

DEAL OF THE WEEK

• **HefTel Broadcasting Corp. \$275 million**

Includes: WLXX-AM/Chicago; KESS-AM, KINF-AM, KMRT-AM & FM, KHCK-FM & KICI-FM/Dallas-Ft. Worth; KLSQ-AM/Las Vegas; KTNQ-AM & KLVE-FM/Los Angeles; WAQI-AM, WQBA-AM, WAMR-FM & WRTO-FM/Miami-Ft. Lauderdale; WGLI-AM/Nassau-Suffolk; WADO-AM & WPAT-AM/New York

1996 DEALS TO DATE

Dollars To Date: \$4,563,278,061

(Last Year: \$1,169,126,582)

This Week's Action: \$365,918,000

(Last Year: \$18,268,836)

Stations Traded This Year: 996

(Last Year: 520)

Stations Traded This Week: 70

(Last Year: 26)

TRANSACTIONS AT A GLANCE

- Pro-Radio Stations \$925,000
- WMNM-FM/Port Henry, NY (Burlington, VT)
- WFAD-AM/Middlebury, VT
- WTID-FM/Reform, AL \$800,000
- KRIM-FM/Payson, AZ \$850,000
- KEWB-FM/Anderson, CA \$850,000
- KMGG-FM/Monte Rio, CA \$3.1 million
- KTRO-AM & KCAQ-FM/Oxnard-Ventura, CA \$3.65 million
- KSRO-AM & KAFX-FM/Santa Rosa & KLCQ-FM/Healdsburg, CA \$5.7 million
- KLYD-FM/Shafter, CA \$450,000
- KKKI-FM/Widefield, CO \$3.8 million
- WSWN-AM & WBGF-FM/Belle Glade, FL \$1 million
- WJUS (FM CP)/Ft. Walton Beach, FL \$500,000
- WCTH-FM/Plantation Key, FL \$1 million
- WMXY-AM & WZLG-FM/Hogansville, GA \$510,000
- WCJM-AM & FM/West Point, GA \$500,000
- WTGE-FM/Baton Rouge \$5.5 million
- KASO-AM & FM/Minden, LA \$200,000
- KASO-AM/Minden, LA \$500
- WBGR-AM/Baltimore \$2,775,000
- WFCC-FM/Chatham, MA \$1.19 million
- WAOU (FM CP)/Tawas City, MI \$4000
- (FM-CP)/McCook, NE
- WNYC-AM & FM/New York \$20 million
- WELS-AM & FM/Kingston, NC \$150,000
- WMYK-FM/Moyock, NC \$3.35 million
- WLEC-AM & WCPZ-FM/Sandusky, OH \$7.5 million
- KCBZ (FM CP)/Cannon Beach, OR \$32,500
- KUGN-AM & FM/Eugene & KLR-FM/Brownsville, OR \$7 million
- KRTA-AM/Medford & KYJC-FM/Grants Pass, OR \$550,000
- WMTI-AM/Morovis, PR \$250,000
- KFLZ-FM/Bishop, TX \$550,000
- KNAK-AM/Delta, UT \$120,000
- KRGO-FM/Roy, UT \$700,000
- KBKK-FM/Spanish Fork, UT No cash consideration for 35.5%
- WLEE-FM & WVG-FM/Richmond \$14.5 million
- WPTG-FM/Williamsburg, VA \$301,000
- WEAQ-AM & WIAL-FM/Eau Claire & WECL-FM/Eik Mound, WI \$2.6 million

TRANSACTIONS

Clear Channel Claims HefTel In \$275 Million Stock Sale

☐ **ABS Communications buys Benchmark's Richmond FM combo**

Deal Of The Week

HefTel Broadcasting Corp.

PRICE: \$275 million
TERMS: Stock sale for cash
BUYER: Clear Channel Communications, headed by President/CEO Lowry Mays. It owns or has agreed to buy 95 other stations.
SELLER: HefTel Broadcasting Corp., headed by Chairman Cecil HefTel.

WLXX-AM/Chicago

FREQUENCY: 1200 kHz
POWER: 10kw day/1kw night
FORMAT: Spanish

KESS-AM, KINF-AM, KMRT-AM & FM, KHCK-FM & KICI-FM/Dallas-Ft. Worth

FREQUENCY: 1270 kHz; 1440 kHz; 1480 kHz; 106.7 MHz; 99.1 MHz; 107.9 MHz
POWER: 5kw; 5kw day/500 watts night; 5kw day/1.9kw night; 100kw at 991 feet; 100kw at 1726 feet; 100kw at 843 feet
FORMAT: All Spanish

KLSQ-AM/Las Vegas

FREQUENCY: 870 kHz
POWER: 10kw day/1kw night
FORMAT: Spanish

KTNQ-AM & KLVE-FM/Los Angeles

FREQUENCY: 1020 kHz; 107.5 MHz
POWER: 50kw; 29.5kw at 2999 feet
FORMAT: Spanish; Spanish

WAQI-AM, WQBA-AM, WAMR-FM & WRTO-FM/Miami-Ft. Lauderdale

FREQUENCY: 710 kHz; 1140 kHz; 107.5 MHz; 98.3 MHz
POWER: 50kw; 50kw day/10kw night; 95kw at 1007 feet; 100kw at 1408 feet
FORMAT: All Spanish

WGLI-AM/Nassau-Suffolk

FREQUENCY: 1290 kHz
POWER: 250 watts
FORMAT: This station is dark.

WADO-AM & WPAT-AM/New York

FREQUENCY: 1280 kHz; 930 kHz
POWER: 5kw; 5kw
FORMAT: Spanish; Spanish

Group Deal

Pro-Radio Stations

PRICE: \$925,000
TERMS: Asset sale for cash
BUYER: Pathfinder Communications Inc., headed by President/CEO Sara Goodwill. Phone: (203) 438-1897
SELLER: Pro-Radio Inc., headed by President Mark Brady. Phone: (802) 388-9236
BROKER: Dick Kozacko of Kozacko Media Services

WMNM-FM/Port Henry, NY (Burlington, VT)

FREQUENCY: 92.1 MHz
POWER: 18kw at 10 feet
FORMAT: Oldies

WFAD-AM/Middlebury, VT

FREQUENCY: 1490 kHz
POWER: 1kw
FORMAT: Full-Service

Alabama

WTID-FM/Reform

PRICE: \$800,000
TERMS: Asset sale for cash
BUYER: Radio South Inc., headed by President Voncile Pearce
SELLER: Transmit Enterprises Inc., headed by President Charles Chapman III. He has interests in four other stations. Phone: (334) 793-4002
FREQUENCY: 101.7 MHz
POWER: 21kw at 728 feet
FORMAT: AC
BROKER: Media Services Group

Arizona

KRIM-FM/Payson (Phoenix)

PRICE: \$850,000
TERMS: Asset sale for cash
BUYER: Rainbow Broadcasting Inc., headed by President Charles Brentlinger. Phone: (602) 423-9255
SELLER: Pleasant Valley Broadcasting Corp., headed by President Jeffrey Morris. Phone: (602) 996-6261
FREQUENCY: 104.3 MHz
POWER: 100kw at 1024 feet
FORMAT: CHR

California

KEWB-FM/Anderson (Redding)

PRICE: \$850,000
TERMS: Asset sale for \$450,000 cash,

a \$100,000 non-compete agreement, and an 11-year, \$400,000 promissory note at 8.25% interest
BUYER: McCarthy Wireless Inc., headed by President Craig McCarthy
SELLER: Radio Associates Inc., headed by Bob Salmon
FREQUENCY: 94.7 MHz
POWER: 4.2kw at 1565 feet
FORMAT: Country
BROKER: William A. Exline Inc.

KMGG-FM/Monte Rio (Santa Rosa)

PRICE: \$3.1 million
TERMS: Asset sale for cash
BUYER: Amaturio Group of Santa Rosa L.L.C., headed by Chairman Joseph Amaturio and CEO Lawrence Amaturio. It owns seven other stations. Phone: (954) 565-1411
SELLER: Pacific Radio of Santa Rosa Corp., headed by President Richard Dames. He has interests in two other stations. Phone: (707) 578-0977
FREQUENCY: 97.7 MHz
POWER: 2.05kw at 1122 feet
FORMAT: Oldies

KTRO-AM & KCAQ-FM/Oxnard-Ventura

PRICE: \$3.65 million
TERMS: Cash
BUYER: Gold Coast Broadcasting Co., headed by John Hearne and Carl Goldman
SELLER: Greater Pacific Radio Exchange, headed by Hal Frank
FREQUENCY: 1520 kHz; 104.7 MHz
POWER: 10kw day/1kw night; 85kw at 1581 feet
FORMAT: Spanish; CHR
BROKER: Elliot Evers of Media Venture Partners

KSRO-AM & KAFX-FM/Santa Rosa & KLCQ-FM/Healdsburg

PRICE: \$5.7 million
TERMS: Asset sale for \$3.7 million cash, a \$1.5 million non-compete agreement, and assumption of a \$500,000 promissory note
BUYER: Amaturio Group of Santa Rosa L.L.C., headed by Chairman Joseph Amaturio and CEO Lawrence Amaturio. It owns seven other stations. Phone: (954) 565-1411
SELLER: Fuller-Jeffrey Broadcasting Companies Inc. Phone: (508) 462-1229
FREQUENCY: 1350 kHz; 101.7 MHz; 92.9 MHz
POWER: 5kw; 2.2kw at 1089 feet; 2.3kw at 1949 feet

FORMAT: News/Talk; Rock; Classic Rock
BROKER: William A. Exline Inc.

KLYD-FM/Shafter

PRICE: \$450,000
TERMS: Asset sale for a five-year promissory note at 8.5% interest
BUYER: South Paw Communications Inc., headed by CFO Curtis Darling. Phone: (805) 861-1350
SELLER: KXHA FM Radio Inc. Phone: (619) 434-6070
FREQUENCY: 104.3 MHz
POWER: 6kw at 305 feet
FORMAT: Nostalgia

Colorado

KKKI-FM/Widefield (Colorado Springs)

PRICE: \$3.8 million
TERMS: Cash
BUYER: Citadel Communications, headed by President Larry Wilson. It owns 19 other stations, including KKF-FM & KKM-FM/Colorado Springs.
SELLER: Tippie Communications, headed by President Henry Tippie. It owns two other stations.
FREQUENCY: 106.3 MHz
POWER: 1.6kw at 2225 feet
FORMAT: AC
BROKER: Bill Whitley of Whitley Media

Florida

WSWN-AM & WBGF-FM/Belle Glade (West Palm Beach)

PRICE: \$1 million
TERMS: Asset sale for cash
BUYER: BGI Broadcasting L.P.,

whose general partner, **BGI Broadcasting Corp.**, is headed by President Harry Figgie III. Phone: (800) 787-9006

SELLER: Seminole Broadcasting Co., headed by President Marie Rivers. Phone: (904) 795-5800
FREQUENCY: 900 kHz; 93.5 MHz
POWER: 1kw day/22 watts night; 5kw at 269 feet
FORMAT: Urban; AC
BROKER: Doyle Hadden of Hadden & Assoc.
COMMENT: See next deal.

WJUS (FM CP)/Ft. Walton Beach

PRICE: \$500,000
TERMS: Asset sale for cash
BUYER: F.W.B. Radio Inc., headed by President Gerald Schroeder. He has an interest in WSWL-AM/Pensacola, FL. Phone: (904) 433-1141
SELLER: Juanina Broadcasting Inc. Phone: (904) 651-9944
FREQUENCY: 96.5 MHz
POWER: 100kw
BROKER: Doyle Hadden of Hadden & Assoc.

WCTH-FM/Plantation Key

PRICE: \$1 million
TERMS: Asset sale for cash
BUYER: BGI Broadcasting L.P., whose general partner, **BGI Broadcasting Corp.**, is headed by President Harry Figgie III. Phone: (800) 787-9006
SELLER: Sounds of Service Radio Inc., headed by President Marie Rivers. Phone: (904) 795-5800
FREQUENCY: 100.3 MHz
POWER: 100kw at 440 feet
FORMAT: AC
BROKER: Doyle Hadden of Hadden & Assoc.

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