

Sales Order

Station: WTAX-AM Agency: STRATEGIC MEDIA SERVICES(VA)
 Contract Name: RODNEY D 5540 WTAX Address: 1911 North Fort Myer Drive, Su
 Contract#: 13377 City: Arlington State: VA Zip: 22209
 Start Date: 9/26/18 End Date: 10/02/18 Buyer: _____
 Revenue Type: National Political - Agency Type: Cash Tax Schedule: _____ (None)
 Advertiser: RODNEY DAVIS FOR CONGRESS Agency Commission %: 15
 Address: _____ Billing Cycle: Standard
 City: _____ State: _____ Zip: _____ Salesperson: 2591CKATZ Comm %: 2
 Product Name: CANDIDATE Makegood Policy: WITHIN CONTRACT DATES
 Estimate #: 5540
 Competitive Code: Political

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	9/26/18	10/02/18		6:00 AM	10:00 AM	60	2	2	3	3	2			12	D	90.00	12	1,080.00	3	
	r/congress																			
2	9/26/18	10/02/18		10:00 AM	3:00 PM	60	3	3	2	3	2			13	D	55.00	13	715.00	3	
	r/congress																			
3	9/26/18	10/02/18		3:00 PM	7:00 PM	60	1	1	1	1	2			6	D	90.00	6	540.00	3	
	r/congress																			

Billing Projections: By Month

	Sep 18	Oct 18
CA	1,465.00	870.00
ST	1,465.00	870.00

☒ Print Spot Prices
TOTAL SPOTS 31GROSS TOTAL \$ 2,335.00ADJUSTED SPOTS 31ADJUSTED TOTAL \$ 2,335.00

APPROVE DECLINE

☐ ☐ General Manager
☐ ☐ Sales Manager
☐ ☐ National Sales Manager
☐ ☐ Business Manager

Sep 25, 18
 CONT# 32190146 Mod# Ver# 1 (Last =)
 REP KATZ RADIO
 TO WTAX-AM (Springfield, IL)
 FM TERRANCE HOUSTON
 OFF PHILADELPHIA
 AGY STRATEGIC MEDIA SERVICES
 ADDR 1911 NORTH FT MYER DRIVE SUITE 400
 ARLINGTON, VA 22209

DDS CONT# 0
 C/P/E: na / na / 5540

SALESPERSON FAX#

PH # 202-337-5700

BYR TJ OSBORNE
 ADV RODNEY DAVIS FOR CONGRESS
 PDT Candidate
 FLT Sep 25, 18 - Oct 02, 18

* REP ORDER COMMENT *

** 9/25/2018 11:29:00 AM: ISSUE/POLITICAL: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24-HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM IN THE SYSTEM. EMMA.RUSNAK@KATZMEDIA.COM 215-557-4230. THANK YOU!

** 9/25/2018 11:29:00 AM: TRAFFIC: PLEASE MAKE ANY MISSED SPOT FROM TODAY, 9/25 GOOD IN FLIGHT.

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		FLIGHT 1							
	1.1	.T.....	6A - 10A	60	09/25/2018 - 09/25/2018	1D	2	\$90.00	2
	1.2	.T.....	10A - 3P	60	09/25/2018 - 09/25/2018	1D	2	\$55.00	2
	1.3	.T.....	3P - 7P	60	09/25/2018 - 09/25/2018	1D	1	\$90.00	1
					** FLIGHT TOTALS **		5	\$380.00	
		FLIGHT 2							
	2.1	..W....	6A - 10A	60	09/26/2018 - 09/26/2018	1D	2	\$90.00	2
	2.2	..W....	10A - 3P	60	09/26/2018 - 09/26/2018	1D	2	\$55.00	2
	2.3	..W....	3P - 7P	60	09/26/2018 - 09/26/2018	1D	1	\$90.00	1
					** FLIGHT TOTALS **		5	\$380.00	
		FLIGHT 3							
	3.1	...T...	6A - 10A	60	09/27/2018 - 09/27/2018	1D	2	\$90.00	2
	3.2	...T...	10A - 3P	60	09/27/2018 - 09/27/2018	1D	3	\$55.00	3
	3.3	...T...	3P - 7P	60	09/27/2018 - 09/27/2018	1D	1	\$90.00	1
					** FLIGHT TOTALS **		6	\$435.00	
		FLIGHT 4							
	4.1	....F..	6A - 10A	60	09/28/2018 - 09/28/2018	1D	2	\$90.00	2
	4.2	....F..	10A - 3P	60	09/28/2018 - 09/28/2018	1D	2	\$55.00	2
	4.3	....F..	3P - 7P	60	09/28/2018 - 09/28/2018	1D	1	\$90.00	1
					** FLIGHT TOTALS **		5	\$380.00	

Sep 25, 18
 CONT# 32190146 Mod# Ver# 1 (Last =)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: na / na / 5540

		FLIGHT 5						
5.1	M.....	6A - 10A	60	10/01/2018 - 10/01/2018	1D	2	\$90.00	2
5.2	M.....	10A - 3P	60	10/01/2018 - 10/01/2018	1D	2	\$55.00	2
5.3	M.....	3P - 7P	60	10/01/2018 - 10/01/2018	1D	1	\$90.00	1
** FLIGHT TOTALS **						5	\$380.00	
		FLIGHT 6						
6.1	.T.....	6A - 10A	60	10/02/2018 - 10/02/2018	1D	2	\$90.00	2
6.2	.T.....	10A - 3P	60	10/02/2018 - 10/02/2018	1D	2	\$55.00	2
6.3	.T.....	3P - 7P	60	10/02/2018 - 10/02/2018	1D	1	\$90.00	1
** FLIGHT TOTALS **						5	\$380.00	

	Sep 18	Oct 18					
SPOTS	21	10					
CASH	1575.00	760.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	1575.00	760.00					

						TOTAL
SPOTS						31
CASH						2,335.00
TRADE						0.00
NSL						0.00
TOTAL						2,335.00

**** Competitive Comments ****

SVC: SP18 MSA Eastlan
 Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

Sales Order

Station: WQQL-FM Agency: STRATEGIC MEDIA SERVICES(VA)
 Contract Name: RODNEY 5540 WQQL Address: 1911 North Fort Myer Drive, Su
 Contract#: 80004938 City: Arlington State: VA Zip: 22209
 Start Date: 9/26/18 End Date: 10/02/18 Buyer: _____
 Revenue Type: National Political - Agency Type: Cash Tax Schedule: _____ (None)
 Advertiser: RODNEY DAVIS FOR CONGRESS Agency Commission %: 15
 Address: _____ Billing Cycle: Standard
 City: _____ State: _____ Zip: _____ Salesperson: 2591CKATZ Comm %: 2
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 Estimate #: 5540
 Competitive Code: Political

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	9/26/18	10/02/18		6:00 AM	10:00 AM	60	1	1		2	1			5	D	80.00	5	400.00	3	
r/congress																				
2	9/26/18	10/02/18		10:00 AM	3:00 PM	60	1	1	1	2	1			6	D	75.00	6	450.00	3	
r/congress																				
3	9/26/18	10/02/18		3:00 PM	7:00 PM	60		1	1		1			3	D	80.00	3	240.00	3	
r/congress																				

Billing Projections: By Month

	Sep 18	Oct 18
CA	700.00	390.00
ST	700.00	390.00

☒ Print Spot Prices

TOTAL SPOTS 14
 GROSS TOTAL \$ 1,090.00
 ADJUSTED SPOTS 14
 ADJUSTED TOTAL \$ 1,090.00

APPROVE DECLINE

☐ ☐ General Manager
☐ ☐ Sales Manager
☐ ☐ National Sales Manager
☐ ☐ Business Manager

Sep 25, 18
 CONT# 32190145 Mod# Ver# 1 (Last =)
 REP KATZ RADIO
 TO WQQL-FM (Springfield, IL)
 FM TERRANCE HOUSTON
 OFF PHILADELPHIA
 AGY STRATEGIC MEDIA SERVICES
 ADDR 1911 NORTH FT MYER DRIVE SUITE 400
 ARLINGTON, VA 22209

DDS CONT# 0
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MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<u>FLIGHT 1</u>							
	1.1	.T.....	6A - 10A	60	09/25/2018 - 09/25/2018	1D	1	\$80.00	1
	1.2	.T.....	10A - 3P	60	09/25/2018 - 09/25/2018	1D	1	\$75.00	1
					** FLIGHT TOTALS **		2	\$155.00	
		<u>FLIGHT 2</u>							
	2.1	..W....	10A - 3P	60	09/26/2018 - 09/26/2018	1D	1	\$75.00	1
	2.2	..W....	3P - 7P	60	09/26/2018 - 09/26/2018	1D	1	\$80.00	1
					** FLIGHT TOTALS **		2	\$155.00	
		<u>FLIGHT 3</u>							
	3.1	...T...	6A - 10A	60	09/27/2018 - 09/27/2018	1D	1	\$80.00	1
	3.2	...T...	10A - 3P	60	09/27/2018 - 09/27/2018	1D	1	\$75.00	1
					** FLIGHT TOTALS **		2	\$155.00	
		<u>FLIGHT 4</u>							
	4.1	....F..	6A - 10A	60	09/28/2018 - 09/28/2018	1D	1	\$80.00	1
	4.2	....F..	10A - 3P	60	09/28/2018 - 09/28/2018	1D	1	\$75.00	1
	4.3	....F..	3P - 7P	60	09/28/2018 - 09/28/2018	1D	1	\$80.00	1
					** FLIGHT TOTALS **		3	\$235.00	
		<u>FLIGHT 5</u>							
	5.1	M.....	6A - 10A	60	10/01/2018 - 10/01/2018	1D	1	\$80.00	1

Sep 25, 18
 CONT# 32190145 Mod# Ver# 1 (Last =)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: na / na / 5540

5.2	M.....	10A - 3P	60	10/01/2018 - 10/01/2018	1D	1	\$75.00	1
** FLIGHT TOTALS **							2	\$155.00
FLIGHT 6								
6.1	.T.....	6A - 10A	60	10/02/2018 - 10/02/2018	1D	1	\$80.00	1
6.2	.T.....	10A - 3P	60	10/02/2018 - 10/02/2018	1D	1	\$75.00	1
6.3	.T.....	3P - 7P	60	10/02/2018 - 10/02/2018	1D	1	\$80.00	1
** FLIGHT TOTALS **							3	\$235.00

	Sep 18	Oct 18					
SPOTS	9	5					
CASH	700.00	390.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	700.00	390.00					

						TOTAL
SPOTS						14
CASH						1,090.00
TRADE						0.00
NSL						0.00
TOTAL						1,090.00

**** Competitive Comments ****

SVC: SP18 MSA Eastlan
 Demo Adults 35+

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