

1/23/95

Mr. Herman Guerrero  
Chairman  
3rd Marianas Constitutional Convention  
Post Convention Committee

Dear Mr. Chairman,


103.9 KZMI-FM and 1053 KCNM-AM "Coconut Country" are proud to provide our listeners, in Chamorro, Carolinian and English, the various amendment changes and additions to the CNMI Constitution brought forth by the 3rd Con-Con.

The 300 :60 second spots you have contracted for to air the proposed amendments and changes will help the indigenous people better understand the proposed changes and will enable them to make a proper choice come voting time.

The contracted spots total cost is \$4,000.

Thank you very much for your business. If there is anything I personally can do to assist the recording or airing process of the spots please don't hesitate to call on me.

Sincerely,

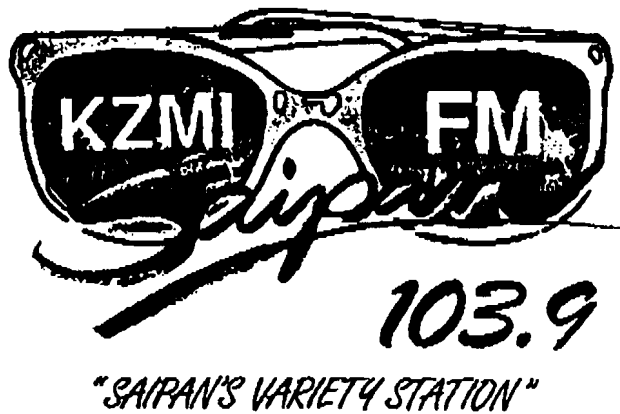
  
Hans W. Mickelson  
General Manager

[ . Specific programs  
+ times ]

Rec'd 1/24/96

INTER-ISLAND COMMUNICATIONS, INC., GROUP

P.O. BOX 914 SAIPAN MP 96950, USA · TELEPHONE: 234-7239 OR 8644 FAX: 234-0447



To: Alice Guerrero  
Joe Cruz  
CON-CON Office, C.N.M.I  
Fax # 235-0842

Fr: Mark Grizzard  
Account Executive  
KCNM AM \ KZMI FM

Re: Rate Proposal for Con-Con spots.

Hafa Adai, Alice\Joe

As per our conversation last week regarding advertising rates on our two stations, it is my understanding that most if not all Con-Con spots will run :60 seconds.

The proposed cost \ rate(s) are based on our current rate card for :60's with a discount factored in reflecting a bulk buy of 100 :60 sec spots.

frequency of air play on KCNM-AM and KZMI FM will be at your discretion, as for time's, I don't foresee any scheduling problems, if a problem should arise I will advise you as to the closes next available time(s).

When you are ready to record the spots, Just let me know at least 1 day in advance so I can have the recording studio available.

\*\*\* 100 :60 SECOND SPOTS: TOTAL COST: \$1,445.00 \*\*\*

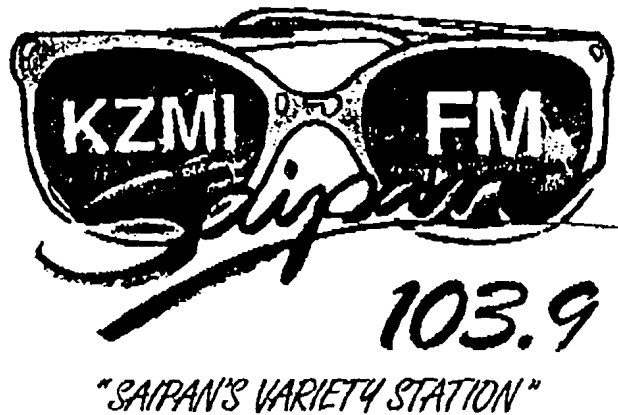
Spots that run longer than :60 seconds i.e: 1 1/2 minute's, 2 minute's, ect. ect. will be prorated.

Any spot buy's after the initial 100 have been used, Will reflect the per unit price.

If you should have any questions or need more information please don't hesitate to contact me here at the station.

SI YU'US MA'ASE.

MARK GRIZZARD  
KCNM AM \ KZMI FM



To: Alice Guerrero  
Joe Cruz  
CON-CON Office, C.N.M.I  
Fax # 235-0842

Fr: Mark Grizzard  
Account Executive  
KCNM AM \ KZMI FM

Re: Rate Proposal for Con-Con spots.

Hafa Adai, Alice\Joe

As per our conversation last week regarding advertising rates on our two stations, it is my understanding that most if not all Con-Con spots will run :60 seconds.

The proposed cost \ rate(s) are based on our current rate card for :60's with a discount factored in reflecting a bulk buy of 100 :60 sec spots.

frequency of air play on KCNM-AM and KZMI-FM will be at your discretion, as for time's, I don't foresee any scheduling problems, If a problem should arise I will advise you as to the closes next available time(s).

When you are ready to record the spots, Just let me know at least 1 day in advance so I can have the recording studio available.

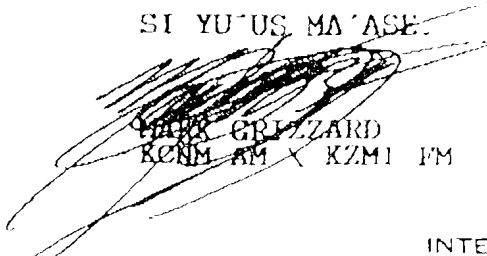
\*\*\* 100 :60 SECOND SPOTS: TOTAL COST: \$1,445.00 \*\*\*

Spots that run longer than :60 seconds i.e: 1 1/2 minute's, 2 minute's, ect. ect. will be prorated.

Any spot buy's after the initial 100 have been used, Will reflect the per unit price.

If you should have any questions or need more information please don't hesitate to contact me here at the station.

SI YU'US MA'ASE

  
MARK GRIZZARD  
KCNM AM \ KZMI FM

INTER-ISLAND COMMUNICATIONS, INC., GROUP

P.O. BOX 914 SAIPAN MP 96950, USA - TELEPHONE. 234-7239 OR 8644 - FAX. 234-0447

**TABLE 112: Favorite Radio Station (Y axis) by AGE [20+ years old] (X axis): Row Percent**

What is your favorite radio station?		age: 20+ (years)								ROW
		20 to 24	25 to 29	30 to 34	35 to 39	40 to 44	45 to 49	50 to 54	55+	TOTAL
<b>Hot 98</b>	freq.	13	11	11	10	5	2	1	1	54
<b>KRSI 97.9 FM</b>	row %	24.1%	20.4%	20.4%	18.5%	9.3%	3.7%	1.9%	1.9%	100.0%
<b>Power 99</b>	freq.	26	25	25	15	8	2	3	1	105
<b>KPXP 99.5 FM</b>	row %	24.8%	23.8%	23.8%	14.3%	7.6%	1.9%	2.9%	1.0%	100.0%
<b>KZMI 103.9</b>	freq.	10	26	32	27	8	10	5	6	124
<b>KZMI 103.9 FM</b>	row %	8.1%	21.0%	25.8%	21.8%	6.5%	8.1%	4.0%	4.8%	100.0%
<b>Family Radio</b>	freq.	2	5	11	7	6	6	4	4	45
<b>KSAI 936 AM</b>	row %	4.4%	11.1%	24.4%	15.6%	13.3%	13.3%	8.9%	8.9%	100.0%
<b>Coconut Country</b>	freq.	3	4	11	7	6	6	6	2	45
<b>KCNM 1053 AM</b>	row %	6.7%	8.9%	24.4%	15.6%	13.3%	13.3%	13.3%	4.4%	100.0%
<b>Other</b>	freq.	0	0	0	2	0	1	0	1	4
	row %	0.0%	0.0%	0.0%	50.0%	0.0%	25.0%	0.0%	25.0%	100.0%
<b>TOTAL</b>	freq.	54	71	90	68	33	27	19	15	377
	row %	14.3%	18.8%	23.9%	18.0%	8.8%	7.2%	5.0%	4.0%	100.0%

**TABLE 113: Favorite Radio Station (Y axis) by AGE [20+ years old] (X axis): Column Percent**

What is your favorite radio station?		age: 20+ (years)								ROW
		20 to 24	25 to 29	30 to 34	35 to 39	40 to 44	45 to 49	50 to 54	55+	TOTAL
<b>Hot 98</b>	freq.	13	11	11	10	5	2	1	1	54
<b>KRSI 97.9 FM</b>	col. %	24.1%	15.5%	12.2%	14.7%	15.2%	7.4%	5.3%	6.7%	14.3%
<b>Power 99</b>	freq.	26	25	25	15	8	2	3	1	105
<b>KPXP 99.5 FM</b>	col. %	48.1%	35.2%	27.8%	22.1%	24.2%	7.4%	15.8%	6.7%	27.9%
<b>KZMI 103.9</b>	freq.	10	26	32	27	8	10	5	6	124
<b>KZMI 103.9 FM</b>	col. %	18.5%	36.6%	35.6%	39.7%	24.2%	37.0%	26.3%	40.0%	32.9%
<b>Family Radio</b>	freq.	2	5	11	7	6	6	4	4	45
<b>KSAI 936 AM</b>	col. %	3.7%	7.0%	12.2%	10.3%	18.2%	22.2%	21.1%	26.7%	11.9%
<b>Coconut Country</b>	freq.	3	4	11	7	6	6	6	2	45
<b>KCNM 1053 AM</b>	col. %	5.6%	5.6%	12.2%	10.3%	18.2%	22.2%	31.6%	13.3%	11.9%
<b>Other</b>	freq.	0	0	0	2	0	1	0	1	4
	col. %	0.0%	0.0%	0.0%	2.9%	0.0%	3.7%	0.0%	6.7%	1.1%
<b>TOTAL</b>	freq.	54	71	90	68	33	27	19	15	377
	col. %	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	#####

**TABLE 118: Favorite Radio Station (Y axis) by RACE (X axis): Row Percent**

What is your favorite radio station?		Other					ROW TOTAL	
		Chamorro	Pacific Is.	Filipino	Korean/ Japanese	White		Other
<b>Hot 98</b>	freq.	14	13	12	3	7	5	54
<b>KRSI 97.9 FM</b>	row %	25.9%	24.1%	22.2%	5.6%	13.0%	9.3%	100.0%
<b>Power 99</b>	freq.	35	19	37	5	2	7	105
<b>KPXP 99.5 FM</b>	row %	33.3%	18.1%	35.2%	4.8%	1.9%	6.7%	100.0%
<b>KZMI 103.9</b>	freq.	11	7	73	9	8	16	124
<b>KZMI 103.9 FM</b>	row %	8.9%	5.6%	58.9%	7.3%	6.5%	12.9%	100.0%
<b>Family Radio</b>	freq.	5	7	21	4	2	6	45
<b>KSAI 936 AM</b>	row %	11.1%	15.6%	46.7%	8.9%	4.4%	13.3%	100.0%
<b>Coconut Country</b>	freq.	19	11	6	1	1	7	45
<b>KCNM 1053 AM</b>	row %	42.2%	24.4%	13.3%	2.2%	2.2%	15.6%	100.0%
<b>Other</b>	freq.	1	0	1	1	1	0	4
	row %	25.0%	0.0%	25.0%	25.0%	25.0%	0.0%	100.0%
<b>TOTAL</b>	freq.	85	57	150	23	21	41	377
	row %	22.5%	15.1%	39.8%	6.1%	5.6%	10.9%	100.0%

**TABLE 119: Favorite Radio Station (Y axis) by RACE (X axis): Column Percent**

What is your favorite radio station?		Other					ROW TOTAL	
		Chamorro	Pacific Is.	Filipino	Korean/ Japanese	White		Other
<b>Hot 98</b>	freq.	14	13	12	3	7	5	54
<b>KRSI 97.9 FM</b>	col. %	16.5%	22.8%	8.0%	13.0%	33.3%	12.2%	14.3%
<b>Power 99</b>	freq.	35	19	37	5	2	7	105
<b>KPXP 99.5 FM</b>	col. %	41.2%	33.3%	24.7%	21.7%	9.5%	17.1%	27.9%
<b>KZMI 103.9</b>	freq.	11	7	73	9	8	16	124
<b>KZMI 103.9 FM</b>	col. %	12.9%	12.3%	48.7%	39.1%	38.1%	39.0%	32.9%
<b>Family Radio</b>	freq.	5	7	21	4	2	6	45
<b>KSAI 936 AM</b>	col. %	5.9%	12.3%	14.0%	17.4%	9.5%	14.6%	11.9%
<b>Coconut Country</b>	freq.	19	11	6	1	1	7	45
<b>KCNM 1053 AM</b>	col. %	22.4%	19.3%	4.0%	4.3%	4.8%	17.1%	11.9%
<b>Other</b>	freq.	1	0	1	1	1	0	4
	col. %	1.2%	0.0%	0.7%	4.3%	4.8%	0.0%	1.1%
<b>TOTAL</b>	freq.	85	57	150	23	21	41	377
	col. %	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

**TABLE 120: Favorite Radio Station (Y axis) by Annual Personal Income (X axis): Row Percent**

What is your favorite radio station?	annual personal income (thousands)								ROW TOTAL
	ZERO	< 10	10 to 19	20 to 29	30 to 39	40 to 49	50+		
<b>Hot 98</b> freq.	3	17	11	8	7	4	2	52	
<b>KRSI 97.9 FM</b> row %	5.8%	32.7%	21.2%	15.4%	13.5%	7.7%	3.8%	100.0%	
<b>Power 99</b> freq.	12	38	21	22	5	4	3	105	
<b>KPXP 99.5 FM</b> row %	11.4%	36.2%	20.0%	21.0%	4.8%	3.8%	2.9%	100.0%	
<b>KZMI 103.9</b> freq.	8	47	21	16	14	9	6	121	
<b>KZMI 103.9 FM</b> row %	6.6%	38.8%	17.4%	13.2%	11.6%	7.4%	5.0%	100.0%	
<b>Family Radio</b> freq.	4	17	9	6	5	1	3	45	
<b>KSAI 936 AM</b> row %	8.9%	37.8%	20.0%	13.3%	11.1%	2.2%	6.7%	100.0%	
<b>Coconut Country</b> freq.	1	12	7	9	2	2	7	40	
<b>KCNM 1053 AM</b> row %	2.5%	30.0%	17.5%	22.5%	5.0%	5.0%	17.5%	100.0%	
<b>Other</b> freq.	0	0	0	1	0	2	1	4	
row %	0.0%	0.0%	0.0%	25.0%	0.0%	50.0%	25.0%	100.0%	
<b>TOTAL</b> freq.	28	131	69	62	33	22	22	367	
row %	7.6%	35.7%	18.8%	16.9%	9.0%	6.0%	6.0%	100.0%	

**TABLE 121: Favorite Radio Station (Y axis) by Annual Personal Income (X axis): Column Percent**

What is your favorite radio station?	annual personal income (thousands)								ROW TOTAL
	ZERO	< 10	10 to 19	20 to 29	30 to 39	40 to 49	50+		
<b>Hot 98</b> freq.	3	17	11	8	7	4	2	52	
<b>KRSI 97.9 FM</b> col. %	10.7%	13.0%	15.9%	12.9%	21.2%	18.2%	9.1%	14.2%	
<b>Power 99</b> freq.	12	38	21	22	5	4	3	105	
<b>KPXP 99.5 FM</b> col. %	42.9%	29.0%	30.4%	35.5%	15.2%	18.2%	13.6%	28.6%	
<b>KZMI 103.9</b> freq.	8	47	21	16	14	9	6	121	
<b>KZMI 103.9 FM</b> col. %	28.6%	35.9%	30.4%	25.8%	42.4%	40.9%	27.3%	33.0%	
<b>Family Radio</b> freq.	4	17	9	6	5	1	3	45	
<b>KSAI 936 AM</b> col. %	14.3%	13.0%	13.0%	9.7%	15.2%	4.5%	13.6%	12.3%	
<b>Coconut Country</b> freq.	1	12	7	9	2	2	7	40	
<b>KCNM 1053 AM</b> col. %	3.6%	9.2%	10.1%	14.5%	6.1%	9.1%	31.8%	10.9%	
<b>Other</b> freq.	0	0	0	1	0	2	1	4	
col. %	0.0%	0.0%	0.0%	1.6%	0.0%	9.1%	4.5%	1.1%	
<b>TOTAL</b> freq.	28	131	69	62	33	22	22	367	
col. %	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

**TABLE 124: Most Listened to Radio Station (Y) by Does Advertising help you...? (X): Row Percent**

What radio station do you listen to most?		YES	NO	ROW TOTAL
<b>Hot 98</b>	freq.	45	4	49
<b>KRSI 97.9 FM</b>	row %	91.8%	8.2%	100.0%
<b>Power 99</b>	freq.	83	5	88
<b>KPXP 99.5 FM</b>	row %	94.3%	5.7%	100.0%
<b>KZMI 103.9</b>	freq.	110	9	119
<b>KZMI 103.9 FM</b>	row %	92.4%	7.6%	100.0%
<b>Family Radio</b>	freq.	35	5	40
<b>KSAI 936 AM</b>	row %	87.5%	12.5%	100.0%
<b>Coconut Country</b>	freq.	42	2	44
<b>KCNM 1053 AM</b>	row %	95.5%	4.5%	100.0%
<b>Other</b>	freq.	7	0	7
	row %	100.0%	0.0%	100.0%
<b>TOTAL</b>	freq.	322	25	347
	row %	92.8%	7.2%	100.0%

**TABLE 125: Most Listened to Radio Station (Y) by Does Advertising help you...? (X): Col. Percent**

What radio station do you listen to most?		YES	NO	ROW TOTAL
<b>Hot 98</b>	freq.	45	4	49
<b>KRSI 97.9 FM</b>	col. %	14.0%	16.0%	14.1%
<b>Power 99</b>	freq.	83	5	88
<b>KPXP 99.5 FM</b>	col. %	25.8%	20.0%	25.4%
<b>KZMI 103.9</b>	freq.	110	9	119
<b>KZMI 103.9 FM</b>	col. %	34.2%	36.0%	34.3%
<b>Family Radio</b>	freq.	35	5	40
<b>KSAI 936 AM</b>	col. %	10.9%	20.0%	11.5%
<b>Coconut Country</b>	freq.	42	2	44
<b>KCNM 1053 AM</b>	col. %	13.0%	8.0%	12.7%
<b>Other</b>	freq.	7	0	7
	col. %	2.2%	0.0%	2.0%
<b>TOTAL</b>	freq.	322	25	347
	col. %	100.0%	100.0%	100.0%

**TABLE 134: Most Listened to Radio Station (Y) by Radio most often?(X): Row %**

What radio station do you listen to most?		radio most often				ROW
		CAR	HOME	WORK	OTHER	TOTAL
<b>Hot 98</b>	freq.	32	14	2	0	<b>48</b>
<b>KRSI 97.9 FM</b>	row %	66.7%	29.2%	4.2%	0.0%	<b>100.0%</b>
<b>Power 99</b>	freq.	52	23	13	1	<b>89</b>
<b>KPXP 99.5 FM</b>	row %	58.4%	25.8%	14.6%	1.1%	<b>100.0%</b>
<b>KZMI 103.9</b>	freq.	64	39	19	2	<b>124</b>
<b>KZMI 103.9 FM</b>	row %	51.6%	31.5%	15.3%	1.6%	<b>100.0%</b>
<b>Family Radio</b>	freq.	25	16	1	0	<b>42</b>
<b>KSAI 936 AM</b>	row %	59.5%	38.1%	2.4%	0.0%	<b>100.0%</b>
<b>Coconut Country</b>	freq.	33	9	3	0	<b>45</b>
<b>KCNM 1053 AM</b>	row %	73.3%	20.0%	6.7%	0.0%	<b>100.0%</b>
<b>Other</b>	freq.	3	2	2	0	<b>7</b>
	row %	42.9%	28.6%	28.6%	0.0%	<b>100.0%</b>
<b>TOTAL</b>	freq.	<b>209</b>	<b>103</b>	<b>40</b>	<b>3</b>	<b>355</b>
	row %	<b>58.9%</b>	<b>29.0%</b>	<b>11.3%</b>	<b>0.8%</b>	<b>100.0%</b>

**TABLE 135: Most Listened to Radio Station (Y) by Radio most often?(X): Col. %**

What radio station do you listen to most?		radio most often				ROW
		CAR	HOME	WORK	OTHER	TOTAL
<b>Hot 98</b>	freq.	32	14	2	0	<b>48</b>
<b>KRSI 97.9 FM</b>	col. %	15.3%	13.6%	5.0%	0.0%	<b>13.5%</b>
<b>Power 99</b>	freq.	52	23	13	1	<b>89</b>
<b>KPXP 99.5 FM</b>	col. %	24.9%	22.3%	32.5%	33.3%	<b>25.1%</b>
<b>KZMI 103.9</b>	freq.	64	39	19	2	<b>124</b>
<b>KZMI 103.9 FM</b>	col. %	30.6%	37.9%	47.5%	66.7%	<b>34.9%</b>
<b>Family Radio</b>	freq.	25	16	1	0	<b>42</b>
<b>KSAI 936 AM</b>	col. %	12.0%	15.5%	2.5%	0.0%	<b>11.8%</b>
<b>Coconut Country</b>	freq.	33	9	3	0	<b>45</b>
<b>KCNM 1053 AM</b>	col. %	15.8%	8.7%	7.5%	0.0%	<b>12.7%</b>
<b>Other</b>	freq.	3	2	2	0	<b>7</b>
	col. %	1.4%	1.9%	5.0%	0.0%	<b>2.0%</b>
<b>TOTAL</b>	freq.	<b>209</b>	<b>103</b>	<b>40</b>	<b>3</b>	<b>355</b>
	col. %	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>



**TABLE 144: Most Listened to Radio Station (Y) by SEX (X): Row %**

What radio station do you listen to most?		sex		ROW
		MALE	FEMALE	TOTAL
<b>Hot 98</b>	<i>freq.</i>	29	21	<b>50</b>
<b>KRSI 97.9 FM</b>	<i>row %</i>	58.0%	42.0%	<b>100.0%</b>
<b>Power 99</b>	<i>freq.</i>	43	47	<b>90</b>
<b>KPXP 99.5 FM</b>	<i>row %</i>	47.8%	52.2%	<b>100.0%</b>
<b>KZMI 103.9</b>	<i>freq.</i>	61	63	<b>124</b>
<b>KZMI 103.9 FM</b>	<i>row %</i>	49.2%	50.8%	<b>100.0%</b>
<b>Family Radio</b>	<i>freq.</i>	25	18	<b>43</b>
<b>KSAI 936 AM</b>	<i>row %</i>	58.1%	41.9%	<b>100.0%</b>
<b>Coconut Country</b>	<i>freq.</i>	27	18	<b>45</b>
<b>KCNM 1053 AM</b>	<i>row %</i>	60.0%	40.0%	<b>100.0%</b>
<b>Other</b>	<i>freq.</i>	7	0	<b>7</b>
	<i>row %</i>	100.0%	0.0%	<b>100.0%</b>
<b>TOTAL</b>	<i>freq.</i>	<b>192</b>	<b>167</b>	<b>359</b>
	<i>row %</i>	<b>53.5%</b>	<b>46.5%</b>	<b>100.0%</b>

**TABLE 145: Most Listened to Radio Station (Y) by SEX (X): Col. %**

What radio station do you listen to most?		sex		ROW
		MALE	FEMALE	TOTAL
<b>Hot 98</b>	<i>freq.</i>	29	21	<b>50</b>
<b>KRSI 97.9 FM</b>	<i>col. %</i>	15.1%	12.6%	<b>13.9%</b>
<b>Power 99</b>	<i>freq.</i>	43	47	<b>90</b>
<b>KPXP 99.5 FM</b>	<i>col. %</i>	22.4%	28.1%	<b>25.1%</b>
<b>KZMI 103.9</b>	<i>freq.</i>	61	63	<b>124</b>
<b>KZMI 103.9 FM</b>	<i>col. %</i>	31.8%	37.7%	<b>34.5%</b>
<b>Family Radio</b>	<i>freq.</i>	25	18	<b>43</b>
<b>KSAI 936 AM</b>	<i>col. %</i>	13.0%	10.8%	<b>12.0%</b>
<b>Coconut Country</b>	<i>freq.</i>	27	18	<b>45</b>
<b>KCNM 1053 AM</b>	<i>col. %</i>	14.1%	10.8%	<b>12.5%</b>
<b>Other</b>	<i>freq.</i>	7	0	<b>7</b>
	<i>col. %</i>	3.6%	0.0%	<b>1.9%</b>
<b>TOTAL</b>	<i>freq.</i>	<b>192</b>	<b>167</b>	<b>359</b>
	<i>col. %</i>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>



AM 1053 KCNM

Rate Card # 8  
(Effective Feb. 1995)

"PRIME TIME"... 6:00 a.m. to 8:00 p.m.

Length of Ad	Frequency/7 Days	Cost/Ad
:30 second	1-9 times	\$18.00 ea.
	10-20 times	\$16.00 ea.
	21 or more	\$14.00 ea.
:60 second	1-9 times	\$21.00 ea.
	10-20 times	\$20.00 ea.
	21 or more	\$19.00 ea.

"ALL CHAMORRO MUSIC HOURS" ... 7-8 a.m., 2-3 p.m. and 7-8 p.m.

3 ads per day Monday thru Friday ... \$150.00/week

T.A.P. ... 6:00 a.m. to 9:00 p.m.

:30 second	1-9 times	\$15.00 ea.
	10-20 times	\$13.00 ea.
	21 or more	\$11.00 ea.
:60 second	1-9 times	\$18.00 ea.
	10-20 times	\$17.00 ea.
	21 or more	\$16.00 ea.

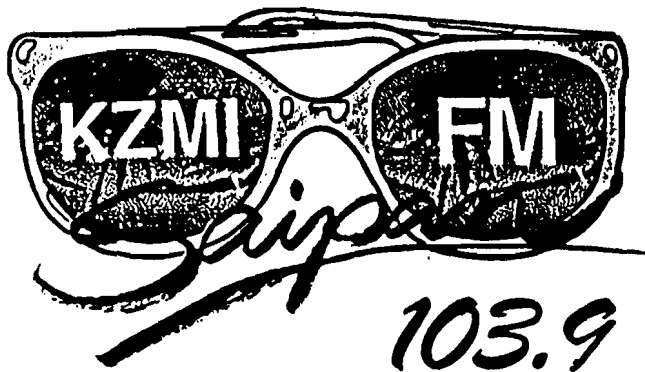
\* TAP schedules are guaranteed equal distribution.

\* BULK Rates are available.  
Ask your Account Executive for details.

"We attract the listeners with Spending POWER!"

INTER-ISLAND COMMUNICATIONS, INC., GROUP

P.O. BOX 914 SAIPAN MP 96950, USA • TELEPHONE: 234-7239 OR 8644 FAX: 234-0447



"SAIPAN'S VARIETY STATION"

FM 103.9 KZMI

Rate Card #8  
(Effective Feb. 1995)

"PRIME TIME" ... 6:00 a.m. to 7:00 p.m.

Length of Ad	Frequency/7 Days	Cost/Ad
:30 second	1-9 times	\$20.00 ea.
	10-20 times	\$18.00 ea.
	21 or more	\$16.00 ea.
:60 second	1-9 times	\$23.00 ea.
	10-20 times	\$22.00 ea.
	21 or more	\$21.00 ea.

T.A.P. ... 6:00 a.m. to 9:00 p.m.

:30 second	1-9 times	\$17.00 ea.
	10-20 times	\$15.00 ea.
	21 or more	\$13.00 ea.
:60 second	1-9 times	\$20.00 ea.
	10-20 times	\$19.00 ea.
	21 or more	\$18.00 ea.

\* TAP schedules are guaranteed equal distribution.

\* BULK Rates are available.  
Ask your Account Executive for details.

"We attract the listeners with \$pending POWER!"



BOX 209, SAIPAN, MP 96950 USA (670) 234-6520 / 234-6521 FAX: (670) 234-3428

Post-Net brand fax transmittal memo 7571		# of pages »
To <b>JOE CRUZ</b>	From <b>KSAI</b>	
Co.	Co.	
Dept.	Phone # <b>234-6520</b>	
Fax # <b>235-0842</b>	Fax # <b>234-3428</b>	

**KSAI RAD**

**KSAI-AM** was the first privately-owned radio station in the Northern Marianas. Established in 1978, KSAI is a community-based, family-oriented station broadcasting at 936 on the AM band.

The stations's format includes adult contemporary music, news and information. Vernacular program blocks are also offered in the Chamorro, Carolinian and Tagalog. Major newscasts are broadcast three times a day, with network news and the Voice of America providing national and world coverage. KSAI also features live coverage of stateside championship sporting events.

Advertising rates are available on request. KSAI does not air commercial "sweeps". Instead sponsorship of regular features is encouraged.

KSAI's office is located in Susupe, Saipan. KSAI-AM covers the entire CNMI with 5,000 watts of power.

**Key Personnel:** General Manager-Bob Springer  
 Station Manager-Patrick Murphy  
 Chief Engineer-David Creel  
 Chamorro Programs-Felipe Ruak  
 Filipino Programs-Raffy Santos

**Address:** Box 209, Saipan MP 96950 USA  
**Phone:** (670) 234-6520/21  
**Facsimile:** (670) 234-3428  
**electronic Mail:** MCI ID is ksairadio



BOX 209, SAIPAN, MP 96950 USA (670) 234-6520 / 234-6521 FAX: (670) 234-3428

### PROGRAMS AVAILABLE FOR SPONSORSHIP ON KSAI RADIO

**Sponsorship #1.** \$20.00 per program. Includes two :30 sec spots plus opening & closing promotional announcements, or credits.

**Sponsorship #2.** \$10.00 per program. Includes one :30 sec spot plus opening & closing promotional announcements, or credits.

(Both Sponsorships available on a 13 week contract only)

1. **Bukang Liwayway (M-F, 5:30am)**  
Encouragement, music and motivation to get the day started for the C.N.M.I.'s Filipino community. [25 minutes]
2. **Tagalog News (M-F, 5.55am)**  
News items from the P.I., relative to the Filipino community as received from FEBC Manila. [5 minutes]
3. **Kantan Marianas (M-F, 6:00am)**  
KSAI's morning local music program. [1 hour]
4. **Adventures in Odyssey (M-F, 5:30pm)**  
Great radio drama action from Focus on the Family. [30 minutes]
5. **Chamolinian Country (M-F, 6:05pm)**  
KSAI's evening local music program. [1 hour]
6. **Point of View (M-F, 10:00am to 11:45am)**  
A Christian call-in talk radio program addressing the important issues of the day. Recorded live from USA Radio Network. [1 hour 45 minutes]
7. **Dandan Paradisu (M-F, 12:15-1:15pm)**  
KSAI's lunchtime local music program. [1 hour]
8. **Focus on the Family (M-F, 9:00am or 6:30pm)**  
Take a break with Dr. James Dobson and learn to focus on the priorities of life. [30 minutes]
9. **Insight for Living (M-F, 7:00pm)**  
Pastor and author Chuck Swindoll gives guidance from God's inherent Word. [30 minutes]



**KSAI-AM**  
**RATE SCHEDULE**  
effective 8/1/95

10. **\*5 PM Newswatch** (M-F, 5:00pm)  
Detailed news coverage from KSAI's newsroom, the Associated Press and the Voice of America. [20 minutes]
11. **Sportsminute** (M-F, 8:40am & 3:40pm)  
A glance at the day's sports activities. [2-3 minutes]
12. **Master Control** (Sat, 11:00am)  
A variety program featuring music and interviews. [30 minutes]
13. **Country Crossroads** (Sat, 11:30am)  
Country western hits and conversation comin' atcha with yer hosts Bill and Jerry. [30 minutes]
14. **Powerline** (Sat, 4pm)  
Rock hits from the past and present, counselling and good advice from host Jon Rivers. [30 minutes]
15. **On Track** (Sat, 4:30pm)  
Interviews with your favorite Christian artists and inspiring music with host Dave Tucker. [30 minutes]
16. **Alive** (Sat, 7 to 8:00pm)  
Host Rob Hutchcraft offers encouragement and counsel through drama and music for today's youth. [1 hour]
17. **\*20 the Countdown Magazine** (Sat, 8 to 10pm)  
Host Jon Rivers takes you through to top 20 Christian songs as researched by the Christian Research Report. [2 hours]
18. **Unshackled** (Sun, 6:00pm)  
KSAI's "theater of the Air" dramatizing true life stories. [30 minutes]
19. **HeartCry** (Sun, 8:00am)  
Praise and worship music designed for the complexities of the 1990's with host Rob Lee. [1 hour]
20. **Panuntunan Guidelines** (Wkdys, 7:55 to 8:00pm)  
As part of the popular evening program Pag-Usapan Natin. Panuntunan is immediately followed by the Tagalog News at 8:00pm.
21. **Familia** (Sun, 11:00am)  
Opens our 5-hour local music block. A Chamolinian devotional music program hosted by Mick Celis and Alex Falig. [1 hour]
22. **Jungle Jam & Friends** (Sat, 8:30am)  
A creative popular kids animated character drama. [1 hour]



**KSAI-AM  
RATE SCHEDULE  
effective 8/1/95**

SPOT RATES

**\*AA\* TIME - Monday thru Friday**  
5:30 - 9:00am  
3:00 - 7:00pm

:30 spot \$10.00  
:60 spot \$15.00

**\*A\* TIME - Monday thru Friday**  
9:00am - 3:00pm

:30 spot \$ 7.50  
:60 spot \$12.50

**\*B\* TIME - All other**

:30 spot \$ 5.00  
:60 spot \$10.00

NEWS

**NEWSWATCH - 7am, 12n & 5pm**  
\$20.00 per broadcast

**AP NETWORK NEWS/WEATHER**  
AM - 6:00, 8:00, 9:00

PM - 3:00, 4:00, 6:00  
\$10.00 per broadcast

TAGALOG NEWS

AM - 5:58  
PM - 9:25

\$20.00 per broadcast

SPORTSMINUTES

AM - 8:40  
PM - 4:40  
\$10.00 per broadcast

KSAI SPOT\* PACKAGES

- 30 SPOTS/30 DAYS (one spot per day).....\$300
  - 60 SPOTS/30 DAYS (two spots per day)....\$540
  - 90 SPOTS/30 DAYS (three spots per day)....\$720
- \*Thirty second spots

**\*\*CALL 234-6520/21 FOR MORE DETAILS ON KSAI SPONSORSHIP PACKAGES\*\***

ALSO AVAILABLE

FOCUS ON THE FAMILY, WEEKEND, ADVENTURES IN ODYSSEY, INSIGHT FOR LIVING, 20 THE COUNTDOWN MAGAZINE, CHAMOLINIAN COUNTRY, DAN DAN PARADISU, BUKANG LIWAYWAY, TAGALOG NEWS, & OTHERS.

(RATES FOR THESE PROGRAMS AVAILABLE UPON REQUEST)

**KSAI Radio Contact  
Patrick Murphy  
Station Manager**