



FACSIMILE

Page 1 of 4

From: PAT WILLIAMS (670) 233-8200 Date: 2/1/96
Please call (670) 233-9801/2/5 if there are any problems with this transmission.

To: ALEX/JOE ()

Of: POST-CON

Re: ADVERTISING

ATTACHED ARE BASIC RATES.
PLEASE LET ME KNOW WHEN
YOU HAVE TIME AVAILABLE
AND I WILL ARRANGE TO
MAKE A PRESENTATION TO THE
COMMITTEE.



KRSI Hot 98 FM
Rate Card

Hot!

Plan #1
1 to 10 Hot spots
per week

Time	60 sec.	30 sec.
AA	\$27.00	\$19.00
A	\$25.00	\$17.00
B	\$18.00	\$13.00
C	\$11.00	\$10.00
TAP	\$22.00	\$15.00

Hotter!!

Plan #2
11 to 20 Hot spots
per week

Time	60 sec.	30 sec.
AA	\$25.00	\$18.00
A	\$23.00	\$16.00
B	\$16.00	\$12.00
C	\$10.00	\$ 9.00
TAP	\$20.00	\$13.00

Hottest!!!

Plan #3
21 or more Hot spots
per week

Time	60 sec.	30 sec.
AA	\$21.00	\$15.00
A	\$19.00	\$13.00
B	\$13.00	\$10.00
C	\$ 8.00	\$ 7.00
TAP	\$17.00	\$11.00

Hot Spot Times

AA 6:00 am to 10:00 am Mon-Sat. 2:00 pm to 6:00 pm Mon-Sat.
 A 10:00 am to 2:00 pm Mon-Sat. 6:00 am to 6:00 pm Sunday
 B 6:00 pm to midnight, every night C - Midnight to 6:00 am, every morning
 TAP Total Audience Participation- Schedule split evenly between AA, A, & B day parts.

15-second spots are 75% of rate card amount.
 Schedules which specify exact times or narrowed hours take next highest rate.

Ask about Bulk Rates for annual commitment.
 Any annual commitment automatically receives 15% Bonus Spots FREE.

- PREPAYMENT MONTHLY DEALS:
- *30% Bonus Spots with annual commitment.
 - *20% Bonus Spots with 26-week commitment.
 - *15% Bonus Spots with 13-week commitment.



CNMI NEWSTRACK
With Marianas CableVision
6x daily (Mon.-Fri.)
effective 10-30-95

Six times daily (Mon.-Fri.), Hot 98 FM presents *CNMI Newstrack*, with the latest breaking news from Saipan and throughout the Marianas. The local news feed from the award winning news team at Marianas CableVision, along with the Associated Press news wire, enable Hot 98 FM to provide the most complete and up-to-the-minute news coverage for radio listeners in the C.N.M.I.

As a sponsor of Hot 98's Newstrack, you receive open and close banners on each newscast along with a 30-second commercial within the newscast during Hot 98's most listened-to hours.

MORNING BROADCASTS:

6:20 am \$115/week*
7:20 am \$130/week*
9:20 am \$115/week*

MID-DAY BROADCAST:

12:20 pm \$105/week*

AFTERNOON BROADCASTS:

3:20 pm \$115/week*
5:20 pm \$130/week*

VALUE NEWS PACKAGE

Sponsor all 6 daily newscasts for only
\$575/week

(VALUE: \$920.00)

(News sponsorship limited to 2 sponsors/newscast)

*Minimum 13 week commitment required



Chamolinian Rhythm (Sundays 10am - 2pm)

Every Sunday, Hot 98FM plays Saipan's favorite local music ... Chamorro and Carolinian tunes that everyone loves! "J.T." hosts this locally produced show featuring both contemporary and the most popular Chamorro and Carolinian songs that will never go out of style! Four full hours with Saipan's own "J.T." ... only on "Pika" 98FM!

Your Business can sponsor from 1-4 hours of this show.

1 HOUR SPONSORSHIP INCLUDES:

- 28 show promo spots per week
Value = \$196.00
- 2 sponsor banner mentions per show
Value = \$14.00
- 2 (:30) sec. commercials per show
Value = \$34.00

Total Value: \$244.00
TOTAL INVESTMENT: \$175

2 HOUR SPONSORSHIP INCLUDES:

- 28 show promo spots per week
Value = \$196.00
- 4 sponsor banner mentions per show
Value = \$28.00
- 4 (:30) sec. commercials per show
Value = \$68.00

Total Value: \$292.00
TOTAL INVESTMENT: \$200

3 HOUR SPONSORSHIP INCLUDES:

- 28 show promo spots per week
Value = \$196.00
- 6 sponsor banner mentions per show
Value = \$42.00
- 6 (:30) sec. commercials per show
Value = \$102.00

Total Value: \$340.00
TOTAL INVESTMENT: \$225

4 HOUR SPONSORSHIP INCLUDES:

- 28 show promo spots per week
Value = \$196.00
- 8 sponsor banner mentions per show
Value = \$56.00
- 8 (:30) sec. commercials per show
Value = \$136.00

Total Value: \$388.00
TOTAL INVESTMENT: \$250

(Due to the special nature of this program, a minimum 13 week commitment is required.)



PPP 413, BOX 10,000
 Saipan, MP 96950
 Tel: (670) 233-8801/8206
 Fax: (670) 233-8200

SALESPERSON _____

DATE 2/1/96

TRAFFIC # _____

P

ADVERTISER: SPECIAL ELECTION

START 2/5/96

END 2/1/96

PRIORITY # _____

CLIENT: POST CON COMMITTEE

LIVE _____

LIVE TAG _____

CART # _____

ADDRESS: CALLER BOX 10007, SAIPAN, MP 96950

NUMBER

COST

TOTAL

CONTACT PERSON: _____

PHONE NO. 735-0843

SPECIAL INSTRUCTIONS: RUN (:60) SPOT PER SCHEDULE

AA			
A			
B			
C			
TAP	130	172 ⁰⁰	2210 ⁰⁰

MON	TUES	WED	THURS	FRI	SAT	SUN	
<u>2/5</u>	<u>2/6</u>	<u>2/7</u>	<u>2/8</u>	<u>2/9</u>	<u>2/10</u>	<u>2/11</u>	
<u>5xTAP</u>	<u>5xTAP</u>	<u>5xTAP</u>	<u>5xTAP</u>	<u>5xTAP</u>	<u>5xTAP</u>	<u>5xTAP</u>	COST PER WEEK
<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>\$595⁰⁰</u>
<u>2/12</u>	<u>2/13</u>	<u>2/14</u>	<u>2/15</u>	<u>2/16</u>	<u>2/17</u>	<u>2/18</u>	
<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	COST PER WEEK
<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>\$595⁰⁰</u>
<u>2/19</u>	<u>2/20</u>	<u>2/21</u>	<u>2/22</u>	<u>2/23</u>	<u>2/24</u>	<u>2/25</u>	
<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	COST PER WEEK
<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>\$595⁰⁰</u>
<u>2/26</u>	<u>2/27</u>	<u>2/28</u>	<u>2/29</u>	<u>3/1</u>			
<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>			COST PER WEEK
<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>	<u>5</u>			<u>\$425⁰⁰</u>
							COST PER WEEK
							<u>5</u>

JAN _____ FEB 1785⁰⁰ MAR 425⁰⁰ APR _____ MAY _____ JUN _____
 JULY _____ AUG _____ SEPT _____ OCT _____ NOV _____ DEC _____

GROSS SALE	<u>2210⁰⁰</u>
LESS AGENCY	_____
NET SALE	<u>2210⁰⁰</u>

ALL INVOICES ARE DUE WHEN RENDERED, UNLESS OTHERWISE SPECIFIED BY SEPARATE PAYMENT SCHEDULE. ADVERTISER AGREES TO PAY INTEREST AT THE RATE OF 2% PER MONTH ON UNPAID BALANCES. IF SAID ACCOUNTS ARE PLACED IN THE HANDS OF AN ATTORNEY OR COLLECTOR FOR COLLECTION, ADVERTISER AGREES TO PAY REASONABLE ATTORNEY FEES PLUS COSTS OF SUIT FOR COLLECTION.

ACCEPTED BY CLIENT

ACCEPTED BY STATION

CONTROL NUMBER

6117

ALL SALES - YELLOW CLIENT - BULK TRAFFIC - GOLDENROD FILE

RADIO SAIPAN INTERNATIONAL - KRSI 97.9 FM
Advertising Contract
Standard Conditions of Agreement

A. The word "Advertiser" will mean an actual advertising entity or Agency if entity is represented by an agency. The word "Broadcaster" will mean Radio Saipan International Corp.

B. You agree to provide us with complete commercial or the material necessary for us to produce one. Standard production charges will be incurred if a KRSI tape is to run on another radio station or if specialized material is to be purchased or produced. Rates will be charged at the regular production rate schedule. Commercial ads written or produced by KRSI either as examples or to be broadcast remain the property of KRSI and may not be reproduced or rebroadcast in any medium or in any capacity without the previous written permission of KRSI.

C. In case of our failure to broadcast a commercial or program at the scheduled time due to power outages, equipment failure, human error, acts of God, or acts of nature, commercial or programs will be made good at a comparable time within your schedule at the contracted rate. All efforts to schedule make good spots will be extended. If the spots cannot be made good due to scheduling problems or advertiser promotion or campaign has ended, broadcaster will credit advertiser for future spots at the original contract rate for specified time slots.

D. You may change dates, time and frequency by filing a change order with us. We will provide you with the proper form.

E. We will not be liable for any materials, tapes, transcripts, etc. that are lost due to theft, fire, or acts of God and nature.

F. We have the right to refuse any commercial or program. You represent that you are fully authorized and licensed to broadcast the entire contents and the subject matter contained in your advertisement including (1) the names and/or voices of persons living or deceased (2) copyrighted material, and (3) any testimonial contained in any advertisement submitted to and broadcast by us.

G. If you give us a 14 day written notice, you may cancel this agreement. Upon cancellation your obligation will be to pay for any bonus commercials played at the current Basic Rate Card cost. You also agree to pay a higher rate if your reduced broadcast play times moves your advertising into a higher rate bracket.

H. In consideration of our acceptance of your advertisement for broadcast, you agree to indemnify and save harmless Radio Saipan International Corporation and its officers, employees and agents against all loss, liability, damage and expense of whatever nature arising out of the broadcasting of your advertisement including without limitation reasonable attorney's fees resulting from claims or suits for libel, violation of rights or privacy, plagiarism, and copyright and trademark infringement.

I. You agree to pay us two (2%) percent monthly interest charges for all sums that are not paid within 30 days of billing. Returned checks for any reason will be charged \$50.00.

J. If we must refer this agreement to our attorney for collection, you agree to pay our reasonable attorney fees and cost of collection.

K. All rates quotes are guaranteed for two (2) weeks from quote date.

L. Agency discounts are available for accredited agencies that supply KRSI with either fully produced or completely type written copy and said material is provided at least 72 hours in advance of start date. Agency forfeits discount on any invoice that remains unpaid after 90 days.

The undersigned advertiser acknowledge the above conditions and a receipt of a copy hereof.

X
 Advertiser

Print Name [Signature] Date 2/1/96

Radio Saipan International Corp. Hot 98 FM-KRSI, Saipan, Saipan (Accepted for Broadcast)

.....
 (For KRSI use only)

Credit _____

Terms _____

Approved by _____ Date _____