

# RADIO BUSINESS REPORT™

VOICE OF THE RADIO BROADCASTING INDUSTRY®

## RADIO NEWS

Radio loves the Supremes: High court strikes down casino ad ban .....	2
Finally, radio and television will be able to accept advertising from casinos just as newspapers do. And casinos, like state-run gambling operations, can finally buy such ads.	
Jones International buys Broadcast Programming .....	2
CD Radio will hitch a ride with Ford Motors .....	3
Music: Look for the McCain/Lieberman label .....	3
Kelly's Living Room Music Test earns patent .....	3
Interop Interactive weds web to radio .....	3
New services available from New Research .....	3
DARS she goes! WCS pulls out of satellite wars .....	3
Time is of the essence, especially when it's time spent listening .....	3
It DARS gets the cars, what's left for IBOC? .....	4

## TELEVISION BUSINESS REPORT™

NBC gets personal with TiVo Inc. ....	6
Triangle hopes for a gay time with new TV game show .....	6
Are Ted Turner and Oprah after Lifetime's women? .....	7

## ENGINEERED FOR PROFIT™

Clear Channel rebuilds Denver superduop from scratch .....	8-11
--	------

## MEDIA MARKETS & MONEY™

Journal finally closes Great Empire deal .....	12
Journal adds thirteen stations (and a JSA) in four markets, three of which are new to Journal. The fourth, Omaha, has been holding up the deal for months.	
Dauphin deal puts French dressing on CCC's More Group .....	12
Danbury: Two Franks entrusted to take stations out of Trust .....	12
Cumulus expands in Laurel-Hattiesburg .....	13
Double deal puts New Northwest into Fairbanks .....	13
Texarkana twosome sells to Miller for a million .....	13
Sinclair's KC AM station set to go it alone .....	13

## BROADCAST INVESTMENTS™

The desire to acquire: HBC to spend \$150M on radio stations .....	15
--	----



## TSL MUSCLE

The real strength behind the most successful stations—like 7 out of the top 10 in New York—is clear. It's the rich, punchy, all-digital sound that grabs and holds button-happy listeners. And only the all-digital Omnia.fm processor from Cutting Edge delivers the strong, clean, sound (translate: numbers) that you can take to the bank. Ask your CE to set up a risk-free demo by calling +1 (216)241-3343.



CUTTINGEDGE

## digital – not an expense – an investment!

Klotz will show your engineering team a digital audio platform that is truly an infrastructure investment—not a capital expenditure!

**KLOTZ DIGITAL...You just have to speak to the right people**

Call Us

**Klotz Digital America, Inc.**

5875 Peachtree Industrial Blvd., Suite 340 • Norcross, GA 30092  
Phone: 678-966-9900 • Fax: 678-966-9903



DIGITAL



**Jim Carnegie** ..... Publisher  
 Jack Messmer ..... Executive Editor  
 Dave Seyler ..... Senior Editor  
 Carl Marcucci ..... Senior Editor  
 Tiffany Stevens ..... Associate Editor  
 Karen Maxcy ..... Associate Editor  
 Mona Wargo ..... FCC Research Consultant

**Ken Lee** ..... VP/GM, Associate Publisher  
 Cathy Carnegie ..... VP Administration  
 Ronald Greene ..... Executive Director of Production  
 John Neff ..... General Sales Manager  
 Beth Dell'Isola ..... Account Executive  
 Sean Drasher ..... Account Executive  
 April Olson ..... Admin. Assistant

## Free speech reigns for casino advertisers

The decision is in and it's unanimous: broadcasters do have the right to run legal casino advertisements. The Supreme Court ruled 6/14 that a ban on television and radio advertising violates free speech rights. Earlier this spring the high court heard oral arguments from the Greater New Orleans Broadcasters Association (GNOBA), challenging federal and FCC regulations that barred radio

stations from airing commercials which specifically mention games of chance, such as slot machines, but allowed ads that mention hotel rates, meal specials or entertainment (*RBR* 5/3, p. 2).

GNOBA attorney **Bruce Ennis** also argued that those same laws which banned ads from promoting privately-owned casinos do allow such advertisements for Native American-owned casinos.

"This opinion affirms that local broadcasters be accorded the same commercial free speech rights as state lottery sponsors and newspaper publishers in advertising a legal product," said NAB President/CEO **Eddie Fritts**.

The justices' decision puts an end to a ban that was only in effect in some US states where federal appeals courts ruled that the regulations were constitutional. Other states have upheld the laws.—TS

## Jones to buy Broadcast Programming

Jones International Networks is once again in the acquisition mode—this time buying Broadcast Programming (BP) from Broadcast Electronics. The joint announcement was made last week (6/17) by **Ron Hartenbaum**, Jones Radio Networks CEO and **Edie Hilliard**, BP President. "It's going to stay in Seattle. They want to keep us operating the way we are with the people we have." Hilliard told *RBR*. "I think this is something that I have wanted for this company—to be associated with a programming company, and I think it allows real growth opportunities for our people."

The deal, expected to close mid-Summer, brings Jones the nighttime success of BP's "Delilah" with 200 affiliates, its TotalRadio virtual programming and voice tracking service with 700 affiliates and "Neon Nights," a nighttime Country show with 60 affiliates. Jones/MediaAmerica have

5,500 programming clients.

Jones had purchased MediaAmerica last July (*RBR* 6/8, p. 4) and put Hartenbaum in charge as CEO. Hilliard will report to Hartenbaum.

MediaAmerica has been repping BP for five years, and will continue repping both. Voice tracking and copy service are both offered by JRN and BP and may be combined. However, the synergy may likely stop there. "They're our competitors, and they will continue to be our competitors under the Jones International umbrella. For example, "Neon Nights" is our Country program, and they've got "Nashville Nights," said Hilliard.

While a likely synergy would tie Total Radio with Jones' 12 24-hour satellite formats, it may take some work. "We're going to explore opportunities for building synergy, but the kinds of stations that use TotalRadio (*RBR* 9/14/98, p.8) from us really value being local, and they want the flexibility of varying the format from what comes down from the bird. The

stations that use Jones' formats are willing to take that as many hours as they want without that local angle."

BP will continue a strategic partnership with BE for running TotalRadio on its AudioVault digital on-air system.—CM

## New tax certificates on Kennard's mind

FCC Chairman **Bill Kennard** announced during a luncheon in New York 6/17 that a new tax certificate program (Congress stopped the old program in 1995) could be in the future. According to Kennard, the new program would provide incentives for any small, disadvantaged business and would also recognize that companies owned by minorities and women "face unique obstacles which warrant enhanced benefits."

Kennard also added that the new program would impose limits as to how many times a company would be able to benefit from a tax certificate, and that the program would apply to all communications sectors, not just radio and TV.—TS

©1999 Radio Business Report, Inc. All content may not be reproduced, photocopied and/or transmitted without written prior consent.

All material is protected by copyright law. Any violations will be dealt with legally.

Publishers of Radio Business Report, Mid-Week News Brief, the Source Guide, Manager's Business Report and the Information Services Group database. Material may not be reproduced without permission.

Subscription Cost \$220.00

EDITORIAL/ADVERTISING OFFICES: 6208-B Old Franconia Road, Alexandria, VA 22310 (or) P.O. Box 782, Springfield, VA 22150  
 Main Phone: 703/719-9500 • Editorial/Sales Fax: 703-719-7910 • Subscription Phone: 703-719-7721 • Subscription Fax: 703-719-7725

Advertising sales information: Ken Lee 703-719-9500 • Fax 703-719-9509

Email the Publisher: [JCRBR@aol.com](mailto:JCRBR@aol.com) • Email Editorial: [radiobiz@aol.com](mailto:radiobiz@aol.com)

Email Sales: [KenLeeRBR@aol.com](mailto:KenLeeRBR@aol.com) • [BethRBR@aol.com](mailto:BethRBR@aol.com) • [SeanRBR@aol.com](mailto:SeanRBR@aol.com) • [JohnNRBR@aol.com](mailto:JohnNRBR@aol.com)



## Ford chooses CD Radio for satellite radio system

The Ford Motor Company announced 6/15 it is partnering with CD Radio (O:CDRD) to supply factory-installed satellite DARS receivers as standard (optional in others) in seven of its brands beginning in 2001—Ford, Lincoln, Mercury, Mazda, Aston Martin and Volvo. This, only a week after competitor XM Satellite Radio announced GM would equip its models with XM car stereos (RBR 6/14, p. 2) and GM, among others, was investing

\$50M in the company.

Ford is not investing in CD Radio, however, it will work with the company in developing individually-addressable programming and other options with its Telematics/Infotronic division. Said CD Radio CEO **David Margolese**: "There was no investment on Ford's part in CD Radio for one reason. And that is that one was not sought. We prize our independence here. Over the years, we have remained an independent company...that allows the autonomy that alliance partners like."—CM

## McCain says it's time to label music

You've seen the labels on cigarette packages, and now similar warning labels could pop up on CD and cassette packages. Last week Sens. **John McCain** (R-AZ) and **Joe Lieberman** (D-CT) introduced legislation that would create a uniform labeling system for musical products, as well as all movies, video games and video programs.

The 21st Century Media Responsibility Act of 1999 would amend the Federal Cigarette Labeling and Advertising Act to require movie, video and music manufacturers and producers to add a label to their products covering the nature, context, intensity of violent content and age appropriateness for the product.

According to the act, retailers who do not enforce the age restrictions on labeled products could be fined up to \$10,000. Manufacturers and producers who violate the labeling system will also be held accountable for their actions: fines up to \$10,000 a day for every day the product is on the market.

If the bill passes, the entertainment industry would have six months to formulate a universal labeling system.

### The nay-sayer

But all of this is not without criticism. While NAB CEO **Eddie Fritts** says he understands the desire to enact such policies in response to the Littleton, Colorado tragedy, he is still urging Congressional opposition because the act "would have the unintended consequence of confusing parents who are just now becoming familiar with the (current) TV Parental Guidelines."—TS

## First ever patent for radio industry researcher

Kelly Music Research has received a patent for a new method of surveying opinions about songs. It's called the Living Room Music Test and it allows radio listeners to participate in a station's music research right from their own home. The method is similar to the one used by Arbitron in which listeners complete a survey and return it for verification and tabulation.—TS

## New company offers advertisers more opportunities

"A good media mix helps ensure advertising success, which leads to repeat business and larger budgets," says Interep CEO/Pres. **Adam Guild**, of his company's recent addition of Interep Interactive. The new company offers web publishers site-specific national and geo-targeted regional ad sales representation, as well as enabling marketers to combine their web sites with radio advertising.—TS

## New Group gets a new image

The New Research Group has officially deemed itself a personal "boutique" research company by launching a new line of products and services.

"Our new services include ideas new to the research industry," said President **Rick Torcasso**. "The fast software allows easy access and customized viewing of your research. And most of all, it's actionable with point-and-click technology."—TS

## WCS Radio withdraws DARS application

Maybe it was the dissenters who didn't want to share the band with satellite DARS applicant (RBR 3/15, p. 4) WCS Radio, maybe it was trouble getting financing. Either way, the company withdrew its 11/98 application on 6/11 citing "unanticipated obstacles involved in launching a DARS system." That leaves XM Satellite Radio and CD Radio alone in the field.

"WCS Networks" will instead focus on using its WCS band licenses for terrestrial-based Internet, data and streaming services to hand-held and mobile devices, as LMDS-like services. Metrocomm already offers mobile Internet services in Washington, D.C. and numerous airports and college campuses.—CM

## Time spent listening

Here is a list of the top 21 markets ranked by time spent listening. It features a wide variety of markets, including the top three as well as tiny, last-place Casper WY. We do, however, detect a pattern. Five of the top seven markets have a high percentage of Hispanic population. (Puerto Rico, #1 on the list by a wide margin, is about as Hispanic as you can get). Hispanic radio listeners are legendary for their use of and loyalty to their radio stations. This list would tend to confirm that legend.—DS

TSL Rank	Market	Pop Rank	TSL
1	Puerto Rico	13	26:45
2	Miami	11	24:00
3	New York	1	23:30
3	Palm Springs	154	23:30
5	Youngstown	92	23:00
5	Lafayette LA	97	23:00
7	Los Angeles	2	22:45
7	Baltimore	20	22:45
7	Buffalo	43	22:45
7	Allentown	67	22:45
11	Philadelphia	5	22:30
11	Nassau	17	22:30
11	San Antonio	34	22:30
11	New Orleans	41	22:30
11	Bridgeport	108	22:30
11	Myrtle Beach	173	22:30
17	Casper	268	22:15
17	Chicago	3	22:15
17	Monmouth	47	22:15
17	New Bedford	165	22:15
17	Wilkes Barre	64	22:15

Source: Arbitron.

RBR Information Services Group



## GM and Ford leave IBOC out of the car

With the announcements of GM incorporating XM Satellite Radio technology into its future car radios and now Ford incorporating CD Radio, where does that leave IBOC? Right now unless things change, both GM and Ford are not building new radios with IBOC in mind. The dial choices would be AM, FM and then their satellite partners—either XM or CD Radio. The new radios would still receive analog radio signals but not the CD-quality sound promised by IBOC.

The solution could be a grand alliance between all of the IBOC manufacturers and the satellite radio industry. RBR received more insight from **Rich Potyka** (RBR 5/24, p.3, 4/19, p.4), a full-time consultant for Motorola who is specializing in chip sets for advanced digital radios. "We are working on combining all the digital technologies into a unified chip set," said Potyka. "We've got to look to see, knowing their formats [designs], how simple we can make a chip set that will handle both types of signals—IBOC and satellite."

"I see a grand alliance of the satellite-delivery and terrestrial guys,"

stated Potyka. Because if you want to have interoperability to cut the receiver costs, you've got to sit down across the table and 'let's make a deal.' The reality is neither system will be practical from a cost standpoint if they all have to have big hardware and software solutions for each type in the receiver."

Here's the basis of Potyka's mission: "The IBOC and AM/FM are simple enough [to integrate]—the deal that's going on now with CD Radio is they're trying to make the modulation format the same on both the satellite-delivered and the terrestrial IBOC, so that the back end of the receiver, the digital signal processor (DSP), can be essentially identical," Potyka told RBR.

RBR asked **Michael Ledford**, Executive Director, Ford's Telematics unit, at the CD Radio press conference where Ford stands on a one radio solution: "We would certainly agree with you that higher forms of integration obviously lead to lower price points for the consumer. Having said that, we don't actually want to go down a path of integrating everything on the planet until we're

relatively sure that we've got every last detail ironed out of it," he said. "We do see potential radios as [containing] a multiplicity of receivers—everything from GPS, cellular, satellite, AM/FM, you name it—we're looking at doing radio architecture in such a way that we can add and delete these types of receivers as necessary for the customer."

But what about integrating IBOC into new Ford radios? "Without mentioning specific discussions with specific developers, you know very well that Lucent is also heavy into the cellular phone business, and so you can sort of figure out who the major players would be in any form of high-end integration for receivers into the radio. We are, in fact, looking at that," Ledford added.

While USADR has announced an agreement with Kenwood for receivers (RBR 5/31, p. 3), **Jeff Jury**, VP Business Development, agrees integration is desirable and manufacturers will drive the final product lines: "You've got to look at how to integrate this technology and there's probably multiple ways to do it. I think every manufacturer has to look at that. At the end of the day, we want to fit in with how the various manufactures choose to do it."

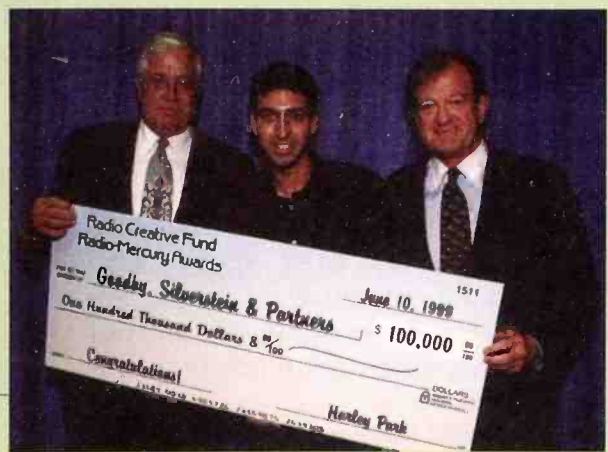
Lucent Digital Radio's VP Business Development **Nick Karter** says his company is all for chip set integration, as long as the costs are acceptable: "Of course we'd endorse that. Anything that reduces consumer electronics costs is desirable. It is more desirable to use as many common elements as possible, including audio coding. We've already gone down the path of sizing our chip set so that it will easily fit on a single piece of silicon [chip]."—CM

## The faces behind the awards...

The Lifetime Achievement Award went to **Charles Osgood** (1st on left), CBS Radio News correspondent and anchor. Congratulating Osgood are (l to r) **Nancy Widmann**, former CBS Radio Pres. and **Gary Fries**.



"Louie The Lizard" took home top honors for Best Radio Commercial during the Radio-Mercury Awards 6/10 in NY (RBR 6/14, p. 4). Presenting the larger-than-life check to Goodby, Silverstein & Partners (who created the campaign for Anheuser-Busch) are **Gary Fries**, Pres./CEO, RAB and **Steve and Jim Thompson**, Pres. of Craven-Thompson Comm.



## TechTalk

from Mic to Tower...

Understand your station, because knowledge is power! Coming in the next issue of Manager's Business Report a new column about technology, written for you.



# The world's #1 party shows™

# HOT MIX

Hot Mix Radio Network is a division of  
Premiere Radio Networks

Each week, a new Hot Mix™  
program arrives at your station  
UNHOSTED, professionally  
programmed & mixed, ready for  
you to LOCALIZE.

The perfect programs for:

- WEEKENDS
- NOON
- RUSH HOUR
- WEEKNIGHTS

■ 100% Barter

■ Delivered on CD



## CROSSOVER

4 HOURS/week. Including the hottest hit music from:  
"Hip Hop", "R&B", & "Old School". Designed for stations  
targeting a younger active demographic.



## MAINSTREAM

4 HOURS/week. The biggest uptempo dance & party music  
from: "Current hits", "Recurrent hits", "Flashback & 80's  
Retro hits". Designed for Hit "Mainstream/Dance CHR"  
stations targeting the 18-34 demo.



## RHYTHMIC/AC

4 HOURS/week. The biggest Rhythmic leaning Hot Adult  
Contemporary "Current hits", "Recurrent hits", "Flashback  
hits", & "80's Classic hits". Targeting the 25-54 Demo.



## MODERN/AC

4 HOURS/week. The biggest Modern leaning Hot Adult  
Contemporary "Current hits", "Recurrent hits", "Flashback  
hits", & "80's classic hits". Targeting the 25-54 Demo.



## MODERN MIX

4 HOURS/week. The ONLY Alternative/Modern  
dance mix programmed exclusively for Modern Rock  
Radio Stations.



## RETROMIX

1 HOUR/week. The greatest dance/club/party hits from  
the late 70's through the 80's, and early 90's.



## RESURRECTION

1 HOUR/week. The biggest Classic Alternative- New Wave  
hits from the 80's.

For more information & demos contact...

HOT MIX RADIO NETWORK

**(480) 947-6500**

E-Mail: [info@hotmix.com](mailto:info@hotmix.com) • Internet: [www.hotmix.com](http://www.hotmix.com)



# Television Business Report™

## NBC and TiVo pair up for strategic alliance

TiVo Inc. gains a powerful ally with its latest strategic partnership with NBC. The first of the three big networks to jump on board with the personal TV company, NBC will work with TiVo in promoting and marketing the use of the interactive medium. Apart from this, NBC has also invested in the company, joining corporations such as Philips Electronics (distributor and manufacturer) and ShowTime Networks who are already investment partners.

"There are so many TV options today—TiVo is about organizing choice and empowering the viewer in a way that creates a constantly changing personal video library that will most benefit first-run programming like NBC by increasing the viewership of programs," said **Tom Rogers**, NBC

Cable and Executive VP. He will maintain a seat on the TiVo board.

Available since 3/31 by telephone (877-FOR-TIVO) or the website, the TiVo Personal TV (PTV) receiver is compatible with cable, satellite and rooftop antenna. With the receiver



and TiVo's service, viewers can choose what they want to watch and when they want to watch it. Even if they are watching a live broadcast, viewers can choose to pause or rewind, and then return to wherever it is they want, as long as it doesn't jump ahead of the live broadcast itself. You can program TiVo to record the shows you want. There is even a "Season Pass" option which will record a particular program every time it comes on. But if you don't, TiVo will automatically record other programs. So at any time, you can access TiVo Central (which is the main menu) and call up any program that it has recorded. No fast-forwarding or rewinding involved.

This service is not exclusive to NBC programs. NBC's partnership ensures that both companies work together to maximize their services and programs and also the viewers' experience. But users of TiVo can view, record and access any program that is offered in their cable package or satellite service.

All this does come at a pretty high price though. The 14-hour PTV receiver retails at \$499 while the 30-hour receiver goes for \$999. For both models, users have to pay an additional fee of \$9.95 a month or a \$199 lifetime subscription. Notice the 14-hour and 30-hour options—TiVo may be able to hold schedules to program hundreds of hours of shows. But TiVo can keep only 14 or 30 hours or programming at any one time depending on your model. So if you already have 14 or 30 hours of programs in your TiVo, clean it out or you may still have to take out the VCR.

Started in 9/97 by former Silicon Graphics Senior VP **Michael Ramsay**, and VP **James Barton**, TiVo's board of directors include **Stewart Alsop** (New Enterprise Associates) and **Randy Komisar** (WebTV founding director). Meanwhile, a spokesperson for TiVo says the company is both negotiating with and looking for new partners before the set makes its debut at stores this Summer.—KM

## Triangle into TV

Triangle Broadcasting (O:GAAY) is still a small newcomer to the radio network business, but it's already jumping into the TV business as well. The Palm Springs-based programmer for



## PATRICK COMMUNICATIONS

Station Brokerage  
Debt & Equity Placement  
Fair Market & Asset Appraisals  
Expert Witness Testimony

**Larry Patrick**  
*President*

**Susan Patrick**  
*Executive Vice President*

**Terry Greenwood**  
*Vice President*

**Gregory Guy**  
*Director of Marketing*

(410) 740-0250, [www.patcomm.com](http://www.patcomm.com)



the nation's gay and lesbian communities will premiere its first TV show 8/2.

"BingoTelevision," a daily three-hour game show, will allow viewers to win up to \$10K in cash and/or prizes, playing on bingo cards that will be distributed in supermarkets, fast food outlets and on the Internet. It will also be possible to play on the web at [www.BingoTelevision.com](http://www.BingoTelevision.com).

The show's creator is **Dick Weiner**, a former TV GM, producer and network attorney who began his broadcast career as an account executive for KIQQ-FM Los Angeles.—JM

### New women's channels on the horizon

The Lifetime cable channel may soon lose its status as the only cable channel devoted to women. Turner Broadcasting, Time Inc. and Conde Nast have announced that they are starting a new channel geared toward women as well.

The new network, which has yet to be named, will premiere early next year, along with a web site. Topics will be lifted from articles on style, entertaining, travel, food and parenting in various magazines published by Conde Nast (Mademoiselle, Vogue, Glamour) and Time (People, Instyle, Parenting).

There could be even more competition on the horizon for Lifetime and the new TBS channel. Talk show host **Oprah Winfrey** and **Geraldine Laybourne** of the Nickelodeon cable channel are in the process of developing a women's channel to be called Oxygen.—TS

### Grapevine ensnares WAAY

Grapevine Communications is rapidly becoming one of the nation's big TV groups. In its latest move, the Atlanta-based company is paying \$52M for WAAY-TV (Ch. 31, ABC) Huntsville, AL. The sellers are **M.D. Smith IV** and his sister, **Anita Smith Johnson**.

Just a week earlier, Grapevine announced a \$185M deal to buy the ten-station GOCOM TV group and to have GOCOM head **Ric Gorman** become CEO of Grapevine.

Grapevine, which currently owns seven stations, is headed by Chairman **Wendell Reilly** and backed by BCI Advisors, First Union Capital Partners, Continental Illinois Venture Corp, Prudential Securities and

FINOVA Capital.—JM

### V-Chip well on its way

FCC Commissioner **Gloria Tristani** should be pleased with her new role as head of the V-Chip task force, especially since major television makers have announced that they will meet government deadlines for incorporating the technology.

The V-Chip (adopted last year) allows parents to block television programming they deem as harmful for their children. The technology is expected to be in every new television set by 1/1/2000 (RBR 5/17, p. 6).

According to Chairman **Bill Kennard**, the V-Chip has the potential to change the way the public watches TV, but should not be regarded as a "national censor on everything that goes out over the airwaves, cable or satellite," he added.

AV-Chip task force was established last month to educate parents about the technology, ensure that the V-Chip works and gather information on its usage and effectiveness.—TS

### Belo puts two on the block

A.H. Belo Corp. (N:BLC) has hung "for sale" signs on two of its 17 TV stations, KASA-TV (Ch. 2, Fox) Albuquerque and KHNL-TV (Ch. 13, NBC) Honolulu. Belo also LMAs KFVE-TV (Ch. 5, UPN) Honolulu.

"These are outstanding television stations," said **Robert Decherd**, CEO. "However, we have determined that they are not core to Belo's Television Group, which is principally concentrated in Texas, the Pacific Northwest and Mid-Atlantic states."

ING Baring Furman Selz has been retained to explore sale options.—JM

### Tribune into Albany

Tribune Co. (N:TRB) has stepped into the deal vacated by Sinclair (O:SBGI) to buy WMHQ-TV (Ch. 45) in the Albany, NY market and turn the educational outlet into a WB affiliate. WMHT Educational Telecommunications plans to use the \$18.5M in sale proceeds to pay for the cost of switching its primary station, WMHT-TV (Ch. 17, PBS), to digital by 2003. Sinclair's scrapped deal would have paid \$23M for WMHQ.—JM

# 1974 - 1999

**Celebrating 25 years  
of service to radio &  
television broadcasters  
throughout the U.S.**

## For sale:

UHF television station (CP)  
Medium Southeast  
growth market  
purchase price: \$2 million

FOR MORE  
INFORMATION  
CONTACT:

# NF&A

2201 N. Lamar Blvd.,  
Ste. 204

Austin, TX 78705

Ph: (512) 476-9457

Fax: (512) 476-0540

email: [norman@nfainc.com](mailto:norman@nfainc.com)

please visit our website:

[www.nfainc.com](http://www.nfainc.com)



by Carl Marcucci

## Colossal consolidation: CCC Denver



*Clear Channel's new Denver HQ: 85,000 sq. ft., four floors and a basement host all facets of seven radio stations. Of the whole building, only a small area will be leased out on the first floor. That area will serve as reserve space for future expansion needs. Engineering takes the basement.*

Seven stations, one building—this is the story of Clear Channel's Denver consolidation project started from scratch and currently in full-swing. Denver Director of Engineering **Jeff Gulick** is working with Jacor's VP Engineering (*RBR* 8/17/98, p.6) **Al Kenyon** (new Clear Channel title to be announced) on this nine month, total build-out project that includes KOA-AM, KHOW-AM, KTLK-AM, KRFX-FM, KTCL-FM, KBPI-FM and KHIH-FM.

Being one of the largest consolidation events in US commercial radio, just wiring four floors and a basement is a project, save the drywall and HVAC. Kenyon, with Gulick's help, took the time to detail this behemoth for "Engineered for Profit."

### **How did the consolidation project idea originally come up?**

The usual way, leases are expiring and the local management team has grown tired of the cross-town slalom between our long time Lawrence Street office/studio complex downtown and the East Kenyon (no relation) Avenue office/studio complex which was acquired with KHOW and KHIH.

### **Is it based at new offices, or a build-out of existing? Why did you choose the particular site for the project? Did local codes pose any problem?**

The downtown building we currently occupy did not have enough square footage available to allow us to expand in place so we had to look elsewhere. We explored real-estate all over the Denver Metro including

the area around Coors Field looking for existing buildings with sufficient square footage in suitable locations. The location we finally settled on is a beautiful four story building in the Denver Tech Center area, about 30 minutes south of the downtown core. The DTC is a class A corporate office environment with some very specific aesthetic guidelines which we have had to struggle to accommodate with our need for back-up power and dozens of antennas for STL, satellite and other functions.

### **What is the start date, and estimated completion date?**

The previous owners were not able to vacate the building until December 31st, so demolition didn't commence until after New Year's. We expect to be able to move some office and sales functions in during July and begin broadcast operations no later than September 30th.

### **Where were the seven stations located before the move?**

KOA, KHOW, KTLK, KRFX, KBPI, KTCL originate from Lawrence St. and KHIH, KHOW and KTLK originate from Kenyon Ave. A couple of the AMs swap places during the day; see the need to consolidate?

### **Can you give the estimated total cost for the project?**

Less than we initially thought it would be, considering the scope of the project. We delayed purchasing new studio equipment for the past few years in order to minimize obsolescence and redundant expense.

### **Why did Jacor/CCC choose to keep KBCO-FM offices and studios in Boulder?**

KBCO has close ties to the University campus and Boulder's smaller city atmosphere allows them greater flexibility when performing artists come to town.



# THE NAB RADIO SHOW

## *The Best Show on Radio!*

August 31 - September 3, 1999  
Orange County Convention Center  
Orlando, Florida



Bob & Tom host  
The NAB Marconi  
Radio Awards.

Thursday Sept. 2nd

## Developed By Radio Pros, For Radio Pros

NAB has brought together 21 of radio's top programming, management and sales minds to plan the Best Show on Radio. The 1999 NAB Radio Show Steering Committee has planned a show for you that promises to be current, controversial and very entertaining.



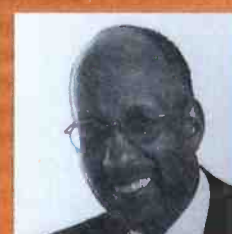
**Steering  
Committee Chair:**  
**John Cullen**  
Co-Chief Operating Officer  
Capstar



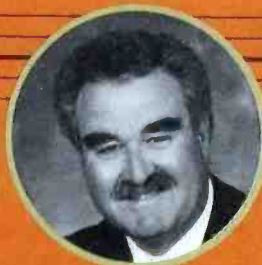
**Management  
Subcommittee Chair:**  
**David Pearlman**  
Co-Chief Operating Officer  
CBS/Infinity



**Programming  
Subcommittee Chair:**  
**Don Benson**  
Corporate Vice President, Operations/Programming  
Jefferson-Pilot Communications



**Sales & Marketing  
Subcommittee Chair:**  
**John Douglas**  
Chief Executive Officer  
OIA, LLC



### NAB National Radio Award Winner

Join us as **Bill Stakelin**, President/COO Regent Communications, will be honored with the 1999 NAB National Radio Award at the NAB Radio Luncheon on Wednesday, September 1.

Over 65 Sessions  
& 150+ Exhibitors

## Make Your Plans Today!

Visit [www.nab.org/conventions/](http://www.nab.org/conventions/)  
For updates, registration and accommodations.

Call 1-800-342-2460  
For general information.

Want to exhibit? Call 1-800-NAB-EXPO or 1-202-775-4988

see you in  
**Orlando!**



### **What cost savings are expected?**

With the Klotz VADIS virtual, digital control surface/router system, we need about half of the wire, cable and conduit that an analog system would have required, due to the heavy use of fiber. This saves space, time and money for wiring the studios and rack rooms. Future changes involving console I/O will be made using software on a PC, rather than re-routing wires and connections, which will save labor costs.

The seven stations will share music and commercials on the Prophet System Audio Wizard digital audio system where practical, and KOA-AM will provide news for all seven stations on the WireReady32 newsroom system, which saves programming costs.

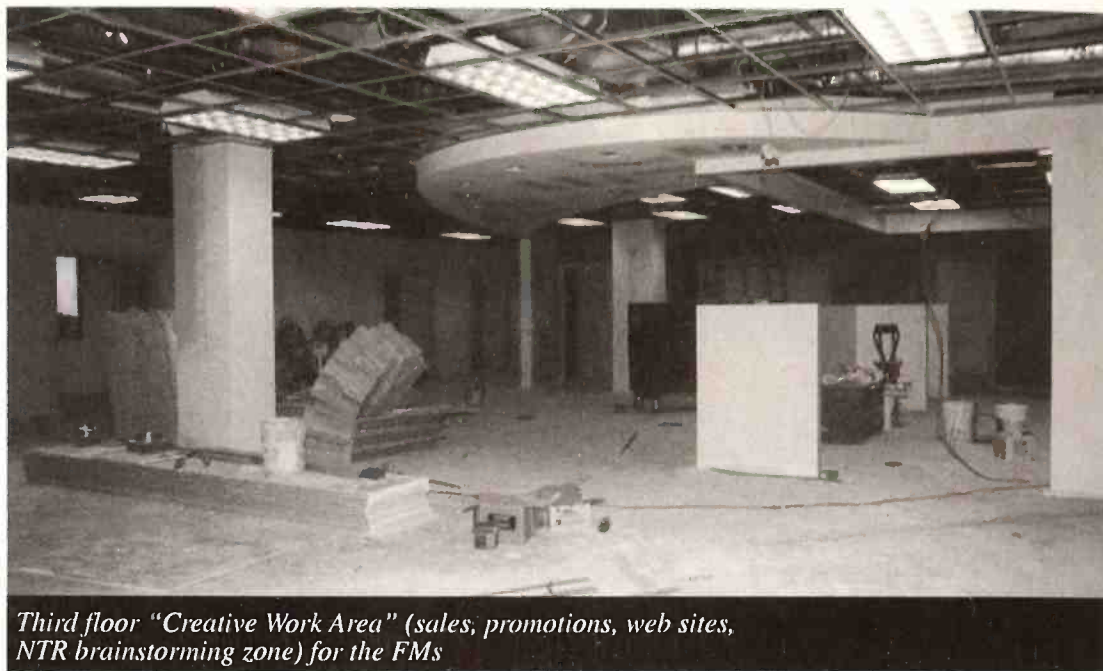
We will have consolidated satellite, RPU, ISDN and Hotline communications links. The engineering labs will go from three small to one large facility. The business LAN system will drop from two to one. We will all be sharing one common telephone and voice-mail system instead of two. There will be common access to the Internet via our on-site satellite and landline T1 facility. Economy of scale is a big factor throughout the facility.

### **So far, how well has the project kept within budget?**

We are less than 10% above our target numbers at the moment.

### **What have been the most difficult factors in the project?**

Moving from two analog facilities to one very large all-digital facility presents problems with dealing with the massive amount of information which must be generated and disseminated to various contractors. In a typical analog project, one-half to two-thirds of the project is planned ahead of time, and the particulars are often determined and worked out at the time of actual construction. In the case of our facilities, which are digital, every detail must be dealt with in advance, from where each wire is punched to the designation for each audio source and destination. And since no one else in the US has built digital facilities of this size and scope, we are inventing the wheel.



*Third floor "Creative Work Area" (sales, promotions, web sites, NTR brainstorming zone) for the FMs*

### **Detail the construction and build-out plans/logistics.**

#### **What stages is the project broken down into?**

With only nine months between demolition and operation, the project has developed a life of its own. Our business and sales offices will move into the building first, as they require the least time and materials. The studios, rack rooms and roof (antennas) will follow.

#### **How does this project rank in size with other projects you've overseen? Are you doing anything differently this time?**

This is the largest project in US commercial radio broadcasting outside of a network facility that I am aware of. This is also the first time we have tackled a large consolidated facility in a new-to-broadcasting building; all the rest have been add-ons. They've gotten big, but done it one room at a time. Starting from scratch allowed us to look at taking a fully integrated audio systems approach.

#### **What were the common equipment choices throughout, why?**

We chose to use Klotz control surfaces and a VADIS digital routing system throughout the complex. This selection was based upon the vast number of audio sources which all of our Denver properties access during a broadcast week and the complexity of our sports, talk and news programming. The Klotz digital consoles are unique in that they allow total re-configureability at the push of a button. Instead of requiring a board op to deal with six different sets of input,

output, and talk-back controls on a very large frame console for Pre-, Post- and in game for home and away sport origination, we can punch a "Home Pre-Game" button and, like the spaghetti sauce, it's in there! Our FM stations have technical demands very similar to our AM Talk operations during morning drive. We figure that we will save a bunch of money and time on copper (wiring) since the VADIS frames connect with fiber and each fiber will carry up to 64 audio channels. This 24 console, all-digital project is the first one of this scope which Klotz has undertaken in the US.

#### **What work is Rick Dearborn Associates doing for the project with Klotz?**

We contracted with RDA as our "Systems Integrator"—in the old days, that would have been supplying cabinetry and wiring studios, today it's much more. Due to consolidation we, as broadcasters have been able to "right size" many of our support functions, particularly engineering and technical support. For engineers that means that the days of being able to round up a crew from various markets and have them spend several weeks helping out on a major install are gone. We are lean, mean and fully loaded to begin with. Rick and his crew have been full partners in the technical design process from the early stages of the project. His people have had to learn the Klotz Digital system inside and out since they are pre-constructing, wiring and testing, not just individual studios, but the entire complex including a massive tech center (rack room).



**Were there any economies of scale or discounts made by buying in bulk?**

Well, I did kind of beat-up on **Ray Esparolini** at Klotz.

**What buying decisions were done from corporate, and what out of Denver?**

The Denver staff came up with recommendations for each and every component and for the most part that is what we went with. The "hook" from Cincinnati did get a bit of exercise here and there.

**What role are the Denver staff (CEs, GMs, PDs, GSMs) playing in the project?**

All the department heads talked with the people from the Lawrence Group Architectural firm during the early stages of the development of the space plan and then the circle of local active participants was reduced to the Denver GMs and members of the technical staff.

**What changes in STLs had to be made to accommodate the project?**

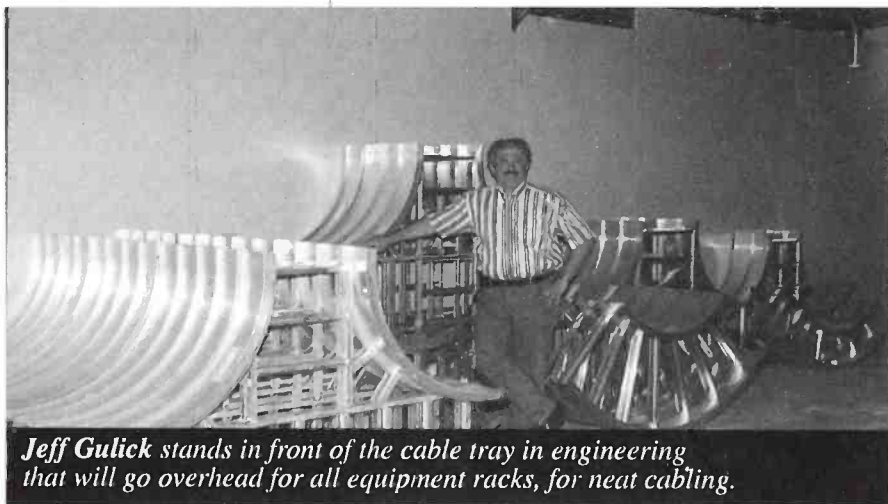
STLs were a major concern because of the frequency congestion in the Denver area. We have had some very good experiences with Intraplex systems operating over RF links in other markets so we began testing a system in Denver last winter. We plan to use these for our primary STLs and that will allow us some time to unravel the frequency allocation rats nest and use some traditional 950 MHz systems for back-up.

**What analog to digital conversions in the studio, production, audio and air chains will be made with this project? What vendors? Any turnkeys?**

With the Klotz console system we are taking every source as AES3 digital, if possible, direct into a VADIS frame. Analog sources connect to integral A to

D converters in a VADIS frame. Once audio goes in, it's available everywhere it is needed. Outputs are available as AES3 or analog and are broken out at a VADIS frame located near the required termination location. Most of the prerecorded on air material will come from Prophet Systems Audio Wizard and will remain in digital form in most cases all the way through the FM exciter in the transmitter.

News copy and actuality storage and editing will be done on a networked WireReady32 newsroom system. The great thing is that both Prophet and WireReady32 are TC/IP networked systems and can communicate not only on the local LAN but also throughout our company via our WAN. The industry is already aware of the advantages of remote voice tracking, now we're taking the next step: The virtual newsroom. You can assemble a newscast in DTC and have it air automatically in Ft. Collins. A newscaster in Casper, WY can pull a piece of live sound from the DTC WireReady32 system to incorporate in a KFYZ morning newscast. We will be able to leverage our news person-



*Jeff Gulick stands in front of the cable tray in engineering that will go overhead for all equipment racks, for neat cabling.*

nel throughout the entire country. Hey, if I'm gonna chase a mechanical rabbit, it may as well be the one with the good batteries.

**Will this site be using a LAN? Please detail. How will it link to the WAN?**

I'm not an IT maven, but I'm told that there will be glass between floors and large switched hubs on each floor for the business network. Klotz, Prophet and WireReady will most likely have their own LANs which will have switched routers for interconnection and to tie back to the WAN.

**DID YOU KNOW YOUR ANTENNA IS YOUR MOST IMPORTANT PIECE OF EQUIPMENT?**

Talk with us. Learn what you may be missing and why.

All antennas are not equal.

Without a properly engineered and customized antenna, you're losing listeners.

Single or multi-frequency, high power, low power, omnidirectional or directional.

**Shively Labs**

because ...

... it pays

to be heard.

P.O.Box 389,  
Bridgton, ME 04009 USA

Tel.: (207) 647-3327

FAX: (207) 647-8273

1-888-SHIVELY

e-mail: [sales@shively.com](mailto:sales@shively.com)

Web: [www.shively.com](http://www.shively.com)

- An Employee-Owned Company -



## Journal's journey to the Great Empire slowed by FCC umpire

The Great Empire group has joined the many others which have taken to the sidelines in the post-Telcom era of radio ownership, finally folding into the Journal Broadcast Group after a lengthy regulatory delay. Journal's approximately \$100M purchase of Great Empire was originally announced late last Summer (RBR 8/24/98, p.12).

Journal adds 13 stations in four markets (plus a JSA). Three of the markets are new to Journal (Tulsa, Wichita and Springfield, MO), and an AM-FM combo will join Journal's existing superduopoly in Omaha.

**RBR observation:** Why did FCC approval for this deal take so long? The only possible sticking point was Omaha, where Journal's 2-AM, 4-FM superduopoly holds sway, albeit over two strong superduop competitors,

Capstar and Mitchell. Great Empire's two stations, WOW AM-FM (which will make this a full-bore 3-AM, 5-FM cluster), are both in the middle of the pack ratings-wise, but are strong enough to put some distance between Journal and the other two owners. However, Journal's resulting control of about one third of the Omaha radio audience hardly constitutes a run-away train.

And, according to the new ownership rules, this is a perfectly legal station cluster. The local ownership cap is based on a market determined by station signal overlap. While most Omaha stations are in the 25-40 range where the ownership limit would be seven stations, there are three stations which, under the rules, qualify their owner for a top-of-the-line eight station cluster.

One of these is WOW-AM, which Journal is buying and which is precisely what makes the deal legal. What is interesting is that each of Journal's largest competitors have a similarly-enabling AM in their lineups: KFAB for Capstar and KKAR for Mitchell.

Here are three points to consider: 1) radio competition in Omaha remains robust; 2) Journal's main competitors have the potential to build up to Journal's level and make the market even more competitive; and 3) the FCC had no business sitting on this deal. That Congress may soon diminish its role in such matters is welcome news.—DS

## Clear Channel acquires half of Dauphin

Adding to its existing European outdoor holdings with More Group, Clear Channel (N:CCU) announced (6/11) a 50.5% stake in Dauphin OTA, a French outdoor company. The \$250M deal, equal to Dauphin's yearly sales, gives Clear Channel an outdoor market leader in France, Spain, Italy and Belgium—adding to its European presence with More Group's operations in Britain, Scandinavia and Belgium. The \$250M offer is at a 34% premium over Dauphin's 6/10 closing price. Clear Channel's outdoor division is now the world's largest with 302,000 faces in 26 countries.—CM

## Aurora 'PUT's its money where its base is

Brand new group Aurora Communications is expanding its holdings in the suburbs of New York City. They are picking up WINE-AM & WRKI-FM Danbury CT and WPUT-AM & WAXB-FM Brewster/Patterson NY from the Capstar Trust, which is under the care and feeding of former FCC commissioner **Henry Rivera**. The price tag on the deal is \$11.25M.

The birth of Aurora, formed by radio veterans **Frank Osborn** and **Frank Washington** and backed by Bank of

## KJI Broadcasting, LLC

*Joseph V. Gallagher, President*

*has entered into an agreement to sell radio station*

## WCAV-FM

*Boston, Massachusetts*

*to*

## Radio One, Inc.

*Alfred C. Liggins III, President*

*for*

**\$10.0 Million\***

**Robert J. Maccini**

*of Media Services Group, Inc.*

*represented KJI Broadcasting, LLC in this transaction.*

*Tel: (401) 454-3130 Fax: (401) 454-3131 E-mail: maccini@msn.com*

## MEDIA SERVICES GROUP, INC.

ACQUISITIONS • VALUATIONS • FINANCING • CONSULTATION

San Francisco • Philadelphia • Dallas • Washington • Kansas City • Providence • Salt Lake City • Jacksonville • Richmond

*\*Pending FCC Approval*



America Capital Investors, was first reported in RBR last month (RBR 5/3, p.12). Other recent acquisitions include WICC/WEBE Bridgeport CT (RBR 5/3, p. 12) and WFAS AM-FM/WZZN-FM Westchester County NY (RBR 5/10, p.7).—DS

### Cumulus not resting on its Laurels in Mississippi market

Cumulus Broadcasting is continuing its rapid expansion in America's smaller markets. Laurel-Hattiesburg MS, ranked #209 in the Arbitron population hierarchy, first appeared on the Cumulus radar screen when it picked up WFOR/WHER from Gulf Central and WEEZ-FM from Pine Belt last Fall (RBR 9/7/98, p.15).

It will now double its presence in the market with a pair of deals. Coming from Design Media Inc. will be WQIS-AM and Laurel's CHR powerhouse WNSL-FM for \$3.1M. Coming from Hickman Broadcast Services will be WMFM-FM for \$735K. The latter, a signal-challenged Class A, recently received the radio equivalent of a health club membership: an FCC-approved construction permit for 50,000 watts.

When the smoke clears from all of these deals, Cumulus will be in a position to challenge Blakeney Communications' muscular 3-FM superduop in the Laurel-Hattiesburg ratings war. **Brokers:** Scott Knoblauch, Media Services Group (WQIS/WNSL), Ron Hickman, Hickman & Associates (WMFM)—DS

### New Northwest fares well in Fairbanks

Michael O'Shea and Ivan Braiker's New Northwest Broadcasters will expanded their Alaska holdings into Fairbanks with two deals which will

build a 2-AM, 3-FM superduopoly. The first is a \$2.8M deal which will bring in KFAR-AM, KWLF-FM and KUWL-FM from Borealis Broadcasting. They are also spending \$750K on Northern Radio & Television's KCBF-AM and KXLR-FM.

Fairbanks will become New Northwest's second Alaska market. The group recently struck three separate deals to build a four-FM cluster in Anchorage (RBR 4/26, 5/24).

KCBF/KXLR were originally included in a package deal along with KTVF-TV, and had been sold to The Ackerley Group for a total of \$8M. (RBR 8/17/98, p. 12). Ackerley reportedly dropped the radio stations from the deal to avoid any cross-ownership entanglements at the FCC. **Broker:** Austin Walsh, Media Services Group Inc.—DS

### It's Miller time to Texarkana twosome

\$1M doesn't sound like a lot of money for an Atlanta combo, but it is when the Atlanta in question is located in Texas. David Wommack's ARK-LA-TEX Broadcasting is cashing out of the Texarkana market with a \$1M deal to sell its KALT/KPYN Religion-formatted combo to Dominion Media. Duane Miller is president of the buyer. **Broker:** Bill Whitley, Media Services Group—DS

### Hochman on a mission to Mission KS

KUPN-AM Mission KS does not fit into Sinclair Radio's plans for its 4-FM superduopoly in the Kansas City market. The group is selling the station to H.M.E. Communications Inc. for \$550K. H.M.E. is lead by George Hochman, president, who also owns a 1-AM, 2-FM duopoly in the Fayetteville-Springdale AR market.—DS

# CLOSED!

WSFR-FM, WVEZ-FM  
and option to purchase  
WMHX-FM

Louisville, Kentucky  
from  
Jacor  
Communications, Inc.  
to  
Cox Radio, Inc.

Charles E. Giddens  
represented Cox.

BRIAN E. COBB  
202-478-3737

CHARLES E. GIDDENS  
941-514-3375

ELLIOT B. EVERS  
415-391-4877

GEORGE I. OTWELL  
941-929-0445

RADIO and TELEVISION  
BROKERAGE • APPRAISALS



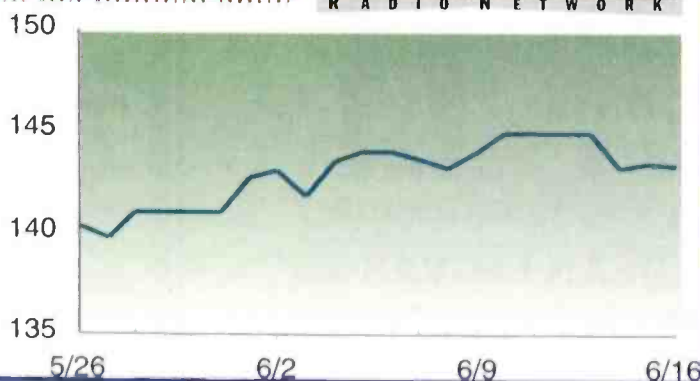
MEDIA VENTURE  
PARTNERS

## The Radio Index™

RADIO BUSINESS REPORT

THE WALL STREET JOURNAL  
RADIO NETWORK

The Radio Index™ was down .75 points to close 6/16 at 143.29.





**REAL RESULTS.**

**For Sale!**

Stations in  
CO, WY, KS  
and AZ



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

by Dave Seyler

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

**superduopoly.** Buyer may LMA stations after Hart-Scott-Rodino waiting period pending close of deal. Broker: Media Services Group (buyer)

**\$25,000,000—\* KRTX-FM** Dallas-Ft. Worth (Winnie TX) from Tichenor License Corp., a subsidiary of Hispanic Broadcasting Corp. (O:HBCCA) (Mac Tichenor) to KLNZ License Co. LLC, a subsidiary of Z-Spanish Media Corp. (Amador S. Bustos, pres). Tax-free, like-kind exchange for KLNZ-FM Phoenix (Glendale AZ). Deal valuation is an *RBR* estimate. Joins **duopoly**-to-be with KGOH-AM and KREH-AM upon completion of CP moving KREH from Oakdale LA to Pecan Grove TX. Broker: Rumbaut & Co. (seller)

**\$25,000,000—\* KLNZ-FM** Phoenix (Glendale AZ) from KLNZ License Co. LLC, a subsidiary of Z-Spanish Media Corp. (Amador S. Bustos, pres) to Tichenor License Corp., a subsidiary of Hispanic Broadcasting Corp. (O:HBCCA) (Mac Tichenor). Tax-free, like-kind exchange for KRTX-FM Dallas-Ft. Worth (Winnie TX). Deal valuation is an *RBR* estimate. **Duopoly** with KHOT-FM. Broker: Rumbaut & Co. (buyer)

**\$20,000,000—\* WFAS AM-FM, WZZN-FM** White Plains NY/Mt. Kisco NY from Westchester Radio LLC (Frank Washington) to Aurora Communications LLC (Frank Osborn, Frank Washington). \$1M escrow, balance in cash at closing. Existing **duopoly**.

**\$14,800,000—\* WBIZ AM-FM, WMEQ AM-FM, WQRB-FM, WATQ-FM** Eau Claire WI (Eau Claire, Menomonie WI, Bloomer WI, Chetek WI) from Phillips Broadcasting Co. Inc. (Michael A. Phillips) to Cumulus Broadcasting Inc. (O:CMLS) (Richard Weening, Lew Dickey Jr.). \$740K escrow, balance in cash at closing. Existing **superduopoly**. LMA since 4/2. Broker: **Robert Maccini**, Media Services Group Inc. (seller)

**\$13,500,000—\* WRIE-AM, WXKC-FM, WXTA-FM** Erie PA (Erie, Edinboro PA) from Media One Group-Erie Ltd. (James T. & Thomas J. Embrescia) to Regent Licensee of Erie Inc., a subsidiary of Regent Communications Inc. (O:RGCI) (Terry S. Jacobs, William L. Stakelin et al). \$675K escrow, balance in cash at closing. Existing **duopoly**. Broker: Bergner & Co. (seller)

**\$77,500,000—\* WNGC-FM** Atlanta (Athens GA) from Clarke Broadcasting Corp. (H. Randolph Holder Jr.) to Cox Radio Inc. (N:CXR) (Robert F. Neil, pres). Cash. This price does not include additional \$10K per acre of real property to be conveyed to buyer by seller. **Superduopoly** with WSB AM-FM, WJZF-FM. Cox is also party to a JSA with certain stations owned by Midwestern Broadcasting Co. Waivers needed due to ownership of WSB-TV, and newspapers The Atlanta Constitution and The Atlanta Journal (engineering study is to be submitted as amendment to contract). WNGC holds CP to upgrade to Class C1 and relocate transmitter. Seller will begin construction of new facility at buyer's expense above and beyond price of this transaction.

**\$44,500,000—\* WVLK AM-FM, WLTO-FM, WXZZ-FM, WLRO-FM** Lexington (Lexington, Nicholasville, Georgetown and Richmond, all KY) from HMH Broadcasting Inc. (Ralph E. Hacker et al) to Cumulus Broadcasting Inc. (O:CMLS) (Richard Weening, Lew Dickey Jr.). \$2.225M escrow, balance in cash at closing. Contract also provides for \$1,112,500 to be placed in post-closing escrow account and a \$100K post-closing payment to Hacker. Existing

**HAMMETT & EDISON, INC.**  
CONSULTING ENGINEERS  
RADIO AND TELEVISION

Serving the broadcast industry since 1952...  
Box 280068 • San Francisco • 94128



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

**Control Your Transmitter**

Davicom remote controls are sized to fit small, medium, large and multi-site applications, and our "extras" don't cost extra!



tel: 609-653-1065 fax: 609-653-1075

**THE EXLINE COMPANY**

MEDIA BROKERS  
CONSULTANTS



**NORTHERN CALIFORNIA  
STATIONS AVAILABLE**

**ANDY McCLURE      DEAN LeGRAS**

4340 Redwood Highway • Suite F-230 • San Rafael, CA 94903  
Telephone • 415-479-3484 Fax • 415-479-1574



# BROADCAST INVESTMENTS™

## June 16—RBR Stock Index 1999

Company	Mkt:Symbol	6/10 Close	6/17 Close	Net Chg	Pct Chg	6/17 Vol (00)	Company	Mkt:Symbol	6/10 Close	6/17 Close	Net Chg	Pct Chg	6/17 Vol (00)
Ackerley	N:AK	19.750	19.000	-0.750	-3.80%	40	Harris Corp.	N:HRS	38.875	38.312	-0.563	-1.45%	24
Alliance Bcg.	O:RADO	0.437	0.343	-0.094	-21.51%	0	Hearst-Argyle	N:HTV	28.750	25.000	-3.750	-13.04%	15
Am. Tower	N:AMT	24.375	25.812	1.437	5.90%	94	Hispanic Bcg.	O:HBCCA	63.625	65.000	1.375	2.16%	23
AMSC	O:SKYC	19.500	18.062	-1.438	-7.37%	31	Infinity	N:INF	25.437	25.437	0.000	0.00%	643
Belo Corp.	N:BLC	21.687	20.562	-1.125	-5.19%	15	Jeff-Pilot	N:JP	65.625	65.750	0.125	0.19%	22
Big City Radio	A:YFM	3.750	3.625	-0.125	-3.33%	0	Jones Intercable	O:JOINA	47.375	48.625	1.250	2.64%	2
Broadcast.com	O:BCST	109.078	105.500	-3.578	-3.28%	121	Metro Networks	O:MTNT	51.875	51.625	-0.250	-0.48%	12
Capstar	N:CRB	27.562	26.687	-0.875	-3.17%	2	NBG Radio Nets	O:NSBD	2.000	2.375	0.375	18.75%	0
CBS Corp.	N:CBS	42.750	41.875	-0.875	-2.05%	959	New York Times	N:NYT	34.875	36.250	1.375	3.94%	0
CD Radio	O:CORD	25.000	27.625	2.625	10.50%	195	Otter Tail Power	O:OTTR	39.812	40.875	1.063	2.67%	1
Ceridian	N:CEN	31.125	33.625	2.500	8.03%	100	Pacific R&E	A:PXE	1.000	1.250	0.250	25.00%	0
Chancellor	O:AMFM	56.500	54.375	-2.125	-3.76%	31	Pinnacle Hldgs.	O:BIGT	17.937	17.875	-0.062	-0.35%	25
Citadel	O:CITC	30.250	29.250	-1.000	-3.31%	40	Radio One	O:ROIA	39.500	36.125	-3.375	-8.54%	1
Clear Channel	N:CCU	65.937	68.562	2.625	3.98%	631	RealNetworks	O:RNWK	68.062	59.250	-8.812	-12.95%	580
Cox Radio	N:CXR	55.187	56.250	1.063	1.93%	12	Redwood Bcg.	O:RWBD	9.250	9.125	-0.125	-1.35%	4
Crown Castle	O:TWRS	19.000	19.125	0.125	0.66%	1	Regent Pfd.	O:RGCIP	5.500	5.562	0.062	1.13%	0
Cumulus	O:CMLS	17.406	18.062	0.656	3.77%	2	Saga Commun.	A:SGA	19.437	19.750	0.313	1.61%	0
DG Systems	O:DGIT	5.562	4.906	-0.656	-11.79%	0	Sinclair	O:SBGI	16.125	15.500	-0.625	-3.88%	0
Disney	N:DIS	29.312	29.500	0.188	0.64%	2964	SportsLine USA	O:SPLN	33.375	34.000	0.625	1.87%	39
Emmis	O:EMMS	48.250	46.500	-1.750	-3.63%	12	TM Century	O:TMCI	0.437	0.437	0.000	0.00%	0
Entercom	N:ETM	34.000	33.625	-0.375	-1.10%	4	Triangle	O:GAAY	0.150	0.150	0.000	0.00%	110
Fisher	O:FSCI	62.000	61.000	-1.000	-1.61%	0	Tribune	N:TRB	78.812	86.125	7.313	9.28%	1004
Gaylord	N:GET	30.312	30.500	0.188	0.62%	0	WesTower	A:WTW	23.687	23.625	-0.062	-0.26%	0
Granite	O:GBTVK	7.500	7.437	-0.063	-0.84%	0	Westwood One	N:WON	35.687	36.437	0.750	2.10%	1
							WinStar Comm.	O:WCII	55.000	49.000	-6.000	-10.91%	1177

### Hispanic Broadcasting Expects \$150M In '99 Acquisitions

Wall Street Journal—Hispanic Broadcasting Corp. (HBCCA) expects to spend about \$150 million during the rest of 1999 on acquisitions.

Jeffrey L. Hinson, the company's chief financial officer, said Hispanic Broadcasting is "actively seeking acquisitions on a variety of fronts."

"We're confident we're going to find opportunities to buy big signals in big markets," he said.

The executive made his remarks at the PaineWebber Growth & Technology Conference 6/10 Thursday. Hinson also said the company "could spend" \$1 billion over four years to expand its holdings in large markets.

Hispanic Broadcasting, which recently changed its name from HefTel Broadcasting, is building its holdings by buying English-language radio stations and converting them to Spanish-language ones. The company said it intends to fill out its presence in the nation's top 15 Hispanic markets and to extend its reach to secondary Hispanic markets.

©1999 Dow Jones & Co.

**CLOSED**

### Entercom Communications Corporation

*has acquired the assets of  
WREN AM in Kansas City  
from Mortenson Broadcasting Company  
for \$2,750,000.*

\*\*\*\*\*

**John L. Pierce** initiated this transaction  
and assisted in the negotiations.

### **FORCE** Communications & Consultants, LLC

**John L. Pierce**  
(606) 647-0101

**Hal W. Gore**  
(561) 231-8928

**John E. Lauer**  
(770) 565-4465



# The Best Digital Systems

It's a fact: *More* U.S. radio stations choose *Scott Studios'* than any other digital system! 2,025 U.S. stations use 4,600 Scott digital workstations. One reason is that the Scott System is the *easiest to use*. It's simple, straightforward, intuitive and powerful!

And Scott Studios' audio quality is the *very best!* You choose from new 32-bit PCI cards by Digigram, Audio Science or Antex. Scott Studios is famous for our *uncompressed* digital systems at a compressed price, but we also work well with MPEG. Scott software can record and play our audio files on a laptop and home PC.

Scott computers are industrial quality in 19" racks, but *not* proprietary: functional equivalents are available at most computer stores. You get 24x7 toll-free phone support. You also get new software features *free* for years from Scott's Internet site.

Scott Studios offers *three* different systems in *three* price ranges to suit *any* budget.

Copyright 1999 Scott Studios Corp.

8:15:38A	<b>True Colors</b> Phil Collins :11/4:05/F HIT HM0105 8:15:47 #1 for 3 Weeks in Feb. '99	Shotgun Jingle :03 4	Fast Jingle :08 4	Medium Jingle :12 4	Slow Jingle :14 4	Long Jingle :17 4
Air 3:57	<b>Written In the Stars</b> Elton John & LeAnn Rimes :17/4:13/F HIT HM2608 8:18:40	Legal ID :11 4	Morning :09 4	Oldie Jingle :08 4	PSA Bed :30 4	Promo Bed :31 4
Start 3	<b>Contest Promo Bed Instrumental</b> :00/0:30/F PRO TO2214 8:22:42	Weather Open :40 4	Weather Close :04 4	Slide Whistle :02 4	Sports Bed :60 4	News Bed :12 4
Start 3	<b>Short Jingle Q-102</b> :00/0:06/F JIN TO2215 8:23:02	Gong SFX :03 4	Drum Roll :10 4	Rim Shot :01 4	Traffic Bed :31 4	Weather Bed :13 4
Start 3	<b>All I Have To Give</b> Backstreet Boys :00/2:45/C 101 DA1234 8:23:08	Rooster Crows :04 4	Bugle Reveille :16 4	Woman Yawns :02 4	Contest Bed :59 4	Winner Bed :59 4
Start 3	<b>McDonald's 2 for \$2</b> Q: ...may vary. :00/0:30/F COM DA4315 8:25:53	Don't Go There :02 4	Gong SFX :03 4	Happy Birthday :32 4	Applause :08 4	Wow! :01 4

Auto Delete P/B-view Record :07 More Opt. Hot Keys Songs Spots

This is the user-friendly Scott 32 System, with 30 sets of 30 hot keys, phone editor and all songs and spots on line for instant play! It seamlessly mixes uncompressed and MPEG digital audio!

## Good Spot Box

8:13:24 Sat AM May 3 '98

CompUSA - Epson 2474 01/1:00C CM	1023 Boston - Market - 51+ :00:1:00C CM
Dallas Morning News 4843 05/1:30C CM	1025 Boston - Market - Lunch :00:1:00C CM
Pepsi-Cola 7327 00/0:30C CM	1034 Both of You - Maternity :00:0:30C CM
	1035 Bright Truck Leasing :01/1:00C CM
	1036 Burns Security Syst :00:0:30C CM
	1038 Car Nation - Tuesday :00:1:00C CM
	1039 Car Nation - Wed :00:1:00C CM
	1040 Central Bank & Trust :00:0:30C CM
	1041 Cinema 12 :00:1:00C CM
	1043 Charley Horse Saloon :00:0:30C CM

1 2 3 4 5 6 7 8 9 0

Scott's Spot Box delivers the *simplicity* of a triple-deck "cart" player plus *compact disc quality* digital sound.

Spot Box has only the one screen, so announcers always know what's playing. On the left of the screen, three digital players have clear labels on each spot. VU meter bars show levels. Buttons show countdown times and flash as each recording ends.

At the right of the screen, "Cart Walls" let you pick and play any recording by name, number or category. Or, number keys at the bottom load spots quickly from your log.

Scott's Spot Box includes a recorder and costs as little as \$5,000. Options include log imports from traffic computers and music on hard drive.

## Better AXS<sup>®</sup> 2000+

AXS<sup>®</sup> 2000+ interface showing a log of spots with call numbers, times, and categories. Includes buttons for navigation and control.

AXS<sup>®</sup> (pronounced ax'-cess) 2000+ is radio's premier digital audio system for automation and live assist. AXS<sup>®</sup> 2000+ is fully featured, with 99 sets of 28 instant play Hot Keys, log editing in the studio, live copy on-screen, big countdown timers and can include a production or phone recorder.

You also get auto-fill of network breaks to cover missing spots, a Real Time Scheduler, unattended net recording, timed updates, macros and optional time announce and WAVE file imports.

For stations with large CD music libraries, AXS<sup>®</sup> 2000+ can also control inexpensive consumer CD multi-pack and 300 CD juke box players.

See Scott Studios at NAB Booth L11890 in Las Vegas, April 19-22

## Best Scott 32 System

The Scott 32 System (pictured at the upper right) is the most powerful digital system in radio. Your log is on the left side of the screen. Everything plays at your touch. On the right, 30 sets of 30 Hot Keys play any spur-of-the-moment jingles, effects or comedy. You also get 10 "Cart Walls" with 1 or 2 second access to *any* recording. A built-in recorder quickly and easily edits phone calls, spots or pre-recorded Voice Trax.

Scott 32 options include recording Voice Trax while hearing surrounding songs and spots, time or temperature announce, *Invincible* seamless redundancy with self-healing fail-safes, newsrooms, 16-track editors and auto-transfer of spots and voice trax to distant stations via Internet.

Contact us to see how one of Scott Studios' three digital systems can be tailored to *your* needs and budget.

**Scott Studios** Corp.  
13375 Stemmons Freeway, Suite 400  
Dallas, Texas 75234 USA  
(972) 620-2211 FAX: (972) 620-8811  
8 0 0 7 2 6 8 8 7 7  
**(800) SCOTT-77**