





Good Morning,

We are happy to introduce you to our brand new logo and concept - "The Philadelphia Combination".

The phrase says so much in just a few words. It means that with only one purchase, you are reaching two totally different and distinct audiences; it means that with only one purchase your schedule is broadcast on AM radio (WPEN) as well as FM radio (WMGK). It means that your message will reach more people in the 18-34; 18-44; and 18-49 age groups than it can with any other station and at prices that are the same or less than any other major radio station. It means that you place one order, deal with one salesman and pay only one invoice thus saving you time and paperwork.

WPEN and WMGK have always been the most cost efficient and most effective way to buy radio - now it's the easiest to say. Now you can just tell people - "I'm buying the Philadelphia Combination". They'll know what you mean - because they're buying it too!

Best regards,

Ed McCusker Gen. Sales Mgr.

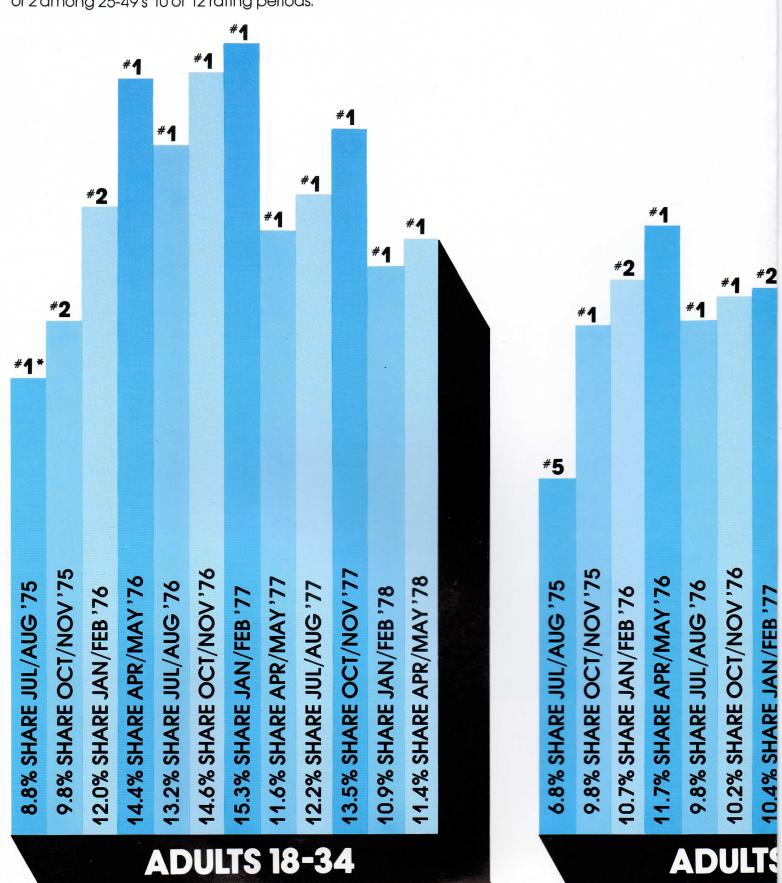
EMC; jd 12/78



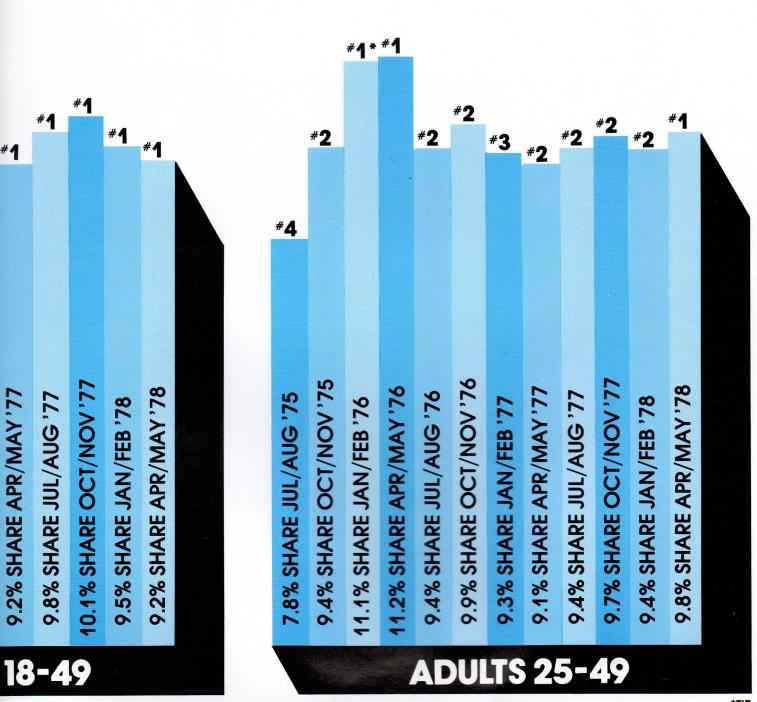


For three years in a row, WPEN+WMGK is the winning combination in Philadelphia radio.

Illustrated below is a story of success. It shows the three-year history of WPEN + WMGK as recorded by Arbitron. Numbers at the top of the bars indicated market rank of The Philadelphia Combination; numbers on the bars are the share of audience. In key demographic segments, the Combination rolls up rankings of No. 1 among 18-34 year olds 10 out of 12 rating periods, No. 1 among 18-49's 9 of 12 rating periods, and No. 1 or 2 among 25-49's 10 of 12 rating periods.



# THE PHILADELPHIA COMBINATION: WPEN+WICK







What do you listen to radio for? Music? News? Sports? Entertainment? 95 WPEN has the best of them all.

WPEN presents the best of today's adult contemporary music by artists like Barry Manilow, Chicago, Linda Ronstadt, The Beach Boys, Barbra Streisand, Elvis Presley, The Beatles, and The Bee Gees. Plus Philly's favorite hits from the past. Weaving it all together is a team of professional air personalities who know Philadelphia and how to entertain Philadelphians.

When it comes to news, WPEN keeps its listeners informed with more than 20 newscasts a day. National and international news is gathered from AP, UPI and ABC—but the WPEN staff of experienced professionals puts the emphasis on reporting the stories that directly affect the lives of our listeners. And with custom reports from the GO Patrol helicopter, WPEN is literally on top of Philadelphia during key drive times.

In this sports-crazy city, WPEN has comprehensive coverage of all the Philadelphia teams and sporting events around the world. And WPEN is the exclusive radio home of Sixer's NBA basketball play-by-play.

For a delightful break in the music and information, how about some of Philly's funniest jokes told by Philly's funniest people — WPEN listeners. They're heard every morning when it's "Worst Joke of the Day" time on WPEN.

And who can resist a tricky, brain-teasing trivia question, especially when there's an appealing prize on the line? WPEN listeners enthusiastically join in "Trivia Game" fun throughout the day.

Music. News. Sports. Entertainment. 95 WPEN has the best of them all!







### **News Staff**

Art Andrews, News Director and Morning Anchor Elaine Soncini, Afternoon Anchor Brandon Brooks, Night Anchor supported by a news staff of five reporters

#### Schedule

Complete newscasts are heard five minutes before the hour. During morning drive time from 6 to 9 a.m., additional newscasts are heard at five minutes before the half hour.

#### **News Sources**

In addition to the direct reporting of the local news team, WPEN is served by the world-wide facilities of the ABC Radio Network, and AP and UPI news wires, plus AP Audio service from the state capitol in Harrisburg and the ARCO GO Patrol helicopter. In addition, the news room has direct lines to the Trenton and Harrisburg governors' offices and Philadelphia City Hall.

### **News Content**

Although a day's news events govern the content of each newscast, the WPEN news team aims to achieve a news range of approximately 60% local news, 35% regional and 5% national and international. All newscasts are prepared to deliver the essential facts in a crisp and concise, yet always congenial, fashion, with an emphasis on actual reports from the news scene whenever possible.



### WIPEN AIR PERSONALITIES:

Geoff Fox 6-10 a.m.

One of Philly's funniest people, going one-on-one with a lot more of Philly's funniest people — especially during "Worst Joke" time. That's a highlight of Geoff's morning show. But he brings more than a sharp sense of humor to the WPEN microphones. From his college training (Emerson in Boston) through air stints in Charlotte (WBT), Cleveland (WGAR) and Phoenix (KRUX), he has developed a keen understanding of the role of radio in the lives of listeners and the professional skills to live up to it.

Chris McCoy 10 a.m.-2 p.m. Chris and his mid-day listeners become involved with each other. His popular Trivia Game keeps them calling and guessing, and his tales of new home ownership and life in the suburbs (Audubon, N.J.) has them nodding in agreement. It takes a pro to build an audience relationship like that, and that's what Chris is. He handled a variety of air shifts and management responsibilities (including sports color) at stations in Vineland, Ocean City and Atlantic City prior to signing on at WPEN.

Joe Niagara 2-6 p.m.

The name is synonymous with radio in Philadelphia. A native of the city, Joe brings a loyal and large following to his afternoon show on WPEN, a following built over the years on WCAU, WFIL and WIBG, plus his own TV dance parties and guest shots on numerous local TV shows. When Joe talks, Philadelphia listens, and when he plays music, Philadelphia knows they're going to hear their favorites. Joe's happiest when within reach of a microphone or a tennis racquet.



### WITEN AIR PERSONALITIES:

Mike St. John 6-10 p.m. Sunday 7 p.m.-midnight Mike started in radio while still in high school, and lists radio and TV shows, live oldies broadcasts and concerts and theatrical work among the career stepping stones to his popular evening broadcasts on WPEN. Mike's Sunday Night Oldies Show ranks as one of the city's top-rated shows. Music is one of his biggest interests, off the air as well as on, and his listeners appreciate his knowledge and sensitivity in the field.

Mark Thomas 10 p.m.-2 a.m. Saturday 3-8 p.m.

Keep the music rolling! That's the philosophy that guides Mark's 10 p.m.-2 a.m. shift on WPEN. Mark's experience on the air (the morning show at WIBG and Program Director responsibilities at top stations in Reading, Atlantic City and Wilkes-Barre) and off (as record producer for MGM and Sussex) have prepared him well to carry it off. When he's not involved in the world of music, Mark works with charitable organizations like Easter Seals and the National Association for Retarded Children.

Mike Landry 2-6 a.m.

Born in South Philly, raised in West Philly, a diehard Phillies fan who attended Temple, Mike is the kind of guy local listeners relate to. Especially the all-nighters who count on his warm and witty style to help them through the wee hours of the morning. Mike has been a Program Director and was mid-day man at WMID — in Atlantic City before joining WPEN. (That mid-day background comes in handy, since Mike's air hours make him the "mid-day man" for thousands of area night workers.)





The Magic <sup>SM</sup> Music of WMGK FM 103 is one of the extraordinary success stories of recent American radio history.

From the day it went on the air more than three years ago, WMGK has caused comment and conversation and quickly built a solid base of loyal listenership that continues to grow. And it started a wave of imitative formats across the country, anxious to match the success of WMGK in attracting audience and delivering results for advertisers.

Most remarkable is that the secret behind this "revolutionary" idea in radio programming is just common sense:

"Play only the best of contemporary songs and singers, but leave out the noise and the nonsense. Keep the musical blend comfortable and familiar, and talk only when you have something to say. Limit the number of commercials so each is showcased clearly and comfortably."

A simple idea? Yes. But one that requires constant evaluation and adjustment of the musical selection to suit the evolving tastes and preferences of a sophisticated and sensitive listening audience.

What kind of artists perform Magic Music?

Here are a few:

Neil Diamond

Barbra Streisand

Billy Joel

James Taylor

**Barry Manilow** 

Linda Ronstadt

John Denver

Roberta Flack

The Bee Gees

SM-Greater Media, Inc.



### WMGK AIR PERSONALITIES:

### Peter Davis Mornings

A Billboard Magazine "1976 Radio Personality of the Year", Peter brings a poised professional touch to Magic mornings. He's a graduate of Barrington College in Rhode Island, who polished his broadcast skills at several New England stations, including WPRO in Providence.

### Chris Gable Afternoons

Chris' obvious rapport with the Magic audience is due in large part to the fact that he's very much one of them. A university graduate (Penn State), he enjoys sports (tennis and swimming) and gourmet cooking. Chris was Program Director at WQWK in State College, Pa. before joining WMGK

### Mike Bowe Evenings

Mike, WMGK's evening host, keeps in close touch with his audience, MC'ing discos and other musical events throughout the area. A native of suburban New Jersey, Mike graduated from Brown Institute of Broadcasting in Minneapolis, before launching a successful radio career in his home area.

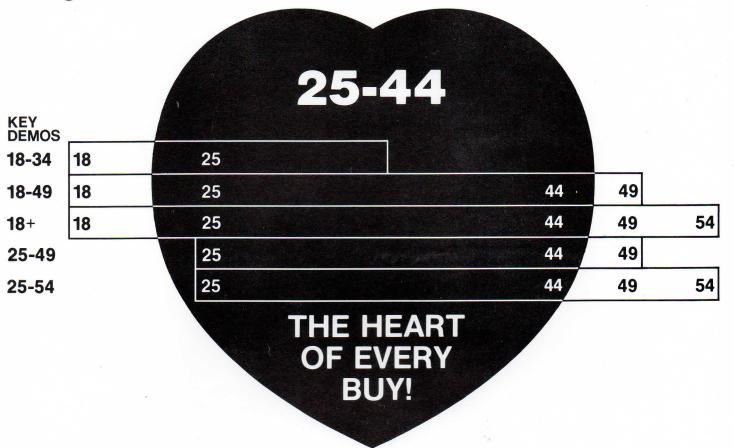
### Steve Gaddie Late Nights

Through the night, Steve presents Magic Music with a warm and sensitive approach developed in a versatile radio and TV career that has taken him through Europe and New York, back to his hometown of Philadelphia. Steve attended Cambridge University in England while serving with Armed Forces broadcasting.

### RESEARCH



# The Philadelphia Combination goes to the "Heart of Every Buy"!



No matter what key demo you're after, the heart of your target is 25-44. And WPEN + WMGK is No. 1 Adults 25-44!

	ADULIS	MEN	WOMEN
(WMGK/WPEN)	<b>#1)</b> 21,700 #	1)11,100	<b>#2)</b> 10,600
WIP	19,800	8,400	11,400
WDAS-FM	19,200	9,600	9,600
WUSL	16,500	7,000	9,500
WWSH	12,600	5,100	7,500
KYW	12,300	5,900	6,400
WDVR	10,200	2,800	6,400
WFIL	9,600	3,600	6,000
WIFI	9,400	4,100	5,300
WIOQ	9,100	6,100	3,000
WYSP	8,400	5,600	2,800
WMMR	8,000	6,000	2,000
WCAU-AM	7,000	3,600	3,400
WCAU-FM	6,500	2,700	3,800

ADIII TO

WOMEN

TOTAL PERSONS 25-44 — Source: Arbitron, Philadelphia Metro; Oct/Nov -78, Monday-Sunday, 6 a.m.-midnight, Avg. ¼-hour.

### **ADVERTISING**



We believe in advertising to promote listenership to your commercial...



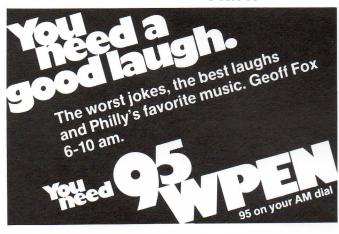
Joe Niagara is back!

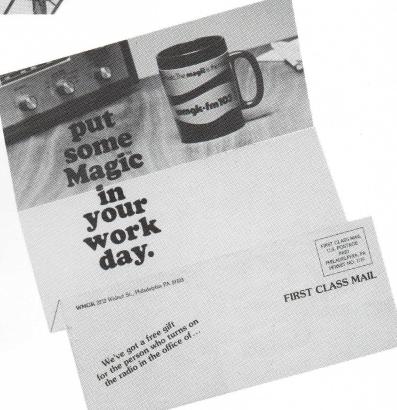
AFTERNOONS 2-6

**DIRECT MAIL** 

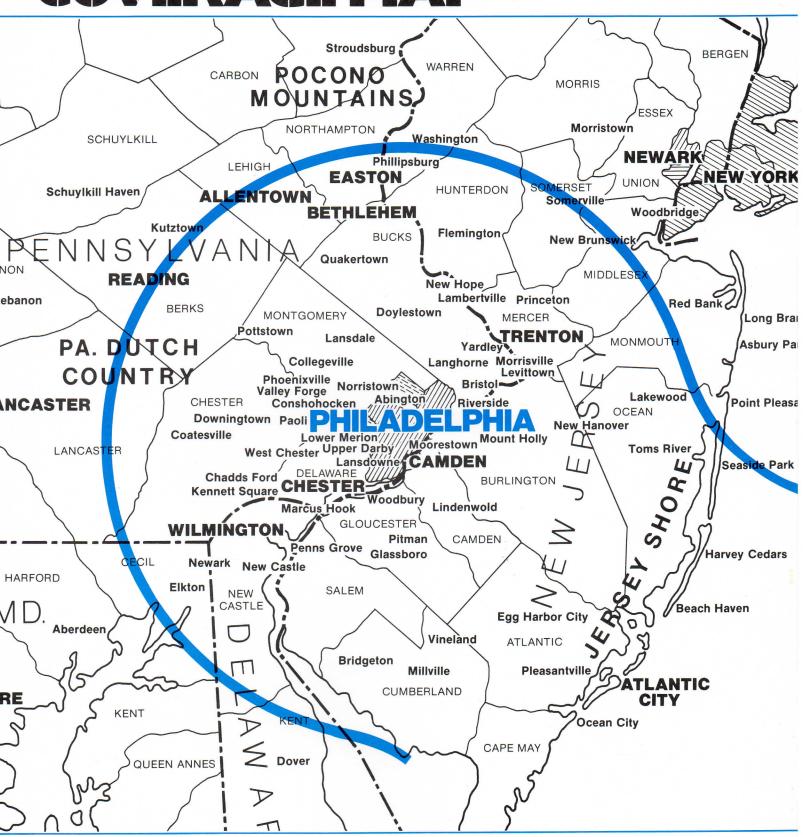
### **OUTDOOR**

### **PRINT**





### VYPEN 95AM COVERAGE MAP



5,000w/24 hours

.5 millivolt/meter contour



### VYMGK 103 FM COVERAGE MAP



50,000w (horiz; vert)/stereo/24 hours

50 microvolt/meter contour



### RATES



RATE CARD: #8

Effective: 8/1/78

### WPEN-AM and WMGK-FM RATE CARD

### TIME CLASSIFICATIONS

AM DRIVE	(AMD)	5:30AM -	10:00AM	MONDAY-FRIDAY
DAYTIME	(DAY)	10:00AM -	3:00PM	MONDAY-FRIDAY
PM DRIVE	(PMD)	3:00PM -	8:00PM	MONDAY-FRIDAY
SATURDAY	(SAT)	10:00AM -	3:00PM	SATURDAY
EVENING	(EVE)	8:00PM -	1:00AM	MONDAY-SUNDAY
WEEKEND	(WKD)	5:30AM -	10:00AM	SATURDAY
n	"	3:00PM -	8:00PM	SATURDAY
n	"	5:30AM -	8:00PM	SUNDAY
OVERNIGHT	(OVN)	1:00AM -	5:30AM	MONDAY-SUNDAY

### ONE MINUTE ANNOUNCEMENTS

WEEKLY RATE	<u>6 X</u>	<u>12X</u>	<u>18X</u>	24X
PMD/SAT	\$147	\$141	\$135	\$129
DAY	\$141	\$135	\$129	\$123
AMD	\$135	\$129	\$123	\$117
EVE	\$ 82	\$ 76	\$ 73	\$ 70
WKD	\$117	\$111	\$105	\$ 99
OVN	\$ 24	\$ 22	\$ 20	\$ 18

WPEN+WMGK/One Bala Cynwyd Plaza/Bala Cynwyd PA 19004/(215) 879-6000

### TOTAL AUDIENCE PLANS

PLAN	I	1/3	AMD	1/3	PMD/SAT	1/3	EVE
PLAN	II	1/3	AMD	1/3	PMD/SAT	1/3	WKD
PLAN	III	1/3	DAY	1/3	EVE	1/3	WKD
PLAN	IV	1/3	PMD/SAT	1/3	EVE	1/3	WKD

### TOTAL AUDIENCE PLAN RATES

	<u>6 X</u>	<u>12X</u>	<u>18X</u>	24X
PLAN I	\$690	\$1320	\$1890	\$2400
	(\$115)	(\$110)	(\$105)	(\$100)
PLAN II	\$756	\$1440	\$2070	\$2616
	(\$126)	(\$120)	(\$115)	(\$109)
PLAN III	\$648	\$1224	\$1746	\$2208
	(\$108)	(\$102)	(\$97)	(\$92)
PLAN IV	\$660	\$1248	\$1782	\$2256
	(\$110)	(\$104)	(\$99)	(\$94)

WPEN-AM ONLY - 60% of above rates

WMGK-FM ONLY - 80% of above rates

### SUPER SATURATION - TOTAL AUDIENCE PLANS

### PLAN I

	<u>6 X</u>		12X			18X			24X	
	WPEN	WMGK	WPEN	WMGK	1	WPEN	WMGK		WPEN	WMGK
AMD	2	-	3	2		4	2		6	3
PMD/SAT	1	1	2	1		4	2		4	2
EVE	$\frac{1}{4}$	$\frac{1}{2}$	<u>3</u>	$\frac{1}{4}$		$\frac{4}{2}$	$\frac{2}{6}$		$\frac{6}{16}$	3/8
	\$31	8	\$57	6		\$79	92		\$98	4
	(\$5	3)	(\$4	8)		(\$4	14)		(\$4	1)

### PLAN II

	6	X	1	2 X	1	8 X	2	4 X
	WPEN	WMGK	WPEN	WMGK	WPEN	WMGK	WPEN	WMGK
AMD	1	_	2	1	4	2	4	2
PMD/SAT	2	1	4	2	4	2	6	3
WKD	$\frac{1}{4}$	$\frac{1}{2}$	$\frac{2}{8}$	$\frac{1}{4}$	$\frac{4}{12}$	$\frac{2}{6}$	$1\frac{6}{6}$	$\frac{3}{8}$
	\$34	8	\$63	6	\$86	4	\$10	80
	(\$5	8)	(\$5	3)	(\$4	8)	(\$4	5)

### PLAN III

	6	X	1	2 X	1	8 X	2	4 X
	WPEN	WMGK	WPEN	WMGK	WPEN	WMGK	WPEN	WMGK
DAY	1	12	2	1	4	2	4	2
EVE	2	1	4	2	4	2	6	3
WKD	$\frac{1}{4}$	$\frac{1}{2}$	$\frac{2}{8}$	$\frac{1}{4}$	$\frac{4}{12}$	$\frac{2}{6}$	$1\frac{6}{6}$	$\frac{3}{8}$
	\$28	2	\$50	4	\$72	0	\$88	8
	(\$4	7)	(\$4	2)	(\$4	10)	(\$3	

### PLAN IV

	6	5 X	1	2 X		18X		24X
	WPEN	WMGK	WPEN	WMGK	WPEN	WMGK	WPEI	WMGK
PMD/SAT	1	_	2	1	4	2	4	2
EVE	2	1	4	2	4	2	6	3
WKD	$\frac{1}{4}$	$\frac{1}{2}$	$\frac{2}{8}$	$\frac{1}{4}$	$\frac{4}{12}$	$\frac{2}{6}$	1 <u>6</u>	$\frac{3}{8}$
	\$28	38	\$51	6	\$7	38	\$ 9	912
	(\$4	18)	(\$4	3)	(\$	41)	( 5	38)

#### TOTAL COVERAGE PLAN

	<u>6 X</u>	<u>12X</u>	<u> 18X</u>	<u>24X</u>
AMD	2	3	4	6
DAY	1	2	3	4
PMD/SAT	1	2	3	4
EVE	1	3	4	6
WKD	1	2	4	4
	\$720	\$1320	\$1890	\$2400
	(\$120)	(\$110)	(\$105)	(\$100)

#### TOTAL COVERAGE PLAN

### SUPER SATURATION

	6	X		12X	1 8	8 X	24	4 X
	WPEN	WMGK	WPEI	<u>WMGK</u>	WPEN	WMGK	WPEN	WMGK
AMD	1	1	2	1	4	2	4	2
DAY	1	-	2	1	2	1	4	2
PMD/SAT	1	1	1	-	2	1	2	1
EVE	1	-	2	1	2	1	4	2
WKD	_	-	1	1	2	1	2	<u>1</u>
	4	$\overline{2}$	8	$\overline{4}$	$1\overline{2}$	6	16	8
	\$30	6	\$.	564	\$81	0	\$103	3 2
	(\$5		(	\$47)	(\$4	5)	(\$4)	3)

RATE PROTECTION - 13 WEEKS FROM EFFECTIVE DATE OF INCREASE ON ALL ABOVE RATES 30 SECOND AND 10 SECOND ANNOUNCEMENTS - 80% OF THE MINUTE RATE.

#### WPEN ONLY

THE JAY LAMONT SHOW - SUNDAY, 8AM-11AM

\$50.00 PER ANNOUNCEMENT

MINIMUM ORDER - 13 WEEKS

EXCLUSIVITY - 6 ANNOUNCEMENTS PER WEEK

#### SPECIAL PACKAGES

### I. OVN & WKD\*

	WPEN	WMGK	WPEN	$\underline{WMGK}$	WPEN	WMGK
OVN	4	4	8	8	12	12
SAT/SUN	<u>2</u>	$\frac{2}{6}$	$1\frac{4}{2}$	$\frac{4}{12}$	$\frac{6}{18}$	<u>6</u> 18
	\$204 (\$17		\$384 (\$16		\$ 5 ( (\$-	04 14)

### II. BEST TIMES AVAILABLE\*

	WPEN	WMGK	WPEN	$\underline{WMGK}$	WPEN	$\underline{WMGK}$
MON/SUN 5AM-1AM	6	6	12	12	18	18
	\$396 (\$33)		\$744 (\$31)		\$1044 (\$29)	

ALL SPECIAL PACKAGE RATES ARE NET TO STATION - BTA ANNOUNCEMENTS ARE PRE-EMPTIBLE. . .MUST BE PURCHASED ON COMBINED STATION BASIS.

30 SECOND ANNOUNCEMENTS SAME RATE AS 60 SECOND ANNOUNCEMENTS.

## WPEN WMGK

One Bala Cynwyd Plaza/Bala Cynwyd PA 19004 (215) 879-6000

