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**INSIDE RADIO**  
 by Tom Taylor

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**NEWS**

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New Jersey — we hear that might come on Monday. Meanwhile, we'd like to change our speculation about the fate of the other 107.1 in New Jersey. Is the buyer Press Communications, and not Millennium?

**Wall Street's not surprised by radio's slightly more cautious guidance.** Merrill Lynch's Marc Nabi says Entercom's updated guidance "is encouraging for the company and the radio broadcast industry. . . We are encouraged that Entercom only shaved \$1 million off its previous revenue guidance." Radio One, Entercom and probably others will be making carefully-nuanced statements about the effects of the war and the Winter weather on their Q1 and maybe Q2 results — and so far they haven't started a stampede. Radio One says it's seen higher levels of cancellations and fewer new bookings — but it's sticking with its after-tax cash flow and earnings-per-share outlook for Q1. That's despite the East coast snowstorms. Many analysts had already lowered their own expectations for the quarter. So the groups' guidance is no surprise.

**Owing radio as much as \$40 million, Body Solutions is ordered into Chapter 7 liquidation.** While its customers were striving to lose weight, Body Solutions parent Mark Nutritionals lost money. More than 500 creditors have filed for a piece of the assets. Clear Channel is due almost \$10M, Infinity \$9M, and Westwood One \$4.9M. Cox has also filed a lawsuit against the company that used DJ testimonials on countless stations to push its product. On Wednesday, Mark Nutritionals saw its fate sealed by a U.S. Bankruptcy Court in San Antonio. It's unlikely radio will get everything it's due: Claims against the company total \$225M. CEO William Oliver tells the San Antonio Express-News they've already sold off about \$2.5M in assets, including the corporate jet and the office building. He estimates its remaining assets total \$1M.

**NewRadio Group picks up the Marathon Media Wisconsin stations it didn't buy last fall.** When NRG bought 22 stations in Wisconsin and Illinois for \$19M last October, the one cluster it didn't get was in Ft. Atkinson, WI. Now Marathon has reached a deal to sell off its three stations there to NRG for \$4,830,000. Here's what NRG gets: Oldies "Kool FM" WKCH, Whitewater (106.5). Soft AC "Lite FM 107.3" WSJY, licensed to Fort Atkinson, WI. And talk/sports WFAW, Ft. Atkinson (940).

#### You read it in Inside Radio:

▶ **First MediaWorks builds a site so Armed Forces Network folks in Europe can stay in touch with home.** FMW says it gives U.S. military and government personnel stationed in 11 cities in Germany and Italy access to info about local community news, currency exchange rates, local weather, poll and survey results and more — and it can be accessed by their families and friends back in the States.

▶ **Mapleton Communications hires Raul Salvador as its new Controller.** Raul's most recent stop was at Miller Kaplan in L.A., and before that he worked at Rodriguez Communications, Z-Spanish and EXCL.

▶ **Arthur Liu's Multicultural Radio closes on its first station in Miami-Ft. Lauderdale.** That's WEXY at 1520, licensed to Wilton Manors, FL. Seller was Celebrities, Inc., Mr. Liu paid \$2,750,000, and the broker was Mike Bergner (located in nearby Boca Raton). Check "InsideRadio.com" during the day for fresh news.

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