



**An Application by Energy Communications  
Ltd for FM Independent Local Commercial  
Radio Licence for The Isle of Man**

**April 2013**

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# Opening Statement

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This application is, in effect, an application to continue the service which is already broadcasting under a licence which commenced on 20<sup>th</sup> July 2003.

The Communications Commission have notified us that they have determined that there is no 'renewal' process available within the Broadcasting Act 1993 and that to enable the service to continue, an application for a new licence be made.

The application is to continue the 'Energy FM' local radio service which comprises of a Chart & Contemporary 'hit' music format mixed with News Bulletins and Information relevant to the people living in the Isle of Man. The music format appeals mainly to a younger audience and whilst 'pop' music can appeal to any age, the service predominately appeals to the age range of 15 to 45. With this age profile, the station also features a range of sport within its output and the format would be considered as similar in sound, content and style to the likes of Lancashire's 97.4 Rock FM or Liverpool's Radio City. Indeed when launched, Energy was based on the Rock FM format. (NB 'Rock' in the Preston based stations name referred to Blackpool rock and not rock music!).

Since the demise of Atlantic 252, the Isle of Man did not have a dedicated pop / chart music radio service. Energy FM fills that gap and provides the audience with access to a high quality presentation station with the new music that will become chart toppers, essential news and information to an audience who did not fall in to the traditional Manx Radio category and who may have accessed this format from non Isle of Man based radio stations.

In assessing this application, we respectfully ask that recognition is given to the achievements Energy FM has made over the past decade in serving a previously un-served audience. The station launched against a backdrop of aggressive competition in the advertising market place where advertisers wanted an outlet to reach a younger demographic, but at the same time had become accustomed to only one radio station which publically boasted how it required a heavy Government subsidy to survive. This caused advertisers to be rather cautious and confidence had to be built that investing some of their budgets with a new, untested radio station, was going to be money well spent. Now Energy FM is established as a fixture on the radio dial and one that has consistently 'delivered' throughout its 10 year life.

In addition there was also the issue of FM coverage. The topography of the Isle of Man is such that VHF basically travels only in a straight line and as soon as it hits hills, the signal stalls. Unlike in the UK where the former Radio Authority would plan frequency and coverage areas, Energy FM was required to carry out its own frequency and coverage planning. It was this 'in-house' work that has resulted in a 7 transmitter network which gives almost 99% FM Stereo coverage to the Isle of Man. The planning was not without challenge as relay transmitters suffered interference from off Island stations and so a network needed to be planned using a mixture of land lines, off air feeds and microwave links. This network is explained in detail in the Transmission Section of this application.

The frequencies cleared internationally were for Energy FM to use at specific sites using specific parameters. Unlike the UK where radio companies would contract the likes of Arqiva,

Energy FM owns all the hardware and transmitting infrastructure at the various sites and in some cases owns the site itself. We believe it would be impossible for another operator to maintain the service (in accordance with Section (2A) on these frequencies without either:

- re-clearing all the frequencies with different technical parameters
- re-clearing all the frequencies for use at different transmitter sites
- or by entering in to a transmission contract with ourselves, should we be unsuccessful and they be successful in being granted a Broadcasting Act Licence, so they could commence broadcasting from our exiting transmission infrastructure.

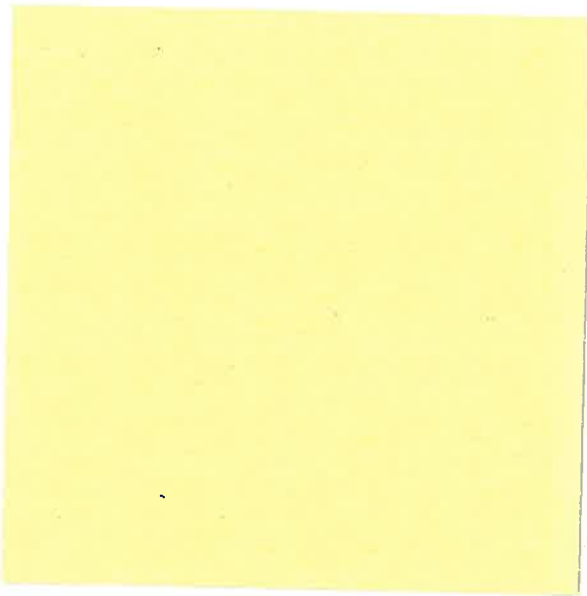
We would aver that Energy FM has demonstrated that the frequencies cleared currently, can only be used by Energy in their 'current form' and therefore any other applicant would not have the 'ability maintain the proposed service' in accordance with the Act if they were relying on the frequencies currently in use by Energy FM.

By virtue that Energy FM is an existing service; the station, through this application, would obviously be in a position to 'commence' broadcasting on the 20<sup>th</sup> July at the exact moment the existing licence expires.

# About the Organisation

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This application is being made by the existing licence holder:



(Contact for Public Purpose)

Energy FM

Operational Premises:

45 Victoria Street

Douglas

Isle of Man

IM1 3RS

Telephone: 01624 611986

Email: [studio@energyfm.net](mailto:studio@energyfm.net)

# About the Organisation

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This application is being made by the existing licence holder who is known to the Commission through holding the existing licence. No changes are proposed to the existing structure.

## **Energy Communications Limited Board of Directors & Shareholders**

- **David Turner – 1 share / 50%**

Mr Turner began his working life as an Transmission and studio Engineer on the North ship Radio Caroline in 1964. He spent almost 4 years working for the most famous radio station in the British Isles. He has held Home Office / UK Radiocommunications Agency licences since 1979 and operated licensed communications systems for over 30 years. *i-TEL* was the Islands most successful private mobile radio operator throughout the 1980's and 1990's and was the Islands first retailer of mobile telephones outside British Telecom.

The telephone division of *i-TEL* was sold off and *hi-tec communications* was born delivering the mobile radio services. *Hi-tec* rebranded Energy Foretrack (trading style of Energy Communications) when the company branched out in to Vehicle Tracking and Broadcast Transmission for the then separate Energy Radio.

- **Susan Turner – 1 share / 50%**

Mrs Turner has acted in capacity of Company Secretary and Director of various Isle of Man Communications businesses including *i-TEL*, *hi-tec* and now Energy Foretrack.

- There are no proposed additional Directors or Shareholders in the foreseeable future.
- The Shareholders / Directors have no other interests in any media company who operate radio, television or newspaper or online broadcast type media.
- The Shareholders / Directors have no interests or Memberships in Religious bodies, Political Parties / Lobby Groups, Local Authorities or other public funded bodies.

## **Ability to maintain the service – supplementary**

Energy Communications is a successful business which has grown with a solid client base and sufficient contracts to secure a stable foreseeable future. The transmission infrastructure that provides the Energy FM service is owned outright by Energy Communications and is to the latest Ofcom specification.

No equipment is leased or has any outstanding finance as all was purchased outright by Energy Communications. A level of spares stock is also retained and all main transmitter sites have spare auto switching back-up. This will be detailed later in the Engineering Section.

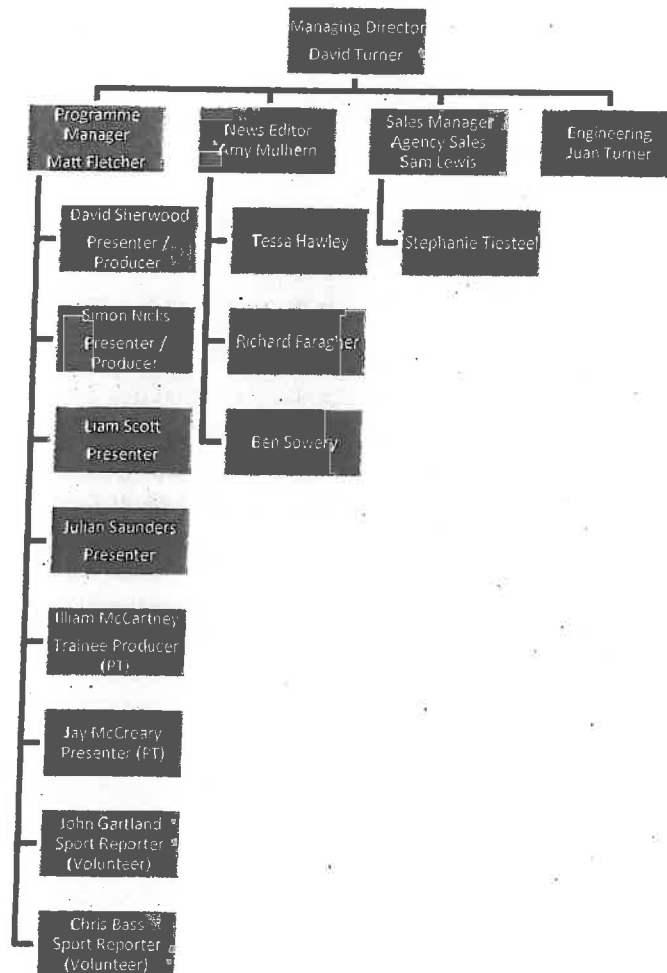
# Company & Operating Structure

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## Energy FM - Management Structure



## Staff / Operational Structure



# Programming Output

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## Station Name

The application is to continue the service 'Energy FM'.

## Service Duration

The station broadcasts 24 hours a day with 'automated' output from 1am to 6am weekdays and 12 midnight to 6am Weekends.

## Character of Service

A locally oriented Contemporary and Chart Music Radio Station with News and Information (Including Sport) for the Isle of Man.

## Third Party Programming

There are only a few third party productions aired on Energy FM and these have proved popular with the audience so we propose to continue them in any new licence. Programming is always subject to change so as to keep the schedule fresh and keep the listeners engaged. At present there are the following third party productions.

Saturday 1800-2000 - Totally 90's -

A two hour mix of music from the 1990's mixed with artist interviews from the people making the music. This has high production value and is paid for via a commercial barter system. They include their own 'national' commercials.

Sunday 1900-2100 - Totally 80's -

Similar to above only with music from the 1980's. This is a very popular programme which began as a 'filler' and was moved to a more convenient time slot.

Sunday 1600-1900 - The Big Top 40 -

This is the UK's biggest Chart Show. Nationally it has more listeners than BBC Radio 1's chart show and it is right that the Isle of Man has access to this high quality production. The Show is broadcast from Capital FM in Leicester Sq. London and features live guests interviews from the biggest artists and stars. Because the charts have changed so much due to downloads, it is not unusual to hear classic songs from iconic artists as well as the new age of pop stars. Energy has the exclusive contract to broadcast this show on air and online in this geographic area.

Sunday 2200-0100 - Late Night Nicky

Nicky (Simon Nicks) presents the Energy Afternoon Show but also presents a 'networked' show on a Sunday night. This is access radio and is a mix of late night chat, phone in and features.

## News Provision

Newsgathering is via a shared Newsroom with 3FM Radio. News items are gathered and loaded on to a central 'News Share' and Energy FM through its own Head of News has Editorial Control over the content of the News bulletins broadcast on Energy FM. The Head of News can also direct shared reporters to cover certain stories or provide re-written copy, updates and fresh audio meaning that the independence and plurality of the news service is maintained. Expanded detail about News follows.



## Mainstream Daytime Output

### *Breakfast*

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Energy FM is the Isle of Man's Contemporary and Chart Music Station and proposes to continue the existing service.

The day starts with a fast moving personality led Breakfast Show presented by Matt Fletcher. Matt's philosophy is to wake up the Island and get people in a good mood for the day ahead.

Matt chooses music that is ultra familiar and 'feel good'. His features include little 'teasers' that the audience can text, email or ring in and have a go at. Matt generates on average over 100 text messages alone for each competition and some of these quizzes don't even have a prize! It shows the level of listener loyalty and participation.

There is also the birthday list for those celebrating (a free draw for a prize) and the show features the all important News bulletins and travel news. There is also a daily Sport Bulletin.

### *Mid Morning*

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Dave Sherwood is an experienced broadcaster and is on hand throughout the morning to react to what the Isle of Man needs through its late morning. Again there is more audience participation with a Top 10 countdown where Dave plays 10 songs from a particular year (last 35 years!) and announces the news items of that year, what was on at the movies and what the latest fads were at the time. This is another quiz that generates many entries.

The show also features any relevant interviews. For example if there is a star in town appearing at the Villa or Gaiety or even someone who is doing something of interest to people. It could be an organiser of a fund raiser, a local sports personality or a charity talking about a great event. The Mid Morning Show is all about that mix of music and chat. The chat is presented in a style that fits the format.

There is a daily Business News spot and more hourly news bulletins and an extra half hour news update at 12.30.

### *Afternoons*

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The Afternoon starts off with a 1 hour 'Power Hour' playing well known hits back to back. Power songs from any decade which guarantees that a listener will not be far from a great song they will like.

From 2pm Simon Nicks, a seasoned broadcaster with Manx roots, provides the ongoing mixture of music but with 'Nicksy's' personality and banter. Simon has been a popular presenter on TFM (North East), Gaydio (Manchester), Key103 (Manchester), Rock FM (Lancashire), Signal Radio (Staffordshire) and Real Radio (UK Wide). He loves the Isle of Man and still commutes back to the adjacent Isle at weekends to present on UK Radio and even presents some of his UK shows from our own studios. He is a great ambassador for the Isle of Man and regularly mentions the Island in his UK shows.

The show features hourly local & international news bulletins as well as weather and travel news. He also has a showbiz feature and 'Your Isle of Man' which is a free service for non profit organisations to publicise events.

## *Evenings*

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The evenings are tailored to a younger audience such as the teen market. The 'Wall of Sound' features a heavier rotation of new and chart music along with interviews from the artists of today. Recently Liam Scott (the Wall of Sound Presenter) broadcast interviews with Kimberly Wyatt and The Wanted.

## *Late Night*

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A more mellow and laid back format comes in to play on weekday late nights. 'The Late Lounge' is Energy FM's end of day wind down show. Julian Saunders has developed a personable style and is almost on a one to one with his listeners. Julian receives lots of fan mail as the listeners have warmed to his friendly and relaxing presentation. Julian regularly talks about his day and his dogs which have become a favourite with listeners. The show attracts contact from people who listen for a short time while getting ready for bed and also from those working through the night. The music mix is mellow and you'd hear the latest music but also melodic classic from various years.

## *Talking Sport*

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Sport features as part of Energy FM's commitment and Talking Sport was introduced to the schedule two years ago for a trial 6 week run. The programme proved so popular that a sponsor came forward and the listener response when it ended was such that a new series was produced.

The show was initially placed in a time slot that traditionally for radio is a low point. Friday 6-7pm was chosen as it would bring in people to actually 'listen' rather than simply having the radio on while they do something else...Wallpaper as we call it!

The show is not about 'interviewing' sports people – but that of 'talking' to them. It's like eaves dropping on a conversation. This makes the show relaxed and open and sometimes even controversial as all sport genres have their politics!

Local Sports Pundits John Gartland (A former IOM International) and Chris Bass Snr (Manager of St Georges AFC) are the main presenters and through the Winter the first half of the show is mainly dedicated to local football. But their knowledge of sport reaches far beyond football. They have also had exclusive chats with World Champions such as Cal Crutchlow, David Knight, James Toseland and many more. They have also given airtime to local Archery stars, the George sisters, the up and coming Equestrian star, Yasmin Ingham and featured Basketball, Golf and numerous other sporting disciplines. It's also about the referees, the organisers and the ex-players.

Local Hockey is featured with a weekly spot by Kim Carney. The hockey fraternity are right within the target market of Energy FM and this spot has proved popular.

Motorsport coverage is provided by Chris Boyde and Robert Fagg who following their start with Energy FM have also gone on to voice TV motorsport commentary and provide radio coverage for UK and Irish events. Motorsport is slotted in to this show as and when events are held.

## Weekends

Daytime weekends are similar in broad format to that of weekdays as the mainstream audience demand it. There are different programme features.

### *Super Sport Saturday*

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The 2-5pm Saturday slot is a mix of music and live sport. Energy FM has non exclusive rights to broadcast live updates from the English Premier League and FA Cup through 'World Sports Communications'. There are Previews, Team News and half/full time reports as well as 2 reports per half and additional reports in event of goals.

Also included is live Rugby League and Union as well as coverage of the Six Nations. Other Sport audio from Golf, F1, Athletics, SPL etc is provided through Energy FM's contract with IRN / Sky News.

### *Saturday Night*

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The format on Saturday night moves up a gear with the music being very much that of a feel good dancefloor and club classics format. Alex James is the presenter although there is less chat in this show as the show is designed to be the soundtrack of Saturday Night.

### *Sunday Highlights*

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The highlight of Sunday is the Mid Morning Show. Radio listening peaks at breakfast during the week, but at the weekend, the late morning is the peak of radio listening.

Simon Crookshank is the person in charge of this day part. Simon has a wonderful style for this time on a Sunday and allows his warm personality to shine through. The show is designed to be reactive. In the recent snow storm, Simon was a conduit for information and kept listeners informed about the developing situation.

## Manx Gaelic

Energy FM was proud to commission 'A Word in Manx' produced by the Manx Heritage Foundation. The series was hugely successful with a bi-weekly Manx feature teaching everyday Manx words and phrases. The series produced by Charles Guard and presented by Adrian Cain was also available on the website as a download. We even had commissioned a Manx Gaelic translation version of the Energy FM logo:



# Programming Philosophy

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## News Coverage

News is the backbone of any local radio service and the style of the delivery has to fit in with the style of station.

Energy FM's news style is tabloid style delivery but with broadsheet intelligence. Throughout the previous licence term, the news output has been balanced, up to date and accurate. Energy FM News has also broken many major stories ahead of the competition. There have been live reports from scenes of crime, fires, political protests and events.

The news is updated on air and online both in and outside normal working hours as news can happen at any time. Energy FM's news team are dedicated to the job and understand that as journalists they need to be ready for a breaking story at any time. One person is always on news duty and has full remote access to the stations facilities from home and via smart phone technology. An out of hours news editor can file copy to the website or even broadcast audio to air from home or from the scene of a major incident. It may not be a major incident but it may be a major event such as the recent snow. Our duty news editor was able to provide updates to listeners via the latest technology without being in the studios.

## Action Line - 664433 - Facebook & Twitter (Social Media)

As part of Energy FM's community commitment, the Action Line was established in 2005 for use during major events such as the recent snow. The line via our news number 664433 is manned as a help desk where information comes in and goes out to listeners. Callers call in with information or ring in asking for information. However since social media has become more established such as Facebook and Twitter, more people are connecting with Energy FM via these channels.

Energy FM reached over 300,000 unique people in just one week during the recent snow. The pages went viral as people were posting their snow pictures and stories on our Facebook page.

The Facebook / Twitter subscribers amount to over 10,000 and the reach locally via these platform is around 30,000 people per week. These figures prove that Energy FM is a trusted and valuable source of information for local people.

## Audience Target & The Market

Energy FM is not a proposed service as it is an existing service seeking a new licence term of 10 years. We have proved that we have an audience base of around 30,000 'consumers' per week who access the Energy FM product via on air or online. Despite the large downturn in market conditions, Energy FM continues to attract sufficient commercial revenue to support its small, yet efficient operation.

Whilst Manx Radio provides a range of specialist programmes designed for people to tune in and out of depending on the subject matter, 3FM provides a mainly melodic music format with minimum speech, Energy provides a chart hit format, with speech content relevant to its audience and where listeners are provided with a format albeit with strands of variety.

A comparison to a typical UK Market such as Lancashire would be as follows:

Local Station	UK Station Equivalent	Station Format
		Speech, local interest, music mixed with for an older demographic.
		Melodic Hits, Classic Tracks & limited speech. A 'more music' format.
		Chart Hit Format with speech relevant to a younger profile

It is our belief that Energy FM has established within the broadcasting landscape and that by awarding Energy a new 10 year licence, we can plan investment and careful development of the programme strategy.

We do not believe that a 'new station' with a 'new format' would offer anything not already available and that any such 'new' operator would only serve to unsettle the market and cause a de-stabilize the industry that is fighting hard for an ever decreasing share of advertising revenue.

Radio has to fight its corner in a very competitive market place against the traditional printed media, such as newspapers and magazines, Online portals such as Isleofman.com and Manx Telecom's new MTTV together with TVim are also generating advertising spend from clients who traditionally spent more with radio. Numerous new magazine such as Gallery are also now key players in the advertising market. Whilst some of these titles come and go, they are still serious contenders for the advertisers spend.

It is our belief that when considering the impact on existing licences, an award of a 10 year licence to Energy FM will have little or no impact on the two remain licensees' and will effectively preserve the status quo in terms of market impact. We feel this is a welcome additional 'positive' for our application.

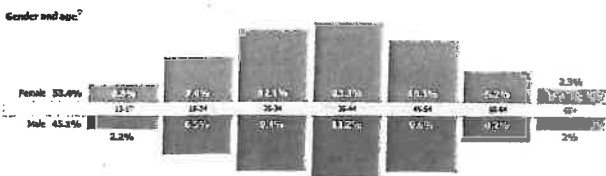
### Website Statistics for the past 14 days

Website Traffic [www.energyfm.net](http://www.energyfm.net)

Unique visitors 28,342  
 Visits 77,674  
 Page Views 169,699  
 Subscribers 9,090  
 Reach (Viral) 318,748 individuals!



Facebook Fan Page





# Music Policy

The music policy mirrors a similar format to the chart music stations in the UK, however the format was chosen to align more towards an area with similar demographic and lifestyle. Lancashire, which features Towns/Cities and a large rural community has a similar younger demographic rather than the more metropolitan area of Manchester. The Energy FM Format is based around the format of the Lancashire (Preston based) 97.4 Rock FM (Formally Red Rose Radio).

Although both Energy and 3FM are music stations, they offer distinctly different sounds and a different playlist. The two stations complement each other.

The following is a sample hour taken from both stations.

	
11am Hour - 9/4/12	11am Hour - 9/4/12
The Script - If You Could See Me Now	Gallagher & Lyle - I Wanna Stay With You
Calvin Harris & Ke\$ha - Bounce	Dido - All I Want
The Pretenders - Don't Get Me Wrong	Will Young - Changes
Pitbull - Don't Stop The Party	Two Door Cinema Club - Sun
Mousse T - Horns	The Bluetones - Slight Return
The Noisettes - That Girl	Terrence Trent D'Arby - Wishing Well
Little Mix - Change Your Life	Micahael Buble - It's A Beautiful Day
M People - Angel Street	James Blunt - 1973
Will I Am - Scream & Shout	Soul Asylum - Runaway Train
Phil Collins - Two Hearts	Nicole Scherzinger - Don't Hold Your Breath
One Republic - Say (All I Need)	Gnarls Barkley - Crazy
The Wanted - Warzone	Club Nouveau - Lean On Me
The Saturdays - All Fired Up	Noah & The Whale - There Will Come A Time
	Roxy Music - All I Want Is You

## Isle of Man Communications Commission

## VHF LOCAL RADIO STATION FORMAT

<b>ENERGY FM</b>
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**Character of Service**

A LOCALLY-ORIENTED CONTEMPORARY AND CHART MUSIC RADIO STATION WITH ENTERTAINMENT, NEWS AND INFORMATION (INCLUDING SPORT) FOR THE ISLE OF MAN. THE CORE TARGET AUDIENCE BEING AGED BETWEEN 15 AND 35.

Licensed area	Isle of Man
Frequency	91.2 – 93.4 – 98.4 – 98.6 – 102.4 – 105.2 MHz FM / VHF
Service duration	24 hours
Locally-made hours	At least 10 hours a day during daytime weekdays. At least 8 hours daytime Saturdays and Sundays.
Local news bulletins	At least hourly at peaktime weekdays and weekends. Outside peak, UK-wide, nations and international news should feature.

**Shared arrangements**

Co-location	Shared with 3FM Radio / Greenlight Television
Programme sharing	No Arrangements

**Definitions**

Speech / Music	Excludes advertising, programme/promotional trails & sponsor credits
Peaktime	Weekday breakfast and drivetime, and Saturday late breakfast
Daytime	0600 to 1900 weekday and weekend
Locally-made	Production and presentation from within the licensed area

**Notes**

# About the Team

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## Matt Fletcher (Head of Programmes)

Matt looks after the day to day operations at Energy FM and deals with areas of compliance in Programming. As well as hosting our weekday breakfast show, he schedules all the music heard on the radio station and schedules our on-air talent. Matt also produces the outside broadcasts and promotions along with our sales team. Matt is also in charge of our 'station sound' and production, creating idents, jingles and station promos as well as new commercials.

Matt has been involved in radio since the age of 16 initially hosting a daily lunchtime show on college radio while studying his HND. From here he progressed into community radio and onto a work placement with BBC Radio Manchester working as Assistant Producer on The Andy Peebles late show.

His involvement in media continued working in Audio/ Visual Production, the events sector and theatre before biting the bullet and going back to school to study radio. Matt was accepted at the highly acclaimed National Broadcasting School in Brighton and upon completion of his course worked at Smooth Radio in Manchester and as a Programmes Assistant at Key 103, also in Manchester before being offered the Breakfast Show here at Energy FM.

6 years later Matt's show is a key part of daily life for the Energy FM audience. With show interaction at an all time high and a key sponsor on board for 2 consecutive years the show continues to be well received, offering a mixture of chat and competitions, essential local information and music from the past 30 years.

## Dave Sherwood (Programme Producer)

Dave is a seasoned radio professional and we are very lucky to have Dave as part of our core operational team in the role of Mid Morning Presenter and Features Producer.

His extensive radio CV is detailed below:

- **Free Radio 80s April 2012 – Present (alongside his Energy FM Role)**  
Set up and Launched Free Radio 80s, this station replaced "Gold" on AM and DAB platforms across the West Midlands. Responsible for Music Scheduling/Selector Clocks/Station Sound and Breakfast Show. In the first 6 months on air the audience reach increased by over 10,000 compared with "Gold" its predecessor to become a 1 Million Hours radio station.
- **UTV Late 2006 – March 2012**  
2007, Set Up UTV Network – Network Evening Show Presenter/Signal 1/2 Head of Music/Production 2008 – Present , Group Head of Music, Network Programme Controller, Group Music Scheduler, Responsible for Scheduling Mix 1(CHR), Mix 2(AC), Mix 3(Hot AC) Gold Mix(Classic Hits), Music Research, during this time UTV audiences have increased in Hours and Reach by 35%.
- **Century FM North East 2004 – Late 2006**  
Presented the Late Show (North East Love Lines) 2004 – October 2005, Audience increased in both Reach and Hours by over 20% in 18 months. October 2005 – December 2007 Drive-Time 3pm – 5:30pm, Audience increased in Reach and Hours with a peak so far yet to be beaten.
- **The Pulse of West Yorkshire 1999 – 2004**  
Head of Music/Drive-Time Presenter/Deputy Programme Controller/Head of Production, as a team within 18 months the station grew Audience, Reach and, Hours, for the first time became a 2 Million Hours Radio Station, with Reach hitting 254,000 and Hours of 2.4 Million.
- **100.7 Heart FM 1995 – 1999**  
Late Show/Overnight/Daytime Swing Presenter, Producer – Created, Produced and Won Heart FM's first Sony Radio Award for the Promotion "Get A Life" Imaged the radio station through 3 transitions – Soft Rock to, Best of Yesterday and Today, finally where they sit today – More Music Variety
- **Atlantic 252 1994 - 1995**  
Dan The Hitman, Evening Show Presenter Sunday to Thursday, Saturday Afternoon, Head of Production.
- **Various Radio 1990 – 1994**  
Radio Topshop London(1990 – 1992), Red Rose Rock FM(1992-1993)/Signal Radio(1993)/Radio Wyvern(1993)/Chiltern Radio Hot FM and Supergold (1993- 1994).



## **Simon Nicks / Nicksy (Programme Producer)**

Simon is another radio stalwart having been around in the late 1980's when radio was reel to reel tape, carts and vinyl records. He has worked for some of the UK's most successful stations including Metro, Piccadilly, Red Rose, Radio Tees and Signal Radio.

A true radio professional, Simon also hosted the legendary Sunday evening, 'Late Night Nicksy' which first aired on Key 103 and later on Radio City from the top of the famous St John's Beacon in Liverpool. The show is now networked on 5 stations in the UK (including Energy) and on a station Gibraltar.

Simon loves the Island having first come here on regular holidays with his parents. He is regularly involved in commuting and provides regular cover for Signal Radio in Stoke as well as his Energy FM Afternoon Show.

Simon brings vast experience having worked in the industry under three former Regulatory bodies – all different in their approach to regulation. The Independent Broadcasting Authority (IBA), the Radio Authority (RA) and now Ofcom. With this Simon is a valuable member of our Production Team.

## **Liam Scott (Technical Operator / Presenter)**

Liam has worked within the radio industry for 7 years. He has worked with large media groups including the UTV, Wireless Group & UKRD, as well as independent local commercial radio stations. At these radio stations he has taken up the role of presenter, as well as behind the scenes doing technical operations & promotions for the radio stations.

Radio stations Liam has been employed at: The Pulse Of West Yorkshire & West Yorkshire's Pulse Two (UTV), Yorkshire Radio (Leeds United FC), Fresh Radio (Utopia Broadcasting Ltd) Skipton and Stray FM (UKRD), the local radio station for Harrogate.

Liam currently hosts "The Wall of Sound" evening show weekdays 6-10pm on Energy FM. Playing the freshest new songs before they enter the charts on the Big Top 40 show as well as keeping the Isle of Man up to date with the latest happenings with "Your Isle of Man".

## **Julian Saunders (Presenter)**

Julian completed a BTEC National Diploma in audio and visual techniques in 1992, however thinking he would never get the opportunity to fulfil his career dream in broadcasting, he also trained as a financial consultant and worked in electrical retail, whilst working as a mobile dj at night in clubs and bars.

In 1998 he joined Sunshine 855 Radio in Shropshire, where he presented for several years, combining this with his separate financial consulting role.

In 2001 he was asked to move just across the border to their sister radio station ( Radio Maldwyn 756 AM ) in Wales, this was to present a week day afternoon programme and utilise his financial consulting acumen by helping generate increased advertising sales revenue, a role he combined successfully with presenting.

Between 2001 and 2006 Julian also worked freelance for a variety of other radio groups. Some of the stations where his voice has been heard presenting a range of shows from Breakfast to travel bulletins, include, Sunshine 855, Radio Maldwyn, Real Radio, Dune FM, Mercia FM ( now Free Radio ), Beacon Radio ( Now Free Radio ), Star Radio, and many more, including radio stations abroad such as Coast FM in Tenerife.

In 2006 Julian became breakfast presenter at Oak FM in Leicestershire ( formerly Fosseyway Radio ) he increased RAJAR listening hours quarter on quarter from 7 - to over 15 before leaving in early 2010 to pursue other radio interests, having by this stage been offered the position of commercial director and consultant at 102.5 Bridge FM.

Julian spent time in early 2010 turning their fortunes around, where he can proudly boast had he have not implemented his skill set and company structure that the station would not be on air now, (one of the few profitable UK Community radio stations).

Also in 2010 Radio Maldwyn asked him to return to present a daily show and consult on their business model, it was during this time in 2010 that Julian was introduced to Energy FM and where he continues to provide a daily Programme – The Late Lounge.

