

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> HARTMAN 10/28		
<u>Contract Dates</u> 10/28/16 - 10/31/16	<u>Estimate #</u> 4520	
<u>Advertiser</u> Hartman, C/D/Con/PA		<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> WPMT-TV	<u>Account Executive</u> Cheryl Long	<u>Sales Office</u> NSO Washington
<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		\$600.00	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
		<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			\$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
		<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				
4	43	10/28/16	10/28/16	Fri 4-430p	4:00 PM-4:30 PM		:30				NM	1	\$95.00
		<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			\$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
		<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				
6	43	10/28/16	10/28/16	Fri 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:		10/24/16	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
		<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				
8	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	----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
		<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			\$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
		<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			\$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)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.



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

<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>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:		10/24/16	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		\$350.00	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		\$85.00	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

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.



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

<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>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	\$500.00	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	----F----	:30	\$1,000.00	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	\$500.00	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					

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.



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

<u>Contract / Revision</u>	<u>Alt Order #</u>
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

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
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			
Totals										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
Totals	39	\$10,700.00	\$9,095.00

Signature: _____ **Date:** _____

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.

