

November 25, 1989

To Whom It May Concern:

At WRSF-FM (SURF 106) Gary Ratcliff managed to create a station that is a market leader...not only in ratings and billings but PROFITS.

Under Gary's very able management, SURF 106 has become the top billing radio station in our seven station group with increases approaching 300%. And the station is located in the smallest market we have stations in.

Gary has not only proven himself at SURF 106 but is also now working with our other General Managers in helping increase sales in our other markets.

Sincerely,



C.J. Jones  
President  
Chief Executive Officer

CJJ/m

## Jones-Eastern Radio, Inc.

11 Broad Street

• Charleston, S.C. 29401 •

(803) 722-5900

*Hot 94 AM/FM  
Charleston/Goose Creek*

*Surf 106 FM  
Nags Head, NC*

*Y103 AM/FM  
Myrtle Beach*

*B-100 AM/FM  
Wilmington, NC*