

they'd trust what was on the station's website. Though that could change — a third of the 1,500 respondents expect new media to be a growing force for news in the future. LexisNexis researchers say their findings also show that as new media becomes more trustworthy — there is no decline for traditional media.

Beasley buys a third FM in its largest market — WJBR-FM in nearby Wilmington, DE. Every recent owner — NextMedia, Frank Washington, Capstar — has operated AC WJBR-FM (99.5) as a Wilmington-market station and put little marketing into that big city just up I-95. That may change under Beasley. It agrees to pay NextMedia \$42 million for the Class B FM and has already begun to LMA it. Not only does WJBR's nice 50-kw Class B signal cover much of the Delaware Valley — Beasley may see an adult contemporary opening with Clear Channel's recent flip of "Sunny" WSNL to Spanish "Rumba" WUBA (104.5). B101, Philadelphia owner Jerry Lee may have already ordered up additional marketing to counter WJBR — so this will be fascinating to watch. Beasley's other Philly FMs are rhythmic "Wired 96.5" WRDW and country WXTU (92.5).

NextMedia hews to its radio-plus-outdoor strategy. Why sell WJBR-FM, Wilmington, DE? Sure, there's a nice profit to be made — NextMedia paid Frank Washington \$32.4 million for the station in 2000 and Beasley's shelling out \$42 million. But WJBR's not only a standalone radio station — it's also in an area where NextMedia doesn't own any outdoor assets. Next enjoys that synergy in places like Myrtle Beach, SC and they like it as a strategy. We heard several months ago that WJBR was being offered for sale (did another local owner pass?). Now the station goes to George Beasley — and may gain more prominence in Philadelphia. Brokers on the sale of WJBR — Star Media Group and Mike Bergner.

People Moves —

Sue Freund exits as GM of Radio One's "Beat" KKBT, Los Angeles. **Steve Candullo** now occupies the GM's office — as Radio One chief Alfred Liggins personally comes to town to install Candullo (who reports directly to him). Candullo spent seven years with Westwood/Metro and managed stations for the former Broadcasting Partners group, CapCities/ABC and RKO. Radio One's made significant changes in format (to urban AC), talent (changing morning shows from John Salley to Tom Joyner) and now management at high-profile KKBT. . .

Michol Klabo has experience both in Hawaii and on the mainland — which Cox market manager Mike Kelly cites in hiring her as the new GSM at Cox-owned KCCN. She'd been the GSM for Salem in Honolulu and did sales management for Clear Channel in Florida for eight years before that. . .

Anthony Mootry is the newest hire at ABC Radio Networks as the Urban AE specialist based in Chicago. Anthony was website manager for Diversity Publishing and his dad (Charles Mootry) was once the VP of Advertising for Jet Magazine and the VP/GM of Johnson-owned WJPC, Chicago. . .

Randy Hill leaves as PD of South Central-owned "Jack" WCJK, Nashville. GM Dennis Gwiazdon says it's a "totally homegrown" Jack and he's looking for his next PD ("HRNash@SCCRadio.com"). . .

Yaman Coskun continues as creative director for Clear Channel's D.C.-Baltimore region but launches his own "Yamanair" creative services group. They'll tap the "Talent Network" of folks like Eric Chase, Nick Michaels, Dave Foxx, Dave Kampel, Ann DeWig, Mike Kaminski, Nick Daley and Steve Sykes to offer creative services from "voice actors, sound designers, award-winning writers and producers." (www.Yamanair.com.)

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