

# CONTRACT



**WPMT-TV**  
**2005 South Queen St**  
**York, PA 17403**  
**(717) 843-0043**

<u>Contract / Revision</u> 402112 / 1		<u>Alt Order #</u> 08429436
<u>Product</u> <b>HARTMAN 10/28</b>		
<u>Contract Dates</u> <b>10/28/16 - 10/31/16</b>		<u>Estimate #</u> <b>4520</b>
<u>Advertiser</u> <b>Hartman, C/D/Con/PA</b>		<u>Original Date / Revision</u> 10/27/16 / 11/01/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> <b>WPMT-TV</b>	<u>Account Executive</u> Cheryl Long	<u>Sales Office</u> NSO Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u> 731	<u>Product Code</u> 756
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

And:

**Hamburger Gibson Creative**  
**1322 G St SE**  
**Washington, DC 20003**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
E 1	43	10/28/16	10/28/16	Fri 1030-11p	10:30 PM-11:00 PM		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>						
Week:		10/24/16	10/30/16	----1--	1	\$600.00	0.00						
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Rtg</u>	<u>Type</u>			
	1	43	10/24/16-10/30/16	Fri 1030-11p	10:30 PM-11:00 PM	-----F----	:30	<del>\$600.00</del>	0.00	NM			
See MG 33.3,33.4,33.5													
2	43	10/28/16	10/28/16	Fri 2p-3p	2:00 PM-3:00 PM		:30				NM	1	\$20.00
Week:		10/24/16	10/30/16	----1--	1	\$45.00	0.00						
3	43	10/28/16	10/28/16	Fri 3p-4p	3:00 PM-4:00 PM		:30				NM	1	\$65.00
Week:		10/24/16	10/30/16	----1--	1	\$65.00	0.00						
4	43	10/28/16	10/28/16	Fri 4-430p	4:00 PM-4:30 PM		:30				NM	1	\$95.00
Week:		10/24/16	10/30/16	----1--	1	\$100.00	0.00						
5	43	10/28/16	10/28/16	Fri 5-530p	5:00 PM-5:30 PM		:30				NM	1	\$150.00
Week:		10/24/16	10/30/16	----1--	1	\$150.00	0.00						
6	43	10/28/16	10/28/16	Fri 530-6p	5:30 PM-6:00 PM		:30				NM	1	\$150.00
Week:		10/24/16	10/30/16	----1--	1	\$150.00	0.00						
7	43	10/28/16	10/28/16	Fri 6-630a	6:00 AM-6:30 AM		:30				NM	1	\$150.00
Week:		10/24/16	10/30/16	----1--	1	\$150.00	0.00						
8	43	10/28/16	10/28/16	Fri 7-730a	7:00 AM-7:30 AM		:30				NM	1	\$150.00
Week:		10/24/16	10/30/16	----1--	1	\$150.00	0.00						
9	43	10/28/16	10/28/16	M-F 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$300.00
Week:		10/24/16	10/30/16	----1--	1	\$300.00	0.00						
10	43	10/28/16	10/28/16	MLB World Series Gm	Fri 730-1130p		:30				NM	1	\$2,500.00
Week:		10/24/16	10/30/16	----1--	1	\$2,500.00	0.00						
11	43	10/28/16	10/28/16	Fri 730-8a	7:30 AM-8:00 AM		:30				NM	1	\$150.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Contract / Revision</u> 402112 / 1		<u>Alt Order #</u> 08429436
<u>Contract Dates</u> 10/28/16 - 10/31/16		<u>Product</u> HARTMAN 10/28
<u>Estimate #</u> 4520		<u>Original Date / Revision</u> 10/27/16 / 11/01/16
<u>Advertiser</u> Hartman, C/D/Con/PA		

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----1--				1	\$150.00	0.00			
E 12	43	10/28/16	10/28/16	Fri 730p-8p	7:30 PM-8:00 PM		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----1--				1	\$350.00	0.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
	1	43	10/24/16-10/30/16	Fri 730p-8p	7:30 PM-8:00 PM	-----F----	:30		<del>\$350.00</del>	0.00	NM		
See MG 13.2,13.3													
E 13	43	10/28/16	10/28/16	Fri 8-830a	8:00 AM-8:30 AM		:30				NM	2	\$435.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----1--				1	\$85.00	0.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
	1	43	10/24/16-10/30/16	Fri 8-830a	8:00 AM-8:30 AM	-----F----	:30		<del>\$85.00</del>	0.00	NM		
See MG 13.2,13.3													
	2	43	10/31/16-10/31/16	Mon 7p-730p	7p-730p	M-----	:30		\$300.00	0.00	NM		
Ⓜ MG for 12.1,13.1													
	3	43	10/31/16-10/31/16	Mon 430-5p	4:30 PM-5:00 PM	M-----	:30		\$135.00	0.00	NM		
Ⓜ MG for 12.1,13.1													
14	43	10/28/16	10/28/16	Fri 9a-10a	9:00 AM-10:00 AM		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----1--				1	\$65.00	0.00			
15	43	10/31/16	10/31/16	Mon 1p-2p	1:00 PM-2:00 PM		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$65.00	0.00			
16	43	10/31/16	10/31/16	Mon 1030-11p	10:30 PM-11:00 PM		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$600.00	0.00			
17	43	10/31/16	10/31/16	Mon 1130p-12a	11:30 PM-12:00 AM		:30				NM	1	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$90.00	0.00			
18	43	10/31/16	10/31/16	Mon 3p-4p	3:00 PM-4:00 PM		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$65.00	0.00			
19	43	10/31/16	10/31/16	Mon 430-5p	4:30 PM-5:00 PM		:30				NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$100.00	0.00			
20	43	10/31/16	10/31/16	Mon 5-530p	5:00 PM-5:30 PM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$150.00	0.00			
21	43	10/31/16	10/31/16	Mon 530-6a	5:30 AM-6:00 AM		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$50.00	0.00			
22	43	10/31/16	10/31/16	Mon 530-6p	5:30 PM-6:00 PM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$150.00	0.00			
23	43	10/31/16	10/31/16	Mon 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$125.00	0.00			
24	43	10/31/16	10/31/16	Mon 630-7a	6:30 AM-7:00 AM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$150.00	0.00			
25	43	10/31/16	10/31/16	Mon 7-730a	7:00 AM-7:30 AM		:30				NM	1	\$150.00

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<u>Advertiser</u> Hartman, C/D/Con/PA		<u>Original Date / Revision</u> 10/27/16 / 11/01/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$150.00	0.00			
26	43	10/31/16	10/31/16	Mon 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$300.00	0.00			
27	43	10/31/16	10/31/16	Mon 730-8a	7:30 AM-8:00 AM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$150.00	0.00			
28	43	10/31/16	10/31/16	Mon 730p-8p	7:30 PM-8:00 PM		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$350.00	0.00			
29	43	10/31/16	10/31/16	Mon 830-9a	8:30 AM-9:00 AM		:30				NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$115.00	0.00			
30	43	10/31/16	10/31/16	Mon 9a-10a	9:00 AM-10:00 AM		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$65.00	0.00			
E 31	43	10/30/16	10/30/16	Su 10p-1030p	10:00 PM-10:30 PM		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-----1				1	\$500.00	0.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
		1	43	10/24/16-10/30/16	Su 10p-1030p	10:00 PM-10:30 PM	-----Su	:30	<del>\$500.00</del>	0.00	NM		
		See MG 33.3,33.4,33.5											
32	43	10/30/16	10/30/16	FOX News Sunday	8:00 AM-9:00 AM		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-----1				1	\$200.00	0.00			
E 33	43	10/28/16	10/31/16	F, M 10-1030p	10:00 PM-10:30 PM		:30				NM	4	\$3,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/28/16	11/03/16	M--F--				2	\$1,000.00	0.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
		2	43	10/28/16-11/03/16	F, M 10-1030p	10:00 PM-10:30 PM	M--F--	:30	<del>\$1,000.00</del>	0.00	NM		
		See MG 33.3,33.4,33.5											
		3	43	10/28/16-10/28/16	Late Run News	11:00 PM-11:30 PM	-----F----	:30	\$1,000.00	0.00	NM		
		Ⓜ MG for 33.2,31.1,1.1											
		World Series ran long, spot ran in Late News											
		4	43	10/28/16-10/28/16	Late Run News	11:30 PM-12:00 AM	-----F----	:30	\$600.00	0.00	NM		
		Ⓜ MG for 33.2,31.1,1.1											
		World Series ran long, spot ran in Late News											
		5	43	10/30/16-10/30/16	Late Run News	11:00 PM-11:30 PM	-----Su	:30	<del>\$500.00</del>	0.00	NM		
		Ⓜ See MG 33.6											
		6	43	10/30/16-10/30/16	Late Run News	11:30 PM-12:00 AM	-----Su	:30	\$500.00	0.00	NM		
		Ⓜ MG for 33.5 10/30											
		World Series Ran long, spot aired in Late News											
34	43	10/28/16	10/28/16	Fri 530-6a	5:30 AM-6:00 AM		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----1--				1	\$50.00	0.00			
35	43	10/28/16	10/28/16	Fri 6-630a	6:00 AM-6:30 AM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----F--				1	\$150.00	0.00			
36	43	10/28/16	10/28/16	Fri 630-7a	6:30 AM-7:00 AM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----F--				1	\$150.00	0.00			

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402112 / 1	08429436

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/28/16 - 10/31/16	HARTMAN 10/28	4520

<u>Advertiser</u>	<u>Original Date / Revision</u>
Hartman, C/D/Con/PA	10/27/16 / 11/01/16

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37	43	10/28/16	10/28/16	Fri 7-730a	7:00 AM-7:30 AM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----F--				1	\$150.00	0.00			
38	43	10/28/16	10/28/16	M-F 4a-5a	4a-5a		:30				NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----F--				1	\$20.00	0.00			
<b>Totals</b>											0.00	39	\$10,700.00

Time Period	# of Spots	Gross Amount	Net Amount
09/26/16 - 10/30/16	20	\$6,615.00	\$5,622.75
10/31/16 - 10/31/16	19	\$4,085.00	\$3,472.25
<b>Totals</b>	39	\$10,700.00	\$9,095.00

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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