

joint board issues. Other tactics:

■ "Develop and prudently manage an operating budget.

■ Develop a feedback system so as to be able to anticipate and stay alert to impending issues.

■ Plan special social and recreational events and invite congressmen and staff.

■ Involve congressmen in on-the-air activities such as PSA's, documentaries and

talk shows.

■ Develop special awards and recognition for congressmen and staff for laudable help or exemplary service.

■ Seek out special interests of congressmen and assist them through utilization of broadcasting techniques and resources.

■ On regular basis arrange for congressmen to attend lunch or dinner with NAB leadership."

Changing Hands

PROPOSED

KCBA(TV) Salinas, Calif. □ Sold by Sainte Broadcasting Corp. to Cypress Broadcasting Inc. for \$13.1 million cash. **Seller** is principally owned by Chester Smith and his wife, Naomi. It also owns KCSO-TV Modesto, Calif., and KREN-TV Reno. **Buyer** is subsidiary of Ackerly Communications, Seattle-based group of two AM's, one FM and four TV's and outdoor advertising firm. It is owned by Barry Ackerly, owner of Seattle Supersonics professional basketball team. KCBA is SIN affiliate on channel 35, with 2,328 kw visual, 238 kw aural and antenna 2,414 feet above average terrain.

KCBQ-AM-FM San Diego, Calif. □ Sold by Infinity Broadcasting to Eric/Chandler Communications for \$12.2 million. **Seller** is New York-based group of four AM's and six FM's, principally owned by Michael A. Weiner and Gerald Carrus. **Buyer** is subsid-

ary of Los Angeles-based entertainment investment firm, Eric/Chandler Ltd., principally owned by Robert E. Geddes and Terry C. Bassett. Subsidiary president, Simon T. also has interest in buyer. He was formerly general sales manager at WLS-AM-FM Chicago. KCBQ is on 1170 khz with 50 kw day and 5 kw night. KCBQ-FM is on 105.3 mhz with 29 kw and antenna 620 feet above average terrain. **Broker: The Mahlman Co.**

WKIX(AM)-WYLT(FM) Raleigh, N.C. □ Sold by Mann Media to Metroplex Communications for \$10.5 million. **Seller** is owned by Bernard Mann, president of National Radio Broadcasters Association. It also owns WRKB(AM)-WOJY(FM) Greensboro-High Point, N.C. **Buyer** is Cleveland-based group of five AM's, six FM's and one TV. It is owned by Norman Wain and Robert C. Weiss. WKIX is on 850 khz with 10 kw day and 5 kw night. WYLT is on 96.1 mhz with 98 kw and anten-

na 930 feet above average terrain. **Bro: Cecil L. Richards Inc.**

KEBC-FM Oklahoma City, Okla. □ Sold by Electronic Broadcasting Corp. to Van Verner Communications Inc. for approximately \$5 million. **Seller** is owned by Ralph Tyl has no other broadcast interests. **Buyer** owned by Jason Perline. It also owns WXCM(AM)-WIBM-FM Jackson, Mich. KJFM is on 94.7 mhz with 100 kw and antenna 440 feet above average terrain. **Bro: Blackburn & Co.**

KTCT(TV) Tulsa, Okla. □ Sold by Coit Dery and Cleaners Inc. to Le SEA Inc. for \$3.4 million. **Seller** is owned by Lou Kearn and family. It also has interests in KRZD(AM) Granby, Colo. **Buyer** is non-corporation headed by Lester Sumral also owns WHME-FM-TV South Bend, Ind. WHMB(TV) Indianapolis, and international broadcast station, WHRI Noblesville, Ind. KTCT is independent on channel 47 with 1,425 feet above average terrain.

KSCO-AM-FM Santa Cruz, Calif. □ Sold by Radio Santa Cruz to Fuller-Jeffrey Group Inc. for \$3.1 million cash, plus other considerations. **Seller** is principally owned by non-Berlin and brothers, Fred and Malcolm McPherson. They have no other broadcast interests. **Buyer** is Sacramento, Calif.-based group of one AM and five FM's, owned by Robert F. (Doc) Fuller, J.J. Jeffrey and Bock. KSCO is on 1080 khz with 10 kw day and 5 kw night. KSCO-FM is on 99.1 mhz with 1.15 kw and antenna 2,618 feet above average terrain. **Broker: American Radio Brokers/SFO.**

KIKO(AM) Miami and KIKO-FM Globe, Arizona □ Sold by Willard Shoecraft to Telecom Corp. for \$1,750,000. **Seller** has no other broadcast interests. **Buyer** is owned by Denny Durbin, Phoenix-based contractor and real estate broker with no other broadcast interests. KIKO is on 1340 khz with 10 kw day and 250 w night. KIKO-FM is on 111.1 mhz with 15.3 kw and antenna 4,100 feet above average terrain. **Broker: Kalil & Associates for buyer and American Radio Brokers for seller.**

KLSN(AM)-KISC(FM) Spokane, Wash. □ Sold by KHQ Inc. to Home News Co. for \$1,547,700 cash. **Seller** also owns KHQ Spokane and is subsidiary of Cowles Publishing of Washington, principally owned by William H. Cowles. It publishes Spokane *Chronicle* and *Spokesman-Review*. Subsidiary is headed by J. Birney Blair, president. **Buyer** is New Brunswick, N.J.-based publisher, cable operator and station group of three AM's, four FM's and two TV's. It publishes daily Brunswick, N.J., *Home News* and five weekly papers and owns cable systems in Collegeville and Trappe, both Pennsylvania. Home News Co. is owned by William M. Boyd. KLSN is on 590 khz full time with 5 kw. KISC is on 98.1 mhz with 94 kw and antenna 2,030 feet above average terrain. **Broker: Richard A. Foreman Associates.**

WKEU-AM-FM Griffin, Ga. □ Sold by WJ Inc. to Dominion Marketing Inc. for \$1 million including \$50,000 noncontingent agreement. **Seller** is owned by Allen N

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