

RADIO BUSINESS

TRANSACTIONS

Frank Captures California Combo For \$4.5 Million

Stone Creates Five-Station Georgia Group

KTRO/PORT HUENEME, CA & KCAQ/OXNARD, CA
 PRICE: \$4.5 million
 BUYER: Greater Pacific Radio Exchange Inc., owned by President Howard Frank.
 SELLER: Sunbeam Radio Corp., headed by Edmund Ansin. The company is wholly owned by Sunbeam Television Corp., which owns WSVN-TV/Miami, FL.
 DIAL POSITION: 1520 kHz; 104.7 MHz
 POWER: 50-kw days/1-kw nights; 2.85 kw at 1580 feet
 FORMAT: Spanish; CHR
 COMMENT: Frank currently owns 30 percent of the stock of this combo through Greater Pacific. Under terms of the proposed transaction, he would purchase the 70 percent held by Sunbeam and become sole owner.

California

KSEQ/FRESNO-VISALIA

PRICE: \$2,073,750
 BUYER: Buckley Broadcasting Corp., headed by Richard Buckley Jr. The company also owns KGIL-AM & FM/Los Angeles; KKH-AM & FM/San Francisco; WDRC-AM & FM/Hartford, CT; WSEN-AM & FM/Syracuse, NY; KUBB/Modesto-Merced, CA; K WAV/Monterey-Salinas, CA; WYNZ-AM & FM/Portland, ME; and KLLY/Bakersfield, CA.

SELLER: Supreme Broadcasting Inc., headed by Dan Tapson.
 DIAL POSITION: 97.1 MHz
 POWER: 25.5 kw at 662 feet
 FORMAT: AC
 BROKER: Chester Coleman of American Radio Brokers Inc.

KNTF/ONTARIO

PRICE: \$3 million
 BUYER: Boulder Ridge Cable TV, headed by Dean Hazen.
 SELLER: Best Communications Inc., headed by Jack Siegel. He also owns KSRF/Los Angeles.
 DIAL POSITION: 93.5 MHz
 POWER: 3 kw at minus 165 feet
 FORMAT: Country

Georgia

GROUP DEAL: BROADCAST INVESTMENT ASSOCIATES

PRICE: \$2,375,000
 BUYER: Broadcast Investment Associates, owned by Paul Stone. He currently is the Network Manager of the Georgia Radio News Service/Atlanta, a division of Jacor Communications.

TRANSACTION #1: GEORGIA RADIO INC. STATIONS

PRICE: \$1.45 million
 SELLER: Georgia Radio Inc., owned by Leslie Gradick.
 BROKER: Chapman Associates

WPLK & WZOT/ROCKMART, GA
 DIAL POSITION: 1229 kHz; 107.1 MHz
 POWER: 500-watt daytimer; 3 kw at 300 feet
 FORMAT: Gold; Gospel

WIYN/ROME
 DIAL POSITION: 1360 kHz
 POWER: 500-watt daytimer
 FORMAT: Talk/AC

TRANSACTION #2:

**GMX COMBO
WLOR & WHMJ/
THOMASVILLE**
 PRICE: \$925,000
 SELLER: GMX Communications Inc., headed by Jack Norman and Bruce Singleton. Formerly known as Holder Communications Corp., the company also owns WIS/Key West, FL; WBZW/Knoxville, TN; WHBB & WTUN/Selma, AL; KLCL & KHLA/Lake Charles, LA; and WKXC & WWKZ/New Albany-Tupelo, MS.
 DIAL POSITION: 730 kHz; 107.1 MHz
 POWER: 5-kw daytimer; 1.55 kw at 390 feet
 FORMAT: Country; CHR

Hawaii

KFSH/HILO, HI

PRICE: \$250,000
 BUYER: Pacific & Asia Christian University, headed by President David Boyd.
 SELLER: Christian Broadcasting Association, managed by Chairman Dr. William Graham Jr. The group also owns KAIM-AM & FM/Honolulu. Graham serves as a member of Blue Ridge Broadcasting, the licensee of WFGW & WMIT/Black Mountain, NC. He also is a trustee of Wheaton College, which is the licensee of WETN/Wheaton, IL.
 DIAL POSITION: 97.1 MHz
 POWER: 40 kw at minus 145 feet
 FORMAT: Religion

New York

WTLB & WRCK/UTICA, NY

PRICE: \$1.5 million
 BUYER: Vanguard Communications, owned by Leonard Ackerman and Leonard Marcus. The company also owns WECQ/Geneva, NY; WGAB/West Hartford, CT; and WJOZ & WKAD/Troy-Canton, PA. They recently sold WBIS/Old Saybrook, CT.
 SELLER: WTLB Inc., principally owned by Paul Dunn and Edward Carey.
 DIAL POSITION: 1310 kHz; 107.3 MHz
 POWER: 5 kw days/500 watts nights; 50 kw at 510 feet
 FORMAT: Talk/AC; CHR
 BROKER: Kozacko-Horton Co.

South Carolina

WQSC/ANDREWS, SC

PRICE: \$350,000
 BUYER: Gresham Communications Corp., owned by Faye Gresham and Rudi Gresham.
 SELLER: Andrews-Intermart Broadcasting Corp., headed by James Martin. He recently announced plans to sell another property, WXDJ/Homestead, FL, for \$8.1 million to Ian Wheeler and Charles Goldmark.
 DIAL POSITION: 100.9 MHz
 POWER: 3 kw at 328 feet
 FORMAT: Country
 BROKER: Mitt Younts of Chapman Associates

Texas

KBUK/BAYTOWN, TX

PRICE: \$500,000
 BUYER: Mel Wheeler Inc., principally owned by Mel Wheeler. The company also owns WSLC & WSLQ/Roanoke, VA; KLTE/Oklahoma City; WSIL-TV/Harrisburg, IL; KPOB-TV/Poplar Bluff, MO; and K10KM-TV/Cape Girardeau, MO.
 SELLER: RCK Broadcasting Corp., owned by Richard Klement. He also owns interests in KGAF/Gainesville, TX; KOGT/Orange, TX; and KCLE/Cleburne, TX.

TRANSACTIONS AT A GLANCE

Transactions So Far In 1987:
\$2,267,161,116

This Week's Action: \$15,098,750

Deal Of The Week:

KTRO/Port Hueneme, CA & KCAQ/Oxnard, CA \$4.5 million

- KSEQ/Fresno-Visalia, CA \$2,073,750
- KNTF/Ontario, CA \$3 million

- Group Deal: Broadcast Investment Associates \$2,375,000
- Georgia Radio Inc. Stations \$1.45 million
- WPLK & WZOT/Rockmart, GA
- WIYN/Rome, GA
- WLOR & WHMJ/Thomasville, GA \$925,000
- KFSH/Hilo, HI \$250,000
- WTLB & WRCK/Utica, NY \$1.5 million
- WQSC/Andrews, SC \$350,000
- KBUK/Baytown, TX \$500,000
- WZAM/Norfolk, VA \$550,000

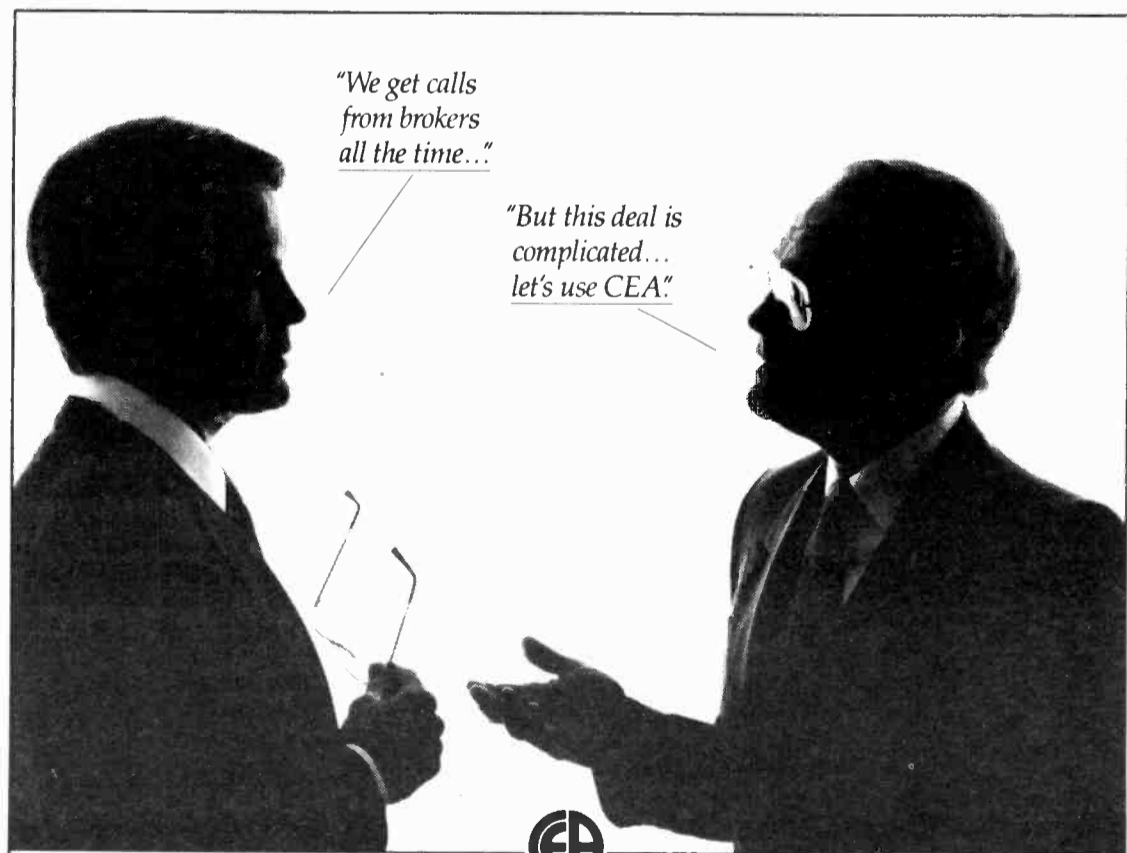
DIAL POSITION: 1360 kHz
 POWER: 1 kw
 FORMAT: Country

Virginia

WZAM/NORFOLK, VA

PRICE: \$550,000
 BUYER: Frontier East Broadcasting Inc., headed by President Milton Reid.
 SELLER: James River Broadcasting

Corp., principally owned by Barbara Benns and her sons William Benns III and Michael Benns. Michael also owns an interest in WFLI/Lookout Mountain, TN and WFLI-TV/Cleveland, TN. William owns interests in WMYK/Elizabeth City, NC and WMYG/Braddock, PA.
 DIAL POSITION: 1110 kHz
 POWER: 50-kw daytimer
 FORMAT: Urban



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