

# RADIO BUSINESS REPORT™

VOICE OF THE RADIO BROADCASTING INDUSTRY®

## RADIO NEWS

**Congress may put FCC on a deal shot-clock** ..... 3  
 A pair of senators are pushing legislation which will force the FCC to either act on proposed deals or request additional information, both within 30 days.

**LPFM will be leading topic of NAB gab** ..... 3  
**Congress to FCC: empty your own pockets to pay for passage to Portals** ..... 4  
**FCC deal scrutiny on the wrong side of the law** ..... 4  
**USADR closer to getting IBOC off the block** ..... 6  
**Minority group wants non-comm LPFM** ..... 6  
**Contested CPs headed for the auction block** ..... 6  
**CD Radio sends Price Waterhouse packing** ..... 8  
**Jammin' Oldies makes WGAY unEasy** ..... 8  
**Chief engineers: Your NAB shopper's guide** ..... 9

## TELEVISION BUSINESS REPORT™

**DTV makes LPTV an endangered species; CBS scores Dallas O&O** ..... 10

## ENGINEERED FOR PROFIT™

**Cookin' up chips at Motorola** ..... 14-18

## BROADCAST INVESTMENTS™

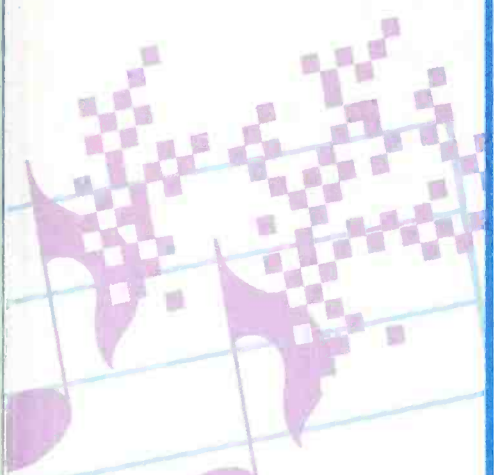
**Interep, Children's break out the black ink for 1998** ..... 19

## MEDIA MARKETS & MONEY™

**Deal dollars dip in Q1 '99** ..... 20  
 This is no surprise. The heavy lifting of consolidation has, for the most part, been completed. Deals are now happening in smaller markets, with smaller price tags.

**Heftel renamed Hispanic Broadcasting; allies with Z-Spanish** ..... 20  
**Triad strikes its first chord in Biloxi-Gulfport** ..... 20  
**Virtual Mel: Karmazin deals his way into cyberspace** ..... 21  
**Continental Electronics betrothal at hand? Who's the lucky guy?** ..... 21  
**Sinclair soon to have Conferless conferences** ..... 21

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## FCC may face deal deadlines

Broadcasters may get congressional relief from deal delays at the FCC. After a hearing last week (4/13), Senators **Mike DeWine** (R-OH) and **Herb Kohl** (D-WI) said they were inclined to amend their antitrust law revision bill (S. 467) to set deadlines for the FCC to act on all license transfers, not just those of \$15M or more which require Hart-Scott-Rodino (HSR) antitrust filings.

Backed by the NAB, Cumulus Media (O:CMLS) Exec. Chairman **Richard Weening** voiced concerns that the proposed legislation to speed up FCC

action on large deals, including telephone company mega-mergers, could tie up Commission resources and make delays even worse for small radio transactions if the measure applies only to cases requiring HSR filings.

Weening told the Senate Antitrust Subcommittee that the FCC delays began nearly a year ago after a couple of commissioners began expressing concerns about the impact of consolidation. (See *RBR's* News Analysis, p. 4.) Weening noted that Congress had already spelled out the limits of consolidation and suggested

that the FCC's role should be limited to "counting stations." The Department of Justice, he said, is better equipped to consider antitrust implications.

"We certainly don't want you to signal to the FCC that the law has changed and they now have authority to review mergers," Weening told the senators.

Under the proposed bill, the FCC would have 30 days after a license application is filed to either act on the application or request additional information. If such a request is made, a 180-day clock would start ticking once the requested information is provided.—JM

## LPFM hot NAB session topic; Spectrum Integrity speaks out

Low Power FM, clearly one of radio's most controversial issues, will be a major topic overheard at the booths, in the aisles and at the parties throughout NAB this week. The only panel session addressing it, "Ensuring Radio Spectrum Integrity: A Public Mandate," is sure to spill out into the hallways. Both legal and technical discussions of the LPFM proposed rulemaking will be held Wednesday 11:45A—1:15P in the Las Vegas Hilton Pavilion #11. Sconnix Broadcasting General Partner and member of NAB's recently-appointed Spectrum Integrity Task Force (*RBR* 3/15, p. 7), **Randy Odeneal**, is the moderator.

"There will be a brief conversation about the FCC's streamlining proposals, which rules may be relaxed, which rules may be deferred and which rules may not be altered this time, but my sense is the majority of the dialogue will relate to low power radio, because it's the most significant issue to face the industry in as long as I can remember," Odeneal told *RBR*.

Panelists include the head of the FCC's

Compliance and Enforcement Bureau, **Richard Lee**; **Milford Smith**, VP Engineering, Greater Media; **Amy Brown**, Wilkinson Barker Knauer & Quinn and **John Fiorini III**, Gardner Carton & Douglas.

### Task force ready to take it higher

The first Spectrum meeting was held 3/9 at NAB. Bonneville CEO **Bruce Reese** is the Chairman: "We really focused on LPFM to this point. There was a sense of urgency. This is an issue of extreme importance to radio broadcasters around the country. Spectrum Integrity has representatives from the largest companies, and some very small companies as well, in small towns."

Spectrum's plan is to first wait and see what the FCC will do with its data presented by Dataworld and Carl T. Jones Corp. (*RBR* 3/29, p.6). "The way we would like to approach it, should the studies indicate that we have reason for concern, is take this data to the Commission, sit down and explain why we think this is potentially a big mistake," said Odeneal. "I think the Commission is responsible and will not turn a deaf ear to our comments and data."

All of the Commissioners have expressed concerns about the impact of modifying interference rules. Reese, like Odeneal, anticipates they will be reasonable and act as an administrative agency "ought to act" in evaluating the facts. However, because many see the FCC as fast-tracking LPFM, all the studies and comments in the world may not influence the vote. "There clearly is, however, an agenda that the Chairman has—he may have some additional votes there for this. The next line of defense, and we aren't there yet, would be either the courts—challenging the reasonableness of administrative agencies' actions, or taking the issue to Congress," said Reese. "Given the concerns several congressmen and senators have expressed about the FCC right now, there are probably a couple of choices that might not be bad places for broadcasters to take their complaints...**John Dingell** (D-MI) and **Billy Tauzin** (R-LA), who has expressed a lot of opinions about the FCC not following its charter and has presented several reorganization proposals."—CM

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**Congress to Kennard: Pay for your own move**

Money was the fiery issue and it went a little like this: Rep. **Harold Rogers** (R-KY) told FCC Chairman **Bill Kennard** he would receive no money for the FCC's recent relocation to Portals II in DC. Kennard's rebuttal: "We were ordered to move by GSA (General Services Administration), and we follow the law. I don't see we had any choice in the matter."

During a House Appropriations Subcommittee hearing 4/14, Rogers accused the FCC and GSA of entering into a secret agreement in which GSA would loan money for the move. Rogers informed the FCC chairman that the subcommittee never approved the move and therefore, "As long as I sit in this chair, we're not going to provide that money. This subcommittee said all the while, do not move. But you went ahead. We're not going to pay millions for someone else's mistake."

Kennard was summoned before the subcommittee to outline his vision for the FCC's role in the 21st century. During his report, Kennard proposed a 2000 fiscal year budget of \$230M, an increase of \$38M from 1999. \$20M of that increase is directly related to the FCC's relocation.

Rep. **Julian Dixon** (D-CA) also added his voice to the attack on the relocation, saying the Portals move is "a festering issue with this committee." Kennard then informed the subcommittee that the money has to come from somewhere, and it just might come from them in the end. "GSA has the legal authority to pull money from our appropriations fund. Then what would happen? All work at the agency would halt," he said.

Relocation cost was not the only issue to put Kennard in the hot seat. Last year Congress allotted \$21.7M to the FCC for improving its systems and automations for Y2K compliance. A year later Kennard is still asking for more Y2K money to continue maintenance and upgrades. "We want to make sure you're not using Y2K as an excuse to fund other areas," Rogers informed him.—TS

**The FCC: Law enforcers or lawbreakers?**

News reports this month by *The Wall Street Journal* and the Reuters newswire disclosed to a broader audience what our readers have known since last August (*RBR* 8/3/98, p. 2)—the FCC has been holding up certain radio station sales to consider whether the resulting combination might claim too large of a share of local radio advertising revenues. Unfortunately, the mass media articles failed to point out what may be the most interesting aspect of these transaction reviews: They are illegal.

In fact, the FCC has no rule on market revenue concentration to enforce. It has never issued a notice of proposed rulemaking on such a rule, never received public comments on the issue, never held a hearing on creation of such a rule and never had a vote on adoption of such a rule.

Passing a market concentration rule would be easy enough. The idea was hatched by Commissioner **Susan Ness** and warmly embraced by both Chairman **Bill Kennard** and Commissioner **Gloria Tristani**. Those three Democratic votes are all that is needed to adopt a market concentration rule.

That, however, would make it possible for any broadcaster to challenge the rule in federal court. Despite Kennard's attempts to stand the 1996 Telcom Act on its head and claim that the local ownership limits clearly spelled out by Congress and signed into law by President **Clinton** can be amended by a majority vote of the Commission, most judges would find that convoluted reasoning hard to swallow.

Rather than risk losing a court battle, Kennard and company have taken to having the FCC staff scrutinize proposed radio deals under an unwritten rule that has staffers raise a figurative red flag whenever a sale would result in a single owner having more than 50% of the radio revenues in a small Arbitron market or two owners having more than 70%. Those calculations are based on revenue estimates by BIA, which does every Arbitron market, unlike Duncan's American Radio, which considers the spotty data available for small markets to be too unreliable for use.

To date, the FCC has not dared to actually reject a transaction based on market revenue concentration, since that too would create a vehicle for a court challenge. Instead, the Commission is using what one communications attorney referred to as "the raised eyebrow technique"—holding up perfectly legal deals and hinting at changes which could release the "hold" button.

Such extra-legal activities not only demean the FCC, but encourage the growing perception in Congress (among Democrats as well as Republicans) that the Commission is a rogue agency, operating with contempt for the law, which ought to be abolished. Does Kennard really want that to be his legacy?—JM



Gloria Tristani



Bill Kennard



Susan Ness

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## USADR taking it to the next level

NAB will be chock-full of USADR announcements. First off—five transmitter manufacturers have successfully passed IBOC waveforms through their equipment. Harris Corporation successfully passed the AM IBOC waveform through its DX and Gates 1 series, and Nautel Limited through its XL series. Demonstrations can be seen at Harris' booth L16710 and Nautel's L12884. The FM IBOC waveform was successfully passed through (in the lab) Harris' Z5CD transmitter and on high-power amplifiers from Energy-Onix (SSA-1000C), Broadcast Electronics (FM 500C1) and QEI (SS-MOD). Continental President **David Burkey** tells *RBR* he and senior management had a meeting (4/14) about also getting on board with USADR for a transmitter and "We're definitely going to look into that," he said. Continental currently makes Eureka-147 transmitters.

"The next logical step was the transmitter guys, and we are going to be working very closely with them to make sure this rollout is seamless and is in the best interest of broadcasters and their listeners," said USADR CEO **Bob Struble**.

USADR is also going to be announcing technology and marketing development alliances with Nautel and another large company. Under these agreements, the manufacturers will join the USADR coalition, working closely with the company in perfecting IBOC transmission systems, field testing and in interfacing with broadcasters. USADR is under non-disclosure agreements with both companies and will share technology individually. A USADR IBOC-certified seal will be added to any transmitter proven to be IBOC-ready, as part of USADR's new equipment certification program.

Targeted especially to small and mid-sized market broadcasters, USADR will announce its "EASE" (Early Adopter Station Enhancement) program for early IBOC adopters to get involved up front and be part of the process. A "Broadcaster Rollout Advisory Board" is also in the works wherein broadcasters will aid in implementation issues.—CM

## Time for a spring thaw

Approved by a unanimous vote and called simply a "good item" by two commissioners, the FCC reaffirmed 4/15 its earlier decision (*RBR* 8/17/98, p. 3) to adopt auction procedures for mutually exclusive commercial broadcast license applications—rejecting calls from long-pending applicants to come up with new comparative hearing rules instead of putting all CPs on the auction block.

Under the auction rules, applicants with no interests in any other mass media facility will receive a 35% discount to lower the cost of their winning bids. The Commission also agreed that applicants with interests in four or fewer media outlets will receive a credit of 25% and that interests in secondary sources, such as low-power TV, will not count as a media interest when awarding bids.

Commissioner **Susan Ness** said she supported the decision because it would "begin to thaw the deep freeze on broadcast licenses." Many applications that were filed before 7/1/97 (Congress decreed that all new allocations after that date must be auctioned) were in hiatus, waiting for the Commission's decision on whether to auction the licenses or hold comparative hearings.—TS

## Civil rights groups want non-com LPFM

The Minority Media Telecommunications Council, joined by several civil rights groups, will tell the FCC that low power FM is a good idea, but that microradio be reserved for non-commercial operations.

"The greatest unmet needs are in the non-commercial service," the Council's attorney, **David Honig**, told *RBR*. "At least initially, it [LPFM] should be non-commercial."

Although the civil rights coalition will not back commercial LPFM, it will recommend that LPFM stations be permitted to operate throughout the entire FM band. Honig said restricting the service to the reserved non-com portion of the band (88.1-91.9 MHz) would not create enough stations to meet the pent-up need for new outlets.

Honig insists that broadcasters are being short-sighted by flatly opposing LPFM in any form, since he sees it as a training ground for the talent which will be needed by commercial stations. "Microradio is the best proposal that years later the [radio] industry will wish that it had endorsed," he said.

### Congressional opposition

Two more key congressmen have joined Telecommunications Subcommittee Chairman Rep. **Billy Tauzin** (R-LA) (*RBR* 2/22, p. 3) in telling FCC Chairman **Bill Kennard** (D) that he should shelve the whole idea of LPFM.

"LPFM poses a grave threat to sound spectrum management," Reps. **Michael Oxley** (R-OH) and **Cliff Stearns** (R-FL) said in a 4/13 letter to Kennard. The two, who have been critical of many of Kennard's actions as FCC head, said LPFM would increase interference and might jeopardize the conversion of FM stations to digital broadcasting.

"We are also troubled by the potential impact on the excellent community services provided by existing broadcasters under today's system," the congressmen wrote. They asked whether LPFM operators would be required to meet the same public service obligations of existing broadcasters and warned that any attempt to award LPFM licenses to former pirate broadcasters "sends the wrong message."—JM

## RBR News Briefs

### WSJ, Dow Jones Radio Networks get new management

Dow Jones & Co. has upped **Paul Bell** (4/14) from the newspaper side as director of both its Wall Street Journal and Dow Jones Radio Networks, replacing **Peggy Belden** who moved to Westwood One (2/8) as EVP/Dir. of Sales. **Gloria Puchon Briggs** was named associate director and **Nancy Abramson** head of affiliate relations.—CM

### CNNRadio and MetaSound strike deal

It's News on hold! San Jose-based digital music on-hold giant MetaSound Systems has signed with CNNRadio for a news-on-hold option to its Fortune-500 customer base. Launching mid-June, clients will have 15 news formats to choose from, delivered over the Internet.—CM

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## CD Radio fires Price Waterhouse

CD Radio (O:CDRD) fired independent auditor Price Waterhouse earlier this month and switched to Arthur Andersen. Price had expressed doubts about CD's "ability to continue as a going concern" in financial evaluations. However, the company states that was not the reason for terminating the accounting firm.

CD CFO **Andrew Greenebaum** insists the switch was a service issue. "When we moved from D.C. to New York 18 months ago, we got handed off to the New York partners who just weren't paying as much attention to us and weren't being as diligent as we would have liked."

CD switched from Price to Andersen in October for its tax books, and after the last 10K, also switched (4/6) to Anderson for GAAP auditing. Now, as to widespread speculation that Price was fired for the "going concern" doubts, "As of March 31, we had \$205M on the balance sheet, which doesn't get us through March 31, 2000. We would

have received the going concern opinion whether our accountants had been Andersen, Ernst & Young or Price Waterhouse," says **Greenebaum**.

CD plans to go back to the public high-yield markets for the \$250M it needs to launch. ING Barings Furman Selz reiterated its Strong Buy rating of CD, and has "no issues with this matter."—CM

## Washington's WGAY-FM flips to Jammin' Oldies

Last week (4/13), Chancellor flipped Washington's heritage AC/Standards WGAY-FM to its now-ubiquitous Jammin' Oldies format, simulcasting WBIX-FM New York and WUBT-FM Chicago until 3PM Thursday (4/15) when it became all-local. We knew this one was coming, as Chancellor Radio CEO **Jimmy de Castro** told *RBR* last year (*RBR* 12/7/98, p. 3). "I was getting hammered by all of the buyers for that," said GM **Mark O'Brien**, who is staying for the transition.

Some are speculating the biggest

hit in the market will be taken by Radio One's Urban AC WMMJ-FM. "From everything we've seen from the research is there was a clear hole in the market for Jammin' Oldies, and there would be not one direct competitor," said O'Brien. "Everyone is assuming that Magic is just a head-on direct assault, but we do not have to pull that off in order to be successful."

WGAY, which gets new calls this week, will be most similar to the Chicago Jammin' Oldies playlist skew. "New York, Chicago and Washington will be similar. The West Coast Jammin's are completely different," said O'Brien who is interviewing for a new PD this week.—CM

## ABC launching "LocalMax," "Lite 2000"

"LocalMax" is ABC's venture (launching post-NAB) into voice tracking with Broadcast Electronics' AudioVault on-air system. It will be offered as a localized version for the Active AC, Country and Rock affiliates. Like competitors Jones, Radio One and Broadcast Programming (*RBR* 9/14/98, p. 8), the current format DJs will cut localized voice tracks for each station based on the PD's faxes and Internet mining. Delivery is an Internet and satellite combination. "We deliver it via T1 to a dedicated [Internet] FTP drop box, and [stations] do satellite download from there," said ABCRN's PD **Chris Miller**. "From the time we get information to the time we can get it on the air is about five minutes."

WFXF-FM (Active AC) and WXCL-FM (Country), Peoria served as beta test sites for LocalMax since October.

ABC will launch its Soft AC "Lite 2000" format 6/1 to four total affiliates. Says ABC VP Operations **Dave Allison**: "It can fill the needs of those who want a softer format, but don't want something as old as Stardust. It fills an FM niche for markets 30 and below that don't have a soft AC station."—CM

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## Equipment City, USA: NAB '99

by Carl Marcucci

Once again, it's time for the big show. Do the math: 1,400+ (217 radio/audio) exhibitors are Vegas-bound to show their wares to an estimated 108,000 attendees in a space of 880,000 sq. ft.—that's a big show. And, of course, all are bigger figures than years before. Here we highlight some of the new products and equipment you'll be seeing, along with a few conferences relevant to both manufacturers and broadcasters.

### Continental offers solid state 10kW transmitter

Already in markets throughout Europe, Continental is now introducing its 10kW solid state FM transmitter in the US. Citing improved broadcast quality and control over traditional tube transmitters, Continental is offering this model in single-phase or

three-phase power formats, reducing the cost of power conversion. A special high-power combining system reduces interference. The transmitter can be cooled with either internal or external blowers and multidirectional airflow. Continental currently makes six FM and 19 AM solid state transmitters. Booth #L18830.

### PR&E's AirWave goes digital

PR&E is showing its new AirWave digital console, a companion to its AirWave analog version introduced last year. Positioned as an affordable digital solution for all market sizes, AirWave Digital is available in 12 or 20 input module sizes, comes with three stereo program buses, a dedicated split-track telco record feed, fader start, PPM and VU metering and can reconfigure A-D/D-A on each module by swapping "input configurator cards." Booth #L13670

### "StudioHub" from Radio Systems

Designed to make studio wiring faster and less expensive, Radio Systems is debuting "StudioHub" as a new analog and digital wiring system with plug-and-play cable harnessing, integrated balancing amplifiers and patch panels, all based on CAT-5 industry standards. Booth #11581

### Autogram features new "Pacemaker IIk"

In the midst of celebrating its 30th anniversary, Autogram Corporation is introducing the new Pacemaker IIk series of analog consoles. Model PM218 offers up to 18 modules and 40 stereo inputs. Model PM228 provides up to 28 modules and 56 stereo inputs. Both come standard with Autoclock, cue speaker and screw-type plug-in connectors. Booth #L13183

### CartWorks announces support for MPEG and WAV formats

CartWorks' digital audio storage, satellite automation and live assist systems will now support MPEG Layer II, and eventually support Layer III. These systems are also supporting the

uncompressed Microsoft WAV format, allowing audio files off the Internet to be used without conversion. CartWorks' own apt-X format is still available on all systems. Booth #L11591

### Arrakis featuring new digital console, updated Digilink IV

Arrakis' digital mixing console is sold as a new cost-effective console today, or to upgrade an existing Arrakis analog console to a combination of

### Digigram launching new sound cards

The "VX Pocket" is used for recording, production and audio analysis on laptops. It offers 24-bit converters, balanced analog input and output and SPDIF input and output. The PCX222np (analog and digital I/Os) and PCX221np (digital I/O) are full power stereo cards with 24-bit A-D and D-A converters, sampling frequencies up to 96kHz, input for direct recording off CD-ROM, and mp3 playback. The VX222 linear sound card is designed to work with applications available for Windows 95, 98 and NT4.0, and MacOS 8.X. It's programmed using Digigram's Virtual PCX audio resource models, Microsoft's WAV protocol or the Mac OS Sound manager. Booths #L10653 and S9524

digital and analog or to completely digital. The mixer itself is a rack-mounted box expandable in units of four input channels. The Digilink IV software for Windows now supports full satellite automation and a digital transfer capability to produce audio files on a standard PC and transfer them to a Digilink IV workstation. Booth #L13662

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## LPTV: No place to call home

A debate is heating up in the House of Representatives about what to do with low-power television during the snail-paced process of converting analog television to digital. But, says NAB's Executive Vice President **James May**, members of Congress and many low-power broadcasters are giving the issue unnecessary hype. "Once... all full service DTV stations are substantially settled, many if not most low-power and TV translators will be able to be accommodated," May testified before a House Telecommunications subcommittee hearing 4/13. "We cannot make decisions now about LPTV. We simply do not know if there will even be a need to make changes."

May was the hearing's lone voice against H.R. 486, the Community Broadcasters Protection Act" sponsored by Reps. **Charlie Norwood** (R-GA) and **Ron Klink** (D-PA). "America is based upon inventions, and low-power broadcasters are the inventors," said Klink. "They're the ones changing the face of broadcasting... the least we can do is to help these broadcasters."

The Act is aimed at preserving certain low-power stations by creating a new class of stations with primary status, eliminating the possibility of an LPTV being displaced by full-power DTV stations. Under current regulation, low-power television service is considered a secondary source that may not interfere with, and must accept, interference from primary stations.

"Low-power operators applied for their licenses, and began their operations, with full knowledge that they must give way for full service operations," May noted. "NAB appreciates

that low-power operators want their service to survive in the digital transition, but we ask this Committee not to cause that to occur at the expense of full DTV service for all consumers."

Rep. **Billy Tauzin** (R-LA) chaired the hearing and while "he is sympathetic to the plight, he does not want to do anything that will slow down the conversion to digital television," a spokesman told *RBR*. Tauzin is expected to call for more hearings as the digital transitional phase continues through 2002.—TS

## Mel snares Big D signal

CBS (N:CBS) will have O&Os in eight of the top ten markets when **Mel Karmazin** closes a deal to buy KTVT-TV (Ch. 11, CBS) Dallas-Ft. Worth from Gaylord Entertainment (N:GET) for \$485M. The 15th station in CBS' portfolio will take the company close to the 35% national audience cap, coming in just under 34%. The deal will mark Gaylord's exit from TV, although it still has four radio stations.—JM

## Gray buys Texas trio

Gray Communications Systems (N:GCS) is buying three more CBS affiliates, boosting its TV group to seven CBS and four NBC stations. The newbies are KWTX-TV (Ch. 10) Waco, TX and simulcast WBTX-TV (Ch. 3) Bryan, TX for \$97.5M and KXII-TV (Ch. 10) Sherman, TX for \$41.5M. At least 40% of the payment for the Waco-Bryan stations will be in Gray's stock.—JM

## Fox raid ruffles affiliates

The Fox Network is hearing from its none-too-pleased affiliates, after informing them that the 90 minutes of prime time minutes weekly they now get to sell locally will be cut to 70. Sinclair (O:SBGI) estimated that the move would cost it \$10M in cash flow and Emmis (O:EMMS) estimated its potential lost cash flow at \$1M.—JM

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## “RF IC City”:

### Inside Motorola's RF chip set design center



As broadcasting is becoming more sophisticated with digital air and audio chains, IBOC and satellite DARS development, so too are the receivers. The latest technology involves complete digital signal processing (DSP) of the analog signal, allowing listeners to play chief engineer with their car stereos. These are “intelligent” receivers where, for example, microcontrollers know when and how much to narrow the IF bandwidth from first-adjacent interference.

In charge of the chip sets that power these new classes of receivers is **Rich Potyka**, Product and Design Manager for Entertainment Radio RF and Analog Integrated Circuits at the Motorola Semiconductor plant in Phoenix. His group is responsible for the design, development and systems applications of these IC chip sets.

Rich graduated an engineer from Pittsburgh's Carnegie-Mellon University in 1961, splicing wires at both WAMO-FM and the university station, WRCT-AM between classes. After graduation, he developed RF transmitter circuits at RCA Mobile and Motorola Government Systems for the Apollo program. He then moved to Motorola RF Semiconductors as a designer, applications engineer and product manager, and later Motorola Analog as applications manager focusing on RF and radio, which led him to where he is today.

RBR asked Rich about these new chip sets, his team's work in R&D, industry observations and how Motorola (N:MOT) may fit into IBOC receiver designs.

#### What projects are you and your staff working on?

Our primary design project now is the DCAR (Digital Controlled Analog Radio). This two-chip set is a complete high performance AM/FM auto radio—a real system on a chip—from RF to tone controls. With all functions, including IF bandwidth, bus [transport medium for data] controlled we can offer DSP-like performance at

a very low price. Many of the normal external components like the IF filters and large tone control capacitors are integrated in this system. Since we are all real RF guys, particular attention is paid to mixer and noise for very wide dynamic range and low intermod [front end overload issue]. The DCAR set also has AM and FM noise blankers and an optional RDS decoder.

*We reviewed the Blaupunkt DigiCeiver® with the chip set that you helped develop and manufacture (RBR 2/15, p. 10). Can you tell us a little about that partnership?*

The DCR (Digital Car Radio) chip-set was a joint venture between Motorola and Bosch, each contributing both software and hardware design. Both parts are processed, assembled and tested by Motorola. The Blaupunkt “DigiCeiver” is the top-of-the-line auto radio chip set. The front end incorporates the AM upconvert/FM downconvert section, frequency synthesizer, multiple IF amplifiers, and a serial port control interface. The back end digitizes the IF in a very fast sigma-delta A to D [analog to digital] converter. A custom DSP processes the signals including bandwidth, noise reduction, demodulation, RDS, tone/volume controls, and other audio processing. This configuration allows for a wide range of user controlled set-ups, all software controlled.

Beyond the current DCR there is continuing product improvement and work on chip sets for the next generation of analog and digital radios. Personally I find working with the German engineers to be challenging and very interesting as they present us with problems unique to the European broadcast systems and spectrum conditions. Using the “DigiCeiver” is a real audio treat, like listening to a station monitor or better.

The DCR has been in production for several years, really ramping up in 1998. There are some 60+ versions which are found in most major car makers in Europe including the new VW Beetle. With the introduction of the “DigiCeiver”—with changes for the North American deviation, de-emphasis and channel spacing—we all have access to this product through the aftermarket distributors.

**What is the interest in the DCR chip sets from other automakers**

*continued on page 16*

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**Motorola**  
continued from page 14

### **and after market manufacturers?**

There is a building interest in a chip-set like the DCR that digitizes the signal early, the IF, and does the remainder of the demod and audio processing in the digital domain. For high end receivers, the DSP back-end offers a huge amount of flexibility without changing the hardware package. The "brick wall" filters are spectacular. We can't mention specific customers, but this basic technique for the advanced receivers along with the DCAR chip-set for mid-tier receivers will be making a lot of people very happy as they listen to their favorite AM or FM station in the near future. The aftermarket has shown a strong interest in developing advanced radios based on the DCR concept.

### **What makes the DCR design so revolutionary?**

The revolution in the DCR is the first consumer application of a IF analog to digital conversion integrated with an advanced DSP design targeted at the ultimate in broadcast AM and FM signal detection and audio processing. Since the DCR has its own DSP, data from the CD transport can be handled directly without the need for a separate D-to-A [digital to analog] converter which helps keep the cost down.

### **What discussions have you had with USADR, Lucent Digital Radio and Digital Radio Express for IBOC chip set design and/or manufacture?**

We have maintained contact directly and through the professional trades with all three system proponents. In addition we are members of the Eureka-147 consortium and participate in the Radio Mondiale working group. We are making a major investment in understanding all of the digital radio systems and their attributes.

They could really use the DCR chip set—at least two-thirds of it is directly applicable with the addition of an IBOC decoder. We could switch it to their de-interleaver circuitry and/or run it through our own analog

demodulation circuits for AM and FM. They could use the front end as is, route the IF signal through the analog to digital converter, create a bit stream and then switch the digital output to either the AM-FM decoder that exists in the current DCR chip set or to a



**Motorola's Tempe/Phoenix facility**

new IBOC decoder. Then take the audio output from either the AM-FM or from the IBOC and route it back into the back end of the DCR for the audio processing—the tone and volume control.

**Are you working on any R&D for a chip set that could receive IBOC, analog and satellite DARS for one tuner?** (Satellite DARS proponents CD Radio and XM Satellite Radio have contracted with Lucent and ST Microelectronics, respectively, for chip set designs.)

With six plus digital radio systems in operation or being deployed we, like others, are looking at ways to combine technologies to make one or more cost-effective consumer/automotive product. Since analog radio is way down the learning curve, coming up with chips that are both inexpensive and low current drain will be a challenge. The DCR digital RF/IF system is perfect starting point for a multi-mode receiver. Using this now in production gives our team experience in signal handling dynamics and decoding that will apply to the next generation of analog/digital receivers. Current drain is very important in these big DSP-driven products if we are to get digital—IBOC, Eureka-147, SDARS, etc. out of the car and into portable products. The cell phone permanently mounted in the car is in the distant past. Battery life and talk time

continued on page 18



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continued from page 16

are critical there, and so it will be for digital entertainment radio.

**Considering your chip sets would be among the best at handling increased FM spectrum interference, what are your opinions on LPFM?**

The FCC really missed the issue. The transmit protection contours really need to be based on what the vast majority of radios can handle—not \$600 car radios but the \$9.95 job with no IF filter. Check the bandwidth and signal handling of the low to mid-tier shirt-pocket radio, table radio and mini component. Virtually none have any selectivity other than that of the double tuned IF matching transformer. They have AFC that is a megahertz wide to compensate for no temperature or mechanical compensation of the local oscillator. They will jump to any 2nd or 3rd [adjacent station] if it is just a few dB stronger.

It is not blanketing that is the issue, but 30 to 40dB differences in adjacents that count. To be a useful service (and it can be), LPFM must come along with a new improved class of low-cost receivers. Is the Commission up to developing and enforcing some standards for receivers?

It's unfortunate that there is not one engineer on the staff of any of the Commissioners. I asked that question at NAB. The answer was "Not that we know of." They depend on the Office of Engineering and Technology for everything, and I don't understand how those guys can possibly do it—there's just too many questions.

**What do you think broadcasting will be like after DARS is launched, IBOC is implemented and the Internet matures more as a broadcast medium?**

S-DARS, Internet and some form of DAB, possibly IBOC, will really make radio even more of a risk and potential reward than today. Unlike most TV, radio lives on localism. However, the lack of technical talent in radio outside the huge major markets will be a real problem for many stations. The biggest question may be will the public pay for digital radio? For many who use that \$9.95 table radio, digital means absolutely nothing. Most

people hardly care if stereo is stereo as long as the light is lit up. It sure will be interesting to see if all these systems are just technology looking for a problem to solve.

**You also own a Phoenix-area station (KRXS-FM, Globe). What is your history with that station, and what engineering are you doing for it?** KRXS-FM is my childhood dream. I grew up near KDKA and my dad would take me there to watch the live shows on Saturdays. Well I was hooked. About 12 years ago we applied for an 80/90 slot and began the upgrade process from A to C3 (soon C2). After



No disco dancing here: technicians working in one of Motorola's "clean rooms"

three years on the air we are starting to make money (a bit). I went pretty high tech—all digital, ethernet, CD burner, no tape, carts etc. All solid state, 80% local and no debt. We were early on in Internet (www.krxs.com) webcasting Real Audio and found that to be a great way to present our product to listeners, clients and agencies. Building a station from the ground up gives one a new perspective for sure. Especially with your own money. Being a good RF guy helps too when you need to do a remote from an obstructed path. I am having fun but I really never appreciated all the work our talent and business people had to do. I have a great team.

**What other engineering work do you do in Phoenix?**

I do a bit of outside contract engineering as time allows, mostly assisting in radio and LPTV RF issues for one of my engineering friends here in Phoenix and keeping KQSS-FM (which I built for a friend years ago), also in Globe, on the air.

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April 14—RBR Stock Index 1999

Company	Mkt:Symbol	4/7 Close	4/14 Close	Net Chg	Pct Chg	4/14 Vol (00)	Company	Mkt:Symbol	4/7 Close	4/14 Close	Net Chg	Pct Chg	4/14 Vol (00)
Ackerley	N:AK	17.937	18.875	0.938	5.23%	275	Hearst-Argyle	N:HTV	23.125	22.812	-0.313	-1.35%	2276
Alliance Bcg.	O:RADO	0.687	0.562	-0.125	-18.20%	0	Heftel Bcg.	O:HBCCA	47.500	46.500	-1.000	-2.11%	1781
Am. Tower	N:AMT	25.562	23.562	-2.000	-7.82%	5274	Infinity	N:INF	31.812	27.750	-4.062	-12.77%	10048
AMSC	O:SKYC	11.000	11.750	0.750	6.82%	2418	Jacor	O:JCOR	80.125	77.625	-2.500	-3.12%	4054
Belo Corp.	N:BLC	18.187	19.062	0.875	4.81%	1868	Jeff-Pilot	N:JP	69.625	68.125	-1.500	-2.15%	1769
Big City Radio	A:YFM	4.000	3.625	-0.375	-9.38%	185	Jones Intercable	O:JOINA	41.000	46.125	5.125	12.50%	1948
Broadcast.com	O:BCST	149.250	138.562	-10.688	-7.16%	8523	Metro Networks	O:MTNT	49.937	50.812	0.875	1.75%	116
Capstar	N:CRB	22.750	23.125	0.375	1.65%	785	NBG Radio Nets	O:NSBD	3.250	3.125	-0.125	-3.85%	10
CBS Corp.	N:CBS	43.687	43.750	0.063	0.14%	18165	New York Times	N:NYT	27.062	31.250	4.188	15.48%	14362
CD Radio	O:CDRD	23.000	25.000	2.000	8.70%	1314	Otter Tail Power	O:OTTR	38.750	39.625	0.875	2.26%	81
Ceridian	N:CEN	35.375	35.000	-0.375	-1.06%	4234	Pacific R&E	A:PXE	0.750	0.875	0.125	16.67%	0
Chancellor	O:AMFM	47.125	47.250	0.125	0.27%	12560	Pinnacle Hldgs.	O:BIGT	17.437	17.375	-0.062	-0.36%	3427
Citadel	O:CITC	28.593	32.750	4.157	14.54%	879	RealNetworks	O:RNWK	198.750	189.500	-9.250	-4.65%	24611
Clear Channel	N:CCU	73.750	71.562	-2.188	-2.97%	7083	Regent Pfd.	O:RGCI	4.625	4.515	-0.110	-2.38%	189
Cox Radio	N:CXR	50.000	51.875	1.875	3.75%	140	Saga Commun.	A:SGA	19.250	18.500	-0.750	-3.90%	228
Crown Castle	O:TWRS	18.093	18.000	-0.093	-0.51%	1777	Sinclair	O:SBGI	14.375	11.625	-2.750	-19.13%	1858
Cumulus	O:CMLS	13.875	14.000	0.125	0.90%	1220	SportsLine USA	O:SPLN	54.375	54.750	0.375	0.69%	6647
DG Systems	O:DGIT	7.312	7.937	0.625	8.55%	5350	TM Century	O:TMCI	0.625	0.500	-0.125	-20.00%	0
Disney	N:DIS	33.000	35.062	2.062	6.25%	69464	Triangle	O:GAAY	0.020	0.021	0.001	5.00%	6137
Emmis	O:EMMS	48.062	45.062	-3.000	-6.24%	1866	Triathlon	O:TBCOA	12.625	12.500	-0.125	-0.99%	6
Entercom	N:ETM	33.187	36.000	2.813	8.48%	669	Tribune	N:TRB	72.687	78.875	6.188	8.51%	4196
Fisher	O:FSCI	59.000	60.375	1.375	2.33%	19	WesTower	A:WTW	26.125	26.250	0.125	0.48%	91
Gaylord	N:GET	24.625	29.000	4.375	17.77%	474	Westwood One	N:WON	30.062	35.500	5.438	18.09%	668
Granite	O:GBTVK	7.000	6.000	-1.000	-14.29%	63	WinStar Comm.	O:WCII	40.000	47.375	7.375	18.44%	38035
Harris Corp.	N:HRS	27.437	33.625	6.188	22.55%	11561							

## Interop bottom line up 66%

Interop's (public bonds) commission revenues were nearly flat in 1998, gaining 1% to \$87.7M. Just holding steady was not too bad, though, when you consider that the rep firm lost 220 client stations in the course of the year (primarily through the SFX and Nationwide sales), taking \$9.6M in commission revenues with them. On the other hand, those contract cancellations brought in \$37.2M in cash, \$10.6M more than in 1997.

On the bottom line, Interop's net income increased by 66.4% in 1998 to \$4.8M.

## Children's gets sale boost

Children's Broadcasting Corp. (O:AAHS) became profitable in 1998 as it shut down its kiddie network and sold off its stations. Net income was \$7.6M, compared to a net loss of \$14.6M in 1997.

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by Jack Messmer

## Trading volume plunged in Q1

We all knew it had to happen. The pace of station trading, as measured in dollars, finally slowed dramatically in the first quarter of this year, as the focus of consolidation moved increasingly to smaller markets and stations with smaller price tags.

January-through-March 1999 station trading totalled \$985M. That was a 44% drop for \$1.763B in trading for the first quarter of 1998.

More than a third of Q1 trading volume came from the spin-off of \$340M in stations (RBR 2/15, p. 12) that was required to facilitate the pending \$4.4B merger of Jacor (O:JCOR) into Clear Channel (N:CCU).

**RBR observation:** Brokers tell us they're still plenty busy, it's just that the stations being bought and sold carry smaller price tags than the major

market properties that were the sought-after beachfront prizes in the first stage of consolidation. The action has now moved to the hinterlands, but there are still lots of signals being consolidated.

### Heftel out at Heftel

**Cecil Heftel** left Heftel Broadcasting (O:HBCCA) nearly three years ago. Now his name is leaving as well. Effective 6/3, the nation's largest Spanish radio group will be known as Hispanic Broadcasting Corporation.

Heftel CEO **Mac Tichenor** also announced a series of deals with **Amador Bustos'** Z-Spanish Media which will link the companies on several levels, although not to the point of any merger or FCC-attri-

utable interest.

1) Heftel will swap one of its Houston stations, KRITX-FM, for Z-Spanish's KLNZ-FM Phoenix. That will give Heftel a duopoly in Phoenix, where Z-Spanish will still compete with its own FM duopoly (KVVA and a CP on 103.1 MHz) and an AM. It also gives Z-Spanish an FM in Houston, where it currently has only KGOL-AM.

2) Heftel will buy a 4.1% non-voting stake in Z-Spanish, with an option to increase that stake to 10.1%. Chancellor Media (O:AMFM) already owns a stake in Bustos' company, although his largest backer continues to be TSG Capital Group.

3) Heftel and Z-Spanish have agreed to a strategic alliance for sales and programming. That will allow advertisers to reach 75% of the U.S. Hispanic population with a single buy through HBC Radio Network, the companies said.

"Our national marketing alliance creates a great opportunity for national advertisers and our two companies," said Bustos. "While Heftel and Z-Spanish will continue to be competitors for national spot buys and local advertising, our network alliance makes perfect sense to provide full national radio coverage for the Hispanic market."

**Julio Rumbaut** of Rumbaut & Co. brokered the whole kit 'n' kaboodle (except for the Heftel name change).

### Benjamin in first buy

**David Benjamin's** new company, Triad Broadcasting, is making its first acquisition with a \$7.8M buy of an already-assembled superduopoly. Triad is buying one AM and four FMs in the Biloxi-Gulfport market from **Michael Schwartz's** Gulf Coast Radio Partners. Schwartz and partners **Aaron Daniels** and **Monte Lang** will continue to own stations in Tallahassee, FL and Muncie, IN.

Benjamin says this is just the beginning of a group which will focus on markets 50 to 150. **Broker: Michael Bergner**, Bergner & Co.

Terry S. Jacobs, Chairman, and William L. Stakelin, President, of  
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*have agreed to transfer the assets of*

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## The new I-Man: Internet Mel

CBS Corp. (N:CBS) is expanding in both traditional media—a top-ten market TV station (see p. 8)—and equity investments in two new media ventures. CBS will receive a 35% stake in hollywood.com, a movie-oriented site which will be owned 65% by Big Entertainment (O:BIGE), and 50% of storeRunner.com, an interactive online shopping mall. In each case, CBS will contribute \$100M in promotion and branding support from CBS' TV network and stations and from Infinity Broadcasting's (N:INF) radio group and TDI outdoor. **Broker:** (for hollywood.com) Wasserstein Perella & Co.

**RBR observation:** We have to laugh when we hear people say that **Mel Karmazin** doesn't "get" the Internet because he doesn't have all 160 Infinity stations streaming their audio on the Net so cyber-geeks in Grassrange, MT and Samara, Russia can listen to **Howard Stern**. Mel understands a simple principle that seems to escape the comprehension of the so-called "investors" who keep bidding up the shares of every two-bit, red-ink-hemorrhaging "dot-com" IPO to stratospheric levels: e-commerce is a (gasp!) business.

The Internet is growing by leaps and bounds, but it is still a very new place to do business and even the biggest players aren't really very large when measured by revenues (even less so by profits). Cyber-companies that have a good product, good business plan and good management still need one more thing—brand identity to bring eyeballs to their Web sites. With inventory tight, Mel isn't lightly tossing off \$200M in air time and billboard space to help these new ventures grow. He's already seen CBS' in-kind investments in SportsLine USA and MarketWatch.com quickly quadruple and more in value. He certainly expects similar performance from these new investments.

Both CBS and Disney (N:DIS)—separately—are talking about rolling up their Internet investments and selling a portion to the public in an IPO, much the way Infinity trades separately from CBS. Those would be a couple of interesting IPO pricings!

## Continental to announce buyer?

While nothing can be confirmed just yet, Continental Electronics (now owned by Tech-Sym), for sale since August (*RBR* 8/3/98, p. 3), may have a buyer. The deal could possibly be announced at NAB, according to President **David Burkey**: "It's very difficult for me to say. No transaction has actually occurred, but we're into some very sensitive parts of the negotiations." He did add that rumored buyer Thomson was not a good guess.

Continental is also showing its new digital "PowerStar A50" 50kW AM transmitter in Vegas.—CM

## Confer exits Sinclair

With Sinclair Broadcast Group (O:SBGI) in a retrenchment and divestiture mode, there wasn't a lot of acquisition work to keep Sinclair Radio Chairman **Kerby Confer** busy, so he's left the company—although he'll still confer on special projects. Long-time associate **Barry Drake** will continue to run the radio group as CEO, reporting to Sinclair CEO **David Smith**.

Confer won't be lacking for radio activities to keep him busy, since he's a major shareholder of Forever Broadcasting.

## For the record

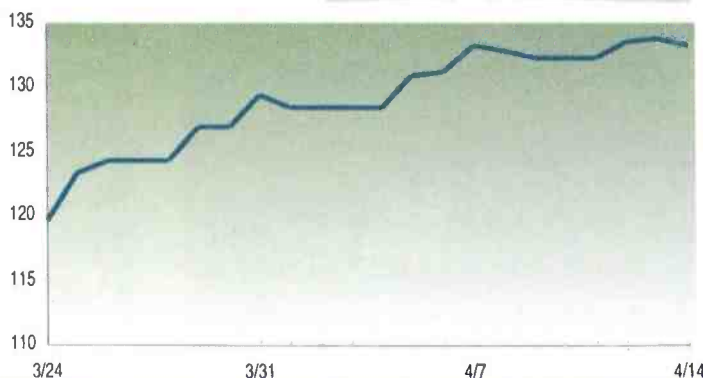
Last issue's Market Profile of Norfolk (*RBR* 4/12, p. AB6) stated incorrectly that Sinclair (O:SBGI) doesn't have a TV station in the market. In fact, it owns WTVZ (Ch. 33, Fox).

## The Radio Index™

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After surging to record highs 4/12 & 13, The Radio Index™ slipped a tiny bit 4/15 to close at 133.20, off 0.05 from a week earlier. The record to beat, set 4/13, stands at 133.81.



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The deals listed below were taken from recent FCC filings. *RBR's Transaction Digest* reports on all deals that involve assignment of a station license (FCC Form 314) and substantial transfers of control of a licensee via a stock sale (FCC Form 315), but not internal corporate restructurings (FCC Form 316). All deals are listed in descending order of sales price.

**\$82,000,000—\* WRBQ-FM & WSTJ-FM** Tampa (Tampa-Lakeland FL) from Clear Channel Broadcasting Licenses Inc. (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU), to CBS Radio Inc. (Mel Karmazin, Dan Mason), a subsidiary of Infinity Broadcasting (N:INF). \$82M cash, allocated \$52M for WRBQ and \$30M for WSTJ. **Superduopoly** with WQYK-AM & FM, WYUU-FM & WLLD-FM.

**\$40,500,000—WNCX-FM** Cleveland from Clear Channel Broadcasting Licenses Inc. (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU), to CBS Radio Inc. (Mel Karmazin, Dan Mason), a subsidiary of Infinity Broadcasting (N:INF). \$40.5M cash.

**\$20,290,000—KISF-FM** Las Vegas from Radio Vision Inc. (George Tobin) to HBC License Corp. (Mac Tichenor), a subsidiary of Heftel Broadcasting Corp. (O:HBCCA). \$20.9M cash. Combo with KLSQ-AM.

**\$20,000,000—WERE-AM & WENZ-FM** Cleveland from Clear Channel Broadcasting Licenses Inc. (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU), to Radio One Licenses Inc. (Catherine Hughes, Alfred Liggins III), a subsidiary of Radio One Inc. (O:ROIA, IPO

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pending). \$2M escrow, balance in cash at closing. Broker: Media Venture Partners

**\$16,750,000—\* WIDB-AM** Chicago from One-On-One Sports License of Illinois LLC, a subsidiary of One-On-One Sports Inc. (Christopher Brennan), to Radio Unica of Chicago License Corp., a subsidiary of Radio Unica Corp. (Joaquin Blaya, Warburg, Pincus Ventures LP). \$1M escrow, balance in cash at closing. **Duopoly** with WYPA-AM.

**\$16,000,000—\* WING-AM & FM & WGTZ-FM** Dayton (Dayton-Springfield-Eaton OH) from Clear Channel Broadcasting Licenses Inc. (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU), to Blue Chip Broadcasting Ltd., a subsidiary of Blue Chip Broadcast Co. (L. Ross Love Jr., Lovie Ross, Calvin Buford, J. Kenneth Blackwell, Thomas Revelly III, John Wyant, Z. David Patterson). \$800K escrow, balance in cash at closing. **Superduopoly** with WCZZ-FM Columbus-London OH. Note: No contour overlap with Blue Chip's other Columbus stations.

**\$15,500,000—WRDR-FM** Atlantic City (Egg Harbor City NJ) from New Jersey Broadcasting Partners LP II (Stephen Scola) to Mega Communications of Egg Harbor Licensee LLC, a subsidiary of Mega Communications LLC (George & Adam Lindemann, Alfredo Alonso). \$1M escrow, balance in cash at closing. Broker: Charlie Hecht

**\$4,500,000—\* WDAK-AM & WSTH-FM** Columbus (Columbus GA-Alexander City AL) from Solar Broadcasting Company Inc. (Allen Woodall Jr.) to Cumulus Licensing Corp. (Richard Weening, Lew Dickey Jr.), a subsidiary of Cumulus Media (O:CMLS). \$4.5M cash. Chain **superduopolies** with WMLF-AM, WPNX-AM, WAGH-FM, WGSY-FM, WBFA-FM & WVRK-FM in the Columbus GA market and with WMSP-AM, WLWI-FM, WHHY-FM & WMXS-FM in the Montgomery AL market. Note: No more than eight contours overlap at any point. Broker: Media Services Group

**\$4,500,000—WRBQ-AM** Tampa from Clear Channel Broadcasting Licenses Inc. (Lowry Mays), a subsidiary of Clear Channel Communications (N:CCU), to ABC Inc. (John Hare, Pres./Radio), a subsidiary of The Walt Disney Co. (N:DIS). \$4.5M cash. Broker: Media Venture Partners

**\$3,500,000—\* WZTM-AM** Tampa (Largo FL) from Clear Channel Broadcasting Licenses Inc. (Lowry Mays), a subsid-

ary of Clear Channel Communications (N:CCU), to Mega Communications of St. Petersburg Licensee LLC (Alfredo Alonso, Adam Lindemann, Albert Riera). \$700K escrow, balance in cash at closing. **Duopoly** with WBDN-AM. Note: No contour overlap with WBDN-FM.

**\$3,087,500—\* WENN-FM** Birmingham (Trussville AL) from AGM-Birmingham LLC (Anthony & L. Rogers Brandon) to Capstar Royalty II Corp. (Steve Hicks), a subsidiary of Capstar Broadcasting (N:CRB). \$162.5K letter of credit as escrow, \$3,087,500 in cash at closing. **Superduopoly** with WERC-AM, WMJJ-FM & WQEN-FM. LMA since 1/15. Broker: Gulf Breeze Media

**\$2,450,000—\* KVNA-AM & FM & KZGL-FM** Flagstaff-Cottonwood AZ from Regent Licensee of Flagstaff Inc. (Terry Jacobs, Bill Stakelin), a subsidiary of Regent Communications (O:RGCIP), to The Guyann Corporation (Guy Christian). \$100K escrow, balance in cash at closing. **Superduopoly** with KAFF-AM & FM & KMGN-FM Flagstaff AZ. Note: 22 stations in market.

**\$1,600,000—\* WSKW-AM & WCTB-FM** Augusta (Skowhegan-Fairfield ME) from Mountain Wireless Inc. (Alan Anderson) to Cumulus Licensing Corp. (Richard Weening, Lew Dickey Jr.), a subsidiary of Cumulus Media (O:CMLS). \$80K letter of credit as escrow, \$1.6M in cash at closing. **Superduopoly** with WTOS-FM, WIGY-FM, WKCG-FM, WABK-FM & WQCB-FM. LMA since 1/20. Note: No more than four FMs overlap at any point. Broker: George Silverman & Associates

**\$1,530,000—KKIK-FM** LaJunta CO, **KAVD-FM** Limon CO and **FM CP** (95.5 mHz) Rocky Ford CO, 100% stock sale of The Meadowlark Group Inc. from Terrance, Emily, Robert & Brian Moore to Coloradio Inc. (Edward Seeger, James Fort, Andrew Guest). \$30K paid for an option to purchase a 49% stake and has already paid \$500K for that 49%. Coloradio also paid \$150K for an option to purchase the remaining 51% and upon FCC approval will pay \$750K for the remaining 51%.

**\$1,260,000—KSEN-AM & KZIN-FM** Shelby MT from Jerry Black/Bob Norris Tenants In Common to Marathon Media of Montana LP (Aaron Shainis, Bruce Buzil). \$100K escrow, balance in cash at closing.

**\$1,200,000—\* WBDM-FM** Peoria (Canton IL now, changing city of license to Glasford IL) from Neil A. Rones and Luann C. Dahl (as general partners) to Two Petaz Inc. (Bayard Walters), part of The Cromwell Group. \$75K downpayment, balance in cash at closing. **Superduopoly** with WVLE-AM, WFYR-FM, WGLO-FM & WIXO-FM. Broker: Media Services Group

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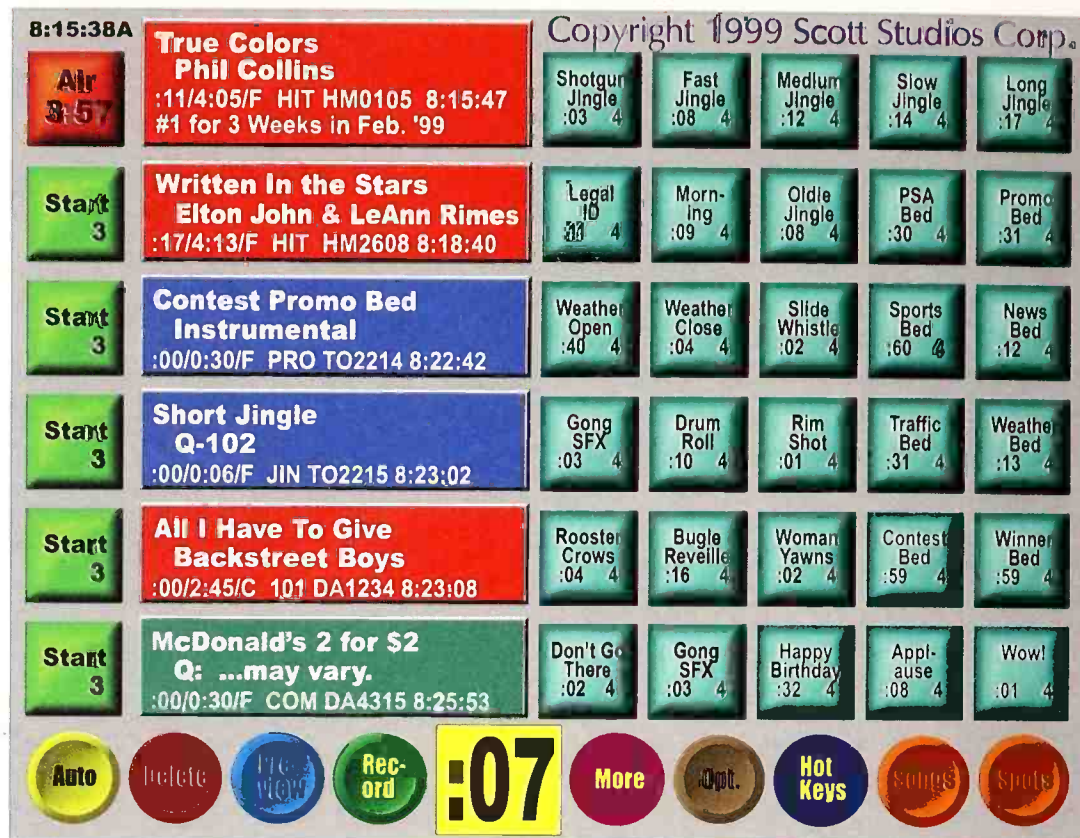
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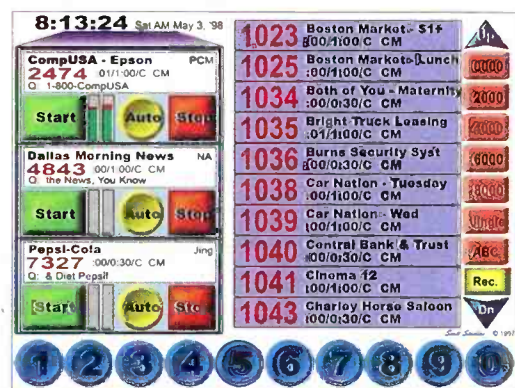
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