

## Shawn Hertel

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**From:** Shawn Hertel  
**Sent:** Thursday, May 16, 2024 3:40 PM  
**To:** Wil McLaughlin  
**Subject:** RE: Tester for Senate 2024 5/22-28/2024 Radio Order  
**Attachments:** 2917\_001.pdf

Wil,

Happy Thursday to you as well. Please see the attached proof of schedule.

Kind Regards,



[shertel@staradio.onmicrosoft.com](mailto:shertel@staradio.onmicrosoft.com)

KQDI AM KQDI FM KXGF AM KINX FM KIKF FM KWGF



STARadio Corp does not discriminate in advertising sales based on race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, will be rejected

**From:** Wil McLaughlin <Wil@ScreenStrategies.com>  
**Sent:** Thursday, May 16, 2024 2:34 PM  
**Subject:** Tester for Senate 2024 5/22-28/2024 Radio Order

Good afternoon and happy Thursday!

We just sent out another week of radio for Senator Tester's campaign – let me know if you have any problems or issues. Should be similar with last week.

Thanks,

Wil



# Tester for Senate 2024



**Station** KXGF-AM  
**Market** Great Falls  
**Flight Dates** 5/22/2024 - 5/28/2024 (Est. 9248)

**Buyer** Wil McLaughlin  
**Email** wil@screenstrategies.com  
**Phone** 703-272-7300

Program Name	DP	Days Length	Rate	Wed 5/22	Thu 5/23	Fri 5/24	Sat 5/25	Sun 5/26	Mon 5/27	Tue 5/28	Total
6:00 AM - 10:00 AM	AM	M-F 60	\$20.00 <b>\$200.00</b>	2	2	2			2	2	10
10:00 AM - 3:00 PM	MD	M-F 60	\$18.00 <b>\$180.00</b>	2	2	2			2	2	10
3:00 PM - 7:00 PM	PM	M-F 60	\$19.00 <b>\$190.00</b>	2	2	2			2	2	10
6:00 AM - 10:00 AM	S1	Sa 60	\$20.00 <b>\$20.00</b>				1				1
10:00 AM - 3:00 PM	S2	Sa 60	\$18.00 <b>\$18.00</b>				1				1
3:00 PM - 7:00 PM	S3	Sa 60	\$19.00 <b>\$19.00</b>				1				1
10:00 AM - 3:00 PM	U2	Su 60	\$18.00 <b>\$18.00</b>					1			1
3:00 PM - 7:00 PM	U3	Su 60	\$19.00 <b>\$19.00</b>					1			1
<b>Station Totals</b>			<b>\$664.00</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>3</b>	<b>2</b>	<b>6</b>	<b>6</b>	<b>35</b>

**RECEIVED**  
 MAY 16 2024  
 BY: *[Signature]*

# Tester for Senate 2024



<b>Station</b>	KQDI-FM	<b>Buyer</b>	Wil McLaughlin
<b>Market</b>	Great Falls	<b>Email</b>	wil@screenstrategies.com
<b>Flight Dates</b>	5/22/2024 - 5/28/2024 (Est. 9248)	<b>Phone</b>	703-272-7300

Program Name	DP	Days Length	Rate	Wed 5/22	Thu 5/23	Fri 5/24	Sat 5/25	Sun 5/26	Mon 5/27	Tue 5/28	Total
6:00 AM - 10:00 AM	AM	M-F 60	\$30.00 <b>\$300.00</b>	2	2	2			2	2	10
10:00 AM - 3:00 PM	MD	M-F 60	\$28.00 <b>\$280.00</b>	2	2	2			2	2	10
3:00 PM - 7:00 PM	PM	M-F 60	\$29.00 <b>\$290.00</b>	2	2	2			2	2	10
6:00 AM - 10:00 AM	S1	Sa 60	\$30.00 <b>\$30.00</b>				1				1
10:00 AM - 3:00 PM	S2	Sa 60	\$28.00 <b>\$28.00</b>				1				1
3:00 PM - 7:00 PM	S3	Sa 60	\$29.00 <b>\$29.00</b>				1				1
6:00 AM - 10:00 AM	U1	Su 60	\$30.00 <b>\$30.00</b>					1			1
3:00 PM - 7:00 PM	U3	Su 60	\$29.00 <b>\$29.00</b>					1			1
<b>Station Totals</b>			<b>\$1,016.00</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>3</b>	<b>2</b>	<b>6</b>	<b>6</b>	<b>35</b>

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# Tester for Senate 2024



**Station** KWGF-FM  
**Market** Great Falls  
**Flight Dates** 5/22/2024 - 5/28/2024 (Est. 9248)

**Buyer** Wil McLaughlin  
**Email** wil@screenstrategies.com  
**Phone** 703-272-7300

Program Name	DP	Days Length	Rate	Wed 5/22	Thu 5/23	Fri 5/24	Sat 5/25	Sun 5/26	Mon 5/27	Tue 5/28	Total
6:00 AM - 10:00 AM	AM	M-F 60	\$30.00 <b>\$300.00</b>	2	2	2			2	2	10
10:00 AM - 3:00 PM	MD	M-F 60	\$28.00 <b>\$280.00</b>	2	2	2			2	2	10
3:00 PM - 7:00 PM	PM	M-F 60	\$29.00 <b>\$290.00</b>	2	2	2			2	2	10
6:00 AM - 10:00 AM	S1	Sa 60	\$30.00 <b>\$30.00</b>				1				1
10:00 AM - 3:00 PM	S2	Sa 60	\$28.00 <b>\$28.00</b>				1				1
6:00 AM - 10:00 AM	U1	Su 60	\$30.00 <b>\$30.00</b>					1			1
10:00 AM - 3:00 PM	U2	Su 60	\$28.00 <b>\$28.00</b>					1			1
3:00 PM - 7:00 PM	U3	Su 60	\$29.00 <b>\$29.00</b>					1			1
<b>Station Totals</b>			<b>\$1,015.00</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>2</b>	<b>3</b>	<b>6</b>	<b>6</b>	<b>35</b>

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# Tester for Senate 2024



**Station** KIKF-FM  
**Market** Great Falls  
**Flight Dates** 5/22/2024 - 5/28/2024 (Est. 9248)

**Buyer** Wil McLaughlin  
**Email** wil@screenstrategies.com  
**Phone** 703-272-7300

Program Name	DP	Days Length	Rate	Wed 5/22	Thu 5/23	Fri 5/24	Sat 5/25	Sun 5/26	Mon 5/27	Tue 5/28	Total
6:00 AM - 10:00 AM	AM	M-F 60	\$31.00 <b>\$310.00</b>	2	2	2			2	2	10
10:00 AM - 3:00 PM	MD	M-F 60	\$29.00 <b>\$290.00</b>	2	2	2			2	2	10
3:00 PM - 7:00 PM	PM	M-F 60	\$30.00 <b>\$300.00</b>	2	2	2			2	2	10
10:00 AM - 3:00 PM	S2	Sa 60	\$29.00 <b>\$29.00</b>				1				1
3:00 PM - 7:00 PM	S3	Sa 60	\$30.00 <b>\$30.00</b>				1				1
6:00 AM - 10:00 AM	U1	Su 60	\$31.00 <b>\$31.00</b>					1			1
10:00 AM - 3:00 PM	U2	Su 60	\$29.00 <b>\$29.00</b>					1			1
3:00 PM - 7:00 PM	U3	Su 60	\$30.00 <b>\$30.00</b>					1			1
<b>Station Totals</b>			<b>\$1,049.00</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>2</b>	<b>3</b>	<b>6</b>	<b>6</b>	<b>35</b>

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 BY: *[Signature]*

# Sales Order

Stations: KIKF-FM, KQDI-FM, KWGF-FM, KXGF-AM Agency: SCREEN STRATEGIES MEDIA  
 Contract Name: MAY TESTER FOR SEANTE 522528 Address: 11150 FAIRFIELD BLVD STE 505  
 Contract#: 27102 City: FAIRFAX State: VA Zip: 22030  
 Start Date: 5/22/24 End Date: 5/28/24 Buyer:  
 Revenue Type: GMP POLITICAL Type: Cash Tax Schedule: (None)  
 Advertiser: JON TESTER FOR US SENATE Agency Commission %: 15  
 Address: Billing Cycle: Standard  
 City: State: Zip: Salesperson: 1431sher Comm %: 0  
 Product Name: MAY TESTER FOR SEANTE 522 Makegood Policy: Within Contract Dates  
 Competitive Code: POLITICAL

### KIKF-FM

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	5/22/24	5/28/24		6:00 AM	10:00 AM	60	2	2	2	2	2			10	D	31.00	10	310.00	3
2	5/22/24	5/28/24		10:00 AM	3:00 PM	60	2	2	2	2	2			10	D	29.00	10	290.00	3
3	5/22/24	5/28/24		3:00 PM	7:00 PM	60	2	2	2	2	2			10	D	30.00	10	300.00	3
4	5/25/24	5/25/24		10:00 AM	3:00 PM	60						1		1	D	29.00	1	29.00	3
5	5/25/24	5/25/24		3:00 PM	7:00 PM	60						1		1	D	30.00	1	30.00	3
6	5/26/24	5/26/24		6:00 AM	10:00 AM	60							1	1	D	31.00	1	31.00	3
7	5/26/24	5/26/24		10:00 AM	3:00 PM	60							1	1	D	29.00	1	29.00	3
8	5/26/24	5/26/24		3:00 PM	7:00 PM	60							1	1	D	30.00	1	30.00	3

TOTAL GROSS \$1,049.00, NET \$891.65

### KQDI-FM

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	5/22/24	5/28/24		6:00 AM	10:00 AM	60	2	2	2	2	2			10	D	30.00	10	300.00	3
2	5/22/24	5/28/24		10:00 AM	3:00 PM	60	2	2	2	2	2			10	D	28.00	10	280.00	3
3	5/22/24	5/28/24		3:00 PM	7:00 PM	60	2	2	2	2	2			10	D	29.00	10	290.00	3
4	5/25/24	5/25/24		6:00 AM	10:00 AM	60						1		1	D	30.00	1	30.00	3
5	5/25/24	5/25/24		10:00 AM	3:00 PM	60						1		1	D	28.00	1	28.00	3
6	5/25/24	5/25/24		3:00 PM	7:00 PM	60						1		1	D	29.00	1	29.00	3
7	5/26/24	5/26/24		6:00 AM	10:00 AM	60							1	1	D	30.00	1	30.00	3
8	5/26/24	5/26/24		3:00 PM	7:00 PM	60							1	1	D	29.00	1	29.00	3

TOTAL GROSS \$1,016.00, NET \$863.60

### KWGF-FM

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	5/22/24	5/28/24		6:00 AM	10:00 AM	60	2	2	2	2	2			10	D	30.00	10	300.00	3
2	5/22/24	5/28/24		10:00 AM	3:00 PM	60	2	2	2	2	2			10	D	28.00	10	280.00	3
3	5/22/24	5/28/24		3:00 PM	7:00 PM	60	2	2	2	2	2			10	D	29.00	10	290.00	3
4	5/25/24	5/25/24		10:00 AM	3:00 PM	60						1		1	D	30.00	1	30.00	3
5	5/25/24	5/25/24		3:00 PM	7:00 PM	60						1		1	D	28.00	1	28.00	3

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION											RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS	\$\$				
6	5/26/24	5/26/24		6:00 AM	10:00 AM	60									1	1	D	30.00	1	30.00	3
7	5/26/24	5/26/24		10:00 AM	3:00 PM	60									1	1	D	28.00	1	28.00	3
8	5/26/24	5/26/24		3:00 PM	7:00 PM	60									1	1	D	29.00	1	29.00	3

TOTAL GROSS \$1,015.00, NET \$862.75

**KXGF-AM**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION											RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS	\$\$				
1	5/22/24	5/28/24		6:00 AM	10:00 AM	60	2	2	2	2	2					10	D	20.00	10	200.00	3
2	5/22/24	5/28/24		10:00 AM	3:00 PM	60	2	2	2	2	2					10	D	18.00	10	180.00	3
3	5/22/24	5/28/24		3:00 PM	7:00 PM	60	2	2	2	2	2					10	D	19.00	10	190.00	3
4	5/25/24	5/25/24		6:00 AM	10:00 AM	60								1		1	D	20.00	1	20.00	3
5	5/25/24	5/25/24		10:00 AM	3:00 PM	60								1		1	D	18.00	1	18.00	3
6	5/25/24	5/25/24		3:00 PM	7:00 PM	60								1		1	D	19.00	1	19.00	3
7	5/26/24	5/26/24		10:00 AM	3:00 PM	60								1		1	D	18.00	1	18.00	3
8	5/26/24	5/26/24		3:00 PM	7:00 PM	60								1		1	D	19.00	1	19.00	3

TOTAL GROSS \$664.00, NET \$564.40

Billing Projections: By Month

	May 24	Jun 24
CA	3,744.00	0.00
ST	2,460.00	1,284.00

Print Spot Prices

Additional Notes: CANDIDATE - NON PRE-EMPT

TOTAL SPOTS	140
GROSS TOTAL \$	3,744.00
ADJUSTED SPOTS	140
ADJUSTED TOTAL \$	3,744.00

APPROVE    DECLINE

- General Manager
- Sales Manager
- National Sales Manager
- Local Sales Manager

## CANDIDATE ADVERTISEMENT AGREEMENT FORM

See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

I, Screen Strategies Media, hereby request station time as follows:

IDENTIFY CANDIDATE TYPE 



FEDERAL CANDIDATE



STATE OR LOCAL CANDIDATE

### ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Candidate name:

Jon Tester

Authorized committee:

Montanans for Tester

Agency requesting time (and contact information):

N/A Screen Strategies Media, 11150 Fairfax Blvd, Suite 505, Fairfax, VA 22030

Candidate's political party:

Democratic

Office sought (no acronyms or abbreviations):

U.S. Senate

Date of election:

6/4/2024



General



Primary

Treasurer of candidate's authorized committee:

Brett Debruycker

The undersigned represents that:

(1) the payment for the broadcast time requested has been furnished by (check one box below):

the candidate listed above who is a legally qualified candidate, or

the authorized committee of the legally qualified candidate listed above;

(2) this station is authorized to announce the time as paid for by such person or entity; and

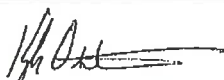
(3) this station has disclosed its political advertising policies, including applicable classes and rates, discount, promotion and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

**Candidate/Committee/Agency**

**Station Representative**

Signature:



Signature:



Name: Kyle Osterhout

Name: Shawn Hertel

Date of Request to Purchase Ad Time: 5/17/2024

Date of Station Agreement to Sell Time: 5/16/2024



**Federal Candidate Certification:**

The undersigned hereby certifies that the broadcast matter to be aired pursuant to this disclosure either (1) does not refer to an opposing candidate or, if it does, (2) contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast and that the candidate and/or the candidate's authorized committee paid for the broadcast or if radio programming, contains a personal audio statement by the candidate that identifies the candidate, the office being sought and that the candidate has approved the broadcast.

**Candidate/Authorized Committee/Agency**

Signature: 

Name: Kyle Osterhout

Date: 5/17/2024

**TO BE COMPLETED BY STATION ONLY**

Ad submitted to Station?  Yes  No Date ad received: 4/15/2024

**Note: Must have separate PB-19 Forms for each version of the ad (i.e., for every ad with differing copy).**

Federal candidate certification signed (above):  Yes  No  N/A

Disposition:

- Accepted
- Accepted IN PART (e.g., ad copy not yet received to determine sponsor ID)\*
- Rejected – provide reason:

\*Upload partially accepted form, then promptly upload updated final form when complete.

Date and nature of follow-ups, if any (e.g., insufficient sponsor ID tag):

Contract #: 27102	Station Call Letters: KIKE-FM, KQDI-FM, KWGF-FM, KXGF-AM	Date Received/Requested: 5/16/2024
Est. #: N/A	Station Location: GREAT FALLS, MT	Run Start and End Dates: 5/22/24 - 5/28/24

Upload order, this form and invoice (or traffic system print-out) or other documents reflecting this transaction to the OPIF or use this space to document schedule of time purchased, when spots actually aired, the rates charged and the classes of time purchased or attach separately. If station will not upload the actual times spots aired until an invoice is generated, the name of a contact person who can provide that information immediately should be placed in the "Terms and Disclosures" folder in the OPIF.