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AMFM debuts; AMFMRN debuts two new nets

Chancellor and Capstar shareholders gave a thumbs up to merging 7/13 and the renamed company, AMFM Inc., began trading on the NYSE as AFM (photo, p.4) the next day. The merged company has 465 radio stations in 105 markets, plus AMFM Radio Networks, Katz Media Group and (pending sale) Chancellor Outdoor.

AMFM Radio Networks confirmed 7/13 what we had previously reported (RBR 5/3, p. 2). AMFM Radio Networks will add more karats to its collection of gems as it introduces Ruby and Sapphire 9/27. The Sapphire network will offer 20 minutes of inventory a week while Ruby will offer seven minutes. According to AMFM spokesperson **Marty Raab**, AMFM Inc. stations will not be asked to carry more inventory.

The Ruby network will be highly targeted to adults 18-49 and Sapphire will concentrate on reaching adults 25-54. Raab added that there will be new FM stations that do not belong to the Chancellor group of stations.

AMFM Radio Networks President **David Kantor** expects the two to debut in the top tier of advertising networks in the RADAR® 62 Summer Study.—JM, KM

ONDCP messages will not switch to anti-alcohol

Federally-sponsored ads currently running on radio stations nationwide promote anti-drug messages and not anti-alcohol messages. According to the latest ruling of the House Appropriations Committee, it's going to stay that way.

The committee reversed a former subcommittee vote to add anti-alcohol messages to the federal office's (ONDCP) campaign, saying anti-alcohol messages should be left to other organizations such as Mothers Against Drunk Driving (MADD). Nearly \$800M has already been appropriated for programs other than ONDCP that discourage alcohol abuse and underage drinking.

According to Rep. **Anne Northup** (R-KY), who opposed earmarking drug czar money for the anti-alcohol advertising (which is how ONDCP funds its ads), anti-drug and anti-alcohol campaigns are not one and the same. Drugs are illegal and alcohol is legal, she explained. Adding anti-alcohol messages to ONDCP's campaign would "wreck or dilute the campaign against drugs," she said. "A standalone, properly-funded media campaign against underage drinking is not only a worthy goal, it's a goal that makes sense within the context of other efforts to improve society as a whole."—TS

FCC testing on LPFM not all it's cracked up to be

An FCC official stated during a radio talk show two weeks ago that the agency has now started a new round of tests on additional, less expensive radios (RBR 7/12, p.4). News flash to the Commission's Mass Media Bureau: that's not necessarily true.

According to **Bruce Franca**, spokesperson for the FCC's Office of Engineering and Technology, the Commission is merely "increasing its sample size in three categories: boomboxes, car radios and home stereo systems." He said that current tests are being performed on "relatively inexpensive" radios, meaning ones that are under or around \$150.

"We're testing across the board a representative sample of what is available out there to everyone, such as ones right off the shelf from Best Buy or Circuit City," Franca added. Tests are still not being conducted on Walkmans, clock radios or smaller, hand-held radios.

Results of the tests are expected to be ready in two to three weeks, says Franca, and so far are "fairly promising."

RBR observation: As one RBR staffer noted, "Of course these tests are going to do great because the FCC is using only new, advanced systems, not older or smaller radios like many of us still have and use."—TS

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Subscription Cost \$220.00

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

Email the Publisher: JCRBR@aol.com • Email Editorial: radiobiz@aol.com

Email Sales: KenLeeRBR@aol.com • SeanRBR@aol.com • JohnNRBR@aol.com

Small market owner urges LPFM bypass

Comments on the FCC's Low-Power FM (LPFM) proposal (Docket 99-25) are due 8/2 and although more than 1,000 comments have been filed so far, most are one page notes from individuals urging the FCC to approve LPFM or broadcasters warning that LPFM will increase interference and drive small stations out of business.

One of the more detailed comments to date came from Allegheny Mountain Network owner **Cary Simpson**, a veteran small market broadcaster whose 49-year (and counting) career was profiled in the November 1998 issue of *RBR's* sister publication, *Manager's Business Report*.

"If the LPFM proposal goes forward as it now reads, in many small, isolated towns of 10,000 population or less, there could be six or eight or ten LPFMs on the air," Simpson wrote. "This is a totally separate situation from that in big cities."

Simpson's filing offered the FCC a history lesson, citing the parallels between LPFM and the Commission's admittedly ill-conceived Docket 80-90. "It was conceived to benefit minorities in metropolitan areas, who had been unable to achieve ownership in radio. [The] benefits of 80-90 were vastly oversold using 'box-car numbers' that 'thousands of new stations could be created' but they did not say where these stations would have to be put."

Rather than opening up new frequencies in big cities, most of the new allocations resulting from Docket 80-90 ended up in medium and small markets. "The scarcity of 'new' channels in metro areas became apparent when eager minority groups began seeking places to apply," Simpson said. "It was a cruel hoax to play on these worthy and anxious citizens."

Simpson recounted how the proliferation of new stations in smaller markets divided the advertising pie into smaller slices, forcing many stations to cut costs, eliminate local news coverage and still operate in the red. The industry's financial troubles led to two rounds of deregulation—by the FCC in 1992 and by the Congress in 1996.

Rather than repeat the fiasco of Docket 80-90, Simpson urged the FCC to split its LPFM proposal into three parts: big cities, medium markets and markets under 10,000 population. While Simpson takes no position on whether it would be good public policy for the FCC to allow creation of the few LPFMs which could be shoe-horned into major markets, he is clear in stating that adding any LPFM stations in small towns "could be catastrophic."—JM

CD Radio and Alpine sign receiver agreement

A real step towards interoperability? Alpine and CD Radio (O:CDRD) signed a receiver manufacturing agreement 7/12 to design and develop AM/FM/CD Radio receivers for both aftermarket and OEM markets. Because Alpine has already signed a similar deal with XM Satellite Radio for aftermarket car receivers (*RBR* 11/23/98, p. 6), it may be the catalyst needed to merge the two DARS companies' designs into one interoperable unit. "I think it is good having someone sitting at the top of the wall. Delphi is already working with both of us as well," said CD Radio CFO **Andrew Greenebaum**. "The [Alpine's and Delphi's] receivers they are working on for us are not interoperable, but the fact that they're doing this makes it a lot easier ultimately."

CD's exclusive agreement with Ford (includes Lincoln, Mercury, Mazda, Aston Martin and Volvo) to factory install its receivers in 2001 models (*RBR* 6/21, p.3) will include some Alpine receivers (Greenebaum estimates less than 10%), as it supplies OEM radios for Ford, Acura and BMW. Ford also uses Pioneer, Visteon (an in-house subsidiary), and Panasonic for OEM contracts.

After signing with enough automakers, at a future point of attaining enough critical mass, deals can likely be done by just licensing CD's intellectual property to other automakers and receiver manufacturers. "The idea would be to have our service proliferate so that these guys need

to be in the business of satellite radio so they'll license our technology, buy the chip from Lucent and integrate it into their radios," said Greenebaum.

Ford says the first generation of CD Radio-equipped receivers will include an "outboard device," most likely secured in the trunk or glove box.—CM

Dee Snider gets Hartford AM drive

Dee Snider, legendary lead singer of 80s Rock band Twisted Sister ("We're Not Going to Take It," "I Want to Rock") made his live radio debut (he's been doing "House of Hair" with Premiere since 10/97) 7/12 on AMFM Inc.'s (N:AFM) WMRQ-FM morning drive.

Snider, who has appeared over 100 times on **Howard Stern's** syndicated morning show, will now be competing with him in Hartford. He dispels rumors of Stern being angry after 15 years of friendship: "The first thing I did when I got this offer was call him. He said, 'Look, I'm not going to get in your way. You've got to do what you've got to do—this is the career you've been working on.' I wouldn't be doing radio if it wasn't for Howard Stern. He's the only business person who has stood by me when everybody had sort of written me off as a dunder-headed, makeup-covered headbanger. Howard introduced me not only to the audience but the business community as an individual separate from Twisted Sister."

Both are represented by **Don Buchwald**.—CM



Dee Snider

News analysis

Could everyone start using the same play book?

If, as is rumored, the FCC's Mass Media Bureau is drafting a new TV-radio crossownership rule which would essentially reduce the top tier of the 1996 Telecommunications Act's radio market limits by two radio stations (from eight to six) for a co-owned TV station in the same market, we have to wonder whether the FCC and DOJ ever communicate with each other.

According to the DOJ's Antitrust Division, radio and TV don't compete for the same advertisers. Therefore, TV revenues have no bearing on the DOJ's antitrust analysis of radio mergers.

Now the FCC, another branch of the same government, wants to adopt the opposite view and count radio and TV together.

Both can't be right, so such a move by the FCC would inevitably lead to a court fight to resolve the federal government's conflicting standards.

A far better solution would be for the two agencies to agree on one interpretation. Alternatively, Congress should step in and lay down the law (literally) so broadcasters can concentrate on business instead of litigation.—JM

NHL hopes to score with LPFM

Low-power FM: it's not just an issue for churches or neighborhood communities anymore. Now the National Hockey League has added its name to the list of advocates.

The NHL recently filed a Petition for Rulemaking (RM-9682) with the FCC to create a new Indoor Sports and Entertainment Radio Service in which the signals would be designed to stay within the sports arena. According to the document, the service would provide game coverage in languages other than English, explain calls of the referees plus rules of the game, provide information about services inside or near the arena and would accommodate the needs of the hearing and visual impaired.

Last year the Commission gave the NHL permission to test the concept during four games of the Stanley Cup Playoffs held last June. The

findings of the tests (published in the Report of The National Hockey League and submitted to the FCC last fall) showed that the service would deliver the signals to the fans inside the arena without interfering with local radio stations on adjacent frequencies inside or outside the building.

Additionally, the report stated that "the NHL would not foresee the need for power levels in excess of five watts" and that "the NHL believes antenna placement and antenna shielding are more important issues than power."

Opponents of LPFM have said that it would hurt the transition to digital, but the NHL says its proposed service is "highly suited for digital signal transmission technology" and would be supported by commercial revenue. Most advocates of LPFM have called for non-commercial service. Comments on the NHL's proposal are due 8/9.—TS

Katz: Using Sports Spectrum to expand its advertising spectrum

Katz Radio Group is putting its years of media expertise to good use, launching a new sports marketing company, Sports Spectrum. "Advertisers want more than just radio commercials," says **Bonnie Press**, President, Katz Dimensions, the branch of KRG that oversees Sports Spectrum. "Sports marketing is an integrated business. It is essential for a company to blanket the media with their image in an effort to maximize their advertising and marketing dollars." Press adds.

The Philadelphia Phillies, The Madison Square Garden Radio Network and SMG Network International are the first to sign on to this service. **Stu Heifetz**, Senior VP/Director, Sports Spectrum says that sports teams and venues are looking to expand in an already tight market. The new company will have the advantage of being able to offer integrated packages consisting of TV, radio, ticketbacks, billboards and websites. Heifetz says he doesn't recommend one media over another but lets the clients decide how they want to advertise.—KM

Jimmy de Castro

(center), Vice Chairman, AMFM Inc. and Pres./AMFM Radio, rings the bell to mark the end of the company's first day of trading on the NYSE as AFM. Applauding his button-pushing abilities are (l-r) **Geoff Armstrong**, CFO, AMFM; **Ken O'Keefe**, COO/AMFM Radio; **Richard Grasso**, Chairman, NYSE; (de Castro); **William Johnston**, Pres., NYSE; **Bill Banowsky**, General Counsel, AMFM; and **Steve Hicks**, Vice Chairman, AMFM and Pres./AMFM New Media.



RBR News Briefs

Through the roof!

In what's likely a harbinger of nationwide results, NYMRAD reports that radio ad revenues rose 17.3% in June (14.6% YTD) for the New York market. Local gained 17.8% and national 15.5%.—JM

NPR joins AOL lineup

National Public Radio is going to become a news content provider to America Online (N:AOL), taking its place alongside CBS (N:CBS). Fans of "Morning Edition" and "All Things Considered" will now have video to go along with the audio: photo slide shows posted on AOL the same day that the programs air.—JM

Superadio to launch new programs

Superadio will launch two unhosted weekend shows by early August. One is "Inspiration Jam," a two-hour Gospel mixed show—"The first time Gospel music has ever been mixed on radio," according to VP **Gary Bernstein**, who is aiming the show at Urban Contemporary stations.

Another, "Oldies Jam," will debut in LA as an upbeat Rhythmic Oldies mix show for Saturday nights. Since both are unhosted, affiliates take the program, customize it with their own talent and make it their own.—CM

Mediabase barter RateTheMusic

Premiere's Mediabase Research has a strategic alliance with RateTheMusic.com to offer clients weekly music Internet testing results. Listener feedback from RateTheMusic will be available on a barter basis for CHR, Pop Alternative, Country, Rock, Alternative Urban and AC in 11 demos.—CM

Arrests in Berkeley

Forty demonstrators were arrested 7/13 at Pacifica Foundation's Berkeley, CA headquarters, including KPFA-FM Talk host **Dennis Bernstein**, who had earlier defied a management ban against discussing an internal dispute on the air. The conflict began in April when KPFA GM **Nicole Sawaya**'s contract wasn't renewed.—JM

Triangle to webcast programming

Having trouble securing radio affiliates (it has two), gay and lesbian net Triangle Broadcasting (O:GAAY) will begin live, 24/7 Internet broadcasting 9/6. "We still have the network on satellite, but so far, everybody's very shy of picking up gay and lesbian programming. The advertisers aren't but they want us to have a wider audience," Triangle GM **Dick Weiner** tells RBR.—CM



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Television Business Report

Disney and NBC map similar Internet strategies—CBS next?

Disney (N:DIS) announced last week (7/12) that it will roll its Buena Vista Internet Group into Infoseek Corp. (O:SEEK) to create an all-Internet Disney company whose stock will trade separately from Disney. The new company, to be called go.com, will trade on the NYSE as GO.

The assets which Disney will contribute to the merger include Disney.com, The Disney Store Online, ABC.com, ABCSports.com, ESPN.com, The ESPN Store Online and a number of other Disney Web sites. Promotion of the sites on ABC Radio and Television will continue after the merger.

Under the plan unveiled by Disney CEO **Michael Eisner**, Infoseek shareholders will receive 1.15 shares of go.com for each Infoseek share. Since Disney already owns 42% of Infoseek, it will wind up owning 72% of the

merged company.

"go.com will unlock the value and potential of our combined Internet assets and position them to ignite the marketplace with new products and services reaching millions of current and new users around the world," Eisner declared.

NBC and CNET XOOMing forward with Web merger

Disney's latest move is very similar to the plan General Electric's (N:GE) NBC announced in May to merge NBC's Internet operations with XOOM.com (O:XMCM) and Snap.com, which NBC currently owns jointly with CNET (O:CNET). The merged company will be called NBC Internet (NBCi), with NBC owning approximately 54%, CNET 13% and XOOM.com's current shareholders 33%. There's no word yet on a stock symbol or exchange for the company's shares.

NBC announced last week (7/12) that GE CEO **John Welch**, NBC CEO **Bob Wright** and four other top GE and NBC executives would represent it on the board of NBCi, with Wright as Chairman.

XOOM.com founder **Chris Kitze** will be President/CEO of NBCi. Other XOOM.com designees for the NBCi board come from XOOM.com's various financial backers.

What will Mel do?

Sofar, CBS Corp. CEO **Mel Karmazin** has played close to the vest on his Internet strategy. CBS has been acquiring stakes in lots of Internet companies (see next story), swapping exposure on CBS and Infinity stations for stock. In cases where those Web companies have launched IPOs, such as Sportsline USA (O:SPLN) and MarketWatch (O:MKIW), Karmazin has seen the value of his investments soar.

It appears to be only a matter of time before CBS creates a separate stock for its Internet assets, much as it did with Infinity (N:INF) for its radio and outdoor holdings. What no one knows is whether Karmazin will opt for an IPO or merge all of CBS' Internet operations into an existing public company.—JM

CBS buys stake in ThirdAge Media

In exchange for \$54M in ad inventory and promotion on all its media properties including radio, TV and outdoor, CBS has acquired a 30% stake in ThirdAge Media. ThirdAge (www.thirdage.com) is a special interest online company providing chat rooms, a news service, e-commerce and a variety of content links targeted to adults 45 and older.

Other major investors in the service include Merrill Lynch and newspaper publishing house Hollinger International.—CM

Broadcasters have Net advantage

Traditional TV broadcasters appear to have a leg up on their Internet-only competitors in delivering video on the Web, based on research by Digital Broadcast & Programming (DB&P).

DB&P/Webcast Track found that 72% of the top 50 interactive video events of 1998 and the first half of '99 were Internet extensions of on-air programming. MSNBC had 10 of the top 50 events, with other webcasters tied to broadcast companies claiming



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26. Online-only webcasters had only 14 of the top 50.—JM

Belo buying one, selling two

Belo Corp. (N:BLC) has a \$315M deal to buy KTVK-TV (Ch. 3, Ind.) Phoenix from MAC America Communications, owned by **Jewell** and **Delbert Lewis** and other family members. The pact also includes an LMA of KASW-TV (Ch. 61, WB) and a 50% stake in Arizona News Channel, a cable news joint venture with Cox Cable.

Meanwhile, Belo has found a buyer for the two smaller market stations that it had put on the auction block (*RBR* 6/21, p. 7). Raycom Media will pay \$88M for KASA-TV (Ch. 2, Fox) Albuquerque and KHNL-TV (Ch. 13, NBC) Honolulu, along with an LMA of KFVE-TV (Ch. 5, UPN) Honolulu.

Once both deals close, Belo's TV group will cover 14% of US TV households, up from the current 13.6%.—JM

Federal money could help digitize industry

"On behalf of the preachers, the choir has made beautiful music today," **Ervin Duggan**, Pres./CEO of Public Broadcasting Service (PBS), told **Billy Tauzin's** (R-LA) Telecom Subcommittee 6/30. Spokesmen from the public broadcasting industry praised the subcommittee for its efforts to aid public broadcasters during the switch to digital technology.

Tauzin has introduced legislation that would authorize a special digital conversion fund to be distributed by the Corporation for Public Broadcasters (CPB). The FCC has mandated that all television stations, commercialized and public, switch to digi-

tal technology by 2003. No specific date has been set for digitized radio.

Under the Corporation for Public Broadcasting Authorization Act of 1999, \$15M will be allocated for the 1999 fiscal year and \$100M will be set aside a year from 2000 to 2003 for costs associated with the transition. The public broadcasting industry estimates the total cost of conversion to be \$1.7B. The bill also will reauthorize the Corporation for Public Broadcasting and the Public Facilities Program (PTFP), which have been without an authorization since 1996.—TS

Women's soccer scores

ABC-TV shared in the bounty as the US team won the Women's World Cup, with an audience that rivaled NFL telecasts. The 7/10 final game, in which the US beat China, claimed an overnight Nielsen rating of 13.3, nearly double the 6.9 rating for last year's (men's) World Cup. Of course, that men's match pitted Brazil against France—the US men lost in the first round.—JM

NBC and AT&T ally in cable pact

Now that AT&T owns TCI Cable and other MSOs, its AT&T Broadband and Internet Services unit commands more U.S. cable households than any other. AT&T plans on using those cable connections for a variety of digital services. Wasting little time, AT&T and NBC announced last month an eight-year wide-ranging deal to distribute 13 NBC O&O broadcast TV stations, its CNBC and MSNBC cable networks and new NBC digital services that include its HDTV programming and other data services such as stock feeds.—CM

"PBS Kids" to launch

PBS has announced plans to launch a new 24-hour digital broadcast service 9/6. "PBS Kids" will offer interactive elements by 4/00 through a partnership with Intel, and promises many of the hit shows, such as "Barney and Friends," "Teletubbies" and "Arthur."

"It's launching first as a service to member stations to either use on a secondary station that they program, or if they program a non-commercial cable channel, and it's also being made available to DBS providers to fulfill their FCC educational set aside requirement," said PBS Associate Director, Corporate Communications **Dara Goldberg**. "And as stations are ready to multicast, we are ready with the technology to provide them with this channel."

A 25% increase in the Children's programming budget is marked for securing additional content.—CM

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by Carl Marcucci



Team Lincroft stands in front of WBJB's tower (l to r): **Tony Bucceri**, LDR Project Engineer; **George Marshall**, WBJB CE; LDR Testing Engineer **Ken Brockel**; LDR Director of Engineering **Greg Nease** and **Elias Kpodzo**, LDR systems engineer.

Lucent Digital Radio recently announced the first successful field test of its FM IBOC transmission system at WBJB-FM Lincroft, NJ. A stationary receiver successfully decoded the digital signal with differing criteria in the first two months of testing. Now mobile testing is underway.

While this proves LDR is a force to be reckoned with, USADR is soon to field test in five cities with both AM and FM systems (*RBR* 7/12, p.2) and DRE is soon to announce details of its second summer of field testing (the first being on KSAN-FM San Francisco—*RBR* 9/21/98, p.13).

One thing for sure, the heat is on this summer for all three IBOC proponents. They're competing with recent satellite DARS alliances with manufacturers and automakers, and have all promised AM and FM field test results in to the NRSC by 12/15.

LDR President **Suren Pai** tells *RBR* how he is addressing these issues, where development stands with the manufacturers and what he thinks the FCC will consider in establishing a digital radio standard.

You successfully decoded an over-the-air IBOC signal with your field tests at WBJB-FM (*RBR* 6/7, p.3). What is the significance of this and how do you compare it with the progress of USADR and DRE?

To the best of our knowledge, this is the first successful test of an FM

hybrid IBOC system where the digital signal did not impact the analog host while utilizing the same antenna and transmitter infrastructure as the analog system. We received both the analog and digital signals, using conventional receivers for analog and LDR's prototype receiver for digital. In addi-

tion, we are able to both simulcast and to transmit different content on the digital channel.

We utilize an ERI combiner to combine the digital and analog signals onto a single antenna. Being able to transmit from a common transmission element is important to keeping the digital and analog power levels correlated and within the FCC mask. Also it is important to ensure minimal interference between the host and digital signals at both analog and digital receivers.

We demonstrated that IBOC will not audibly impact the analog FM signal. We have tested by toggling the digital signal on and off. Neither LDR nor the station engineer was able to detect an impact to the analog signal. Over the two months of testing, no WBJB listener has noticed any impact.

WBJB also has a Seiko sub-carrier and we have not impacted the performance of this system.

Detail the field testing procedures at WBJB. What planning went into it, and how was the testing implemented?

Field-testing is a two step process:

1. Demonstrate that we can simultaneously transmit analog and digital without impacting the performance of the analog system.

2. Drive test the system to gather information on the performance of both digital and analog systems.

We have proven the first point over the course of the last 2 months and are beginning the drive testing now. We have outfitted a drive test vehicle with RF measurement equipment, audio recording equipment and geo-positioning equipment to locate and time stamp the results performance data.

What equipment is being used at the WJB tests?

We are utilizing an LDR experimental exciter, ERI combiner and Harris (Gates) transmitter for the analog signal and an Armstrong transmitter for the digital signal. In the future we plan to use other transmitters including Harris for the digital signal.

The critical factor is the linearity requirement at a given power level. We are running the digital transmitter at an average power level of 34 watts into the combining network. The digital power radiated from WJB-FM's antenna is just over 6 watts ERP in the direction of maximum antenna gain. This is 22 dB below WJB's host power of 1000 watts ERP.

What sort of data did you get, and what iterations may be made from that data in future field testing?

WJB's field test data are sets of simultaneous, high quality audio recordings of the received host and digital signals made over a variety of reception conditions: signal strength-limited coverage [not using Multistreaming version of PAC—RBR 3/15, p. 4], complex interference scenarios and varied multipath environments. All of these data are correlated to environmental conditions, RF spectra, digital link performance, analog radio parameter settings, as well as spatial/temporal location.

What can you tell us about field testing this year with Nassau stations (RBR 3/29, p.6)?

For FM, our next test site is WPST-FM in Trenton. AM testing will be at WTTM-AM, which currently utilizes a Harris transmitter.

Detail the agreements and progress made with Nautel and ERI.

With ERI we have agreed to jointly test combining and antenna technology. We want to find the lowest cost implementation and most technologically feasible solution to FM IBOC. This agreement is an important element to meeting these objectives.



Lucent Digital Radio's Director of Marketing **Bill Casey** (l) and Project Engineer **Tony Bucceri** examine a prototype combiner

With Nautel, we will test their AM transmitter at both their lab and in the field at a live AM station. The station location is to be determined.

What improvements in combining efficiency with IBOC and analog is LDR looking to achieve?

LDR's goal is to validate our laboratory efforts and measure our capabili-

ties in the field, and the realization of FM hybrid IBOC upgrade paths with minimized cost and host transmission chain impact. Our objectives are to provide minimal host path loss at the expense of digital signal efficiency. We also want to ensure very high isolation between the host and digital power amplifier outputs and suppress non-linear interactions. These power



Systems Engineer **Armand Capparelli** adjusts a signal generator in the lab

combiners also offer the simplest method of digital IBOC signal overlay onto the host signal. As a result, the conversion of a station to FM hybrid IBOC requires very little modification to the host transmission infrastructure.

What progress has been made toward an integrated chip set (RBR 6/21, p.4) that would support IBOC, satellite DARS and analog?

We fully support any efforts to make a common chip set to reduce the cost of receiver implementation. One question you have asked in the past pertains to the amount of common elements between IBOC and the various S-DARS systems. The more that these systems have in common, the easier it will be to integrate.

It's a very nice thing to drive the costs down in the implementation by encouraging commonality of platforms and designs. We can drive the costs down through integration at multiple levels. We can help the receiver manufacturers incorporate a number of features at a much lower cost. However, we do not have ultimate control on how these products are implemented. We are not the last step in the chain to the consumer. The receiver manufacturer has a lot of decisions to make here in terms of how to implement the technology into products that the consumer will ultimately pay for.

We are in discussions with manufacturers on a lot of issues. Clearly, the issue of how to reduce costs and how to offer better price performance ratios to consumers is at the top of their minds.

Lucent is building the chip set for CD Radio, the satellite DARS service that recently struck a deal with Ford for factory receivers (RBR 6/21, p.3). What discussions and progress has been made with the automakers for IBOC OEM radios?

We are speaking with several receiver manufacturers, both OEM and after-market and the response and level of interest has been very strong. These

LDR and BE sign JDA

While Broadcast Electronics (BE) has already been working with USADR, successfully passing the IBOC FM waveform through its FM500C1 amplifier (*RBR* 4/19, p.6) and signing a joint technology and marketing agreement 5/25, it announced last week (7/12) the signing of a JDA with Lucent Digital Radio. "Our customers are interested in going digital. The most appealing approach for them is IBOC. BE is working to facilitate our customers' transition to digital, and in order to do that we have to work with any and all of the proponents that have a viable program in place," BE VP, RF Systems **Rick Carpenter** tells *RBR*.

BE will help LDR field test its AM and FM IBOC systems at commercial stations later this Summer. Some FM tests will use the stations' existing analog transmitters (BE or not), combined at high levels with an external Lucent IBOC exciter that is powered with a BE digital amplifier. Later tests will use a single BE linear amplifier (ie. the FM500C1) with LDR's FM hybrid digital/analog exciter. AM testing will use existing BE transmitters coupled with LDR's AM exciter. "We're in the process of providing product to the two proponents we've been talking to [Lucent and USADR] to do both of those FM test programs," says Carpenter. "The entire industry is searching for the most efficient and cost-effective IBOC implementation method (*RBR* 5/17, p. 7)."



SurenPai

BE is working closely with LDR to pick the most appropriate installations for test sites, especially in areas close LDR's lab in Warren, NJ. "They're also looking for their own criteria to make it a good test—we need stations that have some interference problems to make sure that the system will work under real-world stress." Lab testing will also be conducted at BE's facilities in Quincy, IL and LDR's in New Jersey.

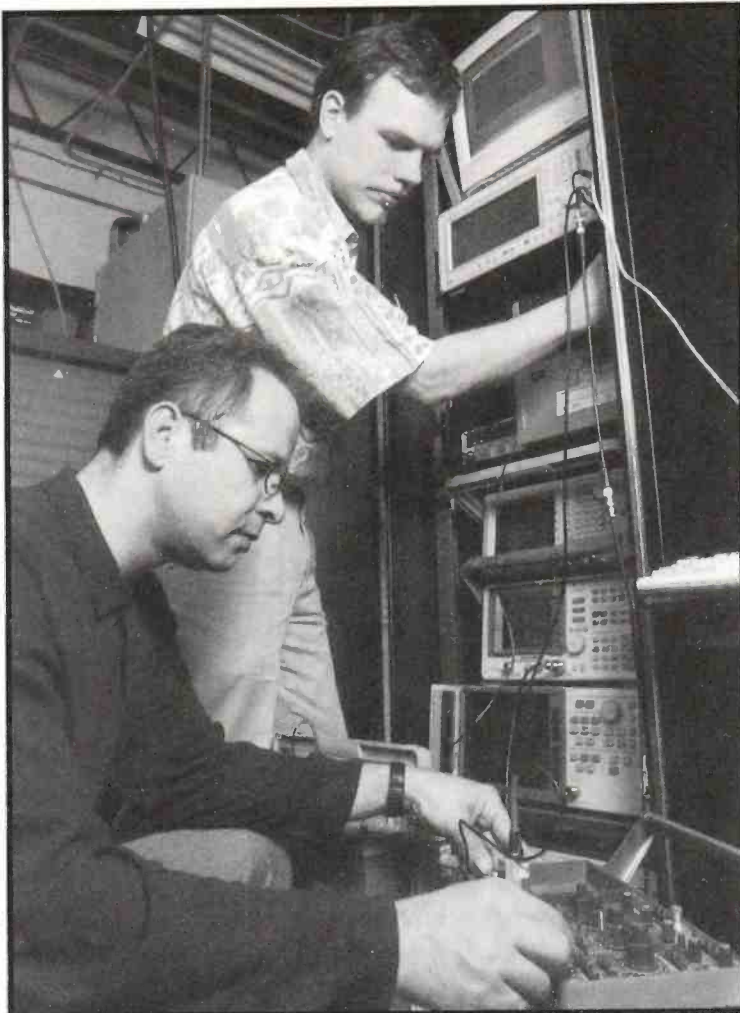
A big issue behind the deal, according to LDR President **Suren Pai**, is product development: "The idea here isn't really about using specific pieces of equipment. The notion here is that they're going to be working with us through the development of products that will be used in the industry, he said. "It's really more of a broad-based agreement which gets them involved on a much broader front than simply just using one of their pieces of equipment in one of our test sites."

This announcement builds on LDR's other testing and development agreements with Nautel (for the AM IBOC system) and ERI for FM combining technology (*RBR* 6/7, p. 3). Says Pai: "They're going to help provide feedback to us in terms of how to engineer the system to best meet the requirements of the radio industry. That's fundamentally what each of these agreements is about."—CM

discussions are in advanced stages.

What is the latest progress on finishing your AM system? Any details on that system?

The AM system has multiple modes, which are designed to various operations environments. We will also be employing our patented Multistreaming technology for AM that will significantly improve the system's robustness to interference. We are on target with our testing of the Multistreaming technology, which will be tested first with Nassau.



At the WBBJ transmitter facility, LDR Director of Engineering **Greg Nease** and Systems Engineer **Mojtaba Shariat** carefully test just-installed FM IBOC equipment

What is your opinion on forming a "grand alliance," as Harris has proposed?

As stated in our FCC filing, we strongly support the development of a single broadcasting standard. There are several approaches to realizing this goal. Forming a grand alliance is a viable option, however, given that the FCC is starting proceedings in digital radio this summer, it remains to be seen if there is a more expeditious means of achieving the goal of a single standard.

How will you be participating in the FCC's digital radio rulemaking proceedings and what do you think the FCC needs to consider from LDR's perspective?

From a participation standpoint, we will be very active in the rulemaking proceedings and provide the FCC with all the information they need, as well as our positions on how the transition should take place. Specifically, these will be very consistent with what we have always said—that we need to be very clear about the objectives for digital radio for the 7/19/99 RBR

US. And based on those objectives, we then need to understand what characteristics we desire of the different proponents' systems to meet those objectives.

These are very important considerations for the FCC—be very clear about the objectives. And secondly, then understand, which of the proponents' systems helps the country meet those objectives.

Those objectives span across a number of issues. They range from the technical considerations around mitigating interference and ensuring there is no degradation to existing analog service, all the way to the practical implications to a deployment strategy for broadcasters and consumers to a lot of the public interest objectives that we might have for the US. For example, having an emergency alert system built in and to be supported by this kind of a system. There may be several other examples, such as Intelligent highway systems, that we could think of in terms of leveraging.

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by Jack Messmer

Clear Channel buys in Mississippi and Europe

Clear Channel (N:CCU) is adding a third FM in Jackson, MS—WYJS-FM, licensed to Pickens, MS. The Contemporary Christian station is on 105.9 MHz and its Class C2 signal is a rim-shotter from the northeast of Jackson. Seller Adonai L.P., headed by **Michael** and **David Stephens**, will get \$3.4M.

More billboards overseas

The price tag is a bit higher—around \$100M—in Europe, where Clear Channel International is buying an 82% stake in Plakanda Holdings, an outdoor company with 9,500 billboards in Switzerland and 5,000 in Poland. That will bring Clear Channel's worldwide outdoor operation to nearly 440,000 displays.

Arso consolidates in Puerto Rico

A major radio consolidation is about to take place in Arbitron market #13, Puerto Rico, with the **Soto** family's Arso Radio Group buying out the stockholders of Ponce Broadcasting Corp. for \$10.75M. Arso already owns two AMs and two FMs in San Juan, one FM in Ponce and one FM in Mayaguez. It will add WLEO-AM, WZUR-AM, WKFE-AM, WLEY-AM & WZAR-FM, all located in the Ponce region of the island. All have been LMA'd by Arso since 6/1.

Bullitt shoots back into broadcasting

One of the Bullitt sisters is getting back into radio, a few years after selling off the family's Seattle media empire (except for KING-FM, which was donated to a non-profit foundation). **Harriett Bullitt** has created

Icicle Broadcasting Inc. and is paying \$1.737M for **Jerald Isenhart's** KOZI-AM & FM Chelan, WA and KLVH-FM Leavenworth (Wenatchee), WA.

Bullitt now lives near Leavenworth at a former Civilian Conservation Corps and Catholic Church campground that she renovated into Sleeping Lady, a conference center which focuses on her interest in environmental issues.

Susquehanna gets another combo

Susquehanna will soon have its fourth FM and fifth AM in the sprawling Dallas-Ft. Worth market. It is paying \$1.1M for KGVL-AM & KIKT-FM Greenville, TX, which are currently owned by **R.W. Andrews'** First Greenville Corp. The FM, located northeast of Big D, is on 93.5 MHz, right next to Susquehanna's KKZN-FM "The Zone" on 93.3 MHz. **Broker: Bill Whitley**, Media Services Group; **John W. Saunders**

Commonwealth adds Colorado small market

Dex Allen is continuing to expand his new small market group, Commonwealth II. His latest buy is \$1.31M (plus a non-compete) for KLMR-AM & KSEC-FM Lamar, CO. The seller is long-time owner **Monte Spearman**. **Broker: Barry King**, Norman Fischer & Associates

RBR observation: Lamar is located in southeastern Colorado on the Arkansas River. It's not a heavily populated part of the state, but this combo is a powerhouse—100kw on 93.3 MHz for the FM and 5kw (500 watts night) on 920 kHz for the AM.

New Spanish group targets Catholics

Hot on the heels of Catholic Family Radio (in English), a new for-profit company is being launched to broadcast to Hispanic Catholics. Spanish Catholic Radio (SCR) is paying \$800K for KYNO-AM Fresno and seeking

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WKJS-FM and **WSOJ-FM**
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for

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Next IPO: ¡Radio Unica!

Joaquin Blaya is taking the tried and true route to Wall Street: 1) Start with a business plan and a strong management team; 2) Find a well-funded venture capital firm to fund your early growth—in this case, Warburg, Pincus Ventures LP; 3) Build a successful track record; 4) Sell bonds to introduce your company to the financial community; 5) Take your company public with an IPO. Blaya's Radio Unica is now at step five and is seeking to sell \$97.75M in stock to the public. Once the IPO closes, the shares will trade on Nasdaq as UNCA.

As is usually the case with IPOs, the initial SEC filing has lots of blanks to be filled in later, such as how many shares will be offered and what the price range is projected to be. Not all of the shares will be new. Warburg, Pincus Ventures LP is selling part of its stake, but will remain the majority shareholder of Radio Unica.

Billing itself as the "only national Spanish-language radio network in the United States," Miami-based Radio Unica launched its Spanish Talk format in January 1998 with three LMA'd stations and 30 affiliates. It now has 13 O&O or LMA'd stations and 36 affiliates. Radio Unica says it covers 80% of the US Hispanic population. Its ad sales are handled by 15 network sales people in 10 offices nationwide and 60 local sales people at its O&O/LMA stations.

In addition to its core Talk programs, Radio Unica has invested heavily in live Sports broadcasts to attract new listeners and advertisers to its network. It has the US Spanish broadcast rights to several major soccer events, the 2000 and 2004 Summer Olympics and the 1999 and 2000 NBA Finals.

Radio Unica is not yet an Internet player, but its SEC filing says it is seeking to do a deal which will exchange its content for an equity stake in a Spanish-language Internet portal.

For its first year of operation (1998), Radio Unica had negative broadcast cash flow of \$15.5M on net revenues of \$8.2M.

For Q1 1999, net revenues increased to \$1.8M from \$562K a year earlier. Broadcast cash flow was -\$5.2M, compared to -\$3M a year earlier.

The company posted net losses of \$20M for 1998 and \$6.9M for Q1 '99. According to its SEC filing, "We believe that losses will continue while we pursue our strategy of acquiring radio stations and developing our network."

The managing underwriters for Radio Unica's IPO are Salomon Smith Barney, Bear Stearns & Co., CIBC World Markets and Donaldson, Lufkin & Jenrette.

RBR's deal digest

Powell Broadcasting is doubling in both bands in Sioux City, IA, paying \$3M for **Paul and Patricia Olson's** KLEM-AM & KKMA-FM. **Broker:** Blackburn & Co... AMFM (N:AFM) is adding a signal in the Ft. Smith, AR market, paying Teddy Bear Communications \$600K for KMXJ-FM Sallisaw, OK. **Broker:** **Bill Whitley & George Reed**, Media Services Group

Correction

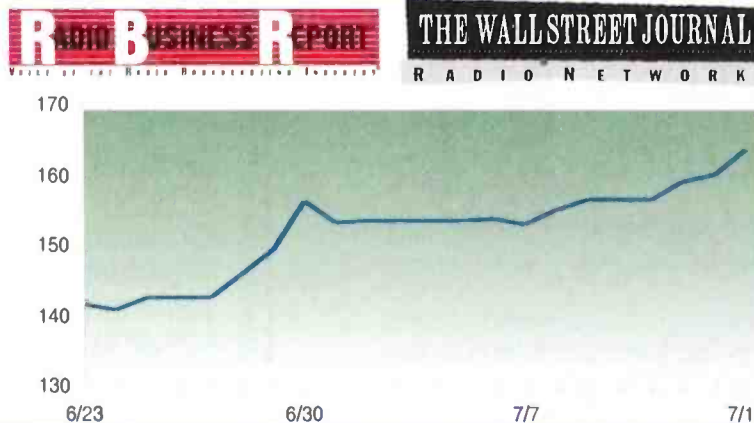
RBR incorrectly identified Albany, GA station owner Peterson Broadcasting as part of Capstar (RBR 7/12, p. 7). In fact, Peterson is an independent company.

other acquisitions. The AM is being spun off from **Cliff Burnstein's** Digsphere group. SCR, which is still assembling its management team, is

principally owned by Guadalupe Associates, Guadalupe Press Inc. and the Missionaries of Faith. **Broker:** **Austin Walsh**, Media Services Group

The Radio Index™

The Radio Index™ pushed to its third straight record high, closing 7/14 at 163.87. That was a gain of 10.60 from a week earlier.



RADIO BUSINESS REPORT

THE WALL STREET JOURNAL
RADIO NETWORK

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Elliot B. Evers
and
Charles E. Giddens
represented ABC.

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BRIAN E. COBB
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T R A N S A C T I O N D I G E S T

by Jack Messmer & Dave Seyler

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

\$7,033,337—* KWAC-AM, KCHJ-AM & KIWI-FM Bakersfield (Delano-Bakersfield CA) from KMAP Inc. (Edwards Hopple, Michael Allen) to Illinois Lotus Corp., a subsidiary of Lotus Communications Corp. (Howard Kalmenson, Lilli Kalmenson Rosenblum). \$50K escrow, \$6M (less escrow) in cash at closing, \$350K in consulting payments to Edwards Hopple and Robert Duffy, \$683,337 for real estate. Existing **duopoly**. Broker: Gary Stevens & Co.

Wolf Creek Broadcasting, LLC
William G. Spears, Jr., President

Has acquired the assets of

KWUF-FM & KWUF-AM
Pagosa Springs, Colorado

from
Stubbs Broadcasting Company, Inc.

Donald S. Stubbs, President
Dianna Stubbs, Vice President

Jim Hoffman represented both Seller and Buyer in this transaction

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\$1,250,000—* KFAT-FM, FM CP 96.3 Anchorage (Anchorage, Houston AK) from Chester P. Coleman to New Northwest Broadcasters Inc. (Michael O'Shea, Ivan Braiker et al). Cash. \$625K allocated to KFAT. Remaining \$625K is contingent on FCC grant of facility modification application by 2/1/2000. **Superduopoly** with KKRO-FM, KQEZ-FM. LMA since 4/8. Coleman retains KADX-FM, KABN-AM, KAXX-AM.

\$1,182,000—* KQEZ-FM Anchorage (Houston AK) from UBIK Corp. (Aaron D. Wallender) to New Northwest Broadcasters Inc. (Michael O'Shea, Ivan Braiker et al). Cash. **Superduopoly** with KKRO-FM, KFAT-FM and FM CP 96.3 MHz Houston AK. LMA since 5/1.

\$1,150,000—* WRED-FM Portland ME (Saco ME) from Vacationland Broadcasting Services Inc. (Harry Bailey) to Atlantic Coast Radio LLC (Joseph N. Jeffrey Jr.) \$60K escrow, balance in cash at closing. **Duopoly** with WJAE-AM, WJJB-AM. Buyer is assuming acquisition deal in place of Fuller-Jeffrey Radio of New England. Broker: George Silverman (buyer)

\$1,150,000—* WEEK-FM Peoria (Eureka IL) from WEEK License Inc., a subsidiary of Granite Broadcasting Corp. (W. Don Cornwell, Stuart J. Beck) to Cromwell Group Inc. (Bayard H. Walters). \$100K escrow, balance in cash at closing. **Superduopoly** with WGLO-FM, WIXO-FM, WVLE-AM. LMA since 5/6. Broker: Blackburn & Co. (seller)

\$1,100,000—WLUS-AM Gainesville-Ocala (Gainesville FL) from Pinnacle AM Broadcasting Inc., a subsidiary of Alliance Broadcasting Group Inc. (Joe Newman) (O:RADO) to Prime Time Radio Inc. (John Robert E. Lee). \$50K escrow, balance in cash at closing. Will combo with WDJY-FM, coming from seller in separate deal. Broker: Martin Radio Co. (seller)

\$1,100,000—WWY-AM Columbus IN from Mid-State Media Inc. (Gunther Meisse) to Columbus Radio Inc. (Marty Pieratt). \$50K escrow, balance in cash at closing.

\$890,000—* KODI-AM, KTAG-FM Cody WY from Yellowstone Ventures Inc. (Donald G. Price, G. Roger Sedam) to Legend Communications LLC (W. Lawrence & Susan K. Patrick, Douglas Wolf, Mary N. Loree, Emily L. Buckingham). \$150K escrow, balance in cash at closing. **Duopoly** with KZMQ AM-FM Greybull WY.

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BROADCAST INVESTMENTS™

July 14—RBR Stock Index 1999

| Company | Mkt:Symbol | 7/7 Close | 7/14 Close | Net Chg | Pct Chg | 7/14 Vol (00) | Company | Mkt:Symbol | 7/7 Close | 7/14 Close | Net Chg | Pct Chg | 7/14 Vol (00) |
|----------------|------------|-----------|------------|---------|---------|---------------|------------------|------------|-----------|------------|---------|---------|---------------|
| Ackerley | N:AK | 18.937 | 18.688 | -0.249 | -1.31% | 278 | Hispanic Bcg. | O:HBCCA | 77.812 | 83.438 | 5.626 | 7.23% | 4659 |
| Alliance Bcg. | O:RADO | 0.312 | 0.313 | 0.001 | 0.32% | 100 | Infinity | N:INF | 29.062 | 29.063 | 0.001 | 0.00% | 9368 |
| Am. Tower | N:AMT | 23.562 | 24.500 | 0.938 | 3.98% | 3475 | Jeff-Pilot | N:JP | 69.125 | 69.000 | -0.125 | -0.18% | 3824 |
| AMFM Inc. | N:AFM | 52.437 | 54.688 | 2.251 | 4.29% | 8162 | Jones Intercable | O:JOINA | 50.750 | 50.000 | -0.750 | -1.48% | 1156 |
| AMSC | O:SKYC | 20.500 | 21.313 | 0.813 | 3.97% | 820 | Metro Networks | O:MTNT | 55.125 | 59.000 | 3.875 | 7.03% | 303 |
| Belo Corp. | N:BLC | 19.750 | 19.063 | -0.687 | -3.48% | 857 | NBG Radio Nets | O:NSBD | 2.062 | 1.750 | -0.312 | -15.13% | 51 |
| Big City Radio | A:YFM | 3.625 | 3.875 | 0.250 | 6.90% | 47 | New York Times | N:NYT | 38.750 | 39.250 | 0.500 | 1.29% | 1964 |
| Broadcast.com | O:BCST | 128.875 | 123.000 | -5.875 | -4.56% | 4436 | Otter Tail Power | O:OTTR | 39.125 | 41.250 | 2.125 | 5.43% | 52 |
| CBS Corp. | N:CBS | 44.875 | 45.625 | 0.750 | 1.67% | 11376 | Pacific R&E | A:PXE | 1.250 | 1.563 | 0.313 | 25.04% | 56 |
| CD Radio | O:CDRD | 36.062 | 36.500 | 0.438 | 1.21% | 1589 | Pinnacle Hldgs. | O:BIGT | 23.062 | 28.313 | 5.251 | 22.77% | 9196 |
| Ceridian | N:CEN | 31.750 | 29.625 | -2.125 | -6.69% | 5279 | Radio One | O:ROIA | 43.875 | 45.375 | 1.500 | 3.42% | 54 |
| Citadel | O:CITC | 33.375 | 36.750 | 3.375 | 10.11% | 1292 | RealNetworks | O:RNWK | 85.937 | 88.750 | 2.813 | 3.27% | 12960 |
| Clear Channel | N:CCU | 69.000 | 71.000 | 2.000 | 2.90% | 7225 | Redwood Bcg. | O:RWBD | 9.250 | 9.875 | 0.625 | 6.76% | 105 |
| Cox Radio | N:CXR | 54.312 | 56.500 | 2.188 | 4.03% | 78 | Regent Pfd. | O:RGCI | 5.875 | 5.875 | 0.000 | 0.00% | 0 |
| Crown Castle | O:TWRS | 19.437 | 25.000 | 5.563 | 28.62% | 8893 | Saga Commun. | A:SGA | 19.750 | 21.688 | 1.938 | 9.81% | 60 |
| Cumulus | O:CMLS | 20.187 | 23.875 | 3.688 | 18.27% | 654 | Salem Comm. | O:SALM | 25.937 | 27.125 | 1.188 | 4.58% | 3469 |
| DG Systems | O:DGIT | 5.375 | 5.313 | -0.062 | -1.15% | 499 | Sinclair | O:SBGI | 17.500 | 17.188 | -0.312 | -1.78% | 9405 |
| Disney | N:DIS | 28.062 | 27.500 | -0.562 | -2.00% | 97145 | SportsLine USA | O:SPLN | 33.812 | 39.875 | 6.063 | 17.93% | 5669 |
| Emmis | O:EMMS | 48.875 | 54.125 | 5.250 | 10.74% | 1117 | TM Century | O:TMCI | 0.625 | 0.563 | -0.062 | -9.92% | 0 |
| Entercom | N:ETM | 38.187 | 40.000 | 1.813 | 4.75% | 1155 | Triangle | O:GAAY | 0.230 | 0.255 | 0.025 | 10.87% | 56745 |
| Fisher | O:FSCI | 62.125 | 62.375 | 0.250 | 0.40% | 2 | Tribune | N:TRB | 89.687 | 86.875 | -2.812 | -3.14% | 2379 |
| Gaylord | N:GET | 29.750 | 30.063 | 0.313 | 1.05% | 295 | WestTower | A:WTW | 23.562 | 22.875 | -0.687 | -2.92% | 91 |
| Granite | O:GBTVK | 7.500 | 7.563 | 0.063 | 0.84% | 161 | Westwood One | N:WON | 36.937 | 39.563 | 2.626 | 7.11% | 475 |
| Harris Corp. | N:HRS | 38.500 | 38.000 | -0.500 | -1.30% | 2487 | WinStar Comm. | O:WCIJ | 52.062 | 59.750 | 7.688 | 14.77% | 20514 |
| Hearst-Argyle | N:HTV | 26.000 | 25.875 | -0.125 | -0.48% | 652 | | | | | | | |

Cuban buys Internet company

Broadcast.com (O:BCST) co-founder **Mark Cuban** is branching out. He and a group of investors have acquired Mailbank.com, an Internet company which offers personalized "vanity" e-mail accounts (such as bill@kennard.net).

Cuban says Mailbank.com is already profitable and he has no plans for an IPO. "This is a recurring revenue business that will continue to generate cash and profits for years to come," he said.

BuyMedia.com gets \$\$\$

BuyMedia.com has gotten \$5.1M in new funding, bringing its total venture capital financing to date to \$7.5M. The latest round of financing came from Rosewood Capital, Pisces Group, partners from Bain & Co. and existing investors.

BuyMedia.com says nearly 2,000 radio and TV stations and more than 2,500 media buyers have used its Internet site, which connects buyers and sellers of broadcast time.

7/19/99 RBR

CLOSED

Trumper Communications

Jeffrey E. Trumper, President

has acquired the assets of

KSVA 95.1 FM

(Albuquerque, New Mexico)

from **Lifetalk Broadcasting Association**

Paul Moore, President

for **\$1,500,000** and the trade of **KZSS & KHTZ**

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

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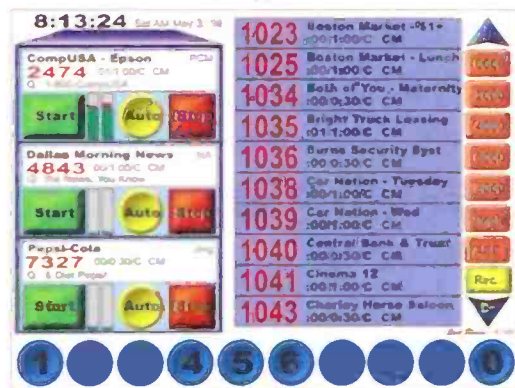
Scott computers are industrial quality in 19" racks, but *not* proprietary: functional equivalents are available at most computer stores. You get 24x7 toll-free phone support. You also get new software features *free* for years from Scott's Internet site.

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



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



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 2000+



AXS[®] (pronounced ax'-cess) 2000+ is radio's premier digital audio system for automation and live assist. AXS[®] 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[®] 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.

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