

November 18, 1993

EX PARTE

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
1919 M Street, NW, Room 222
Washington, DC 20554

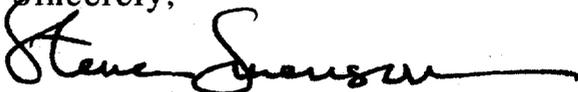
RE: PP Docket 93-253

Dear Mr. Caton:

On Thursday, November 18, 1993, on behalf of Larry Latham Auctioneers, Inc. and Fast Cuts Inc., Larry Latham, CEO of Larry Latham Auctioneers Inc.; David Glick, President of Fast Cuts Inc.; Andrew Miller, Television Director of Fast Cuts Inc.; William Ammerman, Operations Manager of Fast Cuts Inc., and Steven Swenson, General Counsel for Fast Cuts Inc.; met with Jonathan Cohen, Legal Advisor, Office of Chariman Quello, Robert M. Pepper, Chief Office of Plans and Policy, Kent Y. Nakamura, Legal Counsel, Private Radio Bureau, and Evan Kwerel, Jonathan Levy and John Williams, from Office of Plans and Policy, to discuss the proceeding indicated above. The attached document was provided during the presentation. Please associate this material with the above-referenced proceeding.

Two copies of this notice were submitted to the Secretary of the FCC in accordance with Section 1.1206(a)(1) of the Commission's Rules. Please stamp and return the provided copy to confirm your receipt. Please contact me at 202-429-0908 should you have any questions or require additional information concerning this matter.

Sincerely,



Steven Swenson
General Counsel, Fast Cuts, Incorporated

Attachment

cc: Brian Fontes
Jonathan Cohen

Post, Graphics, Animation and other Really Cool Video Stuff.

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EXECUTIVE SUMMARY

Since its founding in 1978, the privately held firm of Larry *Latham Auctioneers (LLA)* has completed real estate auction projects for a variety of clients across the United States, conducting sales for both private sector clients and government agencies, and providing the best combination of auction marketing and conventional brokerage expertise available.

Headquartered in Scottsdale, Arizona with regional offices in California and Massachusetts and nationwide affiliates, the Company to date has listed and sold at auction some 25,000 properties in the United States. Auction sales in 1993, not value of properties offered but actual auction sales, will top half a billion dollars. While *LLA* is the nation's foremost marketer of multiple-property residential auctions, in the past three years, commercial real estate sales account for almost 50% of *LLA's* business.

Larry Latham Auctioneers' auction experience covers all regions of the United States, and all economic climates. A considerable portion of our recent business has been for the Federal Deposit Insurance Corporation (FDIC) and Resolution Trust Corporation (RTC) as the world's foremost real estate sellers, and for the Federal Home Loan Mortgage Corporation (Freddie Mac). The Company is deemed technically qualified on all major Basic Ordering Agreements by the FDIC and RTC. *LLA* is a prime subcontractor to EG&G Dynatrend under a multiyear project for the marketing and auction of merchandise, including real estate, under the control of the U.S. Customs Services. *LLA* also holds an exclusive, national multiyear auction contract with the Department of Housing and Urban Development, and was awarded the FDIC's 1993 multimillion dollar National Commercial Real Estate Auction.

Despite the complexities of real estate marketing in the 1990's, more than 90% of the properties brought to auction by *LLA* in this decade have been sold and closed. Auction bidder-to-property ratios average 5.46 to 1, evidence of effective marketing campaigns, and the appeal of the competitive bidding process.

Key personnel with *Larry Latham Auctioneers* understand the complexity of asset disposition programs, and the attention to detail required of auction contractors. A long history of serving government/quasi-government agencies and financial institutions has given *Larry Latham Auctioneers* unequaled experience in performing high profile auction sales for sensitive clients, under strict monitoring and reporting systems.

LLA coordinates the following services for its clients:

- Advertising campaign planning, graphic design, production and placement (print and broadcast);
- Promotional materials planning, graphic design, production and distribution;
- File review and due diligence;
- Legal counsel review of promotional materials and auction documents, including purchase and sale agreements;
- Sourcing and structuring financial services;
- Documenting and responding to auction inquiries, including property specific calls;

- Creating and maintaining a project specific database for the Seller's use in future sales efforts;
- Conducting pre-auction "how to buy" seminars, with multi-lingual interpretation available;
- Planning and executing auction event(s) with qualified, professional staffing;
- Overseeing contract preparation and completion by escrow personnel;
- Tracking auction transaction status, assisting as necessary to ensure timely, successful closings; and
- Providing the Seller with regular reports on marketing response, marketing budget reconciliation, property specific interest, property showings, seminar attendance, brochure distribution, broker-prospect registrations, etc., including auction sales results and post-auction status reports until final closing.

LLA's auction experience covers all regions of the country, and all types of property, including residential, commercial and land. We have successfully auctioned office, retail, hospitality, multifamily, industrial, single family, and resort properties, as well as agricultural/developable acreage. Both in "hot spots" of economic activity, and in some of the most depressed areas of the nation, *LLA* has customized marketing plans to suit specific conditions and capitalized on the lure of competitive bidding to achieve true market value for real estate assets.

LLA's auction service goals include:

- Developing and implementing cost effective advertising and marketing programs to maximize asset sale prices in optimum time frames by adequately exposing available inventory to properly targeted market segments, eliciting competitive offers and achieving true market value;
- Maximizing the participation of multiple target buyer segments who are well-informed, prepared, and qualified potential buyers, thus ensuring transaction efficiency and the highest probability of expedited closings;
- Coordinating with brokerage communities to achieve maximum exposure of the inventory, thus enhancing auction sales prices;
- Through public relations and professional performance of all related activities, positively reflecting the quality and value of the inventory, and of our client.

These goals apply to auctions for both private sector and government clients. *Larry Latham Auctioneers*, with its own resources or in combination with its joint business relationships, offers maximum expertise and service to assist our clients in accomplishing these goals.

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This page has been substituted for one of the following:

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The actual document, page(s) or materials may be reviewed by contacting an Information Technician. Please note the applicable docket or rulemaking number, document type and any other relevant information about the document in order to ensure speedy retrieval by the Information Technician.

Auction Cataloges from
Fast Cuts Inc.