

RADIO BUSINESS

TRANSACTIONS

McCormick Back In Radio Biz With \$3.5 Million Savannah Combo

Small Deals Continue To Dominate Trading Market,
Salem's Atsinger Sells Santa Barbara FM For \$1.45 Million

Deal Of The Week:

WBMQ & WIXV/Savannah

PRICE: \$3.5 million

BUYER: McCormick Broadcasting Corp., a new company owned by William McCormick. He is the former head of McCormick Communications, which previously owned stations in Boston, Providence, Buffalo, and Norfolk. In the 1960s and early 1970s, he was the VP/GM of RKO's WNAC-TV/Boston.

SELLER: Savannah Broadcasting Co., a subsidiary of Burbach Broadcasting Co., which is owned by Jack Laubach, Robert Burstein, and Larry Garret. The company also owns WMRN-AM & FM/Marion, OH; WEYZ & WCCK/Erie, PA; and WXIL/Parkersburg, WV.

FREQUENCY: 630 kHz; 95.5 MHz

POWER: 5 kw; 100 kw at 390 feet

FORMAT: AC; CHR

BROKER: Blackburn & Co.

COMMENT: Burbach acquired this combo in April 1983 for \$2.1 million.

Alabama

WZEW/Fairhope (Mobile)

PRICE: \$1.2 million liability assumption

BUYER: Proud Country Inc., owned by Mack Sanders, the spouse of the seller. He is a ten percent stockholder of REBS Inc., a group operator now in bankruptcy proceedings. REBS owns WVOK & WLTB/Birmingham; WLRQ-AM & FM/Nashville; and WNOX & WNKX/Knoxville.

SELLER: All American Media Inc., owned by Sherry Sanders.

FREQUENCY: 92.1 MHz

POWER: 3 kw at 288 feet

FORMAT: AOR

COMMENT: All America acquired this station in August 1984 for \$675,000.

WKAX/Russellville

PRICE: \$100,000 plus assumption of liabilities totalling \$9,378

BUYER: William Perkins, who is GM of the station.

SELLER: Cumberland Foundation Inc., owned by Ronald Lane, who also owns an interest in WFWS/Camden, TN; and Robert Hudson, who also owns WHZZ/Huntingdon, TN.

FREQUENCY: 1500 kHz

POWER: 1-kw daytimer

FORMAT: Country

California

KGFT/Carpinteria (Santa Barbara)

PRICE: \$1.45 million

BUYER: Great Electric Communications II Inc., owned by Michael Reichert, Charles Whatley, Mark Blencowe, Nathan Roth, and Fred Blencowe. They also own KUHL & KXFM/Santa Maria, CA.

SELLER: Edward Atsinger III, who is a 50% stockholder in Salem Communications Corp. He owns interests in KSLR/San Antonio; KFAX/San Fran-

TRANSACTIONS AT A GLANCE

Deals So Far In 1988:

\$38,416,072

Total Stations Traded This Year: 60

This Week's Action: \$10,366,360

Total Stations Traded This Week: 22

Deal Of The Week:

● **WMBQ & WIXV/Savannah \$3.5 million**

- WZEW/Fairhope (Mobile) \$1.2 million liability assumption
- WKAX/Russellville, AL \$100,000 plus \$9,378 liability assumption
- KGFT/Carpinteria (Santa Barbara), CA \$1.45 million
- WSHY-AM & FM/Shelbyville, IL \$250,000
- WFAU & WKCG/Augusta, ME \$1.1 million
- WCEG/Middleborough Center, MA (CP Sale) \$20,000
- WYGR/Wyoming, MI \$135,000
- KKJC/Blue Springs (Kansas City) \$200,000
- KADI/Camdenton, MO (AM CP) \$25,000
- KSKR/Whitfish, MT \$20,000
- WMMH/Marshall, NC \$99,256
- WFIS/Fountain Inn, SC \$160,000
- WGSW/Greenwood, SC \$350,000
- WRJT/Monterey, TN \$400,000 plus liability assumptions for 51%
- KACO/Bellville, TX \$235,000 plus \$34,726 lease assumption
- WDVA/Danville, VA \$375,000
- WRJQ/Appleton, WI \$203,000
- KMTN/Jackson, WY \$500,000

cisco; KKLAI/Los Angeles; KAMM/Delano, CA; KPDQ-AM & FM/Portland; KLFE/San Bernardino, CA; KHAA/Port Sulphur, LA; KGNW/Seattle; KGER/Long Beach, CA; KAVC/Rosamond, CA; KCFO/Tulsa; KDAR/Oxnard, CA; WEZE/Boston; WRFD/Columbus; KPRZ/San Marcos, CA; and WNYM/New York. He recently applied for permission to buy WKPA & WYDD/Pittsburgh.

FREQUENCY: 101.1 MHz

POWER: 3 kw at 810 feet

FORMAT: Religion

BROKER: Blackburn & Co.

Illinois

WSHY-AM & FM/Shelbyville

PRICE: \$250,000

BUYER: Kin Do Communications Inc., owned by Robert Kincaid, Pauline Kincaid, Robert Doll, and Barbara Doll. The Dolls are also applicants for a new FM station at Attica, IL.

SELLER: Orville Graham, who is GM of WSOY-AM & FM/Decatur, IL.

FREQUENCY: 1560 kHz; 104.9 MHz

POWER: 500-watt daytimer; 3 kw at 162 feet

FORMAT: AC

Maine

WFAU & WKCG/Augusta

PRICE: \$1.1 million

BUYER: Seacoast Broadcasting Inc., owned by Raymond Wardynski, Richard Fors Jr., Charles Mund, William Devine II, Morton Stavroff, and Anthony Frandina.

SELLER: Tanist Broadcasting Inc., owned by T. Barton Carter and C.B. Wismar.

FREQUENCY: 1340 kHz; 101.3 MHz

POWER: 1-kw days/250 watts nights; 4.8 kw at 315 feet

FORMAT: AC; Country

BROKER: New England Media Inc.

Massachusetts

WCEG/Middleborough Center (CP Sale)

PRICE: \$20,000

BUYER: Steven Callahan, the GM of WFTI/St. Petersburg.

SELLER: South Shore Media Corp., owned by Donald Moore. He also owns WCVX-TV/Vineyard Haven, MA.

FREQUENCY: 1530 kHz

Michigan

WYGR/Wyoming

PRICE: \$135,000

BUYER: Roland Rusticus and Mary Rusticus.

SELLER: Stuart Noordyk, who also owns WSHN-AM & FM/Fremont, MI.

FREQUENCY: 1530 kHz

POWER: 500 watts days/250 watts nights

FORMAT: News/Talk

BROKER: Jack Aldworth

COMMENT: Noordyk acquired this station in October 1986 by assuming its liabilities.

Missouri

KKJC/Blue Springs

PRICE: \$200,000

BUYER: Noble Broadcast Group Inc., headed by John Lynch and Norm Feuer.

The company also owns KBEQ/Kansas City; WMRE & WSSH/Boston; WAVZ & WKCI/New Haven, CT; WGBB & WBAB/Long Island, NY; KBCO-AM & FM/Boulder-Denver; and XETRA-AM & FM/Tijuana-San Diego.

SELLER: Eastern Jackson County Broadcasting Corp., headed by Dick Pryor.

FREQUENCY: 1030 kHz

POWER: 1 kw days/500 watts nights

FORMAT: AC

SELLER: Osage Broadcasting, owned by Dennis Benne, Cheryl Benne, Kenneth Kuenzie, and Linda Kuenzie.

FREQUENCY: 1520 kHz

POWER: 2.5-kw daytimer

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RICHARD HARKER,
Coleman Research



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VP & GM, STAR 101, Orlando



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BILL KNOBLER,
VP & GM, KZEW, Dallas.



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Coleman Research



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