

ARS Divvies Up COO Duties

American Radio Systems has re-dealt its deck of stations between co-COOs **John Gehron** and **David Pearlman**. After the reshuffling, Gehron takes on the Philadelphia, Detroit, Dayton, Buffalo, Rochester, and Austin stations. Pearlman will oversee Boston, Baltimore, Hartford, and West Palm Beach.

Gehron previously handled the Boston stations, and Pearlman was in charge of everything else. "I was being stretched very thin, and it didn't make sense to underutilize John," Pearl-

man said. The 24-station group, which has entered into several multimillion dollar deals this year, is planning further acquisitions in 1996, according to Pearlman.

In a letter to ARS employees, CEO **Steve Dodge** jokingly attributed the restructuring to a desire to remedy certain "in-equities." "John's been sulking recently about Dave hogging all the frequent-flyer miles, and both Dave and John have been whining about not getting home for dinner often enough," an excerpt reads.

The change also opens up the GM slot at **WRKO/Boston**, previously held by Gehron.

U.S. Radio Off the Block?

Is U.S. Radio still up for sale? Depends on who you ask.

This week U.S. Radio Chairman **Ragan Henry** told **R&R** the sale of his company will be completed — or aborted — in the next seven to 10 days. But a source close to the deal says U.S. Radio is definitely coming off the market.

Henry said the company had not decided if it will sell to a single group, sell its properties piecemeal, or if it will pull itself off the market and start buying. "We'll either stay and become a buyer, or we will exit if we can do it all at once."

U.S. Radio operates 22 stations in 11 markets.

TRANSACTIONS

Odyssey Hears Siren Song Of L.A.

☐ Picks up four FMs — including 'triplecast' — for an estimated \$35 million

Deal Of The Week

Douglas Broadcasting Inc. stations

PRICE: \$35 million (estimated)

TERMS: Duopoly deal; terms not disclosed

BUYER: Odyssey Communications Inc., headed by President/CEO **Michael Kakoyiannis**. It owns four other stations.

SELLER: Douglas Broadcasting Inc., headed by President **John Douglas**. It owns six other stations.

KBAX-FM/Fallbrook, CA

FREQUENCY: 107.1 MHz

POWER: 3kw at 300 feet

FORMAT: Ethnic/Sports

KMAX-FM/Arcadia, CA

(Los Angeles)

FREQUENCY: 107.1 MHz

TRANSACTIONS AT A GLANCE

- **KGMS-FM/Green Valley, AZ** No cash consideration
- **KIOZ-FM/Oceanside, CA** No cash consideration
- **KKLQ-AM/Oceanside, CA** No cash consideration
- **KSRF (FM CP)/Poipu, HI** \$51,116
- **WNKY-AM/Neon, KY** \$40,000 (estimated)
- **WBYY-AM/Rockford & WISZ-AM/Zeeland, MI** \$1,745,489.10*
- **WWJZ-AM/Mount Holly, NJ** \$15,000 for 50%
- **KMSL-AM & KQDI-FM/Great Falls, MT** \$850,000
- **WLSA-AM & WAXM-FM/Big Stone Gap, VA** \$856,146
- **WBTQ-FM/Buckhannon, WV** \$205,000
- **WVXD (FM CP)/Chetek, WI** \$40,000

*For use in weekly and year-to-date dollar totals, this price will be rounded to the nearest dollar.

POWER: 3kw at -44 feet
FORMAT: Ethnic/Sports

KAXX-FM/Ventura, CA
FREQUENCY: 107.1 MHz
POWER: 800 watts at 872 feet
FORMAT: Ethnic/Sports

KWIZ-FM/Santa Ana, CA
FREQUENCY: 96.7 MHz
POWER: 3kw at 207 feet
FORMAT: Ethnic

Arizona

KGMS-FM/Green Valley
PRICE: No cash consideration
TERMS: Stock transfer
BUYER: Good News Radio Broadcasting Inc.
SELLER: Good News Communications Inc. Phone: (520) 790-2440
FREQUENCY: 97.1 MHz
POWER: 1.64kw at 387 feet
FORMAT: Religious
COMMENT: The three shareholders of Good News Broadcasting Inc. — **Douglas Martin, Tom Regina,** and the **Estate of George Mehl** — are each transferring their one-third interest in the company to Good News Radio Broadcasting, a new not-for-profit corporation. (Also see **KVOI-AM/Ora Valley, AZ** [R&R 11/17].)

California

KIOZ-FM/Oceanside
PRICE: No cash consideration
TERMS: Par Broadcasting is exchanging **KIOZ** for **Compass Radio's KCBQ-AM/San Diego**. The stations are worth approximately \$2.5 million each.
BUYER: Compass Radio of San Diego Inc., headed by President/CEO **Bob Hughes**. Phone: (619) 286-1170
SELLER: Par Broadcasting Co., headed by President **Stephen Jacobs**. Phone: (619) 565-6000

FREQUENCY: 102.1 MHz
POWER: 9.5kw at 980 feet
FORMAT: Rock
COMMENT: Par recently purchased all of **Compass's** holdings for \$68 million (R&R 10/27). The swap of **KIOZ** and **KCBQ** is in addition to that deal.

KKLQ-AM/Oceanside
PRICE: No cash consideration
TERMS: Gift of assets
BUYER: Palomar Community College District, headed by Board of Trustees President **Ralph Jensen**. Phone: (619) 744-1150
SELLER: Par Broadcasting Co., headed by President **Stephen Jacobs**. Phone: (619) 565-6006
FREQUENCY: 1320 kHz
POWER: 500 watts
FORMAT: CHR

Hawaii

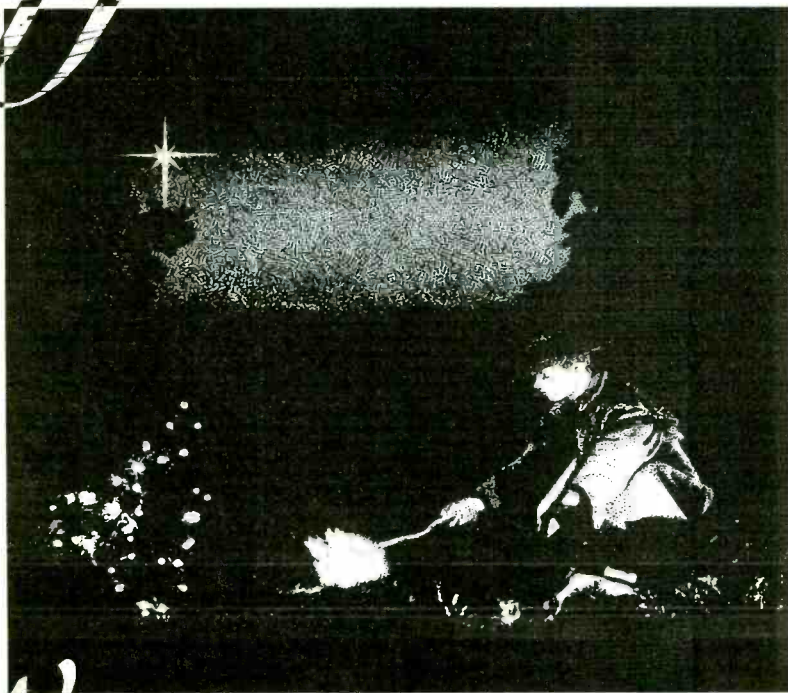
KSRF (FM CP)/Poipu
PRICE: \$51,116
TERMS: Duopoly deal; asset sale for cash
BUYER: Stangl Broadcasting Inc., headed by President/Director **Casey Stangl**. It owns **KAUI-FM/Kekaha, HI**. Phone: (808) 672-3319
SELLER: **William Lane** and **Lu Ann Uchida**. Phone: (714) 240-7144
FREQUENCY: 95.5 MHz
POWER: 1.13kw at 738 feet

Kentucky

WNKY-AM/Neon
PRICE: \$40,000 (estimated)
TERMS: Asset sale for assumption of approximately \$40,000 debt
BUYER: **Jesus Communications Inc.**, headed by President **Franklin Holbrook Jr.** Phone: (606) 855-4232
SELLER: **Letcher County Broad-**

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The Gift II



Wherever your listeners celebrate the holidays, they'll enjoy a special gift from the Air Force and Reba. On this free hour-long program, she sings songs of the season and some selections from her new album, *Starting Over*. Licensed country music stations will receive this holiday program on CD the first week in December. If you're not on our Country Music Time mailing list, or a country station, fax 210-652-4892 to request your copy.