

# ORDER



**Orders**  
**Order / Rev:** 1664867  
**Alt Order #:** 26139946  
**Product Desc:** 9/1-9/11 Candidate  
**Estimate:** 5000  
**Flight Dates:** 09/01/18 - 09/11/18  
**Original Date / Rev:** 08/30/18 / 08/30/18  
**Order Type:** REG

**WVBT Norfolk**  
**Primary AE:** Katz Washington  
**Sales Office:** K-WAS  
**Sales Region:** Nat

**Agency**  
**Name:** Strategic Media Services  
**Buying Contact:**  
**Billing Contact:**  
 1911 North Fort Myer Drive  
 Arlington, VA 22209

**Billing Type:** Cash  
**Billing Calendar:** Broadcast  
**Billing Cycle:** WEEKLY  
**Agency Commission:** 15%

**Advertiser**  
**Name:** POL/Scott Taylor/US/Congress/VA/Re  
**Demographic:** A35+  
**Product Codes:** PL12  
**Priority:** P5  
**Revenue Code 1:** AGY  
**Revenue Code 2:** POL  
**Revenue Code 3:** POL-CAND

**New Business Thru:**  
**Order Separation:** 00:15:00  
**Advertiser External ID:**  
**Agency External ID:** IN13871/SP2622/AL1146  
**Unit Code:** General

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
09/03/18	09/09/18	27	\$8,185.00	\$6,957.25
09/10/18	09/16/18	9	\$475.00	\$403.75

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
September 2018	36	\$8,660.00	\$7,361.00	0.00
<b>Totals</b>	<b>36</b>	<b>\$8,660.00</b>	<b>\$7,361.00</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Washington			Start Of Order - End Of Order	100%

**Order Share**

	Share	Total
WVBT Norfolk	12%	\$8,660.00
Market	100%	\$72,166.67

**Competitive Share**

	Share	Total
CABLE	0%	\$0.00
NFLWS	0%	\$0.00
UNKWN	25%	\$18,041.67
WAVY	33%	\$23,815.00
WGNT	4%	\$2,886.67
WHRO	0%	\$0.00
WPEN	0%	\$0.00
WPXV	0%	\$0.00
WTKR	25%	\$18,041.67
WTVZ	1%	\$721.67
WVEC	0%	\$0.00

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	WVBT	09/09/18	09/09/18	FOX NFL Kickoff (11a) FOX NFL Kickoff 11a-12p	CM	FOX NFL Kickoff 1	-----S	:30	1	\$125.00	P5	0.00	NM	1	\$125.00
NFL Kickoff															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>								
Week:		09/03/18	09/09/18	-----S	1	\$125.00	0.00								

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 Flight Dates: 09/01/18 - 09/11/18

Advertiser: POL/Scott Taylor/US/Congress/VA/Rep  
 Product Desc: 9/1-9/11 Candidate  
 Estimate: 5000  
**WVBT Norfolk**

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	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: 09/03/18	09/09/18	-----S		1				\$125.00		0.00			
N 2	WVBT	09/09/18	09/09/18	Fox NFL Pre Game (12p) Fox NFL Pre Game (12-1p)	CM	Fox NFL Pre Gam	-----S	:30	1	\$500.00	P4	0.00	NM	1	\$500.00
		NFL Sunday Pre-Game													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-----S		1				\$500.00		0.00			
N 3	WVBT	09/09/18	09/09/18	Fox NFL Reg Season 1p Fox NFL Reg Season 1p	CM	Fox NFL Reg Sea	-----S	:30	1	\$1,700.00	P5	0.00	NM	1	\$1,700.00
		NFL Sunday Early													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-----S		1				\$1,700.00		0.00			
N 4	WVBT	09/09/18	09/09/18	Reg Season Redskins (LIT) Reg Season Redskins (LIT)	CM	Reg Season Redsl	-----S	:30	1	\$4,500.00	P3	0.00	NM	1	\$4,500.00
		NFL Sunday Late: Week 2 REDSKINS COLTS													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-----S		1				\$4,500.00		0.00			
N 6	WVBT	09/08/18	09/08/18	FOX College Football FOX College Football	CM	FOX College Foot	-----S-	:30	1	\$100.00	P5	0.00	NM	1	\$100.00
		College Football: UCLA @ Oklahoma (Big 12)													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-----S-		1				\$100.00		0.00			
N 7	WVBT	09/08/18	09/08/18	FOX College Football FOX College Football	CM	FOX College Foot	-----S-	:30	1	\$100.00	P5	0.00	NM	1	\$100.00
		College Football:													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-----S-		1				\$100.00		0.00			
N 8	WVBT	09/04/18	09/04/18	WAVY News 10 @7a on WAVY News 10 @7a on FOX43	CM	WAVY News 10 @-	-T-----	:30	1	\$40.00	P5	0.00	NM	1	\$40.00
		WAVY News at 7am													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-T-----		1				\$40.00		0.00			
N 9	WVBT	09/06/18	09/06/18	WAVY News 10 @7a on WAVY News 10 @7a on FOX43	CM	WAVY News 10 @-	---T---	:30	1	\$40.00	P5	0.00	NM	1	\$40.00
		WAVY News at 7am													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	---T---		1				\$40.00		0.00			
N 11	WVBT	09/05/18	09/05/18	WAVY News 10 @8a on WAVY News 10 @8a on FOX43	CM	WAVY News 10 @-	--W----	:30	1	\$40.00	P5	0.00	NM	1	\$40.00
		WAVY News at 8am													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	--W----		1				\$40.00		0.00			
N 12	WVBT	09/07/18	09/07/18	WAVY News 10 @8a on WAVY News 10 @8a on FOX43	CM	WAVY News 10 @-	----F--	:30	1	\$40.00	P5	0.00	NM	1	\$40.00
		WAVY News at 8am													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	----F--		1				\$40.00		0.00			
N 13	WVBT	09/11/18	09/11/18	WAVY News 10 @8a on WAVY News 10 @8a on FOX43	CM	WAVY News 10 @-	-T-----	:30	1	\$40.00	P5	0.00	NM	1	\$40.00
		WAVY News at 8am													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/10/18	09/16/18	-T-----		1				\$40.00		0.00			
N 14	WVBT	09/04/18	09/04/18	M-F 4-5p M-F 4-5p	CM	4-5p	-T-----	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		Steve Wilkos													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-T-----		1				\$30.00		0.00			
N 15	WVBT	09/07/18	09/07/18	M-F 4-5p M-F 4-5p	CM	4-5p	----F--	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		Steve Wilkos													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	----F--		1				\$30.00		0.00			

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 Product Desc: 9/1-9/11 Candidate  
 Estimate: 5000  
**WVBT Norfolk**

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 17	WVBT	09/11/18	09/11/18	M-F 4-5p M-F 4-5p	CM	4-5p	-T-----	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	----F--					1	\$30.00		0.00			
		Steve Wilkos													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/10/18	09/16/18	-T-----					1	\$30.00		0.00			
N 18	WVBT	09/04/18	09/04/18	WAVY News @ 7p on FOX WAVY News @ 7p on FOX43	CM	WAVY News @ 7p	-T-----	:30	1	\$50.00	P5	0.00	NM	1	\$50.00
		WAVY News 10 @ 7p													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	-T-----					1	\$50.00		0.00			
N 19	WVBT	09/05/18	09/05/18	WAVY News @ 7p on FOX WAVY News @ 7p on FOX43	CM	WAVY News @ 7p	--W----	:30	1	\$50.00	P5	0.00	NM	1	\$50.00
		WAVY News 10 @ 7p													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	--W----					1	\$50.00		0.00			
N 21	WVBT	09/10/18	09/10/18	WAVY News @ 7p on FOX WAVY News @ 7p on FOX43	CM	WAVY News @ 7p	M-----	:30	1	\$50.00	P5	0.00	NM	1	\$50.00
		WAVY News 10 @ 7p													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/10/18	09/16/18	M-----					1	\$50.00		0.00			
N 26	WVBT	09/04/18	09/04/18	M-F 10-1044p WAVY News @ 10 on FOX43	CM	10-1045p	-T-----	:30	1	\$175.00	P4	0.00	NM	1	\$175.00
		WVBT FOX News													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	-T-----					1	\$175.00		0.00			
N 27	WVBT	09/05/18	09/05/18	M-F 10-1044p WAVY News @ 10 on FOX43	CM	10-1045p	--W----	:30	1	\$175.00	P4	0.00	NM	1	\$175.00
		WVBT FOX News													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	--W----					1	\$175.00		0.00			
N 28	WVBT	09/07/18	09/07/18	M-F 10-1044p WAVY News @ 10 on FOX43	CM	10-1045p	----F--	:30	1	\$175.00	P4	0.00	NM	1	\$175.00
		WVBT FOX News													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	----F--					1	\$175.00		0.00			
N 29	WVBT	09/10/18	09/10/18	M-F 10-1044p WAVY News @ 10 on FOX43	CM	10-1045p	M-----	:30	1	\$175.00	P4	0.00	NM	1	\$175.00
		WVBT FOX News													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/10/18	09/16/18	M-----					1	\$175.00		0.00			
N 32	WVBT	09/06/18	09/06/18	M-F 1045-11p Fox Sportswrap	CM	1045-11p	---T---	:30	1	\$90.00	P4	0.00	NM	1	\$90.00
		Sports Wrap													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	---T---					1	\$90.00		0.00			
N 34	WVBT	09/11/18	09/11/18	M-F 1045-11p Fox Sportswrap	CM	1045-11p	-T-----	:30	1	\$90.00	P4	0.00	NM	1	\$90.00
		Sports Wrap													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/10/18	09/16/18	-T-----					1	\$90.00		0.00			
N 35	WVBT	09/04/18	09/04/18	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	-T-----	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		TMZ/Extra													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	-T-----					1	\$30.00		0.00			
N 36	WVBT	09/05/18	09/05/18	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	--W----	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		TMZ/Extra													
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		09/03/18	09/09/18	--W----					1	\$30.00		0.00			

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 Alt Order #: 26139946  
 Flight Dates: 09/01/18 - 09/11/18

Advertiser: POL/Scott Taylor/US/Congress/VA/Rep  
 Product Desc: 9/1-9/11 Candidate  
 Estimate: 5000

WVBT Norfolk

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N37	WVBT	09/06/18	09/06/18	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	---T---	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	--W----					1	\$30.00		0.00			
		TMZ/Extra													
N38	WVBT	09/07/18	09/07/18	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	----F--	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	---T---					1	\$30.00		0.00			
		TMZ/Extra													
N39	WVBT	09/10/18	09/10/18	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	M-----	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	----F--					1	\$30.00		0.00			
		TMZ/Extra													
N40	WVBT	09/11/18	09/11/18	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	-T-----	:30	1	\$30.00	P5	0.00	NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/10/18	09/16/18	M-----					1	\$30.00		0.00			
		TMZ/Extra													
N41	WVBT	09/04/18	09/04/18	M-F 12-1a M-F 12-1a	CM	12-1a	-T-----	:30	1	\$15.00	P5	0.00	NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-T-----					1	\$15.00		0.00			
		TMZ Live													
N42	WVBT	09/05/18	09/05/18	M-F 12-1a M-F 12-1a	CM	12-1a	--W----	:30	1	\$15.00	P5	0.00	NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	--W----					1	\$15.00		0.00			
		TMZ Live													
N43	WVBT	09/06/18	09/06/18	M-F 12-1a M-F 12-1a	CM	12-1a	---T---	:30	1	\$15.00	P5	0.00	NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	---T---					1	\$15.00		0.00			
		TMZ Live													
N44	WVBT	09/10/18	09/10/18	M-F 12-1a M-F 12-1a	CM	12-1a	M-----	:30	1	\$15.00	P5	0.00	NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/10/18	09/16/18	M-----					1	\$15.00		0.00			
		TMZ Live													
N45	WVBT	09/11/18	09/11/18	M-F 12-1a M-F 12-1a	CM	12-1a	-T-----	:30	1	\$15.00	P5	0.00	NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/10/18	09/16/18	-T-----					1	\$15.00		0.00			
		TMZ Live													
N49	WVBT	09/09/18	09/09/18	FOX News Sunday Fox News Sunday	CM	Fox News Sunday	-----S	:30	2	\$30.00	P4	0.00	NM	2	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 09/03/18	09/09/18	-----S					2	\$30.00		0.00			
		FOX News Sunday													
													Totals	36	\$8,660.00