

Brazell, Kluge Invade Eastern Europe, Russia With New Overseas-Only Radio Venture

Former Command Communications chief Carl Brazell is spearheading a radio station acquisition drive in Eastern Europe and former Soviet republics.

Brazell has recruited his mentor, media giant John Kluge, along with other investors, to form **Metromedia International**. The company has formed joint partnerships with local investors to buy two stations in Moscow and three in Hungary. He says more deals are pending.

Brazell ran **Metromedia's** U.S. radio stations until 1986, then bought the entire group when **Metromedia** decided to exit the broadcasting business. He subsequently sold the stations to various buyers, the final deal closing last August. Brazell noted that his new partnership with Kluge "is strictly international" and does not signal a renewed interest on Kluge's part in domestic radio.

"We're in active negotiations . . . to either acquire or build stations in several other cities in Russia, including St. Petersburg," said Brazell, who noted he's also seek-

ing to build stations in Romania, Bulgaria, and seven former Soviet states.

The Moscow stations are simulcast under the identity **Radio 7** and were started by Wyoming broadcaster **Ben Doud** and Moscow businessman **Anatoli Vassiliev**. The one AM and two FM stations in Hungary are known as **Radio Juventas** and are simulcast to 85% of the country.

Brazell has hired former **Radio Luxembourg** Managing Director **John Catlett** to be his Moscow-based VP/Operations; former **Bonneville Broadcasting Systems** President **Bud Stiker** has joined the venture as Exec. VP/Dir. Marketing & Sales and will run the Hungarian stations.

TRANSACTIONS

Fish Flips Phoenix Combo For Quick \$7.5 Million Profit In \$20 Million Duopoly Sale To Sandusky

■ **Sosson pays \$10.7 million for WCKT/Ft. Myers; steel giant Wheeling-Pittsburgh buys NewTex for \$10.4 million**

Deals Of The Week

KUKQ & KUPD/Tempe (Phoenix), AZ

PRICE: \$20 million

TERMS: Duopoly deal

BUYER: Sandusky Radio, headed by

President **Norman Rau**. It owns **KDKB/Mesa (Phoenix)**, **KEGL/Dallas**, and **KIXI & KLSY/Seattle**. Phone: (415) 788-3161

SELLER: G&C Broadcasting Inc., owned by **Robert Fish**. Phone: (602) 838-0400

FREQUENCY: 1060 kHz; 97.9 MHz

POWER: 5kw day/500 watts night; 100kw at 1620 feet

FORMAT: New Rock; AOR

BROKER: Kalil & Company

COMMENT: Fish paid approximately \$12.5 million for this combo in a two-step transaction. In 1992, he paid \$7.3 million to former licensee **Tri-State**

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TRANSACTIONS AT A GLANCE

- **KVFX/Manteca (Modesto), CA** \$1.4 million
- **KPLS/Orange (Anaheim), CA** \$2,902,130
- **KMDL & KFTE/Kaplan-Breaux Bridge (Lafayette), LA** \$1.55 million
- **WWZZ/Kams (Knoxville), TN** \$1.8 million

Broadcasting to dismiss its nine-year battle for license renewal; \$2.5 million to challengers **Jack Grimm**, **Jackie Grimm**, and **Ruth Clifford** to acquire a 49% stake in G&C; and \$1 million to **Jack Grimm** under a consulting agreement. In 1993, Fish exercised an option to buy the remaining 51% of G&C from the Grimms and Clifford for \$1.65 million.

WCKT/Lehigh Acres (Ft. Myers), FL

PRICE: \$10.7 million

TERMS: Asset sale for cash. This deal was filed in November 1993 with the contract price as 8.1 times cash flow for the 12 months preceding closing. The final price of \$10.7 million was announced after the closing took place February 9.

BUYER: **Radio Equity Partners**, headed by President **George Sosson**. It owns three stations and is buying 12 others. Phone: (203) 857-5600

SELLER: **Sandab Communications**, headed by President **Stephen Seymour**. Phone: (813) 276-5107

FREQUENCY: 107.1 MHz

POWER: 25.5kw at 708 feet

FORMAT: Country

BROKER: **Dick Foreman** of **Richard A. Foreman Associates**

COMMENT: This station sold for \$5 million in 1989.

NewTex Communications Stations

PRICE: \$10,374,998

TERMS: Sales of stock and voting units for cash

BUYER: **Wheeling-Pittsburgh Radio Corporation**, headed by Chairman **Marvin Olshan** of New York and President **Robert Sherman** of Pleasantville, NY, acquiring all of the voting interest in **NewTex Communications L.L.C.** **Wheeling-Pittsburgh Radio** is a new wholly owned subsidiary of **Wheeling-Pittsburgh Corporation**, a publicly traded steel company (NYSE: WHX) headed by Chairman **Ronald LaBow** of New York and President **James Wareham** of Wheeling, WV. **Wheeling-Pittsburgh Radio** is acquiring all of the stock of **Stonehill Radio Corp.** and **Olympus Radio Corp.**, which each own 33.33% of the units of **NewTex**, and the remaining 33.33% voting units owned by **AV III-A Holdings Inc.** and **Austin Ventures III-B L.P.** Phone: (212) 355-5200

SELLER: **Olympus Private Placement**

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At RAB/Dallas.
Contact via Anatole Hotel
or call for appointment.

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