

the
Conclave Presents

THE TATTLER

Since 1975

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The Conclave kicks off its FIFTH season of webinars for the radio and digital media industries with our 67th presentation: "THE RULES OF RADIO #4" with broadcast attorney **Gregg Skall of Womble, Carlyle, Sandridge & Rice**. This FREE Conclave webinar will be presented on Thursday September 27th beginning at 3:00pm Eastern (2p CT, 1p MT 12n PT). Please allow about 90 minutes for this info-packed discussion! The content of this webinar will review important rules and regulations that every licensed broadcaster must adhere to, but is also good information for those that create podcasts or run internet radio stations. While these enterprises are not regulated in the same manner as over-the-air radio, this information is a basic template of "best practices" that can not only help guide you to success, but protect you from legal exposure and expensive litigation. Covered in this FREE presentation will be the concepts of sponsorship issues including sponsor ID rules, product placement, payola/plugola, and candidate/issue advertising liability. Regarding programming issues, you'll learn about the basic and updated rules regarding obscenity and indecency, hoaxes, broadcasting telephone calls and the rules regarding endorsements and testimonials. REGISTER for the free Conclave webinar here: <https://www1.gotomeeting.com/register/646409480>. AND - make room on your schedule for "THE RULES OF RADIO #5" which will be presented on Wednesday October 17th at 3:00pm Eastern time. Conclave webinars are produced and hosted by Board of Directors member **Jay Philpott**, air talent at **Hubbard Radio's** 106-5 The Arch/St. Louis

Tomorrow (Friday 9/21) marks the deadline for applications for the position of Executive Director of the **Conclave** to be sent. Said retiring head of the Conclave **Tom Kay**, "The Conclave stands alone in the industry as a beacon of education, inspiration and hope. For 37 years, it has represented the best the industry

has to offer, mentoring thousands of broadcasters, students and teachers. I've been so proud to be a part of what the Conclave has become, and know that the next Executive Director will find similar edification in the position. If you've been in the business in any managerial, programming and/or on-air capacity for at least 7 years, or have a comparable non-profit professional profile, let the Conclave know you're interested. Who knows? YOU might lead this wonderful organization for the next 37 years!" Applications will be accepted until tomorrow. You'll find a complete job description and all application requirements in the JOBS section of this TATTLER.

Mark Masters, CEO of **Talk Radio Network**, has launched a new organization looking to represent Independent Radio Syndicators, Networks, Journalists And New Media: *The Organization Of Independent Radio Syndicators, Networks, Journalists And New Media Companies*. As part of the new entity's mission statement, it says in part "For too long independent content producers, such as syndicators and networks representing satellite-delivered programs, along with independent news organizations and investigative journalists, have stood alone, subject to the whims of individuals and corporations which see their singular vulnerability of being alone in a tough media environment as a weakness to be exploited." Masters, who was named Chairman of the group, recently brought suit in U.S. federal court for the Central district of California against **Dial Global**, alleging that the rival syndicator violated anti-trust and monopoly laws. Masters said in a press release, "This is a sad but necessary day for us. But the steps we take today are for the sake of the entire community of independent spoken word syndicators, and independent radio networks who depend on outside sale(s) representation for their very financial survival." The organization's President, **William Crawford** said this about the formation of the organization: "Today, I am proud to announce a new non-profit organization designed to assist the community of independent radio syndicators, networks, journalists and new media companies. We have discovered an amazing kinship with most everyone we have spoken with about the issues this organization addresses. When the idea for creating this organization was finally floated about, the response was so overwhelmingly positive that we have molded [a] Mission Statement and Statement of Purpose out of the very input of the independents we have spoken with. The main purpose of the organization is to provide educational information and other support to its membership." Additional information on the organization, and the Mission Statement, can be found at <http://www.independentradiosyndicators.org>.

the
Conclave Webinars

THE RULES OF RADIO #4

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Conclave Webinars are FREE! Visit www.theconclave.com for details!

**Conclave
Webinar!**

Thursday
September
27

at

2P CT!
It's free!

Sign up now!!

THE CONCLAVE, 4517 Minnetonka Blvd #104, Minneapolis, MN 55416

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The Learning Conference

ATTENTION - PAST LEARNING CONFERENCE ATTENDEES!

If you've attended a Learning Conference in the past 3 years but did not attend in 2012, you're being sent an invitation to participate in a 'past attendees' survey conducted by Coleman Insights. Please take the time to visit the survey link, and complete the questionnaire. Your opinion will help us build a better Conclave Learning Conference. Please respond by September 28th! THANK YOU!

The **NAB Radio Show** is going on in Dallas through tomorrow, and unfortunately all *TATTLE* reporters have been busy with breaking news stories in other parts of the world like Egypt, Libya, and Fargo. So, we present some links to industry websites and publications who ARE covering the Dallas event because we don't want you to miss a thing!

All Access (3 links) -RAIN Summit:<http://www.allaccess.com/net-news/archive/story/110458/rain-summit-dallas-looks-at-internet-radio-s-future>. Day 1:<http://www.allaccess.com/net-news/archive/story/110431/the-radio-show-gets-underway-in-dallas>. Day 2 : <http://www.allaccess.com/net-news/archive/story/110432/it-s-day-two-of-the-radio-show-in-dallas>.

RadioInfo.com (2 links) -<http://www.radioinfo.com/2012/09/19/wednesday-september-19-2012/> and <http://www.radioinfo.com/2012/09/20/thursday-september-20-2012/>

Radio Ink (general daily news headlines)-<http://www.radioink.com/>

Inside Radio (general daily news headlines)-<http://www.insideradio.com/>

As it does during every NAB Radio Show, *Radio Ink* announced its 2012 *Radio Ink Radio Wayne Award* winners in Dallas. **Adelante Media Group** chief **Jay Meyers** took honors as America's Best Broadcaster, while the Market Manager award went to **Charlie Morgan**, SVP and market manager for **Emmis/Indianapolis**. Other winners include: General Manager of the Year- **Toni Snyder**, **American General Media**, Bakersfield, CA. National Sales Manager of the Year- **Michael DeAmicis**, **Radio One**, Atlanta. General Sales Manager of the Year- **Matt DeVoti**, **WDHA/WMTR**, **Greater Media**, Morristown, New Jersey. Streetfighter of the Year (AE)- **Traci Kloss**, **WPEN-AM & FM**, **Greater Media**, Philadelphia. Director of Sales of the Year- **Matt Mills**, **WTOP**, **WTOP.com**, and **FederalNewsRadio.com**, **Hubbard Radio**, Washington, DC. The NAB's own *Marconi Awards* will be presented tonight.

Listeners apparently like THIS Net too: **Arbitron** reported in its September 2012 *RADAR* (Radio's All Dimension Audience Research) Radio Network Ratings that over 184 million Persons 12 and older, or approximately 71% of this demographic, heard one or more network radio commercials in an average week of the survey period.

He's Baaack. **Michael Steele**, Head Of Programming & Marketing for *The Billy Bush Show*, is returning to his Midwest rooms

becoming Dir./Operations for **Northern Lights** Hot AC **KTWN**/Minneapolis, starting October 2nd. Said **KTWN** SVP/GM **Sam Elliot Gagliardi**, "I've known of Michael and his work for a long time and have admired what he has accomplished. His diverse music background and work with major talent are the things that match up perfectly with what our plans are for K-TWIN. I truly feel we have a unique opportunity here in Minneapolis to do some things differently and that appealed to Michael — we are locally owned, willing to take risks and are committed to truly being the hometown radio station. I can't wait for him to start." Michael, who began his ascent to fame and fortune under the tutelage of the late **Dan Kieley**, told the folks at *All Access*, "Let me get this straight...local owner? Check. Live local airstaff? Check. Huge promotional budget? Check. Resources of the **Minnesota Twins** and **Target Field**? Check. I get to be creative and program radio without 11 guys looking over my shoulder? OK sign me up! Seriously...gigs like this don't exist anymore. You know it has to be pretty special for me to leave my home and life of the last 15 years here in L.A. But when we weighed everything out the opportunity for me, my wife **Keri** and little girl **Marley** have in Minneapolis/St. Paul is just amazing...I have to thank the **Pohlad** Family, **Twins** President **Dave St. Peter** and SVP/GM **Sam Elliot** for putting their faith in me to create a product with incredible stationality and vibrant personalities. Minnesota Twins baseball on a music based FM radio station? It's gonna be incredible!" Besides his work with Kieley at **KQKQ & KDGE/Omaha**, he's also haunted fine stations like **KIIS-FM** and **INDIE 103/Los Angeles**, as well as **KFBM-FM/San Diego** and **WEDJ/Charlotte**.

Two longtime Midwest family owners are concluding a major deal in Fargo. **Duke Wright's Midwest Communications** is buying **Jim Ingstad's Radio Fargo-Moorhead** cluster of stations for \$25 million. The stations include **Talk KFGO-AM**, **Sports KVOX-AM**, **Country KBVB (Bob 95 FM)**, **Top 40 WDAY-F (Y94)**, **Talk KRWK (101.9 TALK FM)**, and **Adult Hits KMJO (104.7 Popster FM)/Fargo-Moorhead**. In a press release, Ingstad said, "It's been an honor the last six years to be part of the best broadcast team I've ever had the privilege to work with. I consider **Duke WRIGHT** and **Midwest Communications** to be one of the finest broadcasters in the country and I know **Duke** and his team will continue the tradition of excellent broadcasting with the **Radio Fargo-Moorhead** group." **Duke** responded with, "We are a family-owned and operated broadcast company with over 54 years in the radio business. The **Radio Fargo-Moorhead** properties are among the top rated facilities in the country. We are very excited about becoming involved with these great radio stations."

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July 2013
Minneapolis

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With the rise of talk radio over the past decade, it shouldn't come as a surprise that many local talk show hosts are putting their political money where their mouths are by running for public office – with many of these same hosts running into unique 'equal time' situations. The latest is **Pat Snyder** is the morning drive host on **Midwest Communications** news/talk combo WSAU-AM/FM, Wausau, Wisconsin. He's also a Republican candidate for State Assembly. But Midwest wasn't ready to take him off the air until it had to. *The Wausau Daily Herald* reports that since Snyder worked until August 30 – almost two weeks after Democrat **Mandy Wright** became his opponent on August 14 – Wright became eligible for equal time compensation. So the station will give Wright five-and-a-half hours of time in the form of commercials to air between now and election day. She tells the paper she's happy with the deal and that the station was "amicable" in dealing with her. Snyder and Wright will run for the 85th Assembly District seat being vacated by Democrat **Donna Seidel**, who will be running in a special recall election against incumbent Sen. **Pam Galloway** (R-Wausau) for a Senate seat.

Journal Broadcast Group/Wichita has hired programming veteran **Justin Case** as OM, replacing **Beverlee Brannigan**, now at **Journal/Milwaukee** as VP/Programming. Case will serve as PD for Country KFDI, as well as oversee the rest of the six-station cluster.

A husband-wife team has been tapped for morning drive at **Cumulus AC WRRM/Cincinnati**. **Bob Goen** and **Marianne Curan** join the Cumulus outlet on 10/1. He's known for his work on **Entertainment Tonight**, **The Miss Universe Pageant** and a variety of game shows. She's an improvisational comedienne seen frequently on FOX, ABC, HGTV, in sitcoms as well as a dozen appearances on **The Tonight Show** with **Jay Leno**. Joining the duo as producer is Chicago native **Sam Alex**.

Legendary call letters WCKG return to the radio dial (LED display?!). Talk daytimer WJJG-AM/Elmhurst, IL-Chicago began broadcasting under the new identity yesterday!

Seehafer Broadcasting AC WLKN (Lake 98.1)/Cleveland-Sheboygan-Manitowoc, WI PD/morning jock **Chip Ramsey** has become the new PD/morning driver at **Dot Com Plus LLC Sports WNSP** (Sports Radio 105.5)/Mobile.

CCM+E AC KYYY (Y93)/Bismarck has flipped from hot AC to top 40.

Michael Damsky is joining *Accuradio* as EVP/Sales.

Warner Music Nashville's W.A.R. team has tapped longtime Midwest promotion guy **Tom Martens** as their new Southeast Rep.

Jim Curry, news director for WJAG/Norfolk (NE), has accepted a position with **Northeast Community College** in Norfolk, and his last day on the air will be Friday, Sept. 21. Jim has been with WJAG for 32 years!

The TATTLER is an aggregator of industry news and views about the participants in all the events and activities of the non-profit Conclave. The opinions expressed on these pages do not necessarily reflect the views of the Conclave Board and/or Conclave sponsors. Differing opinions are welcome. Email: mailto:tomk@theconclave.com



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TATTLER Jobs

The Conclave is seeking its next **Executive Director**. The Executive Director reports to the Conclave's Board of Directors, and is responsible for the organization's consistent achievement of its mission and financial objectives. The successful candidate will be a high impact, dynamic and visionary leader. Through the Executive Director, The Conclave will carry an achievement oriented media culture based on continuous teaching/learning principles."

Duties of the Executive Director position include: Manage The Conclave organization to achieve the goals of continuing education and scholarship donations, Formulate and execute major policies and programs to assure success and future growth, Execute the strategic and tactical plans of The Conclave, Recommend and manage annual budget, Protect the organization's 501 c3 non-profit status, Prepare and file all legal and IRS documents relating to The Conclave, Act as the organization's chief fundraiser, Identify and complete grant applications, Create and sell advertising opportunities within the organization, Solicit donations from patrons in and out of the broadcast industry, Manage the organization to create educational content and conferences, Contribute to and coordinate with all committees to present the Summer Learning Conference and other Conclave events, Coordinate the publishing of educational content on The Conclave media channels, Represent The Conclave within the media industry, Develop and maintain excellent relationships with members of the industry.

To be considered for this position, applicants should possess the following skills and requirements:

Education: Bachelor's Degree or equivalent work experience.
Experience: 7-10 years of broadcast or organizational leadership preferred. Budgeting and P&L, Sales, Fundraising or non-profit experience helpful. Skills: The ideal candidate will be highly organized, possess great attention to detail and have strong communication skills both verbal and written. Computer proficiency with MS Office; Word, Excel, and PowerPoint. Experience with website applications helpful. Experience with social media platforms such as Facebook and Twitter and how to use them as marketing tools is strongly desired.

Required Application Materials: Cover letter including salary and benefit requirements. Resume including at least three references.

Application Deadline: September 21, 2012

All applications must be submitted via email to: ExecutiveDirectorSearch@theconclave.com. Confidential recommendations of qualified individuals are also welcome.

Cumulus Radio-Des Moines is currently searching for a Sales Representative to join us in Des Moines for our five-station group that includes KGGO, KJJY, KHKI, KWQW, and KBGG The Champ! Cumulus is on the lookout for exceptional candidates to help drive the future of local media sales. We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance. Unlike other media sales organizations, we don't wait for the phone to ring. We target thousands of local companies with a highly tuned business-category focus and we introduce these companies to the power of radio. **JOB REQUIREMENTS** • New business to business experience preferred with recognition as top-performer • Minimum of 1 year outside sales experience required; 2 or more years preferred with ability to penetrate new business categories • Strong understanding of lead generation, CRM and account management • Cultivation of long standing client relationships • Media sales background preferred, not required • Knowledgeable in Microsoft Office applications (including Outlook, Word, Excel, PowerPoint, Internet/Intranet) Our Sales Representative positions enjoy: • Competitive Commission plan • Medical, Dental & Vision Insurance Package available • Paid Vacation & Holidays Cumulus is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits. For consideration for this position, please email your resume to: desmoinesradio.jobs@cumulus.com

Salem Communications Chicago is looking for Part Time Technical Producers! Do you understand what good radio should sound like? Can you run a board? Can you multi-task and think five steps ahead of "now?" Do you enjoy working with computers? Do you have an ear for production? Technical Producer duties include running the master control board, completion of internal paperwork (program logs, transmitter logs, discreps), isolating audio for show promos, and being proactive when problems occur. Experience with Prophet NexGen and Cool Edit Pro/Adobe Audition is preferred! Must be flexible and available to work various shifts including weekends. This is a part-time position. Please e-mail resumes and availability to: **Eric Thomas**, Operation Manager AM 560 WIND // New Choice Intelligent Talk AM 1160 WYLL // Chicago's Christian Talk e-mail: ethomas@salemradiochicago.com

Promotions Assistant (Part-Time) Wanted. Assist in daily activities of the 89 WLS and 94.7 WLS-FM Promotions Department, which includes coordinating and working events, coordinating the interns, managing the prize closet, mailing out prizes and assisting staff with other miscellaneous duties. Attention to detail, an extremely outgoing, positive attitude and a willingness to work hard are a MUST for this position. Must be willing and able to take initiative to openly engage listeners at events and maintain friendly demeanor when representing stations. Requirements: Ability to work in the office a maximum of two days a week (M-F) plus work events/promotions nights and weekends. (When needed) Must be over 21 years of age. Must have a valid drivers license and be able to operate a vehicle/van. Computer skills are a must. Must be able to lift equipment, 20LB plus. Motivated and outgoing. Hours: Variable 15+ hours per week, including some nights and weekends. Selection Process: Provide a resume and cover letter when applying. If interested, please e-mail your cover letter and resume to: chicagoradiojobs@cumulus.com. Please reference the following 3 things in your cover letter: Hiring Manager & Department Code (listed below) and where you saw this job posting. **Lindsey Arquilla** - Dept. AA, WLS-AM & WLS-FM, 190 N. State Street, Chicago, IL 60601, chicagoradiojobs@cumulus.com

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Mid-West Family Hot AC, "98.3 The Coast" seeks bright morning talent that is fun, entertaining, community driven, relates to AC lifestyle and works well with a highly motivated team. Experience with selector music software, production/imaging and Cool Edit required. Social media skills a real plus! Minimum 3 years on-air experience. Submit audio and resume to: jobopening@theradiostations.com.

Midwest Communications, Inc. is searching for a Creative and Enthusiastic Creative Director with the possibility of a mid-day or morning show on-air shift for the right person. This person would be working for Midwest's Duluth, MN Radio Stations. We're looking for someone who is well organized and has an eye for detail but can also get things done on a deadline. We are looking for someone who is willing to push themselves that extra mile. The Creative Director will be responsible for overseeing all elements of production including copywriting and producing commercials. This person SHOULD be proficient in Adobe Audition and Microsoft Office applications. A working knowledge of Wide Orbit Traffic and Wide Orbit Automation is preferred along with a minimum of two years radio experience. We offer a competitive salary and a full benefits package. If you have the goods, send a Resume, Cover Letter and at least 3 examples of work written and produced by you and an air-check to Mark Fleischer, Operations Manager, Midwest Communications, 715 E. Central Entrance, Duluth, MN 55811 or email mark.fleischer@mwcradio.com.

Chicago Urban Talker WVON is Looking For That Producer With Passion. WVON is looking for that next superstar Talk Show Producer! Candidate must have a passion for news and radio. Experience in booking guests, and the experience of thinking outside of the box to go after the big guests is a must. The ideal candidate knows how to run a control board and is proficient with Adobe Audition. Job description includes but not limited to updating website daily, submitting audio daily from the show to production for promos. Maintaining a record of talk shows and planning ahead into the next week. The Producer will provide show prep to the host in the form of a detailed rundown of scheduled topics and guests with background info, bullet points, alternate views, and more. If you have what it takes to produce a legendary host on a legendary Chicago station, email the Program Director Todd@wvon.com Put "I am The Next Producer" in the subject line.

Do you know high school sports and understand it's impact on the local community? Are you a closer? Wanna work from home? Internet sports broadcasting company is in search of a few sales pros. If you live in or near the Akron, Medina, or Wooster areas, then we want to hear from you. Send resume and 3 solid references to: sellmysports@gmail.com

Whitewater Broadcasting is on the search for a its next station manager. If you have a background in sales and on-air and have been looking for your next step up the ladder, this is it! You'll oversee management at 2 of our properties while working closely with the sales and programming departments. Can you hit the numbers, drive the revenue, and be a part of the community? If so, send along your information to steve@g1013.com or mail them to: Steve Frey Whitewater Broadcasting, 2301 W. Main, Richmond, IN. 47374

Woodward Radio Group is accepting applications for future full-time air talent for our stations in the Green Bay/Appleton/Oshkosh market. Applicants should have at least 2 years of professional announcing experience. Knowledge of Adobe Audition and Audio Vault is a plus. CHR delivery with the ability to target a female demo both on-air and via social media is a must! Imaging experience will help you get to the top of the list! Apply online at www.wcinet.com/career.cfm.

Heritage CHR WBWB/B97 Bloomington, IN is looking for its next Morning Star! We need a team player who is capable of handling a morning show filled with phoners, content, and is also engaging! We are a small company so be warned, you will be doing extra duties outside of just an airshift. Production, remotes, social media, and minor web skills are also required. If you are ready to have some fun email us your demo along with a resume and cover letter telling us why you're the right person for the job! This is your chance to cheer on the Hoosiers and live in a laid back yet exciting Big 10 college town. Email: b97morningsearch@gmail.com (no larger than 4mb). Snail Mail: 304 State Road 446, Bloomington, IN 47401, attn: B97 Morning Search

A radio group with the same family majority ownership since 1922 is seeking a player for it news/agricultural reporting team. Duties include gathering and anchoring news as well as reporting for other day parts on three stations. Experience a must and knowledge of agricultural issues will be a big plus! Applicant must be a self-motivated go-getter with strong writing and news gathering skills. Potential candidate must be a great team player and adaptable to the modern nuances of broadcast news, as well as perform duties for other departments as needed. Applications received by September 28, 2012 will be considered. Please send your resume and air check by mail to WJAG Inc.P.O. Box 789, Norfolk, NE. 68701

KXEL-AM News/Talk 1540, is looking for a morning show announcer to bring a live and local morning talk show to the Waterloo/Cedar Falls and Cedar Rapids, IA metropolitan areas. Qualified applicants will have two to three years of on-air talk radio experience. This is a highly visible position and you'll be expected to handle many appearances, do live remote broadcasts and get involved in the community. In addition, you must have good voice quality, be able to properly execute program format, operate all studio broadcast equipment, and have a high school education or equivalent. KXEL-AM is operated as one of 4 radio stations in Waterloo/Cedar Falls, Iowa by employee-owned **Woodward Communications, Inc.** Woodward Communications is an equal opportunity employer and does not discriminate in the hiring, training or promotion of employees by reason of race, color, religion, sex or national origin. We are engaged in a continuing effort to seek our prospective applicants for employment with our company. For consideration, apply online at <http://www.wcinet.com/career.cfm>.

All listings in The TATTLER represent equal opportunities and are provided free of charge. To place an ad, send particulars to: tomk@theconclave.com no later than Wednesday evening for Thursday publication. No calls unless otherwise specified.