

SALES PROMOTION & RESEARCH . 2501 BRADLEY PLACE, CHICAGO, 60618 . 528-2311

You've heard that Chicago is America's hottest radio market. Here's a great short story on a great reason why --- WGN's own Wally:





A MORNING WITH WALLY PHILLIPS

CHICAGO DAILI NEWS, JANUART 15, 1966

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By Bob Smith

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P: "I'm calling from Chicago and I'd like to apply for a job with your company.'

G: "Well, you would have to fill out some of our forms."

P: "No, I can't be bothered with that. I'm shooting for the top. I hear you need a new board president and I think 600 thousand is a good, living wage."

G: "I'm sorry, sir, but you wouldn't be allowed to apply for that position."

P: "I'm sorry, too. But I'm willing to go down a little. Do you have anything for around 300 or 400 thousand a year?"

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P: "Oh, that's all right. But listen . . . do you know of any good openings at Ford?"

The girl chuckled. So did the Phillips listeners, several hundred thousand of them. It wasn't historic comedy, but it does give you an idea of what happens during Phillips' morning madhouse.

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best people in Chicago. Wally made it, of course. His paragraph read:

"Wally Phillips, disk jockey. Answers questions, talks on telephone, tells terrible jokes, solves problems, plays records, reads commercials, does it all so that it's entertaining. A swinger who's not too far out, comes on as an appealing, unpretentious personality who likes his job and the people who listen to him."

It's all true. The only tribute that might be added is that Phillips works his head off during those 23 hours of WGN time he fills every week.

It flows so smoothly out of the radio speaker . . . Phillips making insane phone calls, his listeners calling him, the witty lead-ins to the records and commercials and the friendly sparring matches with announcer Lloyd Pettit.

And Phillips gets it all on the air as easily as you might wrestle an alligator. His battle ground is a small studio on the second floor of WGN's North Side plant. He sits, in shirtsleeves, at a large, cluttered desk in the corner. He has three phones, a microphone, a calendar, an almanac, a music schedule and a pile of com-

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Phillips completes the call. A housewife was worried because her baby was premature and, at 14 months, it still wasn't sitting up. Now, as the conversation is being played back, Phillips has a 10-second wait.

During the gap, Keller says, "When your day is colored gray." Phillips is shuffling through papers. He doesn't appear to have heard Keller. But, a few minutes later, Phillips winds up some nonsense with, "I wonder what color it is outside." Bang, a commercial starts. And the first line is, "When your day is colored gray."

By now there's another call. A housewife wants to tell that other housewife not to worry about the baby. This housewife says it takes a premature child four or five years to catch up.

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Perhaps he knows darn well what happened to Clyde Mc-Coy. But, within the next hour, three or four people may call to fill him in on Clyde McCoy. And one of them may add, "Say, Wally, do you know where can I get a stuffed twoheaded buffalo?" And, chances are, somebody else will call offering the whereabouts and price of a two-headed buffalo.

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