

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

AUSTRALIA

Three Months to 31 March
1993

Nine Months to 31 March
1993

	No. of Stns	\$000	Growth %	\$000	Growth %
ORIGINAL FM	9				
Agency		16,370	(5.7)	56,105	2.5
Non-Agency		6,894	16.2	23,410	2.6
Contra		1,230	8.8	3,335	14.7
ADVERTISING REVENUE		24,494	0.3	82,851	3.0
Other		68	NM	145	NM
TOTAL SALE OF AIR TIME		24,562	0.6	82,996	3.2
AM-FM CONVERTED	8				
Agency		7,717	77.6	21,523	33.2
Non-Agency		4,049	1.6	12,804	(5.0)
Contra		518	(7.7)	1,529	(12.5)
ADVERTISING REVENUE		12,284	38.1	35,855	14.2
Other		51	NM	53	5,200
TOTAL SALE OF AIR TIME		12,335	38.7	35,908	14.4
ORIGINAL AM	21				
Agency		10,755	1.3	38,752	4.2
Non-Agency		13,285	8.2	44,715	5.7
Contra		981	(28.8)	3,313	(13.6)
ADVERTISING REVENUE		25,020	3.0	86,780	4.1
Other		2,348	(32.4)	7,236	(29.2)
TOTAL SALE OF AIR TIME		27,369	(1.4)	94,015	0.5
CAPITAL CITY	38				
Agency		34,841	7.8	116,380	7.7
Non-Agency		24,228	9.1	80,929	2.9
Contra		2,730	(11.0)	8,177	(3.7)
ADVERTISING REVENUE		61,799	7.3	205,486	5.3
Other		2,467	(29.0)	7,434	(27.3)
TOTAL SALE OF AIR TIME		64,266	5.2	212,920	3.7
LARGER CITIES	38				
Agency		5,085	9.5	14,623	(1.1)
Non-Agency		10,116	9.7	33,947	7.4
Contra		711	21.1	2,320	9.3
ADVERTISING REVENUE		15,912	10.1	50,890	4.9
Other		35	(77.4)	326	(40.5)
TOTAL SALE OF AIR TIME		15,947	9.2	51,216	4.4

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AUSTRALIA

Three Months to 31 March
1993

Nine Months to 31 March
1993

	No. of Stns	\$000	Growth %	\$000	Growth %
OTHER SERVICES	77				
Agency		4,460	(8.2)	13,773	(6.7)
Non-Agency		14,508	4.6	48,246	3.1
Contra		484	(13.7)	1,774	2.3
ADVERTISING REVENUE		19,451	0.8	63,794	0.8
Other		21	5.0	52	(17.5)
TOTAL SALE OF AIR TIME		19,473	0.8	63,845	0.8
AUSTRALIA	153				
Agency		44,386	6.1	144,776	5.2
Non-Agency		48,852	7.9	163,121	3.9
Contra		3,925	(6.9)	12,272	(0.6)
ADVERTISING REVENUE		97,162	6.4	320,169	4.3
Other		2,524	(30.8)	7,812	(27.9)
TOTAL SALE OF AIR TIME		99,685	4.9	327,981	3.2

Figures in brackets indicate decline.

No of stns refers to the last quarter

Growth % is calculated from the same period in the previous year

NM denotes not meaningful

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

NEW SOUTH WALES

	Three Months to 31 March 1993		Nine Months to 31 March 1993		
	No. of Stns	\$000	Growth %	\$000	Growth %
CAPITAL CITY	9				
Agency		12,967	(1.3)	44,862	6.0
Non-Agency		9,814	7.8	32,464	1.1
Contra		831	(19.3)	2,255	(19.5)
ADVERTISING REVENUE		23,613	1.5	79,581	3.0
Other		197	(67.5)	591	(70.9)
TOTAL SALE OF AIR TIME		23,810	(0.3)	80,172	1.1
LARGER CITIES	13				
Agency		2,334	11.4	6,980	(1.9)
Non-Agency		4,555	22.3	15,077	13.5
Contra		341	7.9	1,115	10.5
ADVERTISING REVENUE		7,229	17.8	23,172	8.2
Other		0	NM	0	(100)
TOTAL SALE OF AIR TIME		7,229	17.8	23,172	7.9
OTHER SERVICES	31				
Agency		2,018	(12.8)	6,240	(7.1)
Non-Agency		7,271	(1.3)	24,345	(1.0)
Contra		237	(17.1)	809	(2.2)
ADVERTISING REVENUE		9,527	(4.4)	31,394	(2.3)
Other		0	NM	0	(100)
TOTAL SALE OF AIR TIME		9,527	(4.4)	31,394	(2.3)
NSW	53				
Agency		17,320	(1.3)	58,081	3.4
Non-Agency		21,640	7.2	71,886	2.7
Contra		1,410	(13.6)	4,180	(9.9)
ADVERTISING REVENUE		40,369	2.5	134,147	2.6
Other		197	(67.5)	591	(71.8)
TOTAL SALE OF AIR TIME		40,566	1.5	134,738	1.4

Figures in brackets indicates decline

No of stns refers to the last quarter

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NM denotes not meaningful

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

VICTORIA

Three Months to 31 March
1993

Nine Months to 31 March
1993

	No. of Stns	\$000	Growth %	\$000	Growth %
CAPITAL CITY	9				
Agency		10,249	9.2	34,002	1.8
Non-Agency		5,766	22.1	20,169	24.6
Contra		797	(21.5)	2,725	4.1
ADVERTISING REVENUE		16,812	11.2	56,897	9.0
Other		633	7.1	1,895	8.6
TOTAL SALE OF AIR TIME		17,445	11.0	58,792	9.0
LARGER CITIES	5				
Agency		601	(7.8)	1,668	(14.7)
Non-Agency		1,145	15.8	3,695	9.3
Contra		63	40.0	341	4.0
ADVERTISING REVENUE		1,809	7.3	5,705	0.7
Other		0	NM	0	NM
TOTAL SALE OF AIR TIME		1,809	7.3	5,705	0.7
OTHER SERVICES	11				
Agency		800	(5.9)	2,426	(15.3)
Non-Agency		2,431	7.4	7,727	5.6
Contra		69	(49.3)	271	(38.0)
ADVERTISING REVENUE		3,300	1.6	10,424	(1.8)
Other		0	(100)	0	(100)
TOTAL SALE OF AIR TIME		3,300	1.4	10,424	(1.9)
VIC	25				
Agency		11,650	7.0	38,097	(0.3)
Non-Agency		9,342	17.1	31,591	17.5
Contra		929	(22.3)	3,338	(1.3)
ADVERTISING REVENUE		21,921	9.3	73,025	6.6
Other		633	6.4	1,895	8.3
TOTAL SALE OF AIR TIME		22,554	9.2	74,921	6.7

Figures in brackets indicate decline

No of stns refers to the last quarter

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NM denotes not meaningful

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

QUEENSLAND

Three Months to 31 March
1993

Nine Months to 31 March
1993

	No. of Stns	\$000	Growth %	\$000	Growth %
CAPITAL CITY	6				
Agency		4,198	48.1	13,490	34.9
Non-Agency		3,626	3.1	11,385	(4.1)
Contra		434	(1.8)	1,268	(1.8)
ADVERTISING REVENUE		8,258	21.5	26,142	12.9
Other		423	(57.7)	1,173	(55.4)
TOTAL SALE OF AIR TIME		8,681	11.4	27,315	5.9
LARGER CITIES	8				
Agency		1,549	23.0	4,172	12.8
Non-Agency		2,323	(9.3)	8,137	(1.7)
Contra		225	36.4	632	10.5
ADVERTISING REVENUE		4,097	2.9	12,941	3.1
Other		0	NM	0	NM
TOTAL SALE OF AIR TIME		4,097	2.9	12,941	3.1
OTHER SERVICES	17				
Agency		1,221	(5.1)	3,851	(1.1)
Non-Agency		3,471	16.0	11,564	12.0
Contra		143	11.7	555	34.1
ADVERTISING REVENUE		4,835	9.8	15,970	9.2
Other		1	0.0	2	(85.7)
TOTAL SALE OF AIR TIME		4,836	9.8	15,972	9.1
QLD	31				
Agency		6,968	29.5	21,513	22.3
Non-Agency		9,420	3.9	31,086	2.0
Contra		802	9.1	2,455	7.8
ADVERTISING REVENUE		17,190	13.2	55,053	9.4
Other		423	(57.7)	1,175	(55.6)
TOTAL SALE OF AIR TIME		17,613	8.8	56,228	6.1

Figures in brackets indicate decline

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COMMERCIAL RADIO SERVICES SALE OF AIR TIME

SOUTH AUSTRALIA

Three Months to 31 March
1993

Nine Months to 31 March
1993

	No. of Stns	\$000	Growth %	\$000	Growth %
CAPITAL CITY	5				
Agency		3,596	3.2	11,935	18.3
Non-Agency		2,286	9.2	7,346	(21.4)
Contra		325	5.2	962	17.7
ADVERTISING REVENUE		6,206	5.4	20,243	(0.1)
Other		602	17.6	1,746	13.7
TOTAL SALE OF AIR TIME		6,808	6.4	21,989	0.9
LARGER CITIES	3				
Agency		182	6.4	509	(5.0)
Non-Agency		502	15.7	1,690	9.7
Contra		16	(27.3)	66	(22.4)
ADVERTISING REVENUE		699	11.5	2,265	4.8
Other		2	100.0	8	0.0
TOTAL SALE OF AIR TIME		701	11.6	2,272	4.7
OTHER SERVICES	3				
Agency		147	15.7	433	(2.3)
Non-Agency		419	(1.9)	1,443	(0.1)
Contra		9	50.0	40	42.9
ADVERTISING REVENUE		574	2.3	1,916	0.1
Other		9	28.6	17	30.8
TOTAL SALE OF AIR TIME		583	2.6	1,933	0.3
SA	11				
Agency		3,924	3.7	12,877	16.3
Non-Agency		3,206	8.5	10,479	(15.0)
Contra		349	3.3	1,068	14.8
ADVERTISING REVENUE		7,479	5.7	24,423	0.4
Other		613	17.9	1,771	13.7
TOTAL SALE OF AIR TIME		8,093	6.5	26,194	1.2

Figures in brackets indicate decline.

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NM denotes not meaningful

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

WESTERN AUSTRALIA

	Three Months to 31 March 1993			Nine Months to 31 March 1993	
	No. of Stns	\$000	Growth %	\$000	Growth %
CAPITAL CITY	5				
Agency		3,363	8.5	10,695	(0.2)
Non-Agency		1,904	1.7	6,459	8.0
Contra		206	22.6	539	(9.1)
ADVERTISING REVENUE		5,473	6.5	17,693	2.3
Other		581	(5.5)	1,718	(6.4)
TOTAL SALE OF AIR TIME		6,054	5.2	19,411	1.5
LARGER CITIES	6				
Agency		237	(18.6)	723	(19.8)
Non-Agency		1,171	17.7	3,610	9.7
Contra		34	54.5	80	27.0
ADVERTISING REVENUE		1,442	10.2	4,413	3.7
Other		3	(25.0)	12	(50.0)
TOTAL SALE OF AIR TIME		1,444	10.1	4,424	3.4
OTHER SERVICES	10				
Agency		175	(5.4)	518	(5.6)
Non-Agency		580	26.4	1,972	6.9
Contra		9	NM	34	240.0
ADVERTISING REVENUE		764	18.6	2,524	5.0
Other		4	NM	8	14.3
TOTAL SALE OF AIR TIME		768	19.3	2,532	5.0
WA	21				
Agency		3,775	5.6	11,937	(1.9)
Non-Agency		3,655	9.9	12,041	8.3
Contra		249	31.1	652	(2.1)
ADVERTISING REVENUE		7,678	8.3	24,630	2.9
Other		588	(5.2)	1,737	(6.9)
TOTAL SALE OF AIR TIME		8,266	7.2	26,367	2.2

Figures in brackets indicate decline.

No of stns refers to the last quarter

Growth % is calculated from the same period in the previous year

NM denotes not meaningful

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

TASMANIA AND NORTHERN TERRITORY

Three Months to 31 March
1993

Nine Months to 31 March
1993

	No. of Stns	\$000	Growth %	\$000	Growth %
CAPITAL CITY	4				
Agency		468	20.0	1,396	(8.7)
Non-Agency		833	(6.1)	3,106	(0.7)
Contra		136	29.5	428	16.3
ADVERTISING REVENUE		1,437	4.0	4,929	(1.9)
Other		31	(79.3)	312	(30.7)
TOTAL SALE OF AIR TIME		1,468	(4.2)	5,242	(4.3)
LARGER CITIES	3				
Agency		183	4.6	570	(3.1)
Non-Agency		421	(18.4)	1,738	(5.3)
Contra		33	94.1	86	32.3
ADVERTISING REVENUE		637	(10.0)	2,394	(3.8)
Other		30	(80.0)	307	(31.8)
TOTAL SALE OF AIR TIME		666	(22.4)	2,702	(8.0)
OTHER SERVICES	5				
Agency		99	3.1	305	6.3
Non-Agency		336	(7.4)	1,195	(7.3)
Contra		16	220.0	65	261.1
ADVERTISING REVENUE		451	(2.8)	1,566	(1.8)
Other		8	0.0	24	4.3
TOTAL SALE OF AIR TIME		459	(2.8)	1,590	(1.7)
TAS/NT	12				
Agency		750	13.5	2,271	(5.5)
Non-Agency		1,590	(10.0)	6,039	(3.4)
Contra		185	45.7	580	28.6
ADVERTISING REVENUE		2,524	(1.2)	8,890	(2.4)
Other		69	(77.6)	643	(30.3)
TOTAL SALE OF AIR TIME		2,593	(9.4)	9,533	(5.0)

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COMMERCIAL RADIO SERVICES SALE OF AIR TIME

AUSTRALIA

	No. of Stns	Three months to		Three months to	
		Sep 92 \$000	Dec 92 \$000	Sep 92 Growth %	Dec 92 Growth %
ORIGINAL FM	9				
Agency		18,658	21,077	9.3	3.9
Non-Agency		7,519	8,997	(3.7)	(1.0)
Contra		1,298	807	21.8	13.5
ADVERTISING REVENUE		27,475	30,881	5.9	2.6
Other		29	49	2,800	NM
TOTAL SALE OF AIR TIME		27,504	30,930	6.0	2.8
AM-FM CONVERTED	8				
Agency		6,190	7,616	7.4	26.0
Non-Agency		4,118	4,637	(2.8)	(11.8)
Contra		506	504	(19.7)	(9.5)
ADVERTISING REVENUE		10,814	12,758	1.7	7.6
Other		0	2	(100)	NM
TOTAL SALE OF AIR TIME		10,814	12,759	1.7	7.6
ORIGINAL AM	21				
Agency		13,580	14,417	8.8	2.3
Non-Agency		15,318	16,112	2.0	7.4
Contra		1,293	1,039	0.8	(11.3)
ADVERTISING REVENUE		30,191	31,569	4.8	4.3
Other		2,428	2,460	(26.1)	(29.0)
TOTAL SALE OF AIR TIME		32,618	34,028	1.7	0.9
CAPITAL CITY	38				
Agency		38,428	43,111	8.8	6.7
Non-Agency		26,955	29,746	(0.4)	1.4
Contra		3,097	2,351	3.9	(3.6)
ADVERTISING REVENUE		68,480	75,207	4.8	4.2
Other		2,456	2,510	(25.3)	(27.6)
TOTAL SALE OF AIR TIME		70,936	77,718	3.3	2.7
LARGER CITIES	38				
Agency		4,158	5,379	(5.3)	(6.5)
Non-Agency		11,002	12,829	4.9	7.7
Contra		786	823	(0.3)	10.0
ADVERTISING REVENUE		15,947	19,031	1.8	3.4
Other		128	163	(33.7)	(18.5)
TOTAL SALE OF AIR TIME		16,075	19,194	1.3	3.1

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

AUSTRALIA

	No. of Stns	Three months to		Three months to	
		Sep 92 \$000	Dec 92 \$000	Sep 92 Growth %	Dec 92 Growth %
OTHER SERVICES	76				
Agency		3,949	5,365	(3.9)	(7.3)
Non-Agency		16,332	17,406	5.9	(0.7)
Contra		634	657	12.4	7.9
ADVERTISING REVENUE		20,915	23,427	4.1	(2.0)
Other		15	16	(34.8)	(15.8)
TOTAL SALE OF AIR TIME		20,930	23,443	4.0	(2.1)
AUSTRALIA	152				
Agency		46,536	53,854	6.2	3.6
Non-Agency		54,289	59,981	2.5	2.1
Contra		4,517	3,830	4.3	0.9
ADVERTISING REVENUE		105,341	117,666	4.2	2.7
Other		2,600	2,689	(25.8)	(27.0)
TOTAL SALE OF AIR TIME		107,941	120,354	3.2	1.8

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COMMERCIAL RADIO SERVICES SALE OF AIR TIME

NEW SOUTH WALES

	No. of Stns	Three months to		Three months to	
		Sep 92	Dec 92	Sep 92 Growth %	Dec 92 Growth %
		\$000	\$000		
CAPITAL CITY	9				
Agency		15,084	16,811	11.5	7.2
Non-Agency		11,065	11,585	(5.1)	2.2
Contra		895	529	(12.6)	(29.4)
ADVERTISING REVENUE		27,044	28,924	3.2	4.2
Other		197	197	(69.9)	(74.4)
TOTAL SALE OF AIR TIME		27,241	29,121	1.4	2.1
LARGER CITIES	13				
Agency		2,109	2,537	(6.8)	(7.9)
Non-Agency		4,857	5,666	6.8	13.0
Contra		372	402	3.0	21.1
ADVERTISING REVENUE		7,338	8,605	2.3	6.2
Other		0	0	(100)	(100)
TOTAL SALE OF AIR TIME		7,338	8,605	1.9	5.7
OTHER SERVICES	30				
Agency		1,764	2,457	(4.8)	(3.7)
Non-Agency		8,361	8,713	1.5	(3.1)
Contra		274	298	7.5	4.2
ADVERTISING REVENUE		10,399	11,468	0.6	(3.1)
Other		0	0	(100)	NM
TOTAL SALE OF AIR TIME		10,399	11,468	0.5	(3.1)
NSW	52				
Agency		18,957	21,805	7.5	3.9
Non-Agency		24,283	25,963	(0.7)	2.4
Contra		1,540	1,230	(6.0)	(10.0)
ADVERTISING REVENUE		44,781	48,997	2.4	2.7
Other		197	197	(71.2)	(75.6)
TOTAL SALE OF AIR TIME		44,978	49,194	1.3	1.4

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COMMERCIAL RADIO SERVICES SALE OF AIR TIME

VICTORIA

	No. of Stns	Three months to		Three months to	
		Sep 92 \$000	Dec 92 \$000	Sep 92 Growth %	Dec 92 Growth %
CAPITAL CITY	9				
Agency		11,387	12,366	1.6	(3.5)
Non-Agency		6,742	7,661	26.1	25.4
Contra		1,089	839	18.2	23.0
ADVERTISING REVENUE		19,218	20,867	9.9	6.4
Other		630	632	10.1	8.4
TOTAL SALE OF AIR TIME		19,848	21,498	9.9	6.5
LARGER CITIES	5				
Agency		415	653	(19.3)	(17.2)
Non-Agency		1,147	1,404	9.0	4.8
Contra		124	154	(21.5)	22.2
ADVERTISING REVENUE		1,685	2,211	(2.3)	(2.0)
Other		0	0	NM	NM
TOTAL SALE OF AIR TIME		1,685	2,211	(2.3)	(2.0)
OTHER SERVICES	11				
Agency		704	923	(16.3)	(21.3)
Non-Agency		2,496	2,800	14.4	(2.4)
Contra		123	79	(15.8)	(49.0)
ADVERTISING REVENUE		3,322	3,802	4.9	(9.5)
Other		0	0	NM	NM
TOTAL SALE OF AIR TIME		3,322	3,802	4.9	(9.5)
VIC	25				
Agency		12,505	13,942	(0.5)	(5.6)
Non-Agency		10,385	11,864	21.0	14.9
Contra		1,336	1,073	9.2	11.4
ADVERTISING REVENUE		24,225	26,879	8.3	3.2
Other		630	632	10.1	8.4
TOTAL SALE OF AIR TIME		24,855	27,511	8.3	3.3

Figures in brackets indicate decline

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NM denotes not meaningful

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

QUEENSLAND

	No. of Stns	Three months to		Three months to	
		Sep 92 \$000	Dec 92 \$000	Sep 92 Growth %	Dec 92 Growth %
CAPITAL CITY	6				
Agency		4,511	4,780	34.7	25.3
Non-Agency		3,591	4,168	(4.7)	(9.1)
Contra		443	391	(9.8)	9.2
ADVERTISING REVENUE		8,545	9,339	12.3	6.7
Other		375	375	(52.7)	(55.2)
TOTAL SALE OF AIR TIME		8,920	9,714	6.2	1.3
LARGER CITIES	8				
Agency		1,156	1,467	13.2	3.4
Non-Agency		2,732	3,082	0.3	2.9
Contra		222	185	13.8	(12.7)
ADVERTISING REVENUE		4,111	4,734	4.3	2.3
Other		0	0	NM	NM
TOTAL SALE OF AIR TIME		4,111	4,734	4.3	2.3
OTHER SERVICES	17				
Agency		1,133	1,497	10.6	(5.6)
Non-Agency		3,959	4,134	14.6	6.7
Contra		201	210	41.5	45.8
ADVERTISING REVENUE		5,293	5,842	14.6	4.2
Other		1	1	(88.9)	(75.0)
TOTAL SALE OF AIR TIME		5,294	5,842	14.4	4.2
QLD	31				
Agency		6,801	7,745	26.1	13.6
Non-Agency		10,282	11,384	3.4	(0.6)
Contra		867	786	4.7	10.1
ADVERTISING REVENUE		17,949	19,914	11.0	4.9
Other		376	376	(53.1)	(55.3)
TOTAL SALE OF AIR TIME		18,325	20,290	8.0	2.3

Figures in brackets indicate decline

No of stns refers to the last quarter

Growth % is calculated from the same period in the previous year

NM denotes not meaningful

COMMERCIAL RADIO SERVICES SALE OF AIR TIME

SOUTH AUSTRALIA

	No. of Stns	Three months to		Three months to	
		Sep 92 \$000	Dec 92 \$000	Sep 92 Growth %	Dec 92 Growth %
CAPITAL CITY	5				
Agency		3,800	4,539	21.0	31.1
Non-Agency		2,433	2,628	(31.0)	(29.5)
Contra		404	232	66.3	(12.5)
ADVERTISING REVENUE		6,637	7,400	(4.0)	(0.7)
Other		564	580	10.2	13.3
TOTAL SALE OF AIR TIME		7,200	7,980	(3.0)	0.2
LARGER CITIES	3				
Agency		122	205	(12.2)	(9.3)
Non-Agency		545	643	5.2	9.0
Contra		23	28	(20.7)	(15.2)
ADVERTISING REVENUE		690	876	0.6	3.2
Other		2	3	(66.7)	200.0
TOTAL SALE OF AIR TIME		692	879	0.0	3.4
OTHER SERVICES	3				
Agency		116	170	(10.8)	(8.6)
Non-Agency		465	559	4.3	(2.1)
Contra		10	21	(16.7)	90.9
ADVERTISING REVENUE		591	750	0.7	(2.2)
Other		5	3	400.0	(40.0)
TOTAL SALE OF AIR TIME		596	753	1.2	(2.3)
SA	11				
Agency		4,038	4,914	18.5	26.8
Non-Agency		3,442	3,831	(23.4)	(21.6)
Contra		437	281	53.9	(8.8)
ADVERTISING REVENUE		7,918	9,026	(3.3)	(0.5)
Other		571	587	9.8	13.3
TOTAL SALE OF AIR TIME		8,488	9,613	(2.5)	0.3

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COMMERCIAL RADIO SERVICES SALE OF AIR TIME

WESTERN AUSTRALIA

	No. of Stns	Three months to		Three months to	
		Sep 92 \$000	Dec 92 \$000	Sep 92 Growth %	Dec 92 Growth %
CAPITAL CITY	5				
Agency		3,252	4,080	(7.6)	(0.3)
Non-Agency		2,033	2,522	11.7	10.1
Contra		99	234	(43.4)	(6.4)
ADVERTISING REVENUE		5,384	6,836	(2.4)	3.1
Other		567	569	(6.4)	(7.3)
TOTAL SALE OF AIR TIME		5,951	7,405	(2.8)	2.2
LARGER CITIES	6				
Agency		189	297	(32.7)	(9.7)
Non-Agency		1,126	1,313	4.5	7.9
Contra		23	23	15.0	4.5
ADVERTISING REVENUE		1,338	1,633	(3.0)	4.2
Other		3	6	(66.7)	(40.0)
TOTAL SALE OF AIR TIME		1,341	1,639	(3.5)	3.9
OTHER SERVICES	10				
Agency		152	191	(20.4)	10.4
Non-Agency		683	709	2.9	(1.7)
Contra		5	20	(16.7)	400.0
ADVERTISING REVENUE		841	920	(2.3)	2.3
Other		1	4	(66.7)	0.0
TOTAL SALE OF AIR TIME		842	923	(2.5)	2.3
WA	21				
Agency		3,594	4,568	(10.0)	(0.6)
Non-Agency		3,842	4,544	7.8	7.5
Contra		127	276	(36.5)	0.0
ADVERTISING REVENUE		7,563	9,389	(2.5)	3.2
Other		571	579	(7.8)	(7.8)
TOTAL SALE OF AIR TIME		8,134	9,967	(2.9)	2.5

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COMMERCIAL RADIO SERVICES SALE OF AIR TIME

TASMANIA AND NORTHERN TERRITORY

	No. of Stns	Three months to		Three months to	
		Sep 92 \$000	Dec 92 \$000	Sep 92 Growth %	Dec 92 Growth %
CAPITAL CITY	4				
Agency		394	534	(31.4)	(5.5)
Non-Agency		1,090	1,182	15.6	(9.0)
Contra		167	125	31.5	(8.1)
ADVERTISING REVENUE		1,651	1,841	0.4	(8.0)
Other		124	157	(17.3)	4.7
TOTAL SALE OF AIR TIME		1,775	1,999	(1.1)	(7.0)
LARGER CITIES	3				
Agency		167	220	(3.5)	(7.9)
Non-Agency		595	722	4.6	(3.7)
Contra		23	31	(8.0)	34.8
ADVERTISING REVENUE		785	972	2.3	(4.0)
Other		124	154	(17.3)	2.7
TOTAL SALE OF AIR TIME		909	1,126	(0.9)	(3.2)
OTHER SERVICES	5				
Agency		80	127	8.1	8.5
Non-Agency		368	490	(16.0)	0.4
Contra		20	29	400.0	222.2
ADVERTISING REVENUE		469	646	(9.1)	5.2
Other		8	8	0.0	0.0
TOTAL SALE OF AIR TIME		477	654	(9.0)	5.1
TAS/NT	12				
Agency		641	880	(21.9)	(4.5)
Non-Agency		2,054	2,395	5.4	(5.6)
Contra		211	185	35.3	10.1
ADVERTISING REVENUE		2,906	3,460	(0.7)	(4.6)
Other		256	319	(16.9)	3.6
TOTAL SALE OF AIR TIME		3,162	3,779	(2.2)	(4.0)

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