

TRANSACTIONS

Continued from Page 6

KTMS-AM & KHTY-FM/Santa Barbara

PRICE: \$2 million
 TERMS: Asset sale for cash
 BUYER: Engles Enterprises Inc., headed by President/Director Steven Engles. Phone: (805) 966-1755
 SELLER: Atmor Properties Inc., headed by President Lee Shubert. Phone: (703) 841-0606
 FREQUENCY: 1250 kHz; 97.5 MHz
 POWER: 2.5kw day/1kw night; 16kw at 2900 feet
 FORMAT: News/Talk; CHR
 BROKER: The Exline Co.

Colorado

KIKX-FM/Manitou Springs

PRICE: \$2,825,000
 TERMS: Duopoly deal; asset sale for cash
 BUYER: Bison Media Inc., headed by President Ed Atsinger III. He also owns KGFT-FM/Pueblo, CO & KBIQ-FM/Fountain, CO. Phone: (805) 987-0400
 SELLER: Wiskes/Abaris Communications KIQ Partnership, headed by general partner John Higgins. Phone: (719) 599-5800
 FREQUENCY: 102.7 MHz
 POWER: 100kw at 2000 feet
 FORMAT: Country
 BROKER: McCoy Broadcast Brokerage

KGFT-FM/Pueblo

PRICE: \$3 million
 TERMS: Asset sale for cash
 BUYER: KGFT Acquisition Corp., owned by Salem Communications Corp. Salem is headed by Chairman/Director Stuart Epperson and President/Director Edward Atsinger III. Epperson has interests in two other stations. Atsinger has interests in four other stations. Salem owns 27 other stations. Phone: (805) 987-0400
 SELLER: Falcon Media Inc., headed by President Roland Hinz. Phone: (805) 987-0400
 FREQUENCY: 100.7 MHz
 POWER: 13kw at 2132 feet
 FORMAT: Religious

Florida

WGUL-AM/Dunedin

PRICE: \$200,000 for 85%
 TERMS: Stock sale for cash
 BUYER: Carl and Betty Lou Marcocci, increasing their interest in Alta Gulf AM Inc. from 15% to 100%. Phone: (813) 849-2285
 SELLER: Alta Subordinated Debt Partners LP. The general partner, Alta Subordinated Debt Management Partners, is headed by managing general partner Brian McNeill. Phone: (617) 482-8020
 FREQUENCY: 860 kHz

POWER: 2kw day/1.5kw night
 FORMAT: Nostalgia

WFEZ-FM/Williston (Gainesville)

PRICE: \$870,000
 TERMS: Cash
 BUYER: Connecticut Broadcast Media of Gainesville Inc., headed by COO/Secretary Kenneth Dawson
 SELLER: Bogle Broadcasting Co. Inc., headed by President M.A. Negrin. It also owns WVNF-AM/Alpharetta, GA
 FREQUENCY: 101.3 MHz
 POWER: 6kw at 433 feet
 FORMAT: Urban
 BROKER: Doyle Hadden of Hadden & Assoc.

Indiana

WXTZ-FM/Noblesville (Indianapolis)

PRICE: \$4 Million
 TERMS: Duopoly deal; cash
 BUYER: Panache Broadcasting, headed by President Charles Schwartz. It also owns WTLC-AM & FM/Indianapolis.
 SELLER: Weiss Broadcasting of Noblesville, owned by Mary Weiss
 FREQUENCY: 93.9 MHz
 POWER: 3kw at 328 feet
 FORMAT: Urban

Iowa

KBUR-AM & KGRS-FM/Burlington

PRICE: \$1,560,725 for 59%
 TERMS: Stock sale for \$50,000 cash and the balance in a promissory note at 6% interest
 BUYER: John Weir, increasing his interest in LWM Inc. from 41% to 100%. Phone: (309) 867-2173
 SELLER: James & Mary Livengood, selling their 59% interest in LWM Inc. Phone: (319) 752-2253
 FREQUENCY: 1490 kHz; 107.3 MHz
 POWER: 760 watts; 100kw horiz./21.5kw vert. at 430 feet
 FORMAT: Nostalgia; CHR

Louisiana

KRMD-AM & FM/Shreveport

PRICE: \$6.7 million
 TERMS: Cash
 BUYER: Benchmark Communications, headed by General Partner Bruce Spector. It owns 24 other stations.
 SELLER: AmCom General Corp., owned by George Francis
 FREQUENCY: 1340 kHz; 101.1 MHz
 POWER: 1kw; 100kw at 970 feet
 FORMAT: Country; Country
 COMMENT: Francis will join Benchmark as a regional manager in Greenville. Also see WJMZ-FM/Greenville-Spartanburg, SC.

Maine

WEGP-AM/Presque Isle

PRICE: \$28,000
 TERMS: Asset sale for \$3500 cash and a five-year, \$24,500 promissory note
 BUYER: Star Radio Co., headed by President Elayne Star. Phone: (207) 985-7547
 SELLER: Cavan Communications Corp., headed by President Dominic Monahan. Phone: (703) 241-8742
 FREQUENCY: 1390 kHz
 POWER: 5kw
 FORMAT: Talk

Michigan

WIDG-AM & WMKC-FM/St. Ignace & WCKC-FM/Cadillac

PRICE: \$1.5 million
 TERMS: Duopoly deal; asset sale for a 16-year, \$1.5 million promissory note at 8% interest.
 BUYER: Ryllnds Limited, headed by President Mary Reynolds. Phone: (616) 627-2972
 SELLER: Four Seasons Broadcasting Co., selling WCKC; Mighty Mac Broadcasting Co., selling WIDG & WMKC. Both are headed by President Donald Benson.
 FREQUENCY: 940 kHz; 102.9 MHz; 107.1 MHz
 POWER: 5kw; 100kw at 1037 feet; 2.73kw at 498 feet
 FORMAT: Country; Country; Country

WITL-FM/Lansing

PRICE: \$16.2 million
 TERMS: Asset sale for cash
 BUYER: Liggett Broadcast Inc., headed by Chairman Robert Liggett Jr. It owns five other stations, including WJIM-FM/Lansing & WFMK-FM/East Lansing. Phone: (517) 394-4404
 SELLER: MSP Communications Inc. Phone: (708) 441-8900
 FREQUENCY: 100.7 MHz
 POWER: 26.5kw at 628 feet
 FORMAT: Country
 BROKER: Blackburn & Co. Inc.

Nebraska

KKYT-FM/McCook

PRICE: \$470,000
 TERMS: Cash
 BUYER: Jay Austin
 SELLER: AmFirst Bank, N.A.
 FREQUENCY: 105.3 MHz
 POWER: 100kw at 622 feet
 FORMAT: Country
 BROKER: Patrick Communications Corp.

New Jersey

WJHR (AM CP)/Flemington

PRICE: \$150,000
 TERMS: Asset sale for cash
 BUYER: Kingwood Broadcasting Inc.,

headed by President/CEO Carl Liu. Phone: (718) 896-8070
 SELLER: Hunterdon Mercury Communications Inc., headed by President Delane Lipka. Phone: (908) 730-7959
 FREQUENCY: 1040 kHz
 POWER: 4.7kw day/1kw night
 FORMAT: This station is dark.

New Mexico

KOBE-AM/Las Cruces & KMVR-FM/Mesilla Park

PRICE: \$700,000
 TERMS: Cash
 BUYER: Edwards Media Ltd. Co., headed by President Larry Edwards
 SELLER: Rainbow Communications Corp., headed by President Jim Larkin
 FREQUENCY: 1450 kHz; 104.9 MHz
 POWER: 1kw; 3kw at -32 feet
 FORMAT: Talk; CHR
 BROKER: Whitley Media

KMOU-FM/Roswell

PRICE: \$350,000
 TERMS: Asset sale for \$75,000 cash, a five-year, \$100,000 promissory note, and assumption of loans
 BUYER: Blaze Broadcasting Co., headed by President/Director Warren Scott. Phone: (505) 622-5891
 SELLER: Dewey Matthew Runnels. Phone: (505) 622-0290
 FREQUENCY: 104.7 MHz
 POWER: 50kw at 409 feet
 FORMAT: Country

New York

WABY-AM/Albany

PRICE: \$200,000
 TERMS: Duopoly deal; asset sale for a five-year promissory note. Paul Bendat will also receive 50% of the voting stock in DOT Communications Inc.
 BUYER: DOT Communications Inc., headed by President William Hunt
 SELLER: Bendat Communications and Broadcasting Inc., headed by President Paul Bendat. It also owns WKLI-FM/Albany, NY and WUTQ-AM & WOUR-FM/Utica, NY. Phone: (518) 456-6101
 FREQUENCY: 1400 kHz
 POWER: 1kw
 FORMAT: Nostalgia

WBLK-FM/DePew

PRICE: \$4,125,000
 TERMS: Asset sale for cash
 BUYER: Palm Beach Radio Broadcasting Inc., headed by President/Chairman Peter Callahan. It owns WPBZ-FM/Indianapolis, FL and has applications pending on two other Florida stations. Phone: (407) 686-9505
 SELLER: WBLK Broadcasting Corp., headed by President Franklin Lorenz. Phone: (716) 852-5955
 FREQUENCY: 93.7 MHz

POWER: 50kw at 400 feet
 FORMAT: Urban
 BROKER: Blackburn & Co. Inc.
 COMMENT: In August 1995, American Radio Systems Inc. entered into a purchase agreement with WBLK Broadcasting for WBLK-AM. Palm Beach Radio is now assuming ARS's rights as the buyer in the agreement.

WEMX-FM/Ravena

PRICE: \$590,000
 TERMS: Duopoly deal; stock sale for cash
 BUYER: DOT Communications Inc., headed by President William Hunt
 SELLER: WRAV Inc, debtor-in-possession, headed by President Jeffrey Busch. Phone: (302) 738-1136
 FREQUENCY: 94.5 MHz
 POWER: 3kw at 328 feet
 FORMAT: AC

WNCQ-AM & WCIZ-FM/Watertown

PRICE: \$2.8 million
 TERMS: Duopoly deal; asset sale for cash
 BUYER: Forever Broadcasting Inc., headed by President Kristen Cantrell. It has applied to purchase WIBX-AM & WLZW-FM/Utica, NY. Cantrell is GM at WTSR/Rome, GA.
 SELLER: Watertown Radio Associates, headed by Principals Jeffrey Shapiro, William Goddard, and Bruce Danziger. They own eight other stations.
 FREQUENCY: 1410 kHz; 97.5 MHz
 POWER: 5kw day/1kw night; 100kw at 285 feet
 FORMAT: Country; Rock
 BROKER: Dick Foreman of Richard A. Foreman Associates
 COMMENT: Also included in the assets purchased is the seller's LMA interest in WKGG-FM/Cape Vincent, NY.

South Carolina

WJMZ-FM/Anderson (Greenville-Spartanburg)

PRICE: \$6.8 million
 TERMS: Cash
 BUYER: Benchmark Communications, headed by general partner Bruce Spector. It owns 24 other stations.
 SELLER: AmCom General Corp., owned by George Francis
 FREQUENCY: 107.3 MHz
 POWER: 100kw at 1008 feet
 FORMAT: Urban
 COMMENT: Francis will join Benchmark as a regional manager in Greenville. Also see KRMD-AM & FM/Shreveport, LA.

Tennessee

WLIV-AM & WCSD-FM/Livingston

PRICE: \$100,000

Continued on Page 22

ALL PD'S KNOW THERE'S A DIGITAL STUDIO SYSTEM IN THEIR FUTURE.

It's not "if", it's "WHEN."

OTHERS WANT YOUR BUSINESS 'CAUSE THEY WERE PD'S IN THE 70'S AND CAN TALK-THE-TALK.

But this isn't about the 70's.

THIS IS ABOUT ratings, THIS IS ABOUT YOUR career.

Only one system, AudioVAULT®, combines decades of real radio experience with the industry's cutting-edge control screen. From live "grab 'em as you need 'em" random access, to full automation, and every level of control in between, the only limitations AudioVAULT imposes are the ones you choose. And we all know what limitations do to ratings. And to futures.

THIS IS YOUR future.

BROADCAST ELECTRONICS, INC.
 WORLD LEADER IN RADIO BROADCAST TECHNOLOGY

Sample AudioVAULT on the World Wide Web: <http://www.broadcast.com>
 Or e-mail or fax us for a free demo kit: future@broadcast.com
 Voice: 217-224-9600 Fax: 217-224-9607