialized stories, told in complementary parts on TV and in print. *The Beacon Journal* plans to promote itself by advancing nightly news stories that will appear in more detail in the next day's paper. The Akron-based newsroom alliance was put to a quick test in its first week when tire giant and major local employer Goodyear gained control of the Japanese company Sumitomo Rubber Industries Ltd. "We got word of it, and they [*The Beacon Journal*] had several reporters on the story. We were able to get on the air with more information than any station in the area."

The core of the Big Apple

Spanish-language station WXTV(TV) Paterson, N.J. found a small settlement underneath New York City during a special report made for February sweeps. Noticias 41 reporter Berenice Saavedra and her crew followed homeless people down a West Side Amtrak track into Manhattan's cavernous underground railroad tunnels and found several people making their homes there. The story, *La Ciudad de Abajo*, (The City Underneath), is also referred to as the story of "the mole people"; the name given the under-



WXTV reports this month on a small civilization under New York's streets.

ground dwellers when similar stories were told in the early 1990s. One of those writers, Margaret Morton, became a source for the story of this continuing situation. Saavedra's research had indicated a significant number of homeless, many from Puerto Rico, Mexico and Cuba. The reporters were told of other "settlements" in other parts of New York's massive underground, and even children living there. The reporters themselves experienced the danger of underground living when they had to move themselves and their equipment quickly to avoid being run down by an Amtrak train. Although the darkness of the setting presented a problem, special projects producer Ninoska Arriaga says the footage of the people, their thrown-away mattresses and their makeshift kitchens, is dramatic.

Good morning Minneapolis

KMSP-TV Minneapolis plans an early-morning news and entertainment show for launch later this year. The show is currently planned for 6-9 a.m., in competition with network morning shows. Plans call for hiring an additional 30 staffers, and for a fall target date. The station, a Chris-Craft-owned UPN affiliate, credits the success of its 90-minute

evening news block for the expansion.

Boston baseball changes dugouts

Tribune Broadcasting, which owns the Chicago Cubs and carries games for that team, the Chicago White Sox, Colorado Rockies and Los Angeles Dodgers, is adding the Boston Red Sox to its lineup. WLVI-TV Boston will carry up to 80 spring training and regular season games for the 1999 and 2000 seasons. The Red Sox had been carried by Boston University-owned WABU(TV). Their rights are now owned by JCS New England Television Network. JCS will produce and distribute the games to a growing lineup of stations that includes WLVI/WLNE(TV) Providence, R.I.; WTXX-TV Hartford, Conn.; WPME(TV) Portland, Maine; WABI(TV) and WBGR(TV), both Bangor, Maine, and WBVT(TV) Burlington, Vt. The JCS in New England Television Network is Jankowski Communications System Inc, headed by Gene F. Jankowski, former president and chairman of the CBS Broadcast Group.

All news is local. Contact Dan Trigoboff at (301) 260-0923, fax (202) 429-0651 or e-mail to dtrig@cahners.com.

The milkman cometh

In a truly animated upfront presentation last week, Fox Kids Network unveiled seven new series (most produced in-house at Saban, 50% owner of the network) for its weekend and weekday time periods for 1999-2000. The new shows, in alphabetical order: *The Avengers* (Saban/Marvel); *Beast Hunters* (Mainframe Entertainment); *Beast Wars* (Mainframe); *Big Guy and Rusty the Robot* (Columbia TriStar); *Cyber 9* (Saban); *NASCAR Superchargers* (Saban); and *Spider-Man Unlimited* (Saban). Fox Kids and Fox Family Entertainment presented their new programs (scheduling to be announced later) to advertisers last week at New York's Hudson Theatre. The breakfast-theme presentation featured Fox Kids/Fox Family President Rich Cronin in pajamas and robe; the networks' general manager, Maureen



Smith, in jogging attire, and Saban owner and Fox Kids/Fox Family Managing Partner Haim Saban, as the milkman. "You believe what they make me do for a few shekels from you?" asked Saban, goat and milk in tow.

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FEBRUARY 1-7

Broadcast network prime time ratings according to Nielsen Media Research



PEOPLE'S CHOICE

Sunday viewers tuned in and turned on to 'The '60s'—part 1 of NBC's miniseries came in at fourth place this week with a 15.1/23.

Week 20	abc	CBS	NBC	FOX	U/P/N	WB
	8.2/13	8.9/14	10.6/16	8.1/12	2.2/3	3.5/5
MONDAY	8:00 39. 20/20 8.5/13	34. Cosby 8.8/13	26. NBC Movie of the Week—Vanished Without a Trace 9.4/14	46. 1999 TV Guide Awards 8.1/12	95. Dilbert 3.1/5	86. 7th Heaven 4.6/7
	8:30	37. King of Queens 8.7/13			111. DiResta 1.5/2	
	9:00 46. ABC Monday Night Movie—Tom Clancy's NetForce, Part 1 8.1/13	11. Ev Lvs Raymd 12.2/18			106. The Sentinel 2.0/3	102. Hyperion Bay 2.4/4
	9:30	15. Becker 10.5/15				
	10:00	67. L.A. Doctors 6.7/11	9. Dateline NBC 13.0/21			
	10:30					
TUESDAY	8.1/13	9.4/15	9.1/15	6.6/10	1.9/3	2.9/5
	8:00 15. Home Imprvmt 10.5/17	31. JAG 8.9/14	56. 3rd Rock fr/Sun 7.6/12	74. King of the Hill 6.1/10	103. Moesha 2.3/4	93. Buffy the Vampire Slayer 3.3/5
	8:30 30. The Hughleys 9.0/14		59. NewsRadio 7.3/11	63. The PJs 6.9/11	108. Clueless 1.8/3	
	9:00 38. Spin City 8.6/13		18. Just Shoot Me 9.9/15	70. Guinness World Records 6.6/10	108. Malcolm & Eddie 1.8/3	101. Felicity 2.5/4
	9:30 59. Sports Night 7.3/12	20. CBS Tuesday Movie—Family Blessing 9.7/16	31. Will & Grace 8.9/14		110. Between Brothers 1.7/3	
	10:00 67. NYPD Blue 6.7/11		14. Dateline NBC 10.6/18			
	10:30					
WEDNESDAY	9.7/16	7.4/12	8.8/14	6.8/11	3.3/5	4.4/7
	8:00 13. Dharma & Greg 11.0/18	79. The Nanny 5.7/9	22. Dateline NBC 9.6/15	70. Beverly Hills 90210 6.6/11	99. 7 Days 2.6/4	86. Dawson's Creek 4.6/7
	8:30 23. Two Guys, a Girl 9.5/15	84. Maggie Winters 4.7/7				
	9:00 19. Drew Carey 9.8/15	34. 60 Minutes II 8.8/14	42. NBC Movie of the Week—Exiled: A Law & Order Movie 8.4/14	62. Party of Five 7.0/11	89. Star Trek: Voyager 4.0/6	88. Charmed 4.2/6
	9:30 34. Whose Line Is It 8.8/14					
	10:00 23. 20/20 9.5/16	45. Chicago Hope 8.2/14				
	10:30					
THURSDAY	5.8/9	8.0/12	17.0/26	9.4/14	2.0/3	3.0/5
	8:00 83. Vengeance Unlimited 5.1/8	31. Diagnosis Murder 8.9/14	3. Friends 16.9/26	42. Robbie Knievel Death Jump 8.4/13	106. UPN Thursday Night Movie—Roswell: The Aliens Attack 2.0/3	95. Wayans Bros. 3.1/5
	8:30		8. Jesse 13.5/20			95. Jamie Foxx 3.1/5
	9:00 74. Tom Clancy's NetForce, Part 2 5.4/9	61. Turks 7.1/11	2. Frasier 17.0/25	17. World's Shocking Moments 10.4/16		94. Steve Harvey 3.2/5
	9:30	51. 48 Hours 7.9/13	7. Veronica's Clst 14.1/21			99. For Your Love 2.6/4
	10:00		1. ER 20.3/33			
	10:30					
FRIDAY	8.1/14	8.7/15	9.0/16	4.2/7	1.3/2	
	8:00 56. Sabrina/Witch 7.6/13	46. Kids/Darndest 8.1/14	20. Providence 9.7/17	91. Brimstone 3.7/7	112. Legacy 1.3/2	
	8:30 55. Boy Meets Wrd 7.8/14	51. Candid Camera 7.9/14				
	9:00 46. Sabrina/Witch 8.1/14	29. 48th Annual Miss USA Pageant 9.1/16	27. Dateline NBC 9.3/16	84. Millennium 4.7/8	112. Love Boat: The Next Wave 1.3/2	
	9:30 63. Brother's Keeper 6.9/12		46. Homicide: Life on the Street 8.1/14			
	10:00 28. 20/20 9.2/16					
	10:30					
SATURDAY	7.6/14	7.6/14	6.0/11	6.3/11	KEY: RANKING/SHOW TITLE/PROGRAM RATING/SHARE • TOP TEN SHOWS OF THE WEEK ARE NUMBERED IN RED • TELEVISION UNIVERSE ESTIMATED AT 99.4 MILLION HOUSEHOLDS; ONE RATINGS POINT IS EQUAL TO 994,000 TV HOMES • YELLOW TINT IS WINNER OF TIME SLOT • (NR)=NOT RANKED; RATING/SHARE ESTIMATED FOR PERIOD SHOWN • *PREMIERE • SOURCES: NIELSEN MEDIA RESEARCH, CBS RESEARCH • GRAPHIC BY KENNETH RAY	
	8:00 58. ABC Saturday Night Movie—Happy Gilmore 7.4/13	72. Early Edition 6.5/12	80. The Pretender 5.6/10	74. Cops 6.1/11		
	8:30	65. Martial Law 6.8/12	72. The Pretender 6.5/11	67. Cops 6.7/12		
	9:00 51. Best Commercials You've Nvr Seen 7.9/15	23. Walker, Texas Ranger 9.5/17	78. Profiler 5.9/11	74. AMW: America Fights Back 6.1/11		
	10:00					
	10:30					
SUNDAY	7.8/12	13.5/21	11.0/17	8.5/13	3.0/5	
	7:00 51. AFC/NFC Pro Bowl 7.9/13	5. 60 Minutes 14.8/24	65. NBC Movie of the Week—Ace Ventura: When Nature Calls 6.8/11	81. World's Funniest! 5.4/9	95. 7th Heaven Beginnings 3.1/5	
	7:30	6. Touched by an Angel 14.7/22		39. The Simpsons 8.5/13	90. Sister, Sister 3.8/6	
	8:00			39. That '70s Show 8.5/12	92. The Smart Guy 3.5/5	
	8:30				103. Zoe Dunc Jck Jn 2.3/3	
	9:00 81. 20/20 5.4/8	10. CBS Sunday Movie—Night Ride Home 12.3/18	4. NBC Sunday Night Movie—The '60s, Part 1 15.1/23	12. The X-Files 11.5/16	103. Unhap Ever After 2.3/3	
	9:30					
	10:00 44. The Practice 8.3/13					
	10:30					
WEEK AVG	7.9/13	9.3/15	10.3/17	7.2/11	2.1/3	3.3/5
STD AVG	8.3/14	9.1/15	8.9/15	7.4/12	2.0/3	3.2/5

Vanocur gets Olympic beat

Second-generation newsman breaks story about 2002 Winter Games in Salt Lake City

By Dan Trigoboff

The international probe over Olympic irregularities began in a Salt Lake City newsroom with a second-generation TV reporter.

"I've been doing this almost 20 years," KTVX(TV)'s Chris Vanocur says. "I knew this was a good story. But I don't think anyone saw that it would be this big."

Just last week, Salt Lake City's own Organizing Committee's ethics panel found that several members of the International Olympic Committee accepted more than \$1 million in cash payments, scholarships, vacations, medical expenses and other gifts as Salt Lake locals lobbied to get the 2002 Winter Games. Some leaders of the Salt Lake Organizing Committee have already stepped down in the wake of the scandal.

It began for Vanocur just before Thanksgiving with a note passed to him

from an unnamed source, but written by a prominent Salt Lake organizer to the daughter of a now-deceased IOC member, indicating that she had received educational benefits from the committee. After researching the late Rene Essomba and his daughter, Sonia, both of Cameroon, Vanocur took the letter to Olympic officials and the story took off. It has now been confirmed that Sonia Essomba received more than \$100,000 in tuition and living expenses while a student in Washington and that the local organizer had even represented her in dealings with her landlord. Other questionable transactions involving other officials involve skis, vacations, and shopping sprees.

For Vanocur, son of legendary newsman Sander Vanocur, it's been a full-time story. "Chris has broken several developments in this story," said KTVX News Director Tom Sides, "and he's



KTVX reporter Chris Vanocur underestimated the impact of his Salt Lake City Olympics scandal story.

been maintaining the lead."

Vanocur, the station's chief political reporter, says "This is really a political story. It's just old-fashioned street reporting. You hear things, you work the pavement, work sources...." But, he adds, "without question this is the biggest story I'll ever break. My dad and I have had that discussion." ■

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Pax bids bon voyage to Travel

Sells remaining 30% interest to Discovery Channel to fend off possible cash-flow woes

By Michael Stroud

By selling its remaining stake in The Travel Channel to the Discovery Channel, Bud Paxson is betting that he can prevent a cash crunch while continuing his ambitious plans to build the nation's seventh broadcast network.

Analysts say the \$55 million sale of Paxson's 30% stake in Travel is the right move—perhaps his only move—at a time when he plans to invest as



Lowell 'Bud' Paxson is selling non-core assets to grow his programming service.

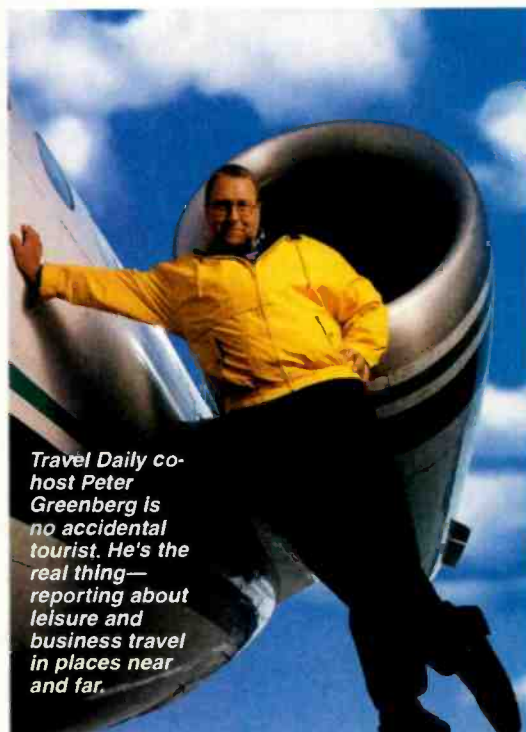
much as \$60 million in new programming for Pax TV over the next year. Paxson also wants to start three new digital programming services.

Now the question is whether he can grow advertising revenue fast enough to turn around the company's negative cash flow, analysts said.

"There's always a risk of a liquidity crunch" with a high-growth company like Paxson, said analyst Bishop Cheen of First Union Capital Markets. "On paper, if Paxson sticks to the plan and manages its fixed costs, it has enough internal liquidity to meet its needs and get the network up and growing."

A Discovery spokeswoman said company executives are "always happy" to own 100% of any operation they run.

Cheen estimated that Paxson will report negative cash flow of between \$30 million and \$40 million for its fourth quarter over the next few weeks. But he predicted that if Paxson can continue to grow subscribers and keep expenses in check, it has a strong shot at positive cash flow by the end of the second quarter. Solid profitability, though, is one to three years off, he added.



Travel Daily co-host Peter Greenberg is no accidental tourist. He's the real thing—reporting about leisure and business travel in places near and far.

Paxson is gambling that he can build distribution for his "family-friendly" programming through a novel combination of broadcasting from 100 broadcast stations, augmented by cable outlets and satellite transmission. His programming includes a mix of original programming such as *Flipper: The New Adventures* and reruns such as *Touched by an Angel*.

Paxson officials declined to comment.

The sale of The Travel Channel is key. To grow the programming service, Chief Executive Jeff Sagansky has said he plans to sell off non-core assets such as Travel Channel."

Still, it's a non-core asset that has appreciated nicely for Paxson. In 1997, Paxson sold a 70% stake in the channel to Discovery for \$20 million and undisclosed consulting fees—less than half what 30% sold for last week.

"Given the prospects for travel by baby boomers, the prospects for The Travel Channel seem bright," said Hal Vogel, a New York-based media analyst. "They must have needed to cash out."

Fox's new kids on the block

Fox Family Channel and Fox Kids Network last week unveiled an ambitious new programming slates for the 1999-2000 season. Here are some of the high points: Fox Family Channel, the Fox-Saban cable channel revamped last summer with an all-day kids lineup, plans to offer 12 new series and 327 original episodes to its daytime lineup. The channel will add 10 new animated series, including a stop-motion Claymation series, *Rotten Ralph*, based on the Harper Collins book series and *Weird Ohs*, a hot rod comedy. In live-action, the channel will offer *Back to Sherwood*, a new take on the classic Robin Hood story and *Dream Force Angels*, a magical series about four princesses. The channel has also ordered 93 new episodes of six returning shows, including *Thomas the Tank Engine* and *Enigma*. Fox Kids, the broadcast network, will add seven new animated series and 260 new episodes to its weekday and Saturday morning programming (see Broadcasting section, page 60). —Michael Stroud

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Source: Nielsen Galaxy Explorer, 1/4-1/17/99; other nets: Nielsen Personal NAD Facility, 12/29/97-3/29/98. Subject to qualifications, upon request.

MediaOne opts for open cable

Inks multi-vendor deal for digital cable boxes with Dutch giant Philips and Divicom

By Richard Tedesco

MediaOne struck a multi-vendor set-top pact last week that offers consumers choices about digital cable boxes while giving Philips Electronics a leg up in the U.S. market.

The deal, which makes Philips, Canal+ and Divicom digital set-top suppliers for MediaOne, ostensibly advances the advent of digital cable service in the Denver-based MSO's U.S. markets.

It sets the stage for MediaOne to extend its digital cable offering beyond the Detroit market, where it currently passes 50,000 households. Rollout and pricing plans for other

MediaOne markets are due within a month as it prepares to introduce digital service in at least two more systems during the second quarter.

The vendors, all suppliers to digital cable initiatives abroad, will build interoperable boxes compliant with CableLabs' OpenCable specification that will enable them to work in any MediaOne system. That is intended to encourage cable customers to buy the boxes at local retail outlets, making digital cable a more accessible medium and letting the operator out of its traditional role as hardware supplier.

So MediaOne becomes the first U.S. operator actively embracing the open digital standard, and pushing retail availability of the boxes one

year ahead of the federal July 2000 deadline.

"Anything that a cable company can do to accelerate the rollout of these digital boxes is a good thing," said Tom Eagan, an analyst with PaineWebber. "The real endgame here for the cable operator is to have all the equipment at retail."

Eagan estimates that box prices at retail will ease from an initial range of \$275-\$325 to the low \$200 range, partly depending on whether operators subsidize their distribution.

He sees Philips' presence in the deal as a reflection of MediaOne's international cable holdings, as well as a new market opportunity for the Dutch electronics giant.

"Certainly there's a market here that's burgeoning," Eagan notes.

As part of the initiative, MediaOne is expanding its relationship with General Instrument, which will develop digital systems incorporating the international open system by the first quarter of next year.

MediaOne didn't indicate how many digital boxes it is committed to buying from the respective vendors involved or precisely when initial deliveries are anticipated.

After they arrive this summer, the first generation of interoperable digital boxes will give way to a second generation—next year—incorporating point of deployment (POD) cards linking the boxes to specific operators' systems.

"From an industry perspective, it means we can deploy set-top boxes based on the best products," said Bud Wonsiewicz, chief technical officer of MediaOne. "Ultimately, we look forward to the day when the set-top will disappear."

Before that happens, MediaOne will add functionality to succeeding generations of the new boxes, according to Wonsiewicz, who says delivering digital video and video-on-demand will be their primary functions at first.

Both General Instrument and Scientific Atlanta have publicly committed to working on an open cable digital standard as part of the CableLabs effort. ■



CABLE'S TOP 25

PEOPLE'S CHOICE

USA's success with daily reruns of 'Walker, Texas Ranger' continued last week. The Wednesday episode got a 3.3 rating/5.2 share.

Following are the top 25 basic cable programs for the week of Feb. 1-7, ranked by rating. Cable rating is coverage area rating within each basic cable network's universe; U.S. rating is of 98 million TV households. Sources: Nielsen Media Research, Turner Entertainment.

Rank	Program	Network	Day	Time	Duration	Rating Cable	U.S.	Hhs (000)	Cable Share
1	WWF Wrestling	USA	Mon	10:00P	65	5.9	4.4	4398	9.2
2	WWF Wrestling	USA	Mon	9:00P	60	5.6	4.2	4166	7.7
3	WCW Monday Nitro Live!	TNT	Mon	8:00P	60	5.5	4.2	4167	7.9
4	Movie: 'Striptease'	TBS	Sun	8:00P	138	5.3	4.1	4077	7.7
5	WWF Wrestling	USA	Sun	7:00P	60	4.5	3.4	3400	6.9
6	WCW Monday Nitro Live!	TNT	Mon	9:00P	60	4.3	3.2	3207	5.9
7	WCW Monday Nitro Live!	TNT	Mon	10:00P	65	4.2	3.2	3157	6.6
8	Rugrats	NICK	Tue	7:30P	30	3.9	3	2923	6.4
9	Rugrats	NICK	Mon	7:30P	30	3.8	2.8	2821	5.9
10	Rugrats	NICK	Sat	8:00P	30	3.7	2.8	2758	6.4
11	WCW Thunder	TBS	Thu	9:03P	72	3.6	2.8	2711	5.2
12	Movie: 'Overboard'	TBS	Sun	5:40P	140	3.5	2.7	2636	6
13	WCW Thunder	TBS	Thu	8:05P	58	3.4	2.6	2576	5.1
14	Walker, Texas Ranger	USA	Wed	8:00P	59	3.3	2.5	2444	4.9
14	Rugrats	NICK	Thu	7:30P	30	3.3	2.5	2432	5.2
16	Rugrats	NICK	Sun	10:00A	30	3.2	2.4	2391	8.9
16	Movie: 'Stranger at My...'	LIF	Sun	4:00P	120	3.2	2.4	2367	6.6
16	Rugrats	NICK	Wed	7:30P	30	3.2	2.4	2342	5.2
19	NBA/Rockets@Lakers	TNT	Fri	10:35P	152	3.1	2.3	2326	6.5
20	Movie: 'Striptease'	TBS	Sun	10:18P	139	3.0	2.3	2323	5.9
20	Senate Impeachment Trial	CNN	Sat	10:05A	445	3.0	2.3	2281	7.9
20	Walker, Texas Ranger	USA	Tue	8:00P	60	3.0	2.3	2240	4.5
20	Movie: 'Beethoven'	USA	Sun	5:00P	120	3.0	2.3	2238	5.5
20	Wild Thornberrys	NICK	Tue	8:00P	30	3.0	2.2	2196	4.5
20	South Park	COMEDY	Wed	10:00P	30	3.0	1.7	1689	4.6

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'Work Release' possible for Tyson

Cable and PPV boxing mainstay Mike Tyson could fight again, if corrections officials in Maryland apply work-release principles to the former heavyweight champion's unusual occupation. Tyson was given a one-year sentence after pleading no contest on charges of assaulting two men after a traffic accident, but he could be eligible for work-release after 60 days. An official from the corrections department in Montgomery County, Md., where Tyson was sentenced, suggested that, given Tyson's line of work, he might be allowed to train and fight out of town, so long as officials could verify his location and that he remained drug- and alcohol-free. The youngest heavyweight champion ever, Tyson's knockout power and tumultuous career have made him a major draw in cable and pay-TV for more than a decade. But at 32, his time is limited, and has already been compromised by his three years in prison in Indiana after a rape conviction and his suspension for biting off a piece of champion Evander Holyfield's ear.

Deals, deals

Scientific-Atlanta Inc. cut a deal to supply high-end Explorer 2000 digital set-converters to Canadian MSO Videotron, which will enable the company to offer interactive digital services to cable sub-

scribers in Montreal. The equipment will allow two-way services, including video-on-demand, Internet access and e-mail on television. Videotron is planning to provide digital services to 70% of its upgraded Montreal system in the first half of 1999. Videotron's Quebec systems in Quebec City, Chicoutimi and Hull will get digital services later this year. S-A said 17 cable operators in the U.S. and Canada have committed to deploy its digital interactive system.

Anglo-American 'Cracker'

A&E has acquired the rights to the short-lived ABC series *Cracker*, based on the award-winning British series of the same name. The network will devote an entire week to the show, airing both the UK and U.S. versions starting Monday, Feb. 22. In total, A&E will air 16 episodes of the ABC version, which starred Robert Pastorelli as a psychologist who profiles killers, including four never-before-seen installments.

History for the ages

The upcoming millennium is now history. On Feb. 15, The History Channel will premiere its new slogan, "The official network of every millennium," in 30-second TV ads. The spot consists of images that connect time periods. The promotional campaign also includes a display at Madison Square Garden and print advertisements.



Watch out Westminster

Animal Planet inked a multiyear pact with the BBC to be the sole U.S. outlet for the "world's biggest and most prestigious" annual canine competition, the Crufts Dog Show. The telecasts, Friday, March 12 through Sunday, March 14 from 8-9 p.m. (ET/PT) will provide U.S. viewers with same-day coverage of the Birmingham, England event. Some 20,000 canines are expected to compete, a figure said to be far higher than those of the largest U.S. dog shows. Animal Planet National Dog Show Championship's correspondents Wayne Cavanaugh and Michael Barkann will be the anchors in England. "Dog competitions are a key part of our strategy and the telecast of the Crufts will be a significant step for Animal Planet," said Clark Bunting, senior VP and general manager. The Crufts will mark the finale of a week of dog competitions on the channel. On Sunday, March 7, the winner of the inaugural Animal Planet dog-show season will be awarded the Eukanuba Cup at the Animal Planet National Dog Champi-

onship in Los Angeles.

'Crossing the Floor' is crossing the pond

BBC America will air the critically acclaimed Parliamentary satire, *Crossing the Floor*, Feb. 23. The flick stars Tom Wilkinson, best known to U.S. audiences for giving his all-together in the Oscar nominated *The Full Monty*, as a devious Conservative cabinet member who defects to the Labour party, forces a general election, and becomes consumed by political ambition.

Associations target multiple dwellings

The Satellite Broadcasting and Communications Association and the Independent Cable & Telecommunications Association plan to work together to focus on the multiple dwelling unit market. The two trade associations will create new resources, expand educational programs and broaden their public policy efforts to help their members capture customers who live in apartment complexes, condominiums and townhouses. SBCA represents satellite TV providers and programmers, while ICTA represents private and independent cable operators.

NDS launches digital ENG gear

COFDM uses narrower bandwidth than analog and handles multipath environments

By Glen Dickson

NDS is launching a new digital ENG system at NAB '99 in Las Vegas designed to work in less bandwidth than analog microwave systems while delivering better multipath performance.

NDS's "Digital ENG" system employs COFDM (Coded Orthogonal Frequency Division Multiplexing) modulation, the same adopted by European broadcasters for digital terrestrial transmission. COFDM combats multipath interference, a typical problem in urban areas, by using multiple carriers—up to 2,000—to transmit a signal, instead of the single-carrier technique employed by analog FM modulation and digital modulation schemes such as QPSK, QAM and 8-VSB.

While COFDM was rejected by the U.S. as a way to modulate DTV signals in favor of 8-VSB, that doesn't mean it can't be used for the microwave paths that broadcasters rely on for news feeds. U.S. broadcasters are looking more seriously at replacing the analog FM technology they use today for ENG with a digitally compressed system, mainly because the FCC has plans to auction off some of the 2.5 ghz frequencies they currently use for ENG, potentially to mobile satellite providers [BROADCASTING & CABLE, Nov. 30, 1998]. Another impetus is to improve microwave performance in cities and mountainous areas that experience significant multipath interference.

Tribune Broadcasting has already successfully tested NDS's COFDM system in Chicago. Says Tribune vp/engineering and technology Ira Goldstone: "The narrower

channels we potentially need to fit in, that's one issue. The other issue is if we can use technologies today to improve reception without adding any more receive sites, even though it may cost us more on the transmit end. Also, as we transition to digital TV, everything will be encoded as an MPEG signal. Can we maintain MPEG throughout the path as opposed to going back to baseband?"

Tribune tested NDS' Digital ENG system in Chicago about a month ago, taking its ENG truck to areas where analog FM systems had consistently failed to produce an adequate picture. The digital COFDM system was able to produce pictures from those same locations, says Goldstone.

"The initial results are very promising," he says. "We used an omnidirectional antenna on the roof of the truck, and we only went to sites where WGN-TV couldn't get out with an analog ENG truck. COFDM is kind of happy in a multipath environment. Here in Chicago, the problem's not signal strength, it's always multipath."

COFDM allows microwave users to trade off forward error correction (FEC) against the amount of usable megabits for video transmission within a given amount of spectrum. Lisa Hobbs, NDS's marketing manager for the Americas, says that NDS has been focusing on fit-



A side-by-side comparison of news feeds from NDS's COFDM system (l) and an analog FM system.

ting one high-quality MPEG-2 stream in 10 to 12 mhz of microwave spectrum, a significant drop down from the 17 mhz currently used by analog FM systems. But she says MPEG-2 compression could allow a broadcaster to fit multiple signals within 12 mhz, perhaps up to four MPEG-2 streams.

Tribune tested the NDS COFDM system using a bandwidth of 8 mhz, cranked up the FEC, and still netted 5 Mb/s. "Because of COFDM's guard bands and forward error correction, you're always compromising between the guardband—how much spectrum you're using for correcting cruddy paths—and megabits," says Goldstone.

NDS isn't talking pricing yet for Digital ENG. NDS is supplying its coding, while Microwave Radio Corporation is supplying the COFDM modulator/demodulator. ■

Dolby unveils audio for DTV

With eight channels, system is designed as economical, in-plant format for professionals

By Glen Dickson

Dolby Laboratories has developed a digital audio technology intended for professional use by digital television program producers and DTV broadcasters.

The system, called "Dolby E," is

designed to serve as an economical, in-plant digital audio format for DTV broadcasters transmitting 5.1-channel Dolby Digital (AC-3) audio as part of their digital broadcasts. Dolby E allows up to eight discrete digital audio channels to be distributed through an existing AES/EBU digital audio pair or recorded

on two tracks of a digital VTR.

The idea is that broadcasters who can already support AES/EBU digital audio in their plants won't have to upgrade their audio infrastructures to support Dolby Digital. Instead, they will use Dolby E encoders and decoders to handle multichannel audio.

The Dolby E audio will then be encoded as 5.1-channel Dolby Digital audio for ATSC broadcast.

"Dolby E is a professional audio coding system that will handle everything before the transmitter," says Tom Daily, Dolby's marketing manager for broadcast products. "You can put the digital audio on a VTR tape and run it through the whole broadcast infrastructure, such as through a satellite system or a video server."

Dolby Digital encoders and decoders currently sell for \$5,000 and \$3,600 respectively. Daily says the Dolby E models, which will begin shipping this summer, will probably "be in the same ballpark."

Dolby E will support up to 8 digital channels so networks can include two SurroundSound (left and right) channels

along with 5.1 channel Dolby Digital, allowing affiliates to use either audio format. Dolby E also survives up to 10 encode/decode cycles without degradation, allows editing in the encoded domain by matching audio frames with video frames, and supports Dolby Digital metadata.

Daily says the major broadcast networks and HBO have already responded favorably to Dolby E, which will be formally introduced at NAB '99 in Las Vegas. ABC, for example, is currently transmitting full 5.1-channel Dolby Digital sound for its HDTV movies, but is looking to move to Dolby E for its distribution feed to DTV



Tom Daily, Dolby's marketing manager for broadcast products, says major networks are enthusiastic about Dolby E.

affiliates, says Dailey.

"Right now they're using Dolby Digital at a double rate compared to the ATSC standard [ABC's DTV distribution link is 45 Mb/s; affiliates broadcast 19.4 Mb/s]," says Daily. "But we're working closely with them to have Dolby E replace what they're doing."

Daily says some affiliates may only need a Dolby E decoder until they start producing their own DTV content; networks and program producers will have a much greater requirement for both encoders and decoders. Stations will still need a Dolby Digital encoder for local broadcast. ■

WRAL-HD launches into HyperSPACE

Raleigh DTV station adds Pluto's new digital recorder

By Karen Anderson

As part of a major overhaul of its broadcast operations, WRAL-HD Raleigh, N.C., has brought online the Pluto HyperSPACE High Definition Digital Video Recorder for the station's 24-hour-a-day high-definition broadcast.

The HyperSPACE is at the heart of the station's 1.5 Gb/s plant, which also includes two D-5 machines, two satellite origination sources, a baseband switcher and a 480i-1080i upconverter for news broadcasts.

"The Pluto is the centerpiece because it is able to be programmed with an additional level of programming...like an automation system inside an automation system," says Luther Ritchie, developmental engineer for Capitol Broadcasting, owner of WRAL-HD and its companion analog station, WRAL-TV. "The Pluto gives us a terrific on-air look."

Station engineers worked with Philips to develop an automated interface that allows HyperSPACE to be used as a program and spot server. WRAL-HD runs no commercials, but plays short programs in their place.

The station can make "seamless" transitions within the system, Ritchie

explains. "With Pluto, [WRAL-HD] looks...like a real television station."

The Pluto recorder, which CBS is also using at its four DTV stations, is a part of



Devlin Design Group created WRAL's new set for HDTV for 16:9 and 4:3 news production.

a major overhaul of Capitol's Raleigh operations. The upgraded facilities, which are being designed by Rees Associates and Devlin Design Group, include a new set that will accommodate both HDTV 16:9 and NTSC 4:3 news production.

Capitol is also building a new 1,989-foot tower for its DTV station and sev-

eral other local stations, including WRAX-HD, WNCN-TV, and WNCN-HD. Currently, WRAL-HD's antenna is on WRAL-TV's 2,900-foot tower.

The base of the new tower will house transmitters for each of the stations. A steel grating will provide ice protection for the structure. WRAL-TV lost a tower in December 1989 in an ice storm.

WRAL-HD has ordered an Andrew antenna and is considering a Harris or Comark transmitter, says John Greene, Capitol Broadcasting's vice president of special projects. Kline Tower and Steel

has begun pouring the foundation and will continue construction when weather permits. Architektur, a local architectural firm, is designing the transmitter building.

Upon completion of the tower, WRAL-HD will transfer from its experimental channel 32 to channel 53 and begin broadcasting at full power. ■

Can't play without a partner

With few available portals, 'it's like bumper cars...seeing where they can take this'

By Richard Tedesco

The current media frenzy of corraling an Internet portal partner is like a race with no finish line.

Yet everyone still wants to get a risky bet down. Last week it was USA Networks' expensive turn as it paired with Lycos, whose search engine is an Internet powerhouse. The resulting merger, valued at about \$20 billion, seemed to climax a round robin of deals pairing portals with traditional media partners.

Not so, say analysts and industry insiders. It's still open season for Internet portal plays—despite clear indications that no one has a fix on just where the Internet will be 18 months from now.

"Nobody knows how this is going to evolve," says veteran media analyst Harold Vogel. "It's like bumper cars hitting each other and seeing where they can take this."

The next major point of impact seems equally impossible to predict in a race kicked off last June by NBC's co-ownership deal for Snap with CNet.

Now fast forward seven months, where several media giants have staked their own claims on the 'Net landscape. They have embellished the expensive patina of Web portals, great and small, from scant millions of dollars to a whopping \$6.7 billion—a statistic illustrating the volatility of a contest with no top or bottom.

Up until the USA Networks deal, the only sure constant, observers said, was that the portal players got money and media partners able to deliver more eyeballs. And from the TV companies' standpoint, their only guarantee was that they were in the race.

While some see USA-Lycos as just another

portal pairing, USA President/CEO Barry Diller's appreciation of commerce makes it a transaction with a difference, said Bill Bass, an analyst with Cambridge, Mass.-based Forrester Research.

"All these deals are roughly the same—until this one," he says. "Traditional media companies have not done well on the Internet. In traditional media, what wins is content. What wins on the Internet is commerce."

Other analysts speculate that it's the speed of the Internet's evolution—and broadcasters' fear of being left behind, especially in the nascent portal business—that is propelling the activity.

But long term, the outlook for similar portal plays remains cloudy. The only consensus among media observers is that more deals are likely as the 'Net business continues to define itself.

The USA-Lycos deal "could wind up being an incredibly smart move or one of the dumbest moves in history," says Watts Wacker, resident futurist for Westport, Conn.-based First Matter. "The half-life of things is so short, the bet you make on technology becomes a crashshoot these days. And what the

Internet may evolve into is dust."

For months, industry analysts have come up empty in gauging the impact of deals between TV companies and Internet powerhouses. That's because the deals—whether CBS' alignment with AOL or Disney/ABC's tie to Infoseek—had their own formulas based on the singular logic that the best defense was a good offense.

Wacker, for one, sees traditional media companies making future Web plays to stake turf online without risking any of their existing equity. And he foresees a massive corporate coalescing online where all companies can potentially play. "Eat or be eaten" can also be the strategy of the little guy," he said.

The Lycos deal may be a prime example of just that. As the fourth leading Web portal in terms of traffic, it was the odd man out in the wake of recent deals struck by Infoseek and Excite. "Saying you're the number four doesn't mean that much," says Wacker. "The No. 44 portal could blow by you tomorrow."

The perception is that in an increasingly competitive Web environment, the portals playing distant second fiddles to

Yahoo need traditional media partners with promotional power to simply survive. "If Lycos hadn't done this deal, it ran the risk of being out of the race," says Bass.

Despite the \$6.7 billion deal Excite struck with At Home, he says it still probably needs a traditional media "to drive traffic, and that isn't going to be At Home."

"There are only so many portals that will carry weight," says Vogel, "and it's not even clear that portals will remain portals because the whole Internet changes so quickly."

An eventual portal shakeout seems inevitable, analysts predict. Further challenging the dominance of the Inter-

Recent portal pacts at a glance

Date	Player	Portal	Deal value	What they got
Feb. '99	USA Networks	Lycos	\$18 billion	USA gets portal; Lycos gets Ticketmaster
Feb. '99	Fox	Yahoo	\$15 million	Fox shows get plugged online; Yahoo gets Fox eyeballs
Jan. '99	@Home	Excite	\$6.7 billion	@Home gets portal; Excite gets @Home money and eyeballs
Jan. '99	CBS	AOL	no \$ value	CBS News gets on AOL; AOL gets CBS News content
June '98	Disney/ABC	Infoseek/Go/Network	\$209 million	Disney gets portal to plug 'Net properties; Infoseek gets money, promotional power
June '98	NBC	CNet/Snap	\$38 million	NBC gets portal; CNet gets major media partner, money

net's main ports of entry, the Web is witnessing the emergence of sites billed as niche portals, such as ESPN.com.

There can be only "a few portals at the end of the game. The market is just too fragmented," adds Peter Krasilovsky, analyst for the Princeton, N.J.-based Kelsey Group. Krasilovsky argues that synergies between Lycos and Ticketmaster in the USA deal are exaggerated, with Ticketmaster already widely available. And he foresees newspapers getting into the portal business next.

But plenty of variations on the theme have fallen short of expectations, including the all-purpose Pathfinder site from Time Warner—another media giant prominently mentioned as a potential portal patron.

"What I think you'll see now are portals doing e-commerce deals," says Bass, pointing to the e-commerce aspect of the USA-Lycos deal that could help spark that trend.

USA-Lycos is a deal with a distinctive hue. That's due to the commerce properties, particularly Ticketmaster, that Lycos draws from it. Exposure on USA Networks is a distinctly secondary part of the proposition.

Lycos' links with Home Shopping

Network and Internet Shopping Network could generate greater sales of vacuum cleaners and the like, goosing HSN's underutilized shipping capacity in the process. "We needed a national portal if we were going to continue to grow. We needed an aggregation of eyeballs," USA's Diller declared, "so we could lie down these paths to commerce."

While the resulting \$20 billion market capitalization of this marriage appears impressive, it pales compared to the values Yahoo and America Online represent.

In Yahoo, there's *the* portal player that could buy a TV network such as CBS, says Bass—or, better yet, Discovery—in what would be a reversal of the sort of plays seen thus far. But he thinks that move wouldn't necessarily be in Yahoo's best interests. "The network business is a tough business," Bass observes.

So is the portal business, even when one lands a big partner: Lycos's stock endured a \$33 battering the day its deal with USA was announced, effectively knocking \$1.5 billion off its value. "The significance of this deal is greater than the companies involved. It finally takes the air out of the Internet companies," Vogel said. ■

Download that tune - legally

By Richard Tedesco

Five major music companies will run a digital music trial with IBM on Road Runner in San Diego this spring that could accelerate legitimate access to music online.

The six-month market trial will make full-length CDs and single music releases available to 1,000 Road Runner users in an IBM system considered secure by the record labels. PC users download music to hard drives, and then transfer it to recording devices.

The object: to discourage rampant piracy of digital music on the 'Net today by offering fast CD downloads—2 to 3 minutes in a broadband environment—that will include artwork.

Copyright protection will be carried in the system's encryption and electronic watermarking, intended to prevent illegal copying of music once it's downloaded. Kevin Conroy, senior vice president of worldwide marketing

for BMG, calls the security "a threshold to keep honest people honest."

Industry executives estimate that digital downloads could eventually represent 15% to 20% of music sales.

Mark Hardie, senior analyst for Forrester Research, believes digital downloads could double music revenues. And Hardie says the real-world San Diego test is an essential start: "The point of the trial is to put the technology in place to see what happens."

Spontaneous Web creativity won't be entirely snuffed. "A grunge band that wants to put up its music over the 'Net, that's legitimate goods," says Roger Faxon, senior vice president of business development for EMI Music. "What we're talking about here is piracy. Free is not good."

The trial, a tangent of the Secure Digital Music Initiative (SDMI) endorsed by the major record labels last year, will likely spawn more trials followed by commercial rollouts, industry executives said. ■

SITE OF THE WEEK www.kctu.com



KCTU-TV Wichita, Kansas Indie, ch. 55

Site features: Live streaming of first-run syndicated shows in two-year experiment, including *Judge Mills Lane*, *Robo Cop*, *NWA Wrestling* and *Extreme Ghostbusters*; also streaming locally produced weekly *River City Forum* talk show and *Sports Scene 2000*; links to several Kansas newspapers

Site launched: January 1998

Site director: Ron Nutt, KCTU general manager

Number of employees: 1

Design: in-house

Streaming technology: RealVideo

Traffic generated: averaging 650,000 page views monthly

Advertising: links to data on local merchants, virtual shopping mall

Revenue: N/A

Highlights: Much of KCTU's traffic originates abroad, with station planning to time-shift streaming of prime time programming to appear online in primetime for European viewers; *Sports Scene 2000* includes half-hour of online-only reportage on European sports

—Richard Tedesco

RADIO

HELP WANTED MANAGEMENT

Strong and stable Midwest Company is looking for a sales intensive general manager. Excellent compensation plan available, call Rob or Todd at 701-845-1490 or fax resume to 701-845-2903.

birschbach media sales and recruiting. Media sales positions nationwide; sales management; account executive; traffic-production-technical. Ph: 303-368-5900, Fax: 303-368-9675. E-mail: jbirsch@birschbachmedia.com.

HELP WANTED TECHNICAL

Suburban New York four station group looking for Chief Engineer to be responsible for its brand new, state of the art, broadcast facility. Must be able to take immediate responsibility of a multi-station, major market facility, and be able to troubleshoot and maintain a wide variety of broadcast equipment including high power FM transmitters and AM directional antenna systems, and assure compliance with FCC regulations. A working knowledge of LAN based computer systems a plus. Send letter, resume and salary requirements to Jake Russell, VP/GM, Pamal Broadcasting, Ltd., PO Box 310, Beacon, NY 12508 or Fax to: 914-838-2109. EOE.

HELP WANTED MISCELLANEOUS

RADIO BROADCASTING OPPORTUNITIES

WE ARE GROWING! Waitt Radio, Inc. is currently seeking talented broadcasting candidates for various positions within our organization. Progressive thinking and strong organization skills are a plus. If you are an experienced **General Manager, General Sales Manager, Sales Account Executive, Engineer or Broadcast Technician**, we would like to talk with you. We offer an unparalleled benefit package, including 401(k) and cafeteria plans. If you don't mind being challenged both personally and professionally, a long-term future with this company awaits you. Please send your resume and salary requirements (in confidence) to **Director of Human Resources, Waitt Radio, Inc., 13906 Gold Circle, Suite 201, Omaha, NE 68144. Equal Opportunity Employer.**

HELP WANTED RESEARCH

Research Manager- Katz Radio Group, the premier radio rep firm, seeks an individual with a minimum 2-4 years broadcast research experience. Along with managing a staff, this position requires ability to provide training, strategic sales support and strong client contact. Send cover letter with resume and salary requirements to: Katz Media Group, Human Resources Department, 125 West 55th Street, NY, NY 10019 or fax: 212-424-6110. EOE.

HELP WANTED ATTORNEY

FCC Attorney. Miami, Florida. Telecommunications company seeks in-house FCC attorney for radio acquisitions, minimum 5 years experience. Profit sharing, stock options. Excellent opportunity. Fax (305) 371-3213.

HELP WANTED SALES

Station/Sales Manager for expanding Southeast Ohio group to help manage 3 FM, 2 AM station group. Strong small market sales background needed. Base plus performance bonus. Send resume and references to Larry Patrick, Legend Communications, 5074 Dorsey Hall Drive, Suite 205, Ellicott City, MD 21042. EOE.

SITUATIONS WANTED PROGRAMMING

Program Director or Operations Manager position. Long time broadcast professional with impressive record in national, major and medium market radio seeks a long term PD or OM position in small market, preferably a resort area. Tremendous abilities and good teacher. Excellent with people and talent. Committed and loyal. Lee 316-262-7158.

SITUATIONS WANTED MANAGEMENT

Experienced broadcaster/businessman seeks GSM or GM position with possible buyout in small or medium market. Motivator of salespeople. Can announce. Willing to relocate. Top references. Top biller. Teddy 212-421-7699, 212-888-7347.

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Produce, host your own radio show, and generate hundreds of qualified Leads 50,000 watt NYC radio station. Call Ken Sperber 212-760-1050.

SCA Subcarrier available for the Boston metro area. Email mail@whrb.org for more information.

TELEVISION

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Assistant Business Manager. Responsibilities include corporate-level financial operations and reporting (including budgeting, general ledger, audit, credit and collections). Will report directly to Owner/President with responsibilities to CFO at corporate headquarters. Will act as alternate business manager for three subsidiaries (tv stations). Primary responsibility includes personal financial operations for Owner. Qualified candidate will have 5-7 years experience, preferably in broadcasting industry; accounting degree *required*; CPA preferred. Ability to work independently and prioritize work a must. Must be Bondable. Salary commensurate with experience. Send resume and salary history to: Human Resources, 800 N. Shoreline Blvd., Suite 2700 South, Corpus Christi, TX 78401 or Fax 512-884-0718. No phone calls. EOE.

KTCA-TV. Production Manager. FT w/ benefits. An experienced person is needed to manage the financial, legal, human and other material resources that go into television production project completion. BA and 2-3 years of related experience is required. Send resume, cover letter and salary expectations by February 19, 1999 to: Box 303-9; KCTA-TV; 172 E. 4th Street.; St. Paul, MN 55101. Sal: DOE. EEO.

General Manager (Eastern) Top 100, eastern GM sought. We are a dynamic, privately held media company seeking an experienced, energetic GM to join our group of three CBS affiliates. This is an outstanding opportunity to take this news leader to new heights. Must have at least 3 experience as a GM with proven managerial skills and a successful track record in news and sales leadership. Competitive salary and excellent benefits. Please FAX resume to: 201-646-4782.

General Manager. Top 60, south central market GM sought. We are a dynamic, privately held media company seeking and experienced, energetic GM to join our group of three CBS affiliates. This is an outstanding opportunity to lead this news challenger to new heights. Must have at least 3 years experience as a GM with proven managerial skills and a successful track record in news and sales leadership. Competitive salary and excellent benefits. Please FAX resume to: 201-646-4782.

HELP WANTED SALES



**birschbach media
sales recruitment
303-368-5900**

Fax resume to: 303-368-9675

National Sales Manager. 12WKRC-TV, the CBS affiliate in Cincinnati and a division of Jacor Broadcasting, is looking for a National Sales Manager. Three years as a national television rep or National Sales Manager is preferred, though not required. We will also look at exceptional senior Local Account Executives. No phone calls please. Please send resume and/or applications to: WKRC-TV, Attn: Business Office - NSM, 1906 Highland Avenue, Cincinnati, Ohio 45219. An Equal Opportunity Employer.

Sales Manager. We are looking for a Sales Manager with minimum 3 years experience in broadcast TV or Cable. Must have effective interpersonal and presentation skills, etc. Please send resume to WPXW-TV, 1010 Wayne Avenue, #625, Silver Spring, MD 20910 or Fax: 301-495-1280. EOE.

ADVERTISING SALES

Leading international television magazine group needs top sales person to sell advertising space across multiple titles. Successful candidate will have proven track record in sales and be an aggressive self-starter and closer. Experience in ad sales or the entertainment industry required. Knowledge of international TV industry a plus. We offer a competitive salary and benefits package.

Please send resume w/salary requirements to:

Cahners Business Information
HR Dept. - BCSLS
245 West 17th Street
New York, NY 10011
Fax: 212-463-6455

KHOU-TV
ACCOUNT EXECUTIVE

Seeking highly motivated team player. Must have new business development experience and excellent relationship building skills. Position requires 2-3 years sales experience. Advertising, newspaper or radio sales preferred, computer skills essential. Knowledge of TVScan, Scarborough and PowerPoint a plus. **Fax resumes to Linda dePrado 713-284-8818.**

KHOU-TV
SALES DEVELOPMENT
MANAGER

Looking for a creative new business development person. Ability to work with clients and account executives, plan and execute promotional projects; develop new revenue initiatives, build presentations on Power Point. Experience in Sales, Marketing or Promotions a plus.

Resume and cover letter needed.
Fax to Linda dePrado
713-284-8818

You can simply fax
 your classified ad to
Broadcasting & Cable
 at (212)206-8327.

Account Executive. Outstanding full time sales opportunity. Excellent communication and listening skills required. Media sales experience preferred but not necessary. Reliable transportation is mandatory. We offer excellent compensation and benefits. College degree preferred. Please send resume to: Local Sales Manager, WGGB-TV, 1300 Liberty Street, Springfield, MA 01102. EOE.

Account Executive. WWBT, the dominant NBC affiliate in Richmond, VA has immediate opening for an Account Executive. Minimum two years TV Sales experience and strong new business skills. We offer more sales support and services than most major market stations and the opportunity to earn a great income. Send resume and cover letter in confidence to: HR Director, NBC12, PO Box 12, Richmond, VA 23218. EOE M/F/D.

ABC affiliate WTVO in Rockford, Illinois is looking for a General Sales Manager with strong development know-how, demonstrated inventory control skills, and the ability to lead a team of champions. Experience with qualitative research and promotion as tools for market growth is a plus. Resumes to: Human Resources, c/o WTVO-TV, PO Box 470, 1917 N. Meridian Road, Rockford, IL 61105.

Local Sales Manager. Position available at Washington, DC's UPN affiliate for person to manage and motivate 5 Account Executives at aggressive station. Good opportunity for experienced sales professional to move up. Resume and cover letter to General Sales Manager, UPN20/WDC, PO Box 9662, Washington, DC 20016, Fax: 301-654-5209. Equal Opportunity Employer.

HELP WANTED NEWS

MORNING NEWS START-UP

You can't stop us...Minnesota Nine News is expanding AGAIN! KMSP-TV, UPN 9 in Minneapolis-St. Paul, is launching a major new morning show in September with openings for the following:

- | | |
|--------------------------|----------------------------|
| Hosts | Executive Producer |
| Anchor | Producers |
| Meteorologist | Associate Producers |
| News Reporters | Directors |
| Feature Reporters | Photographers |
| Traffic Reporter | Graphic Artist |

Previous experience on a major-market morning newscast and/or start-up of a new show is a strong plus. Send tapes and resumes to **Dana Benson, News Director, KMSP-TV, 11358 Viking Drive, Eden Prairie, MN 55344.** No phone calls! KMSP-TV is an Equal Opportunity Employer.

ASSISTANT NEWS DIRECTOR

KGO Television is seeking an experienced News manager to oversee the daily newsgathering operation including coverage, production, promotion and scheduling. Will assist News Director in strategic planning, sweeps coordination, budget management and long-term projects and goals. Must be a strong leader, a passionate journalist and a creative thinker. Major market television news management experience is required. Open until filled. Please send resume and cover letter to:



KGO-TV Personnel
 900 Front Street
 San Francisco, CA 94111
 EOE

NEWS DIRECTOR

Univision 48 in the Rio Grande Valley of South Texas is now accepting applications for News Director.

Ideal candidate must have excellent news judgement with experience as a News Director or Assistant News Director, must speak and write English and Spanish fluently, and be able to lead a team of top flight talent. Salary commensurate with experience. Send resume to: **KNVO-TV 48, 1800 South Main Street, Suite 850, McAllen, TX 78503. Fax: 956-687-7784. KNVO is an Equal Opportunity Employer.**

FOR DAILY CLASSIFIED UPDATES...

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SENIOR WRITER

Leading trade publication in advanced television technical market is seeking a senior writer. Previous experience writing about TV technology for a business magazine preferred. Great opportunity with expanding publication. Please send resume with salary requirements and two writing samples to:

Cahners Business Information
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245 West 17th Street
New York, NY 10011
Fax: 212-463-6455

Assistant News Director. Degree required. Strong journalistic and people skills; previous news supervisory and on-air anchor experience essential. Please send tape and resume to Personnel Director, KLST-TV, 2800 Armstrong, San Angelo, TX 76903. EOE.

Co-Anchor/Reporter. FOX affiliate looking for Co-Anchor for 10pm newscast. Need at least two years experience anchoring plus solid reporting skills. No beginners. No calls. Tape and resume to Jim DePury, News Director, WPMT FOX 43, 2005 S. Queen Street, York, PA 17403. A Tribune Broadcasting Station. EOE.

2 Sports Positions Open: Photographer/Editor and Producer. GameDay productions in Dallas, TX. Produce sports shows concerning NASCAR and other sports for network affiliates. Looking for 3 to 4 years of ENG experience. Producer must have strong skills in writing and editing. Equipment: Beta SP, Media 100 and linear 1015 E. Rd to Six Flags, Suite 100, Arlington, TX 76011.

Las Vegas has more than its share of scams, scandals, conmen, and crooks. That keeps our award-winning I-Team busy. Want to join them? If you're an experienced Investigative Reporter, we want to see your tape. Send it to KLAS-TV, 3228 Channel 8 Drive, Las Vegas, NV 89114.

2 Sports Positions Open: Photographer/Editor and Producer. GameDay productions in Dallas, TX. Produce sports shows concerning NASCAR and other sports for network affiliates. Looking for 3 to 4 years of ENG experience. Producer must have strong skills in writing and editing. Equipment: Beta SP, Media 100 and linear 1015 E. Rd to Six Flags, Suite 100, Arlington, TX 76011.

Video Associates, Inc., is seeking a full-time photographer with at least 3 years of professional experience. Work will consist of shooting long format programming on Sony's top of the line Betacam camera (D600). Please send your resume and sample reel showing your feature work to: Video Associates, Inc., 815 W. Van Buren, Chicago, IL 60607.

News Director: WJXT-TV, the Post-Newsweek station in Jacksonville, FL is looking for a News Director who can meet the challenges of leading one of the nation's highest-rated news operations. If you combine the skills of manager, producer and journalist, if you have integrity and vision, and are driven to win, we want to hear from you. Contact: Sherry Burns, VP/GM, WJXT-TV4, 4 Broadcast Place, Jacksonville, FL 32247.

Sports Anchor. KMSP-TV, Mpls.-St. Paul, seeks candidates for sports anchor. We're non-traditional. You should be too: creative, funny and lots of attitude. Tapes and resumes to Dana Benson, News Director, KMSP-TV, 11358 Viking Dr., Eden Prairie, MN 55344. No phone calls! KMSP-TV is an equal opportunity employer.

KFMB-TV, CBS affiliate, in San Diego, CA is searching for a Nightside Executive Producer. Candidate must know how to dig up important stories and tell them well. Must be able to advance the big story of the day and make it feel fresh at night. Candidate must be a proven leader who can take an excellent producing staff and make it even better. Candidate must know how to use graphics, production, writing and editing to enhance good journalism. Minimum three years producing/field producing/reporting experience preferred. At least one year of news management preferred. Please send resume and tape to KFMB-TV, Human Resources, 7677 Engineer Road, San Diego, CA 92111.

News Producer. ABC2, Baltimore has an immediate opening for a News Producer. If you're a creative line producer who knows how to showcase and write, this job is for you. You must be able to handle multiple live shots and breaking news. The ideal candidate must have 3-5 years experience, related degree, be organized, have a professional approach and have solid news judgement. We are an EEO employer providing a drug-free work place through pre-employment screening. Send tape, resume and news philosophy to Ms. Sandra McKeller, Job #128, 6400 York Road, Baltimore, MD 21212. Women and minorities are encouraged to apply.

Reporter. Newschannel 10 is looking for a General Assignment Reporter. Candidate must possess excellent writing skills and demonstrate the ability to develop and deliver compelling news stories. Live experience a plus. 1-2 years experience preferred. Resume and tape to Shane Moreland, News Director, Newschannel 10, PO Box 10, Roanoke, VA 24022-0010. Newschannel 10 is an Equal Opportunity Employer. M/F Pre-employment drug screening required.

WSNS-TV/Telemundo Job Openings. Telemundo affiliate in Chicago has an opening for the following positions: **News Anchor:** For its 5:00pm and 10:00pm newscasts. Bilingual with 5 years of anchoring and reporting experience. **Weather Anchor:** Innovative and experienced meteorologist sought with knowledge of weather graphic systems applications. **News Producer:** Organized, assertive bilingual person with 5 years of experience needed to join a growing and aggressive news department. **Engineer:** 5-7 years of Television maintenance experience on VTR's, cameras, routing systems, microwave and digital equipment. Bilingual is a plus. **News Graphic Artist:** Needed to create graphics for the News and Programming departments. Required experience on news electronic systems (Chyron Liberty and Quantel Paint Box). Bilingual is a plus. **Director:** Seeking experienced bilingual person to direct and technical direct 5:00pm and 10:00pm newscasts. Must have knowledge of news equipment operations and Grass Valley 4000-2 switcher. Please send resume to: Don Aguirre, Director of Operations, WSNS TV, 430 West Grant Place, Chicago, Illinois 60614, Phone: 773-244-7130, Fax: 773-929-4116, Email: WSNSOPS@AOL.COM EOE

Univision 26 KINT-TV El Paso, an Entravision Communications Station, is looking for a Photographer and Editor for weekday and weekend news. Full-time position. Experienced preferred. Will shoot and edit, run live truck, keep tape library. Send tape and resume to Zoltan Csany-Salcedo, News Director, KINT-TV, 5426 N. Mesa, El Paso, TX 79912. Fax resume 915-587-9893.

WPBF Eyewitness News 25 is looking for an experienced, aggressive Videographer to work in a fast-paced news environment. Applicant must have several years experience shooting, editing and operating live microwave trucks. DVC Pro and Betacam experience preferred. Person must be capable of working alone and with a reporter. 1-2 years experience necessary. WPBF, a Hearst-Argyle managed station, is an Equal Opportunity Employer. Interested? Please send a tape and resume to: WPBF, 3970 RCA Blvd., Suite 7007, Palm Beach Gardens, FL 33410, Attn: Margaret Cronan, News Director.

Meteorologist: Strong top market television station has an immediate opening for an on-air Meteorologist. We want a highly motivated team player who possesses a thorough knowledge of the science of weather and at least 2 years of on-air experience, B.S. in Meteorology and A.M.S. Seal preferred. Computer experience, especially on the Weather Genesis a definite plus. Please send a resume and VHS tape to: Julie S. Weindel, News Director, WHIO-TV, 1414 Wilmington Avenue, Dayton, OH 45420. No phone calls please.

Producer for entertaining prime-time news magazine program on CNN and CNN International exploring stories about leadership, creativity and inspiration in the world of business. Lead team of producers, oversee line & post production, direct story development. Solid background in financial news, writing, reporting and production. Creative. Assertive. Problem-solver. Team leader/player. Resume and Tape to Executive Producer, Albie Bozzo, CNNfn, 5 Penn Plaza, 21st flr, NY, NY 10001. *Absolutely No Calls.*

Weather Anchor/Co-Host: For morning news program, WETM-TV, NBC affiliate, Elmira, NY. Position requires candidate to help produce and do occasional reporting. Proficiency with Kavouras Titan i-7 technology desired. Shooting skills a plus. 1-2 years experience required. Send tapes and resumes to: Paul Donohue, News Director, WETM-TV, 101 E. Water Street, Elmira, NY 14901.

Do you produce the best newscast in your market and are ready to take the next step into management? Or are you a news manager who wants to join a great company whose number one priority is news? WPBF Eyewitness News 25 in West Palm Beach is looking for an Executive Producer to help take our station to the top. If you believe writing is key, motivating employees is essential, and hard work is exhilarating, please send your resume to: Margaret M. Cronan, News Director, WPBF-TV 25, 3970 RCA Blvd., Suite 7007, Palm Beach Gardens, FL 33410. WPBF, a Hearst-Argyle managed station is an Equal Opportunity Employer.

Producer: WYFF-TV, The Pulitzer NBC station in Greenville, SC, is searching for an aggressive, high-energy newscast producer who is an excellent writer. One year of experience and a college degree required. Your tape, resume and letter should show us how you make a difference in the newscast. Send to WYFF-TV, Human Resources Manager, 505 Rutherford St., Greenville, SC 29609. EOE

News Photographer: Responsibilities include working with a reporter to generate stories and the ability to function on an individual basis. Applicants should be proficient in live, videotaped, production and editing. A full benefits package is included. Please send resume, cover letter, reference list, and a current tape to Scott Rheim, Chief Photographer, WCTI-TV, PO Box 12325, New Bern, NC 28561. (2 positions available).

WKRG-TV has an opening for a News Director. College degree in Journalism with a minimum of ten years experience in news. Five years experience required in management. Applicants should send references and resumes to WKRG5, Attn: Human Resources, 555 Broadcast Drive, Mobile, AL 36606. WKRG5 is a drug-free workplace and employment is contingent upon passing a substance abuse test. WKRG5 is an Equal Opportunity Employer. EOE M/F/D/V.

Producer/Videographer. KMSP's creative services department is looking for an energetic Writer/Producer/Shooter with at least 2 years experience to create news promotion spots and client projects. Non-linear editing experience a plus. Send your tape/resume to John Dunn, Assistant Creative Services Director, KMSP-TV, 11358 Viking Drive, Eden Prairie, MN 55344. No phone calls. KMSP is an Equal Opportunity Employer.

HELP WANTED TECHNICAL

Admit it.



Entertainment has always been your thing.

When you join DIRECTV®, you become part of the ultimate home entertainment experience. With over 200 digitally delivered channels, we offer subscribers the very best in sports, movies, music and more. It's no wonder DIRECTV and the DIRECTV system are the fastest-selling consumer electronics products in U.S. history. If you've always wanted to be a part of the entertainment industry, you can do it here. After all, the only thing growing faster than our reputation is our audience.

Technical Services Technician

We are seeking individuals with widely diverse RF broadcast satellite experience to diagnose and repair equipment and/or system problems. A 2-year college degree or equivalent along with 3 years of hands-on experience in RF video and audio standards and measurements are required. The ability to repair equipment down to the component level is necessary. In addition, experience in as many of the following areas as possible is needed: analysis/troubleshooting/repair of complex analog/digital video, communication, data and control systems and equipment; satellite earth station transmitters; receivers and antenna tracking systems; analog and digital routers, videotape recorders/players, switchers, and broadcast automation systems. Will also assist engineering in the planning, design, documentation, installation, and checkout of new or modified electronic systems and equipment. Ideal candidates must also have experience with spectrum analyzers, oscilloscopes, audio analyzers and/or waveform monitors. Must be willing to work early mornings, late nights and/or weekends and work overtime as needed. Must also have extensive range in lifting/carrying and be able to remove/install equipment.

DIRECTV offers an excellent compensation and benefits package, as well as the chance to make an impact on a huge audience, in an industry that gets more exciting every day. For immediate consideration, please forward your resume and salary history to: DIRECTV, Inc., Attn: Employment-TS, 5454 Garton Road, Castle Rock, CO 80104; or fax to: (303) 668-7088; e-mail: crb-hr@directv.com. Visit our Web site at www.directv.com. DIRECTV is proud to be an Equal Opportunity Employer. We do more than support workforce diversity — we live it!

VYVX Teleport Denver has an excellent opportunity in its Operations department for an individual experienced in satellite communications. Position requires a minimum 3 years television experience; working knowledge of satellite equipment and procedures; analog/digital transmissions systems; familiarity of broadcast test and measurement equipment; ability to schedule and perform simultaneous feeds. Fiber optic and computer knowledge helpful. Customer service skills a must. Send resume and salary requirements to: Operations Manager, Ad Code WCV010, Vyvx Teleport Denver, 9174 S. Jamaica St., Englewood, CO 80112, or use our resume builder at www.wilcom.com. Resumes are electronically scanned. Submit on plain white paper with minimal formatting.

Chief Engineer. The Toledo market's leading television station, WTOL-TV, is seeking a Chief Engineer. As part of the growing Cosmos Broadcasting Corporation group, WTOL is a well established, well equipped CBS affiliate in the nation's 66th market. Leading candidates will have superior technical proficiency in studio and transmitter operations/maintenance. Strong computer skills and strong communications skills are a must. Three to five years experience as a chief or assistant chief is required. If you're a leader, a manager, and a problem solver, we want to hear from you! Send resume with salary history to General Manager, PO Box 1111, Toledo, Ohio 43699-1111. No phone calls please. EOE.

Roscor Corporation, a world leader in communication systems engineering and integration, has unique opportunities for engineers with a solid background in television systems, transmission systems and satellite communications systems design. Opportunities require applicants to travel and/or live abroad. A minimum of 5 years experience and engineering degree are required. Send resume to Roscor Corp., 1061 Feehanville Dr., Mt. Prospect, IL 60056, or fax them to 847-803-8089, to the attention of V. Schwantje.



Global sports entertainment co WITH ATTITUDE and a state-of-the-art TV facility in Stamford, CT, has the following openings:

BROADCAST ENGINEER

3 to 5 years experience with all SONY VTR formats (including digital). Also GVG switchers, Devious & K-Scope skills a plus.

TAPE OPERATOR

Audio/video recording and playback; duplication and execution of fiber and satellite traffic from site; formats include 1", analog and digital betacam, 3/4". At least 3 years experience required.

AUDIO ENGINEER

3+ years experience with production and post production audio mixing. Digital workstation mixing skills a plus.

Candidates for these positions must possess excellent interpersonal skills and enjoy working in a team environment. Send resume indicating position of interest to:

**Human Resources Department
TITAN SPORTS, INC.
1241 EAST MAIN ST, STAMFORD, CT 06902
FAX (203) 359-5151**

UPN 45, KUVI in Bakerfield, California has an immediate opening for a "hands-on" Chief Engineer. Applicants should possess strong working knowledge of routing and production switchers, high power UHF transmitters (klystron or IOT), new studio and control room design and construction, the maintenance of Sony Betacam and one-inch video tape formats and must be familiar with current FCC Rules and Regulations. For consideration, fax a confidential resume including salary requirements to: 310-348-3659, Attention: Bakersfield Chief Engineer Position. EOE.

Director of Engineering. Progressive Communications Company is seeking a news corporate chief engineer to oversee the technical operations for a group of television stations in accord with FCC regulations. Candidate will also be responsible for overseeing all equipment and property maintenance, assuring operation within Federal and State safety regulations and in accord with good engineering practice. Other responsibilities will include overseeing the compiling of engineering data for FCC licenses, permits and the posting of all licenses and authorizations as required. Candidate must also be able to design and layout new equipment installations and evaluate and recommend capital expenditures for the stations. Requirements include a two-year Associate Degree in Electronic Technology or commensurate experience. Experience should include 5 years supervisory experience, and 3 years as a Chief Engineer. Requirements also include technical knowledge of design and construction of broadcast facilities. A knowledge of DTV requirements and the ability to direct the installation of the new digital facilities as well as knowledge of budgets and the ability to negotiate contracts with equipment providers is also required. Please FAX resume to: 201-646-4782.

Engineer. Philadelphia-based Starliner Mobile Video is seeking an Engineer in Charge for its premier expando mobile television unit. Experience with GVG switchers, Abekas DVEs, iNFINIT!, Ikegami cameras, etc. desired. Must be very client oriented and be able to work well with high-level network personnel. Attractive salary and benefits. Fax resumes to Mike Korn at 610-626-2638 or mail to 525 Mildred Ave., Primos, PA 19018.

You can simply fax your classified ad to **Broadcasting & Cable** at (212)206-8327.

Transmitter Supervisor/RF Maintenance Engineer: Needed for NY City television station. This position requires current experience in the maintenance and trouble shooting of Harris/Varian MSDC and older PYE transmitters, including Microwave, remote control and fiber optics transmission systems. Duties will also include maintaining FCC compliance through out the RF transmission plant, as well as maintenance of the station's studio equipment and facilities. Please send or fax resume to: 390 W. Market Street, Newark, NJ 07107, Attn: Chief Engineer, 973-643-1903. USA Broadcasting is an Equal Opportunity Employer and encourages women and minorities to apply. No phone calls please.

HELP WANTED PROMOTION

KHOU TV a Belo company; Houston's CBS affiliate is looking for a: Promotions Writer/Producer- Looking for a top notch promotion writer/producer who can produce everything from breakthrough spots to strong, targeted news topicals. Must have strong copywriting, graphic sense, and familiarity with editing/ post production. Non-linear editing experience helpful. Minimum 3 years broadcast promotion experience. If you want an environment where you can experiment with film, post scores and high end graphics, this IS the place. Excellent benefits and a chance to join a fun creative team. Fax Linda dePrado at 713-284-8818

Promotion Writer/Producer. The ABC owned station in mid-Michigan is seeking a highly motivated producer responsible for creating high energy news topical promotion. Position requires a strong creative sense, superior writing skills, and the ability to work with a deadline. Non-linear editing experience a definite plus. Please send your non-returnable demo reel and resume to: Keith Stironck, Creative Services Director, WJRT-TV, 2302 Lapeer Road, Flint, MI 48503.EOE.

Promotions Writer/Producer. Boston's NBC affiliate is looking for someone with strong writing skills and a great eye for graphics. Must be able to work in a fast-paced environment and meet tight deadlines. Ideal candidate will have 3-5 years of on-air news promotion producing experience. College degree preferred. Rush tape and resume to: Human Resources, BC215, WHDH-TV, 7 Bulfinch Place, Boston, MA 02114. An EOE, M/F/D/V.

TV Promotion Writer/Producer. KCCI in Des Moines, Iowa is looking for a creative and energetic Promotion Writer/Producer. Prior promotion experience and AVID editing experience preferred. Must be able to work evenings. Send resume and tape to Mike Cunningham, KCCI, 888 Ninth Street, Des Moines, IA 50309. EOE.

HELP WANTED RESEARCH

WOIO and WUAB in Cleveland, Ohio, Raycom Media stations, have an immediate opening for a Research Director to work with a highly motivated and creative sales staff. Candidates must possess thorough knowledge of Nielsen ratings, TVScan, Scarborough research, PowerPoint, CMR and Microsoft Office. The job entails full involvement with the sales department including collecting and analyzing Nielsen research data, preparing written and graphic presentations, developing sales positioning pieces, coordinating with our rep (Telerep). Will also work closely with Programming, News and outside news consultants. This person must be creative, self-motivated, comfortable working under deadlines and with little supervision. Qualified candidate must have 3-5 years experience in broadcasting or related fields. We are an EOE and qualified minorities and females are encouraged to apply. Submit resume and pay requirements to: Tom Humpage, GSM, WOIO/WUAB-TV, 1717 E. 12th St., Cleveland, OH 44114. 216-515-7012.

HELP WANTED ADMINISTRATION

ADVERTISING SALES SERVICES COORDINATOR

Leading International television magazine group has an immediate opening for an energetic, organized, self-starter.

Position provides sales support to international sales team. Administrative duties include faxes and correspondence, preparing and distributing media kits and maintaining sales database. Heavy client contact. Handles customer inquiries concerning ad rates and material requirements. Serves as liaison to offices in London and Singapore regarding circulation, production, marketing and trade show arrangements.

Ideal candidate should have excellent communication skills, good follow through, be detail-oriented and thrive in a fast-paced deadline driven environment. Previous experience in sales or publishing a plus. Excellent growth opportunity. Terrific pay and benefits.

Please send resume to:

**Human Resources
Cahners Business Information
245 West 17th Street
NY, NY 10011
Job #BCINTL**

WAAY-TV, Huntsville, Alabama has an immediate opening for a focused and highly motivated Administrative Assistant to be the new General Manager's right hand! Must be an energetic, organized self-starter with well-developed people skills, excellent written and oral communications abilities, and proficient with computers. Ideal candidate should have 2 years experience in a broadcasting environment, must have professional appearance, extremely detail-oriented, experienced in handling daily secretarial duties, and can thrive in a fast-paced surrounding. Please send your resume to Personnel Manager, Bulletin #376, WAAY-TV, 1000 Monte Sano Blvd., Huntsville, AL 35801. Pre-employment drug testing. EEO.

HELP WANTED PRODUCTION

ASC
A LEITCH COMPANY

FREELANCE NLE EDITORS

Burbank-based high-tech mfg. Co. seeks freelance editors to drive non-linear news editing system.

News and AVID experience a +.

Mail resume/hourly salary requirements to HR-FE, 4400 Vanowen Street, Burbank, CA 91505, Fax 818-842-8945 or E-Mail to hr@ascvideo.com

Production Manager-TV Production Company. Fast-growing NY-based TV production company specializing in non-fiction series for cable networks seeks jack-of-all-trades genius with 6+ years experience in operations/administration. Kick us into shape! Fax resume to: 212-661-0153.

Consumer Reporter/Segment Producer-Motorweek. Exciting opportunity available as Segment Host and Producer on MPT's nationally-televized automotive magazine program - MOTORWEEK. Requires Bachelor's degree in Broadcasting, Communications or related field; two year experience in professional video production which includes significant experience as an on-air talent; and demonstrated ability in basic video editing techniques. General knowledge of automotive industry, jargon and current models helpful; extensive out-of state and international travel necessary. Salary: To mid-\$30's comm. with experience. Send resume, cover letter and Beta or VHS demo tape (tapes will not be returned) no later than February 26 to: Maryland Public Television, Human Resources, 11767 Owings Mills Blvd., Owings Mills, MD 21117. MPT is an EEO Employer.

HELP WANTED GRAPHICS

Television Graphics Designer/Producer. The Associated Press is seeking an experienced television graphics professional for the Washington, DC headquarters of GraphicsBank, the AP's on-line TV graphics service for news operations worldwide. You would follow news stories and design complementary partial and finished still graphics (no animation); source and process raw imagery into elements for stations to use as source material for their own graphics; write captions for images, input completed files into a database, and upload them to the web. We are looking for a pro with a good eye and strong journalistic orientation. Experience in creating TV news graphics is essential. Equally important is interest in world events and a commitment to still graphics as an integral part of news presentation. You must work effectively in a news environment, and have the desire and energy to respond quickly to breaking news and requests from our member stations. Ideal candidate has worked on a Macintosh platform and is well-versed in Photoshop. Knowledge of Freehand a plus. We are a 24-hour, 7 day per week shop. To apply, send letter, resume, and demo tape to Assistant Managing Editor/Television Graphics, The Associated Press, 1825 K St. NW Suite 710, Washington, DC 20006.EEO/AA.

HELP WANTED CREATIVE SERVICES

Creative Services Director. Responsible for preparing budgets, create media campaigns, oversee placement of outside media. Oversee station PR and on-air promotion. Manage writer/producer, artists, art director. Communication degree preferred, minimum 2 years experience Promotion Manager or CS Director. No calls. Resume to: Stuart Powell, Reg. Director, WPGH FOX-53, 750 Ivory Avenue, Pittsburgh, PA 15214. EOE M/F.

You can simply fax
your classified ad to
Broadcasting & Cable
at (212)206-8327.

HELP WANTED PROGRAMMING

SF Asian language TV station seeks Program Director. Responsibilities include program acquisition, contract negotiation, overseeing local program development and production, FCC reporting, staff supervision. Requires knowledge of FCC rules/regulations, Windows 95 proficient, excellent organizational/oral/written communication skills. Resumes to: HR-299-05B&C, 100 Valley Drive, Brisbane, CA 94005. Fax 415-467-3839. EOE. No calls. Deadline: 2/26/99.

HELP WANTED MARKETING

Television Marketing Director. WTAJ-TV, Channel 10, the CBS affiliate in Altoona-Johnstown, is looking for an experienced Marketing Director who has significant background in station, news and sales marketing and promotion. This position is responsible for the planning and execution of all on-air and outside media campaigns. Candidate must be PC literate, a college graduate, have 3-5 years of television marketing experience or equivalent, and possess strong interpersonal, organizational and supervisory skills. One to three years of demonstrated leadership and office administration a must. Experience in AVID editing preferred. Send tapes, a cover letter including salary requirements, and resume to: Donna Musser, WTAJ-TV, 5000 - 6th Ave., Altoona, PA 16602. WTAJ-TV is owned and operated by Gateway Communications, Inc. EOE

Marketing and Promotion Manager. KGUN 9, the ABC TV affiliate in beautiful Tucson, Arizona is searching for a creative, talented person to be the station leader of initiatives and strategies in the development of audiences for news, network and syndicated programming. The position is responsible for creating and executing strategic plans for station advertising on air, in print, radio outdoor, and public relations. The successful candidate must have the ability to create and produce promotion campaigns; a solid understanding of ratings and research; outstanding production skills; and media buying experience. Management skills required are leadership and management of staff, development and administration of efficient budgets, and balancing multiple projects. A college degree is preferred. Required technical skills include solid creative writing, producing and planning. Three to five years experience in television promotion and a minimum of one year of management are required. Radio promotion experience and knowledge of market research tools are pluses. KGUN-TV offers competitive compensation and an excellent benefits package. Please send or fax your resume to: Human Resources, KGUN 9, PO Box 17990, Tucson, AZ 85731, Fax: 520-733-7025. It is the policy of this station not to discriminate in its employment policies and practices because of race, color, religion, sex, age, national origin, or disability.

RESUME TAPES

Career Videos prepares your personalized demo. Unique format, excellent rates, coaching, job search assistance, tape critiques. Great track record. 847-272-2917.

You can simply fax your classified ad to Broadcasting & Cable at (212)206-8327.

CABLE

HELP WANTED MARKETING

Marketing

RESEARCH POSITIONS

Encore Media Group, the nation's largest provider of premium movie networks has the following openings:

MARKETING RESEARCH MANAGER

(Job E609BC) We'll rely on you to analyze qualitative and quantitative data to address marketing issues and provide input for management decision making. Responsibilities include objective definition, project design and activities relating to data collection. A bachelor's degree, 5-8 years' business experience, market research design and analysis skills are required. An orientation to detail and good interpersonal, communication and organizational skills are essential.

RESEARCH ANALYST

(Job E606BC) You'll work with syndicated ratings data in support of Encore's programming acquisition and scheduling, marketing and promotion, and distribution decisions. Responsibilities entail analyzing Nielsen Media research ratings data. Ideal candidate should have hands on experience using TV ratings, preferably Nielsen national meter data, and/or a film background with a familiarity with research practices. Experience with a syndicated on-line database such as Nielsen Galaxy navigator/Explorer is a plus. Advanced verbal and written skills to describe analyses and create presentations are required. Candidates must be proficient with Excel and familiar with Powerpoint or other graphics package.

For fastest processing of your resume it's important to put the job number on your response. Send resume and salary history to Encore Media Group, P.O. Box 6542, Englewood, Colorado 80155 or fax to 303-267-7370. EOE.



HELP WANTED PROMOTION

on air PROMOTION WriterPRODUCER

The COURT TV network, based in NYC, is seeking an aggressive SENIOR WRITER-PRODUCER with amazing copy-writing skills, and incredible dexterity in the edit room. Non-linear experience a plus.

We are looking for a unique visualist unafraid of running ahead of the pack.

Experience in news promos a must. Managerial aptitude a must.

For immediate consideration, please send resume, demo tape and salary requirements to COURT TV, Attn: Human Resources-RG, 600 3rd Avenue, NYC 10016.



(No phone calls, please)

HELP WANTED FINANCIAL & ACCOUNTING

REGIONAL TRAFFIC, BILLING AND CREDIT MANAGER

If you want an exciting opportunity to join an established cable television advertising company working in West Palm Beach, Florida. Media Partners is now accepting applications for this top-level position. Media Partners is a Division of Adelpia Communications Corporation, a top ten cable MSO, providing excellent career opportunities with exceptional benefits.

To qualify you must have a high school diploma or equivalent. Accounting background preferred. Must have a valid driver's license with a good driving record. Minimum of two years in traffic and billing with a large cable system or interconnect required. Minimum of two years supervisory experience required. Must possess effective written and verbal business communication skills, along with the ability to deal with clients regarding collections. Must be able to operate a computer and able to move 15lb boxes of paper. Occasional travel required. May be required to sit for extended periods of time. Successful applicant must pass drug/alcohol, physical examination, DMV and criminal record check.

Mail or fax resume to:

Human Resources

Adelpia Cable Communications

2001 W. Blue Heron Boulevard

Riviera Beach, FL 33404

Fax # (561) 882-4323

ADELPHIA IS AN EQUAL OPPORTUNITY EMPLOYER

Controller for diversified cable and broadcasting company located in the Pacific NW. Experience as a controller a must; experience in a closely held corporate environment preferred. Good communication and people skills needed. MBA and/or CPA preferred. Please send resume, references, and cover letter including salary requirements to: Personnel, PO Box 7009, Eugene, OR 97401. EEO. For additional info contact Stacie (541) 485-5611.

Broadcast/Journalism Position. Broadcasting/Journalism. Augusta State University's Department of Languages, Literature and Communication invites applications for a full-time tenure track position to begin August 1999. Candidate should hold a Master's degree or higher and should possess outstanding professional experience in print and broadcast journalism and production aspects of radio and television. Candidate's vita should show evidence of leadership in emerging electronic media and other forms of mass communication. A minimum of five years of professional experience in newspapers, roadcasting and other venues of mass communications required. University teaching experience preferred. Duties include teaching undergraduate courses in Mass Media and Society, Broadcast Journalism, Newswriting (print) and Radio and Television Production. Successful applicant will advise students and participate in a range of university and community service projects. By March 30, 1999, applicants should send a letter of application, a detailed vita, and three letters of recommendation to Lillie B. Johnson, Chair, Department of Languages, Literature and Communications, Augusta State University, 2500 Walton Way, Augusta, Georgia, 30904. *Augusta State College is an Equal Opportunity/Affirmative Action Employer.*

American University School of Communication in Washington, DC seeks graduate fellows to assist in teaching and professional duties while earning a Master's degree in Journalism and Public Affairs. This 10-month program begins in July. Program includes Washington internships and a faculty with professional credentials. The positions are part-time and designed to provide financial assistance to students admitted for graduate study. For more information, write to: School of Communication, Graduate Journalism Programs, American University, 4400 Massachusetts Ave., NW Washington, DC or e-mail at socgradp@american.edu.

Southern Methodist University is accepting applications for four graduate assistantship positions available in our M.A. program in Television/Radio. Tuition waiver plus monthly stipend. Video production experience desirable. Contact: David Sedman, SMU Communication Arts, PO Box 750113, Dallas, TX 75275-0113; email dsedman@mail.smu.edu (214) 768-3375. AA/EEO

Faculty Position: H.H. Herbert School of Journalism and Mass Communication, University of Oklahoma. Journalism, assistant/associate professor. Tenure-track. Primary teaching areas must include two of the following: television news, mass communication law, electronic newsgathering techniques, broadcast writing, and documentary film/TV. Secondary teaching area in at least one of the following is desirable: radio news, public affairs reporting, writing for the mass media and informational computer graphics. Must be computer literate, qualified to advise graduate students, supervise theses, and have a strong interest in implementation of new technologies. Substantial professional experience required. Candidates must have a record of good teaching. Masters required, Ph.D. preferred. Salary commensurate with experience. Applications will be reviewed beginning March 1, 1999, and will be accepted until the position is filled. The successful candidate will begin in August 1999. Applicants must provide (1) a letter of application providing specifics regarding their teaching and professional experience and describing how they would expect to publish or engage in research or other creative activity as a faculty member; (2) a curriculum vitae; and (3) names, addresses, and current telephone numbers of at least three references. All materials should be sent to: Director, School of Journalism and Mass Communication, The University of Oklahoma, 860 Van Vleet Oval, Room 101, Norman, OK 73019-0270. The University of Oklahoma is an Equal Opportunity/Affirmative Action Employer. Women and minorities are especially encouraged to apply. OU has a policy of being responsive to the needs of dual-career couples.

HELP WANTED BROADCASTING

Sr. Media Coordinator. Oversee and coordinate news broadcasting programs of AIPs Public Information Division; identify and maintain relations with key personnel in broadcast news rooms. Place science news stories in news media; respond to current events. Work with in-house and outside experts to generate new story ideas, target print media, coordinate press conferences and place science stories in news media. Work with member societies to utilize their resources in identifying potential interviewees and current topics. Job requires an experienced broadcast journalist/producer, with strong public relations background and established relations in the media; science background highly desirable. The American Institute of Physics is a \$62 million non-profit organization headquartered in College Park; AIP offers excellent benefits and competitive compensation, on-site day care and fitness centers, as is. If interested, send cover letter, salary history and resume to: Alice Robinson, Human Resources Department, American Institute of Physics, One Physics Ellipse, College Park, MD 20740. E-mail: aiphr@aip.org or Fax: 201-209-0847.

HELP WANTED RESEARCH

Research/Marketing Analyst. Highly respected, fast paced, Long Island based media research company. Must have strong quantitative and communication skills, knowledge of Excel and Word and a college degree. Experience with Nielsen ratings and Power Point a plus. Salary commensurate with experience. Send resume and references to: PO Box 698, Syosset, NY 11791.

ALLIED FIELDS**HELP WANTED INSTRUCTION**

Cree-Walker Distinguished Professorship in Communication. The Department of Languages, Literature and Communications is seeking a specialist in radio-TV broadcasting and/or film and video. Knowledge of general communication principles and theory, video production methods, corporate uses of audiovisuals media, and emerging technologies desirable. Ph.D. or equivalent experience in an appropriate communications field, evidence of effective teaching on the college level, impressive research credentials, and/or creative endeavors required. This appointment will be a three-year, non-tenure track position, with possibility of renewal for a second three-year term. Salary is approximately \$60,000 annually. Application letters, vitae, transcripts, and three letters of recommendation should be sent to Dr. Lillie B. Johnson, Chair, Department of Languages, Literature and Communications, Augusta State University, Augusta, Georgia 30904-2200, by March 30, 1999. *Augusta State University is an affirmative action/equal opportunity employer. Women and minorities are encouraged to apply.*

**FOR DAILY
CLASSIFIED UPDATES...**

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www.broadcastingcable.com

HELP WANTED ALL POSITIONS

**SKY TECHCO PARTNERS
CAREER OPPORTUNITIES**

Here we Grow Again! Emerging as the premier provider of Direct-to-Home Satellite Television Broadcasting in Latin America and the Caribbean Basin, **Sky Techco Partners**, in hand with NEWS Corp., GLOBO, Televisa, and TCI, is currently recruiting for its state-of-the-art facility in Miami Lakes, Florida. Work with a great group of technical professionals assembled under one roof, while applying the latest in Integrated Information Systems and technology in digital TV broadcasting. The search is on for the following key positions:

NETWORK OPERATIONS CENTER MANAGER

This position is responsible for the management of a 24-hour staffed department that oversees SKY's DVB digital television Broadcast Control, Traffic and Conditional Access systems. Responsibilities include the generation and configuration of Electronic Program Guides, Service Information, the Broadcast Control Database, Conditional Access, and Multiplex Compression systems. Extensive coordination and interaction with international vendors and SKY partners. Requires 5-7 years of TV broadcast experience with a working knowledge of UNIX operating systems, SQL and Microsoft Access. Familiarity with News Digital System's proprietary Streamserver and CA as well as the SunUp traffic system a plus.

TRAFFIC MANAGER

This position is responsible for overseeing the key accountability functions of SKY's Traffic Control System (sunUp) and its integration with the broadcast automation system (LOUTH). You must have experience with program planning operations; preparing Air-Time schedules/play-lists for play-out channels, including live events, play through channels and NVOD/subscription movies. Must organize the receipt of in-house storage and movement of all tape based general programs, movies, commercials and interstitial material. Also, must schedule the timely preparation and loading of air house masters for play-out. Responsible to integrity check and reconcile, program-as-broadcast logs returned from the on-air play-out system, ensuring that accurate and timely data is returned to the business/program billing functions. Must be a good team leader with the ability to direct and motivate staff.

NETWORK SYSTEMS SPECIALIST

This position is responsible for overseeing system operations of SKY's conditional access and broadcast control systems; Configuring and monitoring servers running UNIX and NT in a high volume, high availability on-line transaction processes environment. Assists in providing technical direction and management to System Operators. Must have knowledge of UNIX, NT, TCP/IP, NFS, PERL, C and UNIX shell scripting languages. Knowledge of SQL and informix and Oracle relational database systems highly desirable.

We offer competitive salaries, comprehensive benefits, 401K Plan and relocation package. For immediate consideration, please FAX your confidential resume with salary history and requirements to: Ed Benitez, HR Manager, SKY TechCo Partners, 14817 Oak Lane, Miami Lakes, FL 33016; Fax (305) 816-5266; E-mail: EdB@SKYLA.COM. EOE. M/F/H/V. DFWP

HELP WANTED ADMINISTRATION

Director, KANU-FM, University of Kansas. Full time unclassified position beginning July 1, 1999. *Required qualifications:* Bachelor's Degree; minimum of three years' experience in a senior administrative capacity within non-commercial broadcasting, or comparable experience; knowledge and experience in: personnel management, radio program development, production and broadcast, fundraising and station development, budget preparation, preparation of grant requests and organization of fund drives; policies and procedures of educational institutions and federal agencies related to public radio; demonstrated written and oral communication skills. Review of applications will begin March 15, 1999. Application materials should include: a detailed resume of work; names of five persons who may be contacted, name and title of immediate supervisor. For a complete position description contact: Deb Walker, Administration, University of Kansas, Lawrence, KS 66045 (785) 864-4868. EO/AA Employer.

Director of Communications and Technology. Looking for a hands on, highly creative and self-starter, who is team oriented, to head a newly created Department of Communications and Technology for the Catholic Diocese of Wheeling-Charleston, located in West Virginia. This is an excellent opportunity for a person seeking a challenging administrative position. The Director is responsible for coordinating and directing all aspects of communications, information processing, technology and public relations. The Director will develop and implement a strategic communications plan, promote communications among staff, oversee and direct acquisition and maintenance of communication equipment, set goals and objectives and coordinates all telecommunication production for the Diocese. The ideal candidate must be in unity with the doctrine, teachings and traditions of the Roman Catholic Church, possess a Masters Degree in communications, public relations or related field, with at least five years of communication management experience. Excellent communication, team building and interpersonal skills are essential. Excellent salary and benefit package provided. Please send resume by March 19, 1999 to: Human Resources Office, 1300 Byron Street, PO Box 230, Wheeling, WV 26003. Fax: (304) 233-0890- E-Mail: mnaun@dwc.org.

You can simply fax
your classified ad to
Broadcasting & Cable
at (212)206-8327.

HELP WANTED NEWS

Broadcast News Writer, Washington, D.C. Fast growing Internet newswire is seeking a broadcast news writer for its flash news section. www.ConservativeNews.org is an aggressive news team that is seeking an experienced, energetic, creative, conservative writer for our 100,000+ daily website. Must be able to write quickly, handle deadline, identify top stories and juggle tasks. Competitive salary, excellent benefits. Apply to: Dorothea Cooke, Managing Editor, 113 South West St., Suite 200, Alexandria, VA 22192, 1-877-CNS-NEWS or e-mail dcooke@cnsnews.org.

FOR SALE EQUIPMENT

**Looking for Quality
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DATEBOOK

MAJOR MEETINGS

April 19-20—*Television Bureau of Advertising* annual marketing conference. Las Vegas Hilton Hotel, Las Vegas. Contact: (212) 486-1111

April 19-22—*National Association of Broadcasters* annual convention. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5300

May 17-20—39th annual *Broadcast Cable Financial Management Association* conference. MGM Grand Hotel, Las Vegas. Contact: Mary Teister (847) 296-0200

June 10-15—*21st Montreux International Television Symposium and Technical Exhibition*, Montreux Palace,

Montreux, Switzerland. Contact: (800) 348-7238

June 13-16—Cable '99, 48th annual *National Cable Television Association* convention and exhibition. McCormick Place, Chicago. Contact: Bobbie Boyd (202) 775-3669

Dec. 14-17—The Western Show conference and exhibition presented by the *California Cable Television Association*. Los Angeles Convention Center. Contact: (510) 428-2225.

Jan. 24-29—36th annual *National Association of Television Programming Executives* conference and exhibition. Ernest N. Morial Convention Center, New Orleans. Contact: (310) 453-4440.

THIS WEEK

Feb. 16-17—"DBS: The Five Burning Questions," presented by *The Carmel Group*. Sheraton Gateway Hotel, Los Angeles. Contact: (831) 643-2222.

Feb. 17—"The Cable Presidents," *Hollywood Radio and Television Society* newsmaker luncheon. Beverly Wilshire Hotel, Los Angeles. Contact: Michael Fuchs, (818) 789-1182.

Feb. 21-24—21st *Monte Carlo TV Market* conference and exposition. Loews Hotel, Monte Carlo, Monaco. Contact: (201) 869-4022.

FEBRUARY

Feb. 22-24—*North American National Broadcasters Association* annual general meeting. The Freedom Forum, Washington. Contact: Paul Ferreira, (416) 598-9877.

Feb. 23-24—Great Lakes Broadcasting Conference and Expo, presented by the *Michigan Association of Broadcasters*. Lansing Center, Lansing, Mich. Contact: (800) 968-7622.

Feb. 24-26—Texas Show '99, cable convention and exhibition presented by the *Texas Cable & Telecommunications Association*. San Antonio Convention Center, San Antonio, Texas. Contact: (512) 474-2082.

MARCH

March 3-5—*CTAM* digital and pay-per-view conference. New Orleans Marriott Hotel, New Orleans. Contact: (703) 549-4200.

March 4—*Cabletelevision Advertising Bureau* 17th annual Cable Advertising Conference. New York Marriott Marquis, New York City. Contact: (212) 508-1214.

March 9—*HRTS* Newsmaker Luncheon. Regent Beverly Wilshire Hotel, Beverly Hills. Contact: (818) 789-1182.

March 10-13—30th annual Country Radio Seminar, presented by *Country Radio Broadcasters Inc.* Nashville Convention Center, Nashville. Contact: (615) 327-4487.

March 11—9th annual banquet and

celebration of the First Amendment *Radio and Television News Directors Foundation*. Mayflower Hotel, Washington. Contact: (202) 467-5217.

March 15-17—*North Central Cable Television Association* annual convention and trade show. Hyatt Regency Hotel, Minneapolis. Contact: Karen Stamos, (651) 641-0268.

March 18—15th annual *National Association of Black Owned Broadcasters* Communications Awards Dinner. Marriott Wardman Park Hotel, Washington. Contact: (202) 463-8970.

March 22-25—*SPORTELAmerica* TVMarket conference and exposition. Miami Beach, Fla. Contact: (201) 869-4022.

March 23-24—10th annual *Consumer Electronics Manufacturers Association/IEEE Consumer Electronics Society* Digital Engineering Conference. Crown Plaza Hotel, Hasbrouck Heights, N.J. Contact: (703) 907-7660.

March 24—"The Business of Entertainment: The Big Picture," 9th annual *Variety/Schroders Media Conference*. Plaza Hotel, New York. Contact: Margaret Finnegan, (212) 492-6082.

March 24-26—"Making News: An Executive Seminar on Broadcast Journalism," presented by the *NAB Education Foundation*. Swissotel, Atlanta. Contact: John Porter, (202) 775-2559.

APRIL

April 2-3—21st annual *Black College Radio* convention. Renaissance Hotel, Atlanta. Contact: (404) 523-6136.

April 6—SkyFORUM XI, direct-to-home satellite TV business symposium presented by the *Satellite Broadcasting and Communications Association*. Marriott Marquis Hotel, New York City. Contact: Carrie Cole, (703) 549-6990.

April 6—T. Howard Foundation fundraising dinner, presented by the *Satellite Broadcasting and Communications Association*. Tavern on the Green, New York City. Contact: Carrie Cole, (703) 549-6990.

April 12—*HRTS* Newsmaker Luncheon. Regent Beverly Wilshire Hotel, Beverly Hills. Contact: (818) 789-1182.

April 12—Gracie Allen Awards *American Women in Radio and Television*. The Hudson Theatre on Broadway, New York City. Contact: Laura Scot, (703) 506-3290.

April 16-19—44th annual *Broadcast Education Association* convention and exhibition. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5354.

April 17—*Broadcasters Foundation* Charity Golf Tournament. Las Vegas National Golf Course, Las Vegas. Contact: Gordon Hastings, (203) 862-8577.

April 19-20—*Television Bureau of Advertising* annual marketing conference. McGraw-Hill Conference Center, Las Vegas Convention Center, Las Vegas. Contact: (212) 486-1111.

April 19-22—*National Association of Broadcasters* annual convention. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5300.

April 21—*Broadcasters Foundation* American Broadcast Pioneers Breakfast. Las Vegas Convention Center, Las Vegas. Contact: Gordon Hastings, (203) 862-8577.

April 25-27—First annual ENTERTECH Conference, presented by *IDG Conference Management Company*. La Costa Resort & Spa, Carlsbad, Calif. Contact: (877) 223-9753.

April 26—*Broadcasters Foundation* Golden Mike Award. The Plaza Hotel, New York City. Contact: Gordon Hastings, (203) 862-8577.

April 27—*HRTS* Newsmaker Luncheon. Regent Beverly Wilshire Hotel, Beverly Hills. Contact: (818) 789-1182.

April 27-28—"Executive Development Seminar Mastery Course," *Women in Cable and Telecommunications*. Sylvan Dale Ranch, Loveland, Colo. Contact: Laurie Empen (312) 634-2353.

—Compiled by Nolan Marchand
(nMarchand@cahners.com)

CHANGING HANDS

The week's tabulation of station sales

COMBOS

WCOA(AM) and WWRO(FM) Pensacola, Fla.

Price: \$9 million

Buyer: Cumulus Media Inc., Milwaukee (Richard W. Weening, executive chairman; Lewis W. Dickey, executive vice chairman); owns/is buying 66 AMs and 147 FM

Seller: Coast Radio, Pensacola, Fla. (Greg Gordon, managing member); no other broadcast interest

Facilities: AM: 1370 khz, 5 kw; FM: 100.7 mhz, 100 kw, ant. 1,555 ft.

Formats: AM: news/talk; FM: classic rock

Broker: Media Services Group Inc.

WMOR(AM)-FM Morehead, Ky.

Price: \$300,000

Buyer: Morgan County Industries Inc., West Liberty, Ky (Dr. Clifford Smith, president); also owns one AM and two FM

Seller: Morehead Broadcasting Co. Inc., Morehead, Ky. (Jim Forrest, president); no other broadcast interest

PROPOSED STATION TRADES

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

THIS WEEK

TVs ■ \$0 ■ 0

Combos ■ \$9,300,000 ■ 2

FMs ■ \$49,628,907 ■ 11

AMs ■ \$21,425,000 ■ 3

Total ■ \$80,353,907 ■ 16

SO FAR IN 1999

TVs ■ \$163,040,000 ■ 9

Combos ■ \$66,087,527 ■ 14

FMs ■ \$91,542,907 ■ 30

AMs ■ \$30,377,000 ■ 17

Total ■ \$351,047,434 ■ 70

SAME PERIOD IN 1998

TVs ■ \$866,986,600 ■ 15

Combos ■ \$440,260,000 ■ 39

FMs ■ \$120,273,950 ■ 56

AMs ■ \$124,418,442 ■ 30

Total ■ \$1,551,938,392 ■ 140

Source: Broadcasting & Cable

Facilities: AM: 1330 khz, 1 kw day; FM: 92.1 mhz, 3 kw, ant. 300 ft.

Formats: AM: Sports/talk; FM: top-40

FMS

KIKM(FM) Azel/Dallas, Tex.

Price: \$26.5 million

Buyer: Z-Spanish Radio Network Inc., Sacramento, Calif. (Amador Bustos, CEO); also owns/is buying 13 AMs and 18 FM

Seller: First Broadcasting Co. LP, Dallas (Ronald Unkefer, CEO); no other broadcast interests

Facilities: 101.7 mhz, 100 kw, ant. 351 ft.

Format: Spanish

WMEG(FM) Guayama, WEGM(FM) Hormigueros, both P.R.

Price: \$16 million

Buyer: Spanish Broadcasting System Inc., New York (Raul Alarcon Jr., CEO); also owns 11 FM

Seller: Guayama Broadcasting Co. (WMEG) and La Mega Estacion Inc. (WEGM), both Santurce, P.R. (Raul Fuster and Livia Rovira, joint-owners of both); no other broadcast interests

Facilities: WMEG: 106.9 mhz, 25 kw, ant. 1,994 ft.; WEGM: 92.1 mhz, 3 kw, ant. 581 ft.

Formats: WMEG: Spanish; WEGM: Spanish

KTFX(FM) Sand Springs, Okla.

Price: \$3.5 million

Buyer: Cox Broadcasting Inc., Atlanta (Nicholas D. Trigony, president; Robert F. Neil, Cox Radio Inc. president); also owns 11 TVs, 17 AMs and 34 FM

Seller: WHP Holdings Inc., Broken Arrow, Okla. (William Payne, principal). Payne is also principal of K95.5 Inc. (one AM and three FM)

Facilities: 03.3 1mhz, 1.7 kw, ant. 436 ft.

Format: Traditional country

WYYX(FM) Bonifay, Fla.

Price: \$875,000

Buyer: Empire Broadcasting System LLP, Panama City Beach, Fla. (Steve M. Kushner, general partner); also owns WRNR-FM Grasonville, Md. and WILN(FM) Panama City, Fla.

Seller: Mark Pirtle, Murfreesboro, Tenn.; no other broadcast interests

Facilities: 97.7 mhz, 100 kw, ant. 830 ft.

Format: Active rock

WIFL(FM) Tavenier, Fla.

Price: \$849,900

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QUESTCOM

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Buyer: Clear Channel Communications, San Antonio, Tex. (L. Lowry Mays, president); also owns/is buying 19 TVs, 157 AMs and 284 FMs
Seller: Kulisky Broadcasting Inc., Islamorada, Fla. (Linda Kulisky, principal); no other broadcast interests
Facilities: 96.9 mhz, 6 kw, ant. 220 ft.
Format: Dark

KXXZ(FM) Barstow, Calif.

Price: \$600,000
Buyer: Tele-Media Communications Holding LLC, Pleasant Gap, Pa. (Robert Tudek, principal); also owns two AMs and two FMs
Seller: Hub Broadcasting Inc., Barstow, Calif. (John Schimmenti, president); no other broadcast interests
Facilities: 95.9 mhz, 4.4 kw, ant. 781 ft.
Format: Classic rock
Broker: Miller & Assoc.

WVFM(FM) Campton, N.H.

Price: \$300,000
Buyer: Devon Broadcasting Co. Inc., Bedford, N.H. (Jane Cole, president); also owns WKBR(AM) Manchester, N.H.
Seller: White Mountain Radio, Waterville Valley, N.H. (Daphne Corcoran and Neal Cortell, partners); no other broadcast interests
Facilities: 105.7 mhz, 125 w, ant. 2,001 ft.

WVYE(FM) Port Gibson, Miss.

Price: \$225,000
Buyer: Dominant Communications Corp., Jackson, Miss. (Carl Haynes, president); also owns WRTM(AM) Vicksburg, Miss.
Seller: Rainey-Rob LLC, Meridian, Miss. (Russell Bashear, president). Brashear also owns WSLI(AM) Jackson, Miss.
Facilities: 100.5 mhz, 3 kw, ant. 328 ft.
Format: Dark

KNOS(FM) Omaha, Neb.

Price: \$100,000
Buyer: VSS Catholic Communications, Omaha, Neb. (Stephen Hruby, president); no other broadcast interests
Seller: Omaha Community Broadcasting, Omaha, Neb. (William Thompson, president); no other broadcast interests
Facilities: 88.9 mhz, 3 kw, ant. 380 ft.
Format: Dark

KZZI(FM) Belle Fourche, S.D.

Price: \$79,006
Buyer: Western South Dakota Broadcasting LLC, Sturgis, S.D. (Steven

Duffy, managing member); no other broadcast interests
Seller: Lovcom Inc., Sheridan, Wyo. (W. Kim Love, president); no other broadcast interests
Facilities: 95.9 mhz, 18 kw, ant. 1,817 ft.
Format: Country

WYGG(FM) Asbury Park, N.J.

Price: \$1.00
Buyer: Minority Business and Housing Development Inc., Uniondale, N.Y. (Abner Louima, president); no other broadcast interests
Seller: Evangelical Crusade of Fishers of Men Inc., Brooklyn, N.Y. (Dr. Philius Nicolas, principal); no other broadcast interests
Facilities: 88.1 mhz, 0.1 kw, ant. 30 ft.
Format: Dark

AMS

WKOX(AM) Framingham, Mass.

Price: \$14.5 million
Buyer: WKOX Radio Station Inc., New York (Edward Karlik, Brett Herman, Steven Langman, David Ramsay and Nancy Cooper, all executive officers); also owns three TVs
Seller: Fairbanks Communications Inc., West Palm Beach, Fla. (Richard

Fairbanks, president); no other broadcast interests
Facilities: 1200 khz, 10 kw day, 1 kw night
Format: Spanish

KYOK(AM) Houston

Price: \$6 million
Buyer: ABC Inc., New York (Robert A. Iger, president; Robert F. Callahan, ABC Radio president); also owns 10 TVs, 19 AMs and 16 FMs
Seller: Faith Broadcasting LP, Houston (Anthony Chase, CEO); also owns two AMs and one FM
Facilities: 1590 khz, 5 kw
Format: Gospel
Broker: Media Venture Partners

WPRX(AM) Bristol, Conn.

Price: \$925,000
Buyer: Nievesquez Productions, Inc., New Britain, Conn. (Oscar Nieves, president of buyer and seller); no other broadcast interests
Seller: Connecticut Communications House II Inc., Bristol, Conn. (Oscar Nieves); no other broadcast interests
Facilities: 1120 khz, 1 kw day, 500 w night
Format: Spanish

—Compiled by Alisa Holmes

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Do-gooder or difficult dissenter?

Bad boy or choirboy—either description could characterize Harold Furchtgott-Roth's place on the Federal Communications Commission.

During his nearly 15 months on the panel, the economist and former Capitol Hill staffer has established himself as the agency's in-house contrarian. Since taking a seat on the panel, the 43-year-old Republican has opposed or partially dissented from roughly 70 FCC decisions, earning him a reputation as the class troublemaker.

In scores of meticulously written opinions, Furchtgott-Roth thumbed his nose at those who want the FCC to impose new public-interest obligations on telecommunications companies. Likewise, he's tried to put the spotlight on "voluntary" conditions the FCC sometimes imposes on merger approvals, license renewals and other corporate actions to reveal what he says is an out-of-control agency overstepping its legal authority.

FCC Chairman William Kennard even poked fun at Furchtgott-Roth's contentiousness in a speech last fall. After the five commissioners went out to dinner to celebrate their first year working together, Kennard said, "and everything went fine until we got the bill and Commissioner Furchtgott-Roth insisted on separate statements."

On a more serious note, Kennard last week praised Furchtgott-Roth for bringing to the commission "an incisive intellect, a useful legislative background, and the valuable perspective of an economist."

But despite being at odds with his fellow commissioners on many issues, Furchtgott-Roth insists he's really the panel's do-gooder and not a wild-eyed radical, hell-bent on weakening the agency's authority. "My view is that government agencies should just follow the law," he says, repeating a refrain that should be familiar to anyone following the agency's efforts to implement the 1996 Telecommunications Act.

He has voiced particular frustration with the agency's attempt to review its regulations on a biennial basis, as required by the 1996 act. Chairman Kennard has launched sweeping reviews of several major broadcast, cable, and telephone regulations, but Furchtgott-Roth says the effort falls far short of the congressional goal of reviewing all of the agency's rules and determining which should stay on the books and which should be jettisoned.

"I find it breathtaking how frequently



"There's absolutely no basis in statute, none, for us to apply different public-interest standards to license transfers in various industries."

Harold Wilkes Furchtgott-Roth

FCC Commissioner; b. Dec. 13, 1956, Knoxville, Tenn.; BS, economics, Massachusetts Inst. of Technology, 1978; Ph.D, economics, Stanford University, 1986; research analyst, Center for Naval Analysis, 1984-88, senior economist, Economists Inc., 1988-95, chief economist, House Commerce Committee, 1995-97; current position since 1997; has been married to Diana Roth for 15 years; the couple have six children.

this commission has difficulty reading the statute as written," he says. "Congress wrote a law that has a lot of deregulatory language in it," he continues. "They went to far too much trouble to have federal agencies pick and choose which elements of law they want to follow."

To show how he thinks the review should be done, Furchtgott-Roth last summer hired a team of 11 interns to review 48 telephone rules and determine whether their public benefits outweighed the costs they imposed on companies. Their conclusion: eliminate 8 rules, modify three more and maintain the other 37.

Furchtgott-Roth says his review team was not an attempt to one-up his Democratic colleagues, but to provide a constructive model for the next review in 2000.

As a conservative economist with a fervent deregulatory bent, Furchtgott-Roth seems out of place as a regulator. Indeed, in public meetings, he often seems uncomfortable delivering his sharply worded dissents. His manner is stiff and he frequently speaks so softly as to be barely audible. But despite appearances, he professes to like his job, in part because it requires a similar intellectual rigor to studying the economy.

"I enjoy being on the commission," he says. "I've learned a lot. It's difficult from the outside to have a full appreciation both for the complexity of how the commission operates and the number of issues before us at any one time."

Before joining the FCC in November 1997, Furchtgott-Roth spent two years as chief economist for the House Commerce Committee and played an integral role in drafting the 1996 Act. But he does not claim keener insight into lawmakers' intent because of his role in writing the act. "The law is to be read as written," he says "My privilege of having been close to its construction merely gives me a degree of familiarity, but no greater power to divine its interpretation."

The FCC's shortcomings in implementing the 1996 Act, he says, are due in part to the agency's long-standing practice of extending the reach of the "public-interest standard," which gives the commission power to base license and merger rulings on whether companies are operating in a way that benefits the public.

"Right now we don't have rules . . . it's completely seat of the pants and we've been doing it this way for years."—*Bill McConnell*

BROADCAST TV

Donna Friedman, VP, marketing/associate creative director, Nickelodeon Latin America, Miami, joins WB Television Network, Burbank, Calif., as senior VP, *Kids' WB!*

Buz Hiken, VP, sales and marketing, Martin's Inc., Baltimore, joins Metro Networks, Houston, as general manager, Baltimore.



Blatt

Appointments, KCET(TV) Los Angeles: **Jerry Blatt**, account executive, KTLA(TV) Los Angeles, joins as director, program marketing; **Jeff Sampson**, promotions manager, *Los Angeles* magazine, Los Angeles, joins as manager, special promotions.

William Anderson, president/general manager, WGME-TV Portland, Maine, joins the New Mexico Broadcast Co. and KRQE(TV) Albuquerque, N.M., as general manager.



Hensley



Schuessler

Brent Hensley, president/general manager, KHBS-TV and KHOG-TV Fort Smith/Fayetteville, Ark., joins co-owned KOCO-TV Oklahoma City in same capacity.

Jim Schuessler, VP/general manager, WLUK(TV) Green Bay, Wis., named executive VP, parent company GOCOM Communications, Charlotte, N.C.

Barry Shainman, general sales manager, KMAZ(TV) El Paso, Texas, named station manager.

Kawanza McCall, public relations specialist, WIVB-TV Buffalo, N.Y., named account executive.

PROGRAMMING

Appointments, Warner Bros. Domestic Pay-TV, Cable & Network Features, New York: **Elizabeth Doree**, director, sales planning and program inventory, named VP; **Peter Baer**, account executive, named manager, pay-per-view; **Sandra McKee**, senior sales planning analyst, named manager, sales planning; **Jonathan Laureano**, sales presentation analyst, named senior sales presentation analyst; **Nicholas Sigman**, program inventory analyst, named senior program analyst.



Wellerstein

Appointments, Columbia TriStar Television Distribution, Culver City, Calif.: **Rich Wellerstein**, senior manager, theatrical programming and acquisition, DirecTV, Los Angeles, joins as VP, library development; **Doug Roth**, VP, television research, named senior VP.

Annie Morita, VP, channels marketing, Columbia TriStar International Television, Los Angeles, named VP, international sales and marketing.

Suzanne Duncan, VP, director of marketing communications, Riggs Bank NA, Washington, joins the Children's Television Workshop, New York, as VP, advertising and creative services.

JOURNALISM

Jeff Gralnick, VP/executive in charge, ABCNEWS.com and VP/assistant to the chairman and president for production, ABC News, New York, joins CNNfn there as executive VP, CNN Financial News and *Moneyline News Hour with Lou Dobbs*.

Guillermo Martinez, director, group strategies, Cisneros Group of Companies, Miami, joins CBS Telenovelas there as VP, news.

RADIO

Peter Smyth, senior VP/regional general manager, Greater Boston Radio Group, Boston, named group VP, parent company Greater Media, in addition to his current duties.

William Adams, director, finance, United Stations Radio Networks, New York, named VP.

Catherine Pelzel, community relations/executive assistant, TDI, Seattle, joins Radio Disney KKDZ(AM) there as kids' marketing specialist.



Bolton



Schlossberg

Amy Bolton, senior director, affiliate marketing, Westwood One Radio Networks, Arlington, Va., joins Jones/MediaAmerica, Englewood, Colo., as director of talk radio, affiliate marketing.

Howard Schlossberg, on-air subscription drive director, KCRW(FM) Santa Monica, Calif., named member services director.

CABLE

Miranda Curtis, executive VP, Telecommunications International (TINTA), Englewood, Colo., named president.

Eric Rollman, executive VP, production and post-production, Saban Entertainment, Los Angeles, joins Fox Family Productions there as president.

Mindy Herman, executive VP, Fox Television Studios, Los Angeles, joins Viewer's Choice, New York, as president and CEO.

John Ford, general manager, The Learning Channel, Bethesda, Md., named president, Discovery Health Media.

M. Bradford Fox, VP, affiliate relations, Eastern region, E! Entertainment Television, Los Angeles, named senior VP. He will be based in Hartford, Conn.

Michael Pardee, VP, research, Your Choice TV, Denver, joins Scripps Networks, Knoxville, Tenn., in same capacity. He will oversee Home & Garden Television and the Food Network.

Steve Grieder, VP/creative director, Nickelodeon Latin America, Miami, named general manager.



Leibert

Phyllis Leibert, senior director, Time Warner City Cable/NYI News, New York, named VP, research.

Appointments, USA Networks, New York: **Lisa Sumja**, VP, national accounts, Western region,

Scripps Networks, Los Angeles, joins as VP, affiliate relations, Western region, Los Angeles; **Susan Lewis**, senior manager, Western region, Los Angeles, named director, affiliate relations, Western region.



Hicks

Mary Hicks, creative director, on-air division, National Geographic Television, Washington, named VP, marketing and communications, National Geographic Channels Worldwide.

Thom Herron, director of production, MSNBC, Secaucus, N.J., named executive producer, production.

Appointments, Pennsylvania Cable Network, Camp Hill, Pa.: **Brian Lockman**, head, public affairs programming, named president; **Bradford Hammer**, VP, marketing, named senior VP.



Figueroa

Rolando Figueroa, brand and programming manager, Telefonica Multimedia, Lima, Peru, joins the Weather Channel Latin America, Miami, as manager, affiliate relations, northern region.

TECHNOLOGY

Warren Allgyer, VP, Panasonic Broadcast & Television Systems and VP, Panasonic Systems Solutions Co., Los Angeles, named acting president.

Robert Coleman, president, Digital Artists Agency, Los Angeles, joins Sony Electronics, Park Ridge, N.J., as VP, production and post-production systems. He will continue to be based in Los Angeles.

ADVERTISING/MARKETING/ PUBLIC RELATIONS



Wheeler



Hines

Bob Wheeler, founder, Wheeler/Ridlon Communications, Irving, Texas, joins Ketchum, Dallas, as VP.



Bridgemon

Melanie Bridgemon, VP, management supervisor, Keller Crescent, Evansville, Ind., named senior VP.

Danielle Hines, senior media planner, Carat International Communications Group, Los Angeles, joins

DDB Needham there in same capacity.

Molly Sims, VP/account director, D'Arcy Masius Benton & Bowles, St. Louis, named senior VP/group account director.

INTERNET

Stephen Carrol, VP, Network Distribution-Eastern, Fox Broadcasting Company, New York, has joined Pangea Group there as VP, Business Development.

DEATHS

Norman Glenn, 89, media publisher, died Feb. 5 of complications from a stroke. From 1932-36, Glenn worked as promotion manager at WLS(AM) Chicago, and from was 1937-43, he was business manager of *Broadcast Magazine* (now BROADCASTING & CABLE). After serving in World War II, Glenn founded *Sponsor Magazine* and *Media Decision*, two broadcasting and advertising trade publications. He is survived by his wife, Roberta, two children, two step-children and four grandchildren.

Herbert Klynn, 81, a pioneer graphic designer and artist, died Feb. 3 after an extended illness. While at UPA from 1944 to 1959, Klynn created numerous

award-winning motion picture cartoons, such as *Mr. Magoo*, *Gerald McBoing-Boing*, *Madeline* and *Christopher Crumpet*. He also founded and served as president of Format Productions, where he helmed several more popular cartoon series, including *The Alvin Show* and *The Lone Ranger*. On television, Klynn designed graphic titles for *I Spy* and *The Duck Factory*, a semi-autobiographical (and short-lived) sitcom featuring a young Jim Carrey. He is survived by his wife, Selma, a brother, three children, 12 grandchildren and eight great-grandchildren.



Mahony

Terry Mahony, 54, attorney, died Feb. 5 from an apparent heart attack.

Mahony had just begun a new job at the law firm of Holland & Knight, where he was representing NBC and Capitol Broadcasting,

among other clients. He had been a lobbyist in NBC's Washington office for the past 15 years. Prior to that, he had worked at the FCC and the National Association of Broadcasters. Mahony is survived by his wife, Emily, and two children, Jamie and Suzanne.

Tom Milewski, 49, executive VP/chief operating officer of Greater Media Inc. and president of Greater Media's 14-station radio group, died Feb. 8 of lung cancer. Milewski joined Greater Media in 1973 when the company acquired WHFI(FM) Detroit, where he served as program director and morning air personality. He subsequently was appointed the company's VP and general counsel, and in 1991, was promoted to executive VP. He became president one year later. He is survived by his wife, Kathleen Carroll, two children, his father, a brother and a sister.

Bobby Troup, 80, musician and actor, died Feb. 6. Troup's trademark song was *Route 66*, which he wrote while driving across the country to California in hopes making it big in music. On the acting front, Troup played Dr. Joe Early, a neurosurgeon, on the 1970s television drama *Emergency*. He is survived by his wife, actress and singer Julie London, who played Nurse Dixie on *Emergency*.

—Compiled by Mara Reinstein
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ISSUE	ISSUE DATE	CLOSING DATE
<i>Sellers' Guide for Major Station Groups</i>	<i>March 15, 1999</i>	<i>March 5, 1999</i>
<i>Road to NAB #1</i>	<i>March 29, 1999</i>	<i>March 19, 1999</i>
<i>Road to NAB #2</i>	<i>April 5, 1999</i>	<i>March 26, 1999</i>
<i>Road to NAB #3</i>	<i>April 12, 1999</i>	<i>April 2, 1999</i>
<i>NAB Top 25 TV Groups</i>	<i>April 19, 1999</i>	<i>April 9, 1999</i>
<i>NAB Midweek Issue</i>	<i>April 21, 1999</i>	<i>April 11, 1999</i>

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ABC and the National Association of Broadcast Employees and Technicians union remained at an impasse in their protracted contract dispute last week, with NABET seeking a return to the bargaining table in the wake of its members' rejection of ABC's final contract offer. NABET has notified federal mediators that it is prepared to sit

down again with ABC representatives to attempt to resolve the two-year contract renewal tussle, according to NABET spokesman Tom Donahue. "We think the only course of action available to both parties is a resumption of talks, and it's our expectation that we'll be back at the table," Donahue said. After the union's Feb. 5

vote to reject what the network called its last offer, it's unclear that ABC has a similar expectation. "We're not improving our offer," said ABC spokeswoman Julie Hoover, adding, "We are not prepared to discuss our strategy in the press. We're evaluating the situation." ABC's offer included 1,650 NABET employees wage increases of 13% over four years: 3.5% in the first and last years, and 3% in the second and third years of the proposed pact. The network's offer sought a reduction in contributions to daily hires' benefits, a reduction in its pension fund contribution from 9% to 3% annually, according to NABET and ABC, and a switch in health benefits to Disney's plan.

KCBS-TV Los Angeles anchor Larry Carroll pleaded not guilty in a San Bernardino courtroom last week to charges that he and two colleagues in an investment scheme defrauded an investor of \$2 million. Prosecutors say the charges came after a three-month investigation. Carroll is currently on leave from the station while he answers the charges.

CMGI Inc., the largest Lycos shareholder, indicated it may

not support the USA Networks-Lycos deal (see Internet). Deidre Moore, a spokeswoman for the Andover, Mass. company, was quoted in press reports late last week saying CMGI CEO David Wetherell would vote against the deal unless Lycos' stock price returned to "at least" its Monday closing price of approximately \$127 per share. Wetherell had earlier issued a statement saying CMGI was "generally supportive" of the deal but reserved the right to "reassess its position." The stock was trading at \$103 a share on Friday.

Rev. Jerry Falwell suggested in the February edition of the National Liberty Journal that Teletubbies character "Tinky Winky" is gay, much to the amusement of late-night TV hosts. The article alerts parents to subtle but intentional depictions, such as his being "purple—the gay-pride color, and his antenna is shaped like a triangle—the gay pride symbol." *Liberty Journal* also notes that Tinky Winky has the voice of a boy yet carries a purse. Itsy Bitsy Entertainment Co., which licenses the Teletubbies in the United States, denies putting any sexual innuendo in a kids' show.

Studios USA is trying to use its leverage with upcoming Law & Order renewals with NBC to land another drama on the Peacock Network, sources confirmed Thursday. Studios USA head Barry Diller reportedly wants a three-year renewal on *Law & Order* and for NBC to pick up show producer Dick Wolf's new offering, a *Law & Order* spin-off entitled *Sex Crimes*. The new Wolf series may also share a dual window on Studios USA-owned USA Network. Neither side was

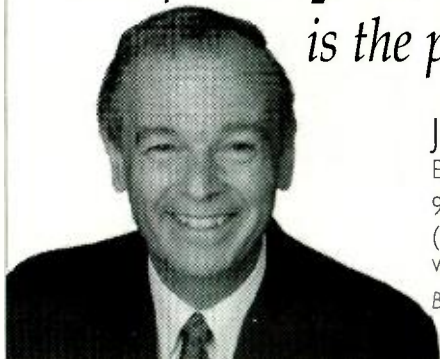
Ware named UPN COO

Adam Ware, the former Fox network and Citivision executive, has been named chief operating officer of UPN, reporting directly to the network's chief executive, Dean Valentine. "It's a tremendous opportunity," Ware said last week, adding that he signed on after hearing what the network's future plans are "and my own desire to undertake the underdog challenge, which is what people call this."

Ware cited several "simultaneous priorities," including doing a better job on the affiliate relations front, growing the distribution (now at about 84%) and sharper marketing. "And just operating day to day we need to shore things up, and really build a team of executives that are all on board, excited and going toward the promised land." In making the announcement, Valentine cited Ware's "tremendous expertise in all facets of the network and local television business, and he brings considerable credibility and contacts to UPN." Ware recently completed a two-and-half-year stint as executive vice president at Barry Diller's USA Broadcasting, where he was part of the team that developed the Citivision concept. Before that, he was senior vice president, network distribution for Fox for two years.

—Steve McClellan

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commenting on Thursday.

Young Broadcasting reported a 1% drop in fourth-quarter revenues to \$72.3 million, although broadcast cash flow was up 6% to \$37.2 million. Analysts say the results weren't bad, considering that Young's flagship station, KCAL-TV Los Angeles, suffered an 18% drop in revenues in the fourth quarter, due primarily to the lack of NBA games. Company Chairman Vincent Young said the station made up almost all of the \$2 million broadcast cash flow that was lost without the NBA. By March, he said, sales for the NBA should be back on track. Helping to offset last year's NBA and General Motors losses was strong political advertising, which totaled \$13.7 million, and advertising from new clients, which totaled \$12 million in 1998.

The Federal Trade Commission last week approved DirecTV's purchase of Primestar. That resolves the antitrust considerations. Now the FCC must approve the transfer of TCI Satellite Entertainment's license, which consists of 11 channels at 119 degrees west longitude. The stockholders of both companies also must give the transaction their thumbs-up.

The U.S. Court of Appeals will not relieve satellite TV broadcasters of royalty fee increases, the three-judge panel ruled late last month. To reverse the Librarian of Congress's fall 1997 finding that the fees

should be raised, the Satellite Broadcasting and Communications Association would have had to prove that the Librarian's decision was arbitrary. The court found that SBCA failed to prove this, although the court admits that this standard is "exceptionally deferential," and thus hard to prove. SBCA is not likely to appeal the decision, SBCA senior VP Andy Paul said.

Rep. Michael Oxley (R-Ohio) introduced legislation that would eliminate the FCC ban

against broadcasters owning both TV or radio stations and a newspaper in the same market. Reps. Cliff Stearns (R-Fla.) and Ralph Hall (D-Texas) cosponsored the bill.

Fox Broadcasting has renewed Beverly Hills 90210 for the 1999-2000 season.

The renewal for a 10th season comes after Fox announced last week that another long-running Spelling Entertainment drama, *Melrose Place*, would not be returning.

Clarification: The article "KKYK Makes Virtual Switch," (Feb. 8) may have had a misleading deck. It read "Little Rock station jumps from Discreet Logic/Devlin to Orad; retains Frost graphics." Discreet Logic/Devlin refers to a Discreet Logic virtual set system that utilizes Devlin Design Group set design. KKYK has since switched to an Orad virtual set system and retained Devlin Design Group as the designer of the new set.

Saluting Stanton

Frank Stanton, for 26 years the president of CBS Inc., was acknowledged by his peers last week as "the greatest executive in the history of the television business" as well as "the conscience of the broadcasting industry." He was honored by two fronts: the New York Academy of Television Arts & Sciences on Tuesday (Feb. 9) and the Deadline Club on Wednesday. Both presented him with awards for lifetime achievement. In response, he admonished the industry that "You have to keep everlastingly at it [the fight for First Amendment rights]. There is always someone doing an end-run against us. Never give up or we will lose something precious to our democracy."

At the NATAS ceremony (seated, l to r): John Cannon, president of the National Academy of Television Arts & Sciences; Rita Hauser, of counsel to Stroock & Stroock & Lavan; Dr. Stanton; Kay Koplovitz, founder of the USA Networks; former CBS News anchor Walter Cronkite; William F. Baker, president of the New York NATAS chapter and head of public broadcasting's Channel 13; (standing, l to r): Irwin Segelstein, former CBS and NBC programming and record industry executive; Bill Small, longtime CBS Washington bureau chief and later lobbyist; Ralph Baruch, CBS syndication executive, later CEO of Viacom; Ralph Goldberg, CBS government affairs counsel now with King World; Lou Dorfsman, responsible for CBS design during the Stanton years; Mike Wallace of *60 Minutes*; Corydon Dunham of Cahill, Gordon & Reindel; attorney Floyd Abrams; group broadcast executive Ralph Becker; Gus Hauser, prominent cable executive; Andy Rooney of *60 Minutes*; former CBS TV Network President Tom Leahy; Morley Safer of *60 Minutes*; former CBS executive George Dessart, now professor of TV and radio at Brooklyn College; Stanley Moger of SFM Media, who moderated the event, and Alan Wagner, former CBS programming executive, now a TV producer (Boardwalk Entertainment).

—Don West



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Tower of babble?

Microradio. The name is appealing. Like the microbreweries that have sprung up to take on the Budweisers and Coors of the world and give people endless choice among beer flavors, colors and labels. Unlike microbreweries, however, the addition of thousands of radio stations is not only a threat to market share, it also may be a threat to the integrity of the present system. To the extent broadcasters' concern is protectionist, prompted by an old order's distaste for new competition or the fear that an influx of stations will lower the trading value of their properties, they are on their own. But to the extent they are troubled by the potential interference problems posed by a flood of new low-power—and not-so-low-power—FM stations, we share their concern. And we don't blame them for being suspicious of any assurances that the drop-ins would create no interference problems. Broadcasters cannot afford to wait until after the blow has been struck to raise their shields.

The radio industry has created some of its own image problems on this issue. The upside of consolidation is that some smaller operations benefit from the deep pockets of their new parents. The downside is that the trafficking in properties has sent prices soaring, with some stations more profitable to flip than operate. And speaking of flipping, some formats *are* approaching the ubiquity and uniformity of burger franchises. That climate has contributed to the stereotyping of commercial radio as an automated, homogenized money machine, which in turn has helped the "microradio stations without portfolio" already on air (read pirates) play the buccaneer image to the hilt.

The stereotype of radio is only that. There remain stations of every stripe and format, in hundreds of languages, with no scarcity of voices, or opinions, to be heard. And given the track record for creativity of the aural medium,

there should also be plenty of opportunity to inject some more "micro" inventiveness into the "macro" radio world.

In any case, we doubt the FCC can drop hundreds or perhaps thousands of new stations into the FM dial without causing harming interference to existing stations and jeopardizing tomorrow's in-band digital service. The FCC's primary job is to protect the integrity of the TV and radio spectrum, not to invent ways to undermine it.

Members only

Even members of the U.S. Senate must see the hypocrisy of 100 men and women who answer to voters every six years going behind closed doors to discuss the public accountability of another elected official.

Nonetheless, the Senate chose last week to depart from the openness that has largely characterized the impeachment of the president, and take one of the most important debates in recent history away from the public. We reject the analogy of these deliberations to those of a jury. Jurors are private citizens pressed into service to determine the disposition of another citizen's liberty or property. Here, elected officials have sought from the public a position that uniquely empowers them to decide the status of the most public of elected officials.

We take some comfort from the Senate's strong—though not strong enough—majority vote to open the debate. And while some senators will release their statements into the Congressional Record, and others released them in the congressional hallways, in those instances, the senators were controlling the information, not letting the public into a process that, presumably, belongs to them. What the senators fear, apparently, is their own conduct, their own play to the cameras. Not surprisingly, their cowardly solution was not to change their actions, but to hide them.

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