



'Jukebox Radio' gets in its 35 watts' worth

By **DAVID HINCKLEY**

Daily News Staff Writer

IT'S usually considered an indisputable fact that there's no room on New York airwaves for more radio stations.

So Gerry Turro found some anyway. He calls his station WJUX (103.1 FM, "Jukebox Radio") and now that he's got a foothold, he wants it to grow.

In a fascinating sidestep, Turro bought a 10-watt high school station in Franklin Lakes, N.J., and began relaying its signal to a tower (a "repeater") in Dumont, N.J., where the power increases to 35 watts.

That's small, since big stations broadcast with 50,000 watts. But WJUX now covers most of Bergen County and about half of Manhattan, and Turro has applied to the FCC for an increase to 250 watts, which would greatly increase the station's range.

Since WJUX plays American popular standards, with a lot of Big Band, it is obviously aiming at the audience that used to listen to WNEW-AM, and now listens mostly to WQEW.

Toward that goal, Turro owns most of the old WNEW record library. Just as important, says WJUX' Bill Gaghan, "We have an FM signal — and all this music just sounds so gorgeous on FM."

At a time when city radio stations can sell for \$50-\$70 million, of course, there's some resistance to letting Turro tiptoe into the market with a high school station he bought for \$100,000. Many New York radio people feel he bought the station primari-

ly to serve New Jersey and he should stay there. But Gaghan says the WJUX listener count is up to 100,000, and those listeners want more.

Gaghan says a daily Frank Sinatra segment, 2:30-3 p.m., is the kind of thing that's especially popular with WJUX listeners.

RADIO



BUSINESS

Business Focus: Travel pg. 26

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DUMONT

Tiny WJUX Has Discovered a Formula For Radio Success

by Joseph Romano

Big-band music plus local news and traffic reports works for a 35-watt station

As every entrepreneur knows, not even hard work, long hours, deep pockets and a good idea are enough to guarantee business success. Sometimes you just have to get your hands dirty. Perhaps it was with that in mind that several years ago Gerry Turro, a 40-year-old Oradel resident with a lifelong dream of starting a radio station in Bergen County, found himself in a garbage dumpster in New York City hip-deep in old records. But that kind of drive is leading to his success in the competitive world of radio.

"We're a little baby pea-shooter of a station," Turro says proudly of WJUX-FM, the 35-watt station he established within earshot of the already-saturated New York City market. "But we're breaking new ground here. With 50,000-watt stations right at our back door, we're kicking butt. We're getting ratings."

In fact, after just 18 months on the air, Jukebox Radio—103.1 FM—has attracted more than 70,000 listeners and a cadre of sponsors by broadcasting local news, traffic and "music from America's Golden Age"—ballads and big-band hits from the 1930s, '40s, and '50s.

Just last month, the little pea-shooter acquired its first commercial affiliate station, the 6,000-watt WXTM-FM in Monticello, N.Y., which broadcasts from the top of a mountain in Liberty, N.Y., and can be heard as far as 85 miles away.

Acquiring the new affiliate, however, means more to Jukebox Radio than just an increase in the number of potential listeners. From its inception Jukebox Radio has been licensed as a non-commercial, educational station. As such, it could not accept paid advertisements from sponsors. Now, with the addition of the Monticello station, Jukebox Radio has become a commercial station and can sell advertising.

"We're already sold out," Turro says, adding that the fledgling station is in the black and that he expects Jukebox Radio to have well over \$1 million in revenues for its current fiscal year.

Life was not always so easy, however. In fact, Turro fought for more than eight years just to convince the Federal Communications Commission that Bergen County needed a radio station of its own. His argument

was that while Northern New Jersey residents might get a smorgasbord of radio programming out of New York City, they were receiving a paltry serving of local news, traffic and weather. But federal regulators weren't buying. "The FCC shot us down repeatedly," Turro says. "They'd say, 'No way. You don't need local service.'"

Turro finally decided to make an end-run around the FCC. He bought an existing 10-watt high school radio station in Franklin Lakes. The broadcasting range of the station was about one mile. "I paid \$100,000," he says. "That was about \$99,000 more than the station was worth."

But owning the station gave Turro a license and the right to broadcast. So, with license in hand, he rented a 1,000 sq.-ft. space in Dumont and installed a studio and a newsroom. From there the Jukebox Radio signal was transmitted to the 10-watt station in Franklin Lakes, which is where the program would technically originate—and then it would be retransmitted from there to another transmitter in Fort Lee, which boosts the Jukebox Radio signal to 35 watts and sends it out over the airwaves.

"It took off like a shot," Turro says, pointing to a wall of proclamations and commendations he has received from local public officials. In fact, although Jukebox Radio's 35-watt Fort Lee transmitter only provides a consistent signal for a radius of seven to 10 miles, the station has been getting ratings in Hudson and Essex counties as well as in Rockland County and New York City. Recent Arbitron ratings indicate that even without counting the listeners resulting from the acquisition of the Monticello affiliate, Jukebox Radio has about 70,000 listeners a week. "We were stunned," Turro says, reflecting on Jukebox Radio's rapid growth and its appeal outside the intended listening area. "We didn't expect it to go much beyond Bergen County."

On a recent afternoon in the studio, Peter Vann, the station's so-called afternoon drive guy was busy cooing into a vintage 1950s microphone. Behind Vann were racks of tape cassettes bearing song titles like "Moonlight Serenade."



THE MOUSE THAT ROARS: The station's success has surprised even Turro (standing)

Next door in the newsroom, David Matthau, the station's news director, was preparing the next broadcast of Northern New Jersey news. Matthau says that what makes Jukebox Radio unique is its emphasis on Northern New Jersey coverage, which the large New York City stations ignore. Local traffic information provided by Shadow Traffic is another popular feature. "People stuck in traffic in Bergen County don't need to know the conditions on the Long Island Expressway," he says.

But the most obvious drawing card for Jukebox Radio is its music—big-band hits and other sentimental favorites. "And what's really amazing," Turro says, "is that nearly everything you're listening to came out of the garbage."

Several years ago, while working as an engineer at WNEW in New York City, Turro arrived for work one morning to discover that the walls of the station's record library had been stripped bare. The station had switched to an all-talk format. "I asked where everything was," Turro says. "Someone told me it was out on the loading dock in a dumpster."

Turro dashed to the dock. "I gave the guys \$50 and told them, 'Nobody touches this dumpster until I say so,'" he recalls. "I went back upstairs, told my boss, 'Don't pay me for two days,' and then spent the next two days in the dumpster."

For his labors, and his investment of \$50, Turro emerged with nearly 4,000 tapes and records. And if he wasn't lucky enough, a few months ago someone at WNEW called him

and told him they had located "the other half" of the library.

"Give us a thousand bucks, and it's yours," the caller said. Turro gladly paid the asking price. "There are records that are 40, 50 years old," he says. "It was the cream of the crop."

Turro's collection of golden oldies, which now exceeds 10,000 titles, became the heart and soul of Jukebox Radio. But while the station's popularity with listeners and sponsors skyrocketed, it was a bitter-sweet success for Turro. As long as it was broadcasting on the former high school station's license, he had to remain a non-commercial station. Sponsors, for example, could not buy advertising but had to settle for so-called enhanced underwriting.

All that changed last month, however, when WXTM signed on as Jukebox Radio's first affiliate. In exchange for providing all of its programming to WXTM, Jukebox Radio is allowed to originate its broadcast from there. Since the broadcast now originates at WXTM—a commercial station—Jukebox Radio can carry paid advertisements for the first time.

Turro is still pressing the state's congressional delegation to persuade regulators in Washington to grant an increase in Jukebox Radio's Fort Lee transmitter power from 35 to 250 watts. "Not a day goes by that we don't get calls from people asking about the power increase," he says. But regulators still question whether the area needs its own radio station. Says he: "The fact that a 35-watt station is getting 70,000 listeners convinces me that there's a need." ♦

Jukebox Radio

You're In Good Company!

Partial List of Jukebox Radio Sponsors:



Alco Cadillac
Allied Office Supply
Assaggia Ristorante
F. Baldini Ricci Auction Galleries
The Beahive
Belmar Spring Water
Bergen Mall
Bergen Community College
Betty Lee Drugs
BRC. Bowling Center
Charles Jewelers
The Children's Exchange
Colonial Buick
Country Pancake House
Deborah Hospital
Englewood Volvo
The Fashion Center
Feldner Cadillac
Fisher Chevy-Oldsmobile
Frankie and Johnnies
Galaxy Triplex Theatre
Giulio's of Tappan
Glen Rock Inn
Great American Video
Holy Name Hospital
Kismet Executive Limousine
Manny's Restaurant
The Lighthouse Restaurant
Homeaid Resources
Hudson City Savings
Linda Aftab's Twin Carpet
Kumon USA

New Jersey Devils
New Jersey Eye Center
NJ State Lottery
Paul's Motors Volvo
Paramus Lighting
Paramus Tire Company
Pascack Valley Hospital
Pero's New Bridge Inn
Prospect Park Furniture
Queen Anne Furs
The Record
River Palm Restaurant
Sanducci's Pasta & Pizza
Jack Schlein Buick
*Teaneck Chamber of
Commerce*
Tenafly Camera
Tool Town
Tuscany In The Park
Villa Rosa
Wine & Roses
Wild Bird Marketplace
Mazur's Bakery
Victor's Maywood Inn
Jewelry Exchange
Lantana
John Harms Theatre
Liberty Subaru
La Petit Patisserie
Huffman Koos
Mullane Ford

000070



Jukebox Radio

Summer 1994 Arbitron Results

<u>Listener Group</u>	<u>Dayparts</u>	<u>Days</u>	<u>AQH</u>	<u>Cume</u>
Persons 12+	6am-12mid	M-Sun	3,303	65,154
Persons 35+	6am-7pm	M-F	4,133	48,536
Persons 35+	6am-10am	M-F	4,332	19,130
Persons 35+	10am-3pm	M-F	3,582	30,104
Persons 35+	3pm-7pm	M-F	4,621	27,938
Persons 35+	10am-7pm	Sat	3,110	17,944
Persons 35+	10am-3pm	Sun	2,632	8,806

General Audience Information

(6am-12mid., Mon-Sun)

Male Listeners	47%
Female Listeners	53%
In-Home Listening	62%
In-Auto Listening	26%
At-Work Listening	11%

000071

(Source: Summer 1994 Arbitron, provided by Radio Research Consortium, used by permission)

Jukebox Radio



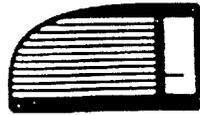
Listener Buying Habits

Listener Trend

Percent Above National Average

Own a Rolls Royce	132
Own a Cadillac	48
Purchased securities last 12 months	363
Purchased mutual funds last 12 months	92
Have American Express Optima card	164
Acquired home equity loan last 12 months	135
Use lawyer for wills & estates	122
Acquired home mortgage last 12 months	231
Own vacation/weekend home	107
Use financial management planning	81
Have brokerage account	66
Own personal computer at home	164
Ordered equipment by phone last 12 months	256
Visited Atlantic City casino last 12 months	52
Own a mini-motor home	51
Took adult education course last 12 months	31
Wear eyeglasses/contacts	26
Bought men's suit/sportcoat last 12 months	50
Fitness walking-last 12 months	29
Played golf at country club last 12 months	17
Own an outboard motor	51
Drink imported wine with dinner	26
Bought Visa travelers checks	207
Have visited Italy	177
Have visited Israel	237
Have valid passport	49

(Source: Simmons Market Research Bureau, Based on a study of consumer activities undertaken by listeners to Nostalgia formatted radio stations)



COVERAGE

JUKEBOX RADIO COVERAGE

IMV CONTOURS



Bergen County, New Jersey, with seventy municipalities and almost one million residents, is one of the most affluent markets in the nation. A bedroom community of New York, Bergen County ranks #1 in New Jersey for total buying income and retail sales. In fact, out of over three thousand counties nationwide, Bergen County ranks twentieth in per capita income.

Here are some highlights at-a-glance:

- 44% of Bergen County residents are in the 25-54 Demographic Group
- 39% of Bergen County residents are in the highly desirable age group of 35-64
- Over 40% of Bergen County residents are in the \$50,000+ income group

(Source: 1990 Census Figures, NJ Department of Labor)



Jukebox Radio Advertising Rates



Effective November 1, 1994

60-second units	A	B	C	D
AM Drive 6am-10am, M-F Fixed Position	\$100	95	90	85
PM Drive 3pm-7pm, M-F	95	90	85	80
Middays 10am-3pm, M-F	90	85	80	75
Evenings 7pm-12mid, M-Sun	65	60	55	50
Total Audience 1/3 AM Drive; 1/3 PM Drive; 1/3 Middays & Evenings, M-F	85	80	75	70
Weekends 6am-7pm	65	60	55	50
Run-of-Schedule 6am-12mid, M-Sun only Best Times Available, Pre-emptible	70	65	60	55
Newscasts 6am-7pm, M-F Includes 10-sec. open & close, :60 sec. commercial	95	90	85	80
Weather/Traffic 6am-7pm, M-F Includes 10-sec. open & :30 sec. commercial	90	85	80	75

30-second units available at 80% of 60-second rates
Rates commissionable to recognized advertising agencies

000-74

Feeney Funeral Home, Inc.

232 Franklin Avenue
Ridgewood, New Jersey 07450
(201) 444-7650

David B. Feeney
Manager

Established 1921

Robert W. Feeney
President

September 7, 1994

Jukebox Radio
P.O. Box 888
Paramus New Jersey 07653-0888
Att: Brian Rathjen

Dear Brian:

I am writing this letter to tell you how happy we are advertising on your radio station!

We would never had made the leap onto radio if it were not for the professionalism of both the staff and yourself.

As we discussed, the funeral business is a very sensitive one, and we would never had come on board if we were not completely comfortable with Jukebox Radio.

The response to our 'Empty Chair' and our G.R.O.W. (Grief Recovery Outreach Workshops) has been outstanding. The response has been a twofold success! First, we have received a great number of positive comments about the Ad, which was one primary aim. The second has been a community awareness of our programs that we could never have achieved in the newspapers! If I have heard "I didn't know Grief Workshops are run out of your funeral home...I found out listening to the radio.." I've heard it a hundred times!

Once again, Thank You and your excellent staff!

Talk to you soon,

Yours Truly,


David Feeney



the Beehive ... a craft and gift gallery

472 Cedar Lane
Teaneck, N.J. 07666

(201) 836-1366

To Whom It May Concern:

As an advertiser on Jukebox Radio almost since its inception, I am pleased to have been a supporter of this wonderful station. My customers report constantly hearing my ad, which means they're listening to it, and new customers have been made as a direct result of this advertising.

In addition, we turn on this station when we open every morning, and we and our customers enjoy this music all day. It is conducive to shopping, and I feel it keeps the customers in the store longer so they spend more. Jukebox Radio plays familiar, humming-along, memories music, and all ages enjoy it. Several customers have asked what station we're playing and have now become regular listeners.

I would urge all businesses to support Jukebox Radio with their advertising and also to play the station in their establishments. The staff is great....helpful and caring, and the station has a friendly, intelligent attitude. Once you hear this station, you'll love it! And I hope you'll become a satisfied advertiser like me.

Sincerely,

Bea Westin

Bea Westin

President/Owner

000-76



32 Godwin Avenue • Midland Park, New Jersey 07432 • (201) 444-1043

November 3, 1994

Mr. James Hagerty
Jukebox Radio

Dear Jim,

Since we started advertising on Jukebox Radio last February, hardly a day goes by when a customer does not come into our shop to tell us that he/she heard our commercial on 103.1 FM. We find that Jukebox Radio is the ideal medium to target our market. It allows us to extend our message to areas of Bergen and Passaic counties that print advertising does not. We have even heard from customers as far away as Queens County.

It is interesting to note that on many occasions people have actually thanked us for sponsoring the music heard on Jukebox Radio. It sometimes appears that the station has a "cult following" of listeners.

We look forward to many years of sponsorship on Jukebox Radio.

Sincerely,

John F. Grisoni



August 8, 1994

Past Champions

1978 Virginia Wade
1979 Chris Evert
1980 Hana Mandlikova
1981 Hana Mandlikova
1982 Leigh Thompson
1983 Jo Durie
1984 Martina Navratilova
1985 Kathy Rinaldi
1986 Steffi Graf
1987 Manuela Maleeva
1988 Steffi Graf
1989 Steffi Graf
1990 Steffi Graf
1991 Jennifer Capriati
1992 Monica Seles
1993 Jennifer Capriati
1994 Steffi Graf

Jim Hagarty
Account Executive
Jukebox Radio
75 2nd Street
Dumont, NJ 07628

Dear Jim:

I want to take this opportunity to thank you for helping make the Pathmark Tennis Classic a success.

The 1994 Classic had an attendance of over 57,000 spectators throughout the week. Thursday Night's Steffi Graf match and Sunday's finals were both complete sell-outs.

We appreciate the promotional announcements and tickets giveaways you did on-air and recognize that advertising on Jukebox Radio attracts local New Jersey fans and greatly enhances the success of the tournament.

I look forward to working with you in the future!

Sincerely,

A handwritten signature in cursive script, appearing to read "S.F. Rubin".

Sarah F. Rubin

000-78



December 1, 1994

Mr. Glen Cresspo
Jukebox Radio
75 Second Street
Dumont, NJ 07628

Dear Glen:

Thousands of New Jersey's less fortunate residents did get to celebrate Thanksgiving. Our emergency "turkey call" brought in almost 2,500 turkeys and over \$6,000!! We did it with your help, Glen!

On behalf of everyone at the FoodBank, I thank you for airing our plea and I thank you for caring!

Radio has a magical effect on people, and your listeners really responded.

With appreciation,

Liz Thomas

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CONFIDENTIAL

ROUTING AND TRANSMITTAL SLIP DATE: March 8, 1995

TO: (Name, office symbol, room number, building, Agency/Post)

- 1. Jeff Young, Investigations Branch
- 2. Compliance and Information Bureau
- 3. 1919 M Street, Room 744, Stop Code 1500E1

Not For Public Inspection

<input checked="" type="checkbox"/> Action	File	Note and Return
<input type="checkbox"/> Approval	For Clearance	Per Conversation
<input checked="" type="checkbox"/> As Requested	For Correction	Prepare Reply
<input type="checkbox"/> Circulate	For Your Info	See Me
<input type="checkbox"/> Comment	Investigate	Signature
<input type="checkbox"/> Coordinate	Justify	

REMARKS:

The Complaints and Investigations Branch recently received the attached correspondence from Cohn & Marks, 1333 New Hampshire Avenue, NW, Washington, DC 20036-1573 on behalf of their client, Universal Broadcasting of New York, Inc., licensee of Station WVNJ(AM), Oakland, NJ.

Based upon a report of its consulting engineers, Cohen, Dippell and Everist of Washington, DC, the complainant has alleged that Mr. Gerald A. Turro, licensee of FM Translator Stations W276AQ FM (103.1 MHz), Ft. Lee, NJ and W232AL (94.3 MHz), Pomona, NY and Aural Intercity Relay Station (STL) WMG-499, Dumont, NJ (95.1 MHz), is originating all programming for the translator stations as well as for Station WXTM(FM) (99.7 MHz), Monticello, NY, from his studio at 75 Second Street Dumont, NJ. He is apparently using the STL to deliver the programming to the translators directly, which is a violation of Sections 74.531 and 74.1231 (b) of the Commission's Rules. The feed to the WXTM transmitter in Monticello, NY from Turro's Dumont studio is probably accomplished by means of telephone lines.

Station WXTM is licensed to Mr. Wesley R. Weis d/b/a Monticello Mountaintop Broadcasting, Inc., 11 Old Tappan Road, Old Tappan, NJ 07675, telephone (201)-501-0101. From what we can tell, the main studio for Station WXTM is located on Old Route 17, Ferndale, NY. The complainant attempted to contact Station WXTM at (914)-292-0751. The call was automatically redirected to Mr. Turro's studio in Dumont, NJ. We suspect that the main studio of Station WXTM in Monticello is essentially unattended.

It is requested that your Office review this correspondence and inspect Stations W276AQ, W232AL and WXTM (FM) forthwith, as outlined in the Memorandum of Understanding between the Compliance and Information and Mass Media Bureaus. In particular, we are seeking information concerning whether the Station WXTM(FM) main studio is staffed and capable of originating programming; how the STL (WMG-499) is oriented and operating; how programming is otherwise delivered among the various stations; who operates the WXTM transmitter and from where; and whether there is a LMA or similar agreement governing WXTM.

Federal Communications Commission

Docket No. 97-122 Exhibit No. MM

Presented by FCC

Disposition

Identified

Received

Rejected

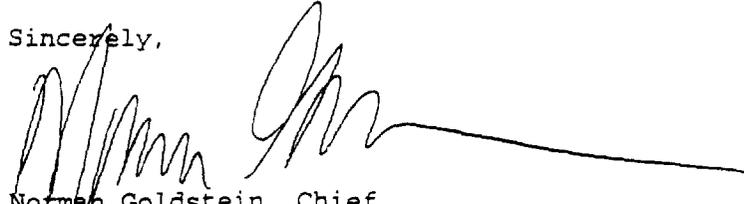
000080

We have enclosed copies of the complaint and engineering report submitted by Universal Broadcasting of New York, Inc. Be advised that the complainant has requested **CONFIDENTIALITY**.

Please return the results of your inspection to Mr. Stephen Barone of the Complaints and Investigations Branch, Enforcement Division, Mass Media Bureau.

Your assistance in this matter is appreciated.

Sincerely,



Norman Goldstein, Chief
Complaints and Investigations Branch
Enforcement Division
Mass Media Bureau

Attachments

FROM: (Name, org. symbol, Agency/Post) | 2025 M Street
Sandra E. Watson, FOB Liaison | Room 8302
Complaints and Investigations Branch | Email - SWATSON
Enforcement Division, Mass Media Bur. | 418-1430

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FEDERAL COMMUNICATIONS COMMISSION

Telefax Cover Sheet

Date 5/23/95

FROM:

Name: EIC, New York, NY

Bureau/O: FCC/CIB

Phone: 212-620-3437

Fax Number: 212-620-3718

TO:

Name: Jeff Young, for Steve Barone, MMB, Enforcement

FCC

Organization: CIB, Enforcement

Office: Washington, DC

Fax Number: 202-418-2813

SPECIAL INSTRUCTIONS:

Inspection Report for WXIM Monticello, NY and
W276AQ, W232AL translators.

This Cover Sheet is Page 1 of 7 Pages

Federal Communications Commission

Docket No. 97-122 Exhibit No. MMB-4

Presented by fcc

000-82

Disposition

Identified PK ✓

Received PK ✓

Rejected

Reporter R

Date 11-24-97

FCC Form 156

April 1990

RADIO STATION INSPECTION REPORT

WXTM Main Studio - Location

WXTM main studio is located at the existing studio of radio station WVOS AM/FM on Old Route 17 in Ferndale NY. However, there were no signs on the outside of the building to indicate to the public that it is the studio for WXTM (only a WVOS AM/FM sign). No telephone line is set aside for WXTM calls, nor is any line answered as WXTM.

WXTM Main Studio - Staff

The main studio is staffed by General Manager Eugene Blabey and Public Service Director Carol Montana. Eugene Blabey is also the owner of WVOS AM/FM. Carol Montana is also the Business Manager of WVOS AM/FM. She stated that she spends about 25% of her time for WXTM and 75% for WVOS.

WXTM Main Studio - Programming

The main studio for WXTM is a former production room of WVOS leased by Wesley Weis. Blabey states, however, that although it is capable of being used, it has never actually provided programming to the WXTM transmitter. Indeed, he indicated that in order to do so would require going to the transmitter site and effecting a change of cabling at the patch panel to connect the transmitter to the studio.

Programming is 100 percent from Jukebox Radio in Dumont NJ, including music, advertising, news, and callsign identification. A telephone line is used deliver the audio to the transmitter.

WXTM Main Studio - Transmitter Control

There is no remote equipment installed at the main studio to control the WXTM transmitter or to read transmitter operating parameters. The transmitter is controlled full time by personnel of Jukebox Radio in Dumont NJ by telephone line.

WXTM - LMA

There is no Local Marketing Agreement between WXTM and Jukebox Radio. Instead, WXTM entered into a network agreement with Jukebox Radio. A copy of the network agreement, signed by Gerald Turro and Wesley Weis was provided to the inspecting engineer.

Jukebox Radio - STL WMG499

The transmitting antenna for the STL was observed to be in a southerly direction, within a few degrees of the direction of the translator W276AQ in Fort Lee NJ. The STL transmitter was active at the time of inspection, however, the translator at Fort Lee was determined to receiving programming off the air from the translator at Pomona NY operating on 94.3 MHz. The Pomona NY translator was determined to be receiving programming from WXTM on 99.7 MHz. Although the quality of the audio at Pomona and Fort Lee was degraded due to splatter from WBAI (in

New York NY on 99.5 MHz), Turro stated that the condition was due to the WXTM transmitter operating at reduced power due to a recent lightning strike. The inspecting engineer had observed that the operating power at WXTM was reduced.

Jukebox Radio - Control of WXTM

Remote control equipment was observed at Jukebox Radio that was stated to be for the control of WXTM. Gerald Turro, by telephone, stated that he is Chief operator for WXTM, however, he does not receive any salary for that position.

WXTM, Monticello NY, and Jukebox Radio, Dumont NJ inspected on April 13 and 14, 1995 by engineer Serge Loginow Jr.

Fort Lee NJ Translator - Second Monitoring

The Fort Lee translator was monitored again on May 15, 1995. Audio quality was considered very high, with no detectable splatter from WBAI. While on the top floor of the apartment building housing the Fort Lee translator, the inspecting engineer transmitted a low level signal on the frequencies of 99.7 MHz, 94.3 MHz and 951.0 MHz while listening to the translator signal on 103.1 MHz. The translator output was blocked only with the transmission of a test signal on the frequency of the STL, 951.0 MHz.

Network Affiliation Agreement

Bergen County Community Broadcast Foundation (Network) and Monticello Mountaintop Broadcasting Inc. (MMBI) enter into this network affiliation agreement on OCT. 17, 1994. This agreement will commence at 12:01 AM, Oct. 1, 1994 and terminate at 12:01 AM, Oct. 1, 2004.

Network will provide MMBI with twenty-four hours of programming on a seven day basis, 365 days a year. Network will also provide all local station identifications (Legal ID's), public affairs programming, and Emergency Broadcast System tests.

Network agrees to indemnify MMBI and hold it harmless from any and all fines, surcharges, forfeitures, levies, and any other monetary damages imposed by the F.C.C.

Network is responsible for delivery of usable audio programming to MMBI via satellite, phone lines or other suitable means. Network is responsible for all costs incurred for delivering Network audio. Network will abide by all applicable FCC rules concerning program content.

Network will compensate MMBI for carrying all network programming on a twenty-four hour basis, as follows:

Year One - \$8,575.00 per month

Year Two - \$8,975.00 per month

Year Three - the first six months - \$9,140.00 per month

Year Three - the second six months - \$5,400.00 per month

Year Four - \$5,400.00 per month

Year Five - \$4,675.00 per month

Remaining 5 years - Year 5 plus 5% or the CPI, whichever is greater.

All payments are due and payable, in advance, on the first of the month. MMBI will provide Network with a ten day grace period after the first of the month.

The monthly compensation to MMBI will be reduced by \$3,600.00 per month after the first thirty months of network affiliation.

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Both parties agree to abide by all applicable FCC rules and regulations.

MMBI agrees to allow translator W276AQ to rebroadcast 99.7 FM, Monticello New York.

This agreement will be binding to Network, its successors, assigns and/or transferees.

IN WITNESS WHEREOF, the parties have hereunto set their hands and seals this 17th day of OCTOBER, 19 94.

Signed, sealed and delivered
in the presence of

Kathleen Kalyogh

Gerald Turro for Network

Wesley Wells
Wesley Wells for MMBI

STATE OF NEW JERSEY }
COUNTY OF BERGEN } SS.:

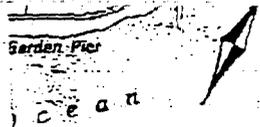
BE IT REMEMBERED that on this 17 day
of OCTOBER, 19 94 before me, the subscriber,
a Notary Public of New Jersey, personally appeared
Gerald Turro, Wesley Wells, who, I am satisfied,
are the person(s) named in and who executed the within
Instrument, and thereupon HAVE acknowledged that they
signed the same as _____ act and deed, for the uses and purposes
therein expressed.

Kathleen Kalyogh
Notary Public of N.J.

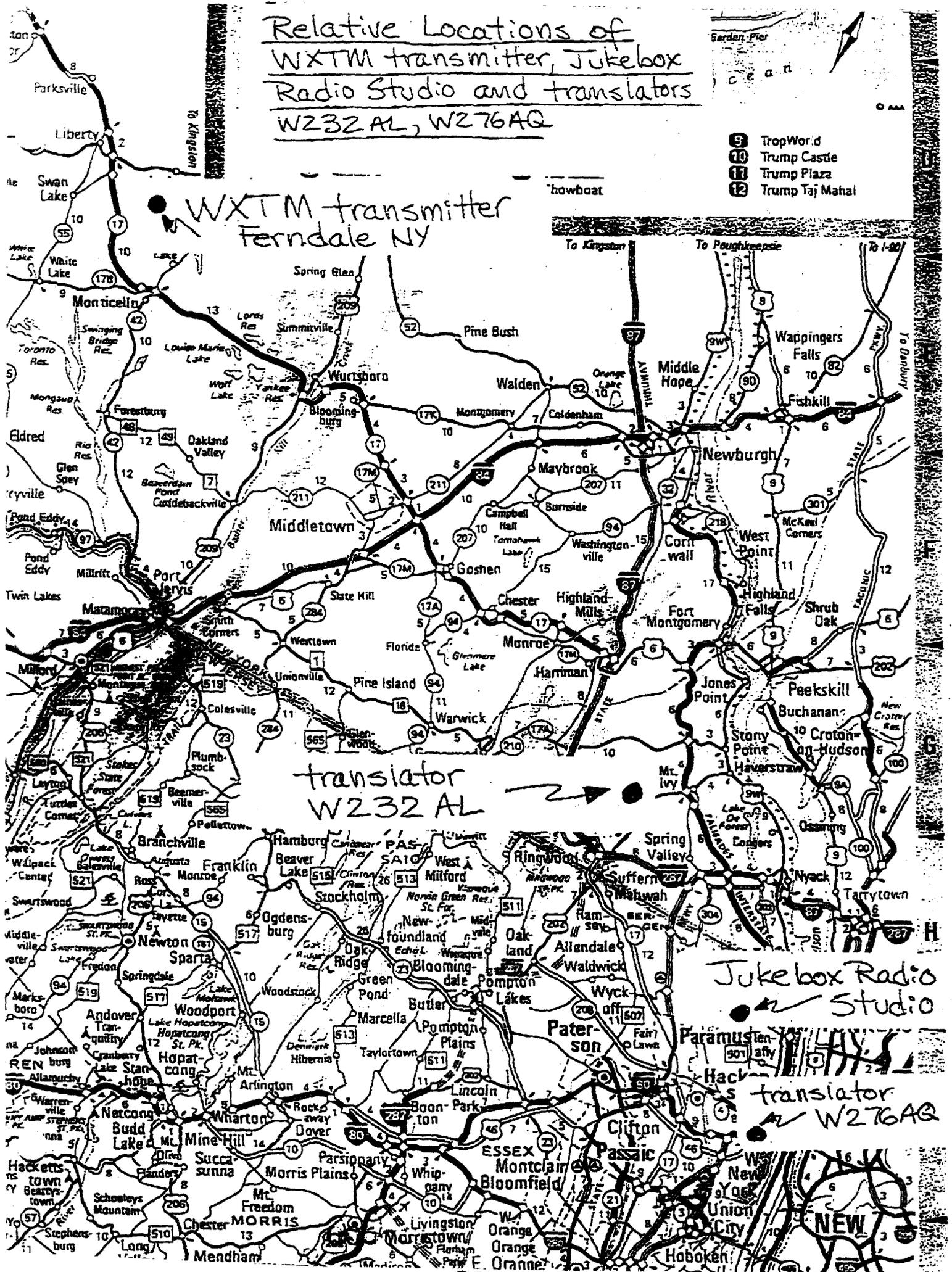
KATHLEEN KALYAOGLU
NOTARY PUBLIC OF NEW JERSEY
MY COMMISSION EXPIRES SEPT. 15, 1998

000086

Relative Locations of
WXTM transmitter, Jukebox
Radio Studio and translators
W232AL, W276AQ



- 9 TropWorld
- 10 Trump Castle
- 11 Trump Plaza
- 12 Trump Taj Mahal



WXTM transmitter
 Ferndale NY

translator
 W232AL

Jukebox Radio
 Studio

translator
 W276AQ

Jules Cohen, P.E.
Consulting Engineer

STATEMENT OF JULES COHEN

1. I, Jules Cohen, state as follows:

2. I am a consulting electrical engineer with offices at 1901 Pennsylvania Avenue, NW, Suite 402, Washington, D.C.

3. I have reviewed the July 9, 1997, statement I prepared on behalf of Universal Broadcasting of New York, Inc., which is attached hereto. I affirm that the statements contained therein are true.

I declare under penalty of perjury that the foregoing is true and correct to the best of my knowledge, information and belief.

Executed this 22nd day of October, 1997.



Jules Cohen

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X.
J
b

ORIGINAL

Jules Cohen, P.E.
Consulting Engineer

**ENGINEERING STATEMENT
PREPARED ON BEHALF OF
UNIVERSAL BROADCASTING OF NEW YORK, INC.
MM DOCKET NO. 97-122**

This engineering statement was prepared on behalf of Universal Broadcasting of New York, Inc. in reference to the matters of renewal of licenses for FM translator stations W276AQ and W232AL, and an order to show cause why the construction permit for FM radio station WJUX should not be revoked (MM Docket No. 97-122). The statement is directed, in particular, to the question of whether or not translator station W276AQ, Fort Lee, New Jersey, could receive a signal from WJUX, Monticello, New York, of such reliability that it could be the basis of delivery of a high quality signal to Bergen County and adjacent areas.

Based on an engineering study described herein, the conclusion is that the signal at the Fort Lee translator from WJUX is of marginal quality, not suitable for rebroadcast. The signal is subject to diurnal and seasonal variability, adjacent channel interference, and fading produced by changes in meteorological conditions.

The modified construction permit of WJUX (BMPH-9202141C) specifies operation on channel 259A (99.7 MHz) with effective radiated power of six kilowatts, circularly polarized, and

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