

TRANSACTIONS

Westwood One Buys KIQQ For \$56 Million

**Sconnix Buys Two Maryland Combos, Dumps Boston FM;
Programmer Quartarone Jumps Into Ownership With Delaware FM**

Deal Of The Week:

KIQQ/Los Angeles

PRICE: \$56 million

TERMS: Cash

BUYER: Westwood One Inc., headed by Chairman Norman Pattiz. The company also owns WYNY/New York and a 50% interest in WNEW/New York. The Los Angeles-based radio syndicator also owns the Mutual Broadcasting System, NBC Radio Networks, Westwood One Radio Networks, and R&R.

SELLER: Outlet Communications Inc., headed by David Henderson. The company also owns WTOP & WASH/Washington, and recently announced plans to sell WIOQ/Philadelphia for \$19.25 million.

FREQUENCY: 100.3 MHz

POWER: 5.3 kw at 3005 feet

FORMAT: AC

BROKER: Gary Stevens & Co.

Key Broadcasting Stations

PRICE: \$25 million

TERMS: Cash

BUYER: Sconnix Broadcasting Co., owned by partners Theodore Nixon, Randall Odeneal, and Scott McQueen. The company also owns WMXJ/Miami; KFKF-AM & FM/Kansas City; WHDH & WBOS/Boston;

WIBC & WKLR/Indianapolis; WMRZ & WLLR/Davenport, IA; and WLNH-AM & FM/Laconia, NH.

SELLER: Key Broadcasting Co., operations headed by Exec. VP Carl Brenner.

BROKER: Bruce Houston of Cecil L. Richards & Co.

WBMD & WQSR/Baltimore

FREQUENCY: 750 kHz; 105.7 MHz

POWER: 1 kw daytimer; 50 kw at 245 feet

FORMAT: Religion; Gold

COMMENT: Sconnix partner Nixon says the estimated value of this combo is \$23 million.

WPTX & WMDM/Lexington Park

FREQUENCY: 920 kHz; 97.7 MHz

POWER: 5 kw day/1 kw night; 3 kw at 300 feet

FORMAT: AC; CHR

COMMENT: Sconnix estimates the value of this combo is \$2 million.

WBOS/Boston

PRICE: \$19.3 million

TERMS: Cash

BUYER: Ackerley Communications, headed by Barry Ackerley. The company also owns KJR/Seattle and KSGO & KGON/Portland, OR.

SELLER: Sconnix Broadcasting Co. (see above deal)

FREQUENCY: 92.9 MHz

POWER: 17 kw at 800 feet

FORMAT: Country

BROKER: Gary Stevens & Co.

COMMENT: Sconnix partner Nixon says the Boston FM sale is unrelated to the company's purchase of the Maryland combos listed above.

Arizona

KJAA/Mesa

PRICE: \$300,000

TERMS: Escrow deposit \$50,000, balance due cash at closing.

BUYER: CRC Broadcasting Co. Inc., owned by Sanford Cohen, Michael Ragins, and Ronald Cohen. Sanford Cohen also owns KIHX/Prescott Valley, AZ.

SELLER: KNTS Broadcasting Co. Inc., owned by B.J. Glasscock. He also owns KCCN/Honolulu and is permittee of a new FM station there.

FREQUENCY: 1510 kHz

POWER: 10 kw daytimer

FORMAT: Station is dark

Colorado

KATR/Greeley

PRICE: \$230,000

TERMS: Asset sale. Escrow deposit \$50,000, additional \$20,000 cash due at closing. Three-year promissory note

TRANSACTIONS AT A GLANCE

**Deals So Far In 1988:
\$3,442,027,914**

Total Stations Traded This Year: 1167

This Week's Action: \$109,579,000

Total Stations Traded This Week: 22

Deals Of The Week:

● **KIQQ/Los Angeles \$56 million**

● **Key Broadcasting Stations \$25 million**

● **WBMD & WQSR/Baltimore**

● **WPTX & WMDM/Lexington Park, MD**

● **WBOS/Boston \$19.3 Million**

- KJAA/Mesa, AZ \$300,000
- KATR/Greeley, CO \$230,000
- WOVI/Ocean View, DE \$1,295,000
- WBGB/Mt. Dora, FL \$175,000
- WKLY/Hartwell, GA \$200,000
- WSDL/Sildell, LA \$414,000
- WFEN/Fenton, MI \$350,000
- KSSC-AM & FM/Joplin, MO-Columbus, KS \$235,000
- KIQQ & KHIT/Reno, NV \$2.5 million
- WERA/Plainfield, NJ \$695,000
- WELP & WLWZ/Greenville, SC \$2.6 million
- KVKM/Monahans, TX \$175,000
- WPAK/Farmville, VA \$110,000

Delaware

WOVI/Ocean View

PRICE: \$1,295,000

BUYER: Q-Tone Broadcasting Corp., owned by Philadelphia attorney Alvin Chanin and programming consultant Tony Quartarone.

SELLER: Clark Broadcasting Co., headed by James Hammond. The company also owns WKDW & WSGM/Staunton, VA and WCEI-AM & FM/Easton, MD.

FREQUENCY: 101.7 MHz

POWER: 3 kw at 328 feet

FORMAT: AC

BROKER: Kozacko-Horton Co.

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SHAMROCK BROADCASTING

(William Clark, President)

has acquired

KMLE (FM)

Phoenix (Chandler), Arizona

for

\$8,000,000

from

OSTRANDER-WILSON STATIONS

(George Wilson, Richard Ostrander and families)

We are pleased to have served as
broker in this transaction.

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for \$205,000 at ten percent annual interest, first year payable interest-only.

BUYER: Robert and Marjorie Zellmer of Greeley, CO. They also own KDMN/Buena Vista, CO and KDRZ-AM & FM/Wray, CO.
SELLER: Surrey Front Range L.P., a division of Denver-based Surrey Broadcasting Co. The company also owns KPRW & KATT/Oklahoma City; KDZA & KATM/Colorado Springs-Pueblo, CO; and Surrey Research. It recently announced plans to sell KYOU/Greeley, CO for \$5.5 million to All Pro Broadcasting.
FREQUENCY: 1450 kHz
POWER: 1 kw daytimer
FORMAT: Gold

THANK YOU FOR INVESTING IN RADIO'S FUTURE

The Board of Directors of The John Bayliss Broadcast Foundation wishes to thank all the radio and financial community executives who attended the THIRD ANNUAL BAYLISS MEDIA ROAST in New York City on October 26, 1988.

We applaud the stamina of Jeff Smulyan of Emmis Broadcasting Corp. who survived a blue-ribbon roast for the benefit of the Foundation. The monies raised will ensure that the Bayliss Scholarship Program will continue to grow, as will the number of Bayliss Broadcasters. To date 24 college students have become Bayliss Broadcasters.

We look forward to seeing you in black tie next year at the FOURTH ANNUAL BAYLISS MEDIA ROAST, October 25, 1989, at the Plaza Hotel in New York City.

Sincerely,

The Directors of The John Bayliss Broadcast Foundation

We also wish to thank the following distinguished roasters:

Rick Cummings
Emmis Broadcasting

Jay Thomas
KPWR, Los Angeles

Doyle Rose
Emmis Broadcasting

Barry Dickstein
Hartstone & Dickstein

Robert F.X. Sillerman
The Sillerman Companies

Jim Edwards
Stand-Up Comedian

The John Bayliss Broadcast Foundation is a non-profit corporation that provides scholarships to college students embarking on a career in radio broadcasting. For further information please write to Kit Hunter Franke, Executive Director.

THE JOHN BAYLISS BROADCAST FOUNDATION
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