

# ORDER



**Orders**  
**Order / Rev:** 1267809  
**Alt Order #:** 25779147  
**Product Desc:** 11/1-11/7 Candidate  
**Estimate:** 5042  
**Flight Dates:** 11/01/17 - 11/07/17  
**Original Date / Rev:** 10/31/17 / 10/31/17  
**Order Type:** REG

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

**Agency Name:** New Media Firm  
**Buying Contact:**  
**Billing Contact:**  
 1322 G Street Southeast  
 Washington, DC 20003

**Billing Type:** Cash  
**Billing Calendar:** Broadcast  
**Billing Cycle:** EOM/EOC  
**Agency Commission:** 15%

**Advertiser Name:** POL/Kelly Fowler/VAHD/DEM/VA  
**Demographic:** A35+  
**Product Codes:** PL21  
**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:** IN12545/IN14067/TO1700  
**Unit Code:** General

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/30/17	11/07/17	32	\$5,170.00	\$4,394.50

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
November 2017	32	\$5,170.00	\$4,394.50	0.00
<b>Totals</b>	<b>32</b>	<b>\$5,170.00</b>	<b>\$4,394.50</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	4%	\$5,170.00
Market	100%	\$129,250.00

**Competitive Share**

	Share	Total
CABLE	0%	\$0.00
NFLWS	0%	\$0.00
UNKWN	25%	\$32,312.50
WAVY	34%	\$43,945.00
WGNT	4%	\$5,170.00
WHRO	0%	\$0.00
WPEN	0%	\$0.00
WPXV	0%	\$0.00
WTKR	28%	\$36,190.00
WTVZ	5%	\$6,462.50
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	11/01/17	11/01/17	WAVY News 10 @7a on FOX		WAVY News 10 @- - W- - - -		:30	1	\$130.00	P3	0.00	NM	1	\$130.00
WAVY News 10 @7a on FOX43															
WAVY NWS-7AFOX															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
Week:		10/30/17	11/05/17	--W----		1		\$130.00		0.00					

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Advertiser: POL/Kelly Fowler/VAHD/DEM/VA  
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 Estimate: 5042

WVBT Norfolk

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 3	WVBT	11/03/17	11/03/17	WAVY News 10 @7a onGM WAVY News 10 @7a on FOX43	CM	WAVY News 10 @7a onGM	----F--	:30	1	\$130.00	P3	0.00	NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	--W----		1				\$130.00		0.00			
		WAVY NWS-7AFOX													
N 4	WVBT	11/06/17	11/06/17	WAVY News 10 @7a onGM WAVY News 10 @7a on FOX43	CM	WAVY News 10 @7a onGM	M-----	:30	1	\$130.00	P3	0.00	NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	----F--		1				\$130.00		0.00			
		WAVY NWS-7AFOX													
N 7	WVBT	11/02/17	11/02/17	WAVY News 10 @8a onGM WAVY News 10 @8a on FOX43	CM	WAVY News 10 @8a onGM	---T---	:30	1	\$115.00	P3	0.00	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: 10/30/17	11/05/17	---T---		1				\$115.00		0.00			
		WAVY NWS-8AFOX													
N 8	WVBT	11/03/17	11/03/17	WAVY News 10 @8a onGM WAVY News 10 @8a on FOX43	CM	WAVY News 10 @8a onGM	----F--	:30	1	\$115.00	P3	0.00	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: 10/30/17	11/05/17	----F--		1				\$115.00		0.00			
		WAVY NWS-8AFOX													
N 10	WVBT	11/07/17	11/07/17	WAVY News 10 @8a onGM WAVY News 10 @8a on FOX43	CM	WAVY News 10 @8a onGM	-T-----	:30	1	\$115.00	P3	0.00	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: 10/30/17	11/05/17	-T-----		1				\$115.00		0.00			
		WAVY NWS-8AFOX													
N 11	WVBT	11/01/17	11/01/17	M-F 10-11a M-F 10-11a	CM	10-11a	--W----	:30	1	\$45.00	P3	0.00	NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	--W----		1				\$45.00		0.00			
		DR. OZ<													
N 15	WVBT	11/01/17	11/01/17	M-F 11a-12p M-F 11a-12p	CM	11a-12p	--W----	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	--W----		1				\$40.00		0.00			
		DOCTORS													
N 17	WVBT	11/03/17	11/03/17	M-F 11a-12p M-F 11a-12p	CM	11a-12p	----F--	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	----F--		1				\$40.00		0.00			
		DOCTORS													
N 19	WVBT	11/01/17	11/01/17	M-F 12-1p M-F 12-1p	CM	12-1p	--W----	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	--W----		1				\$40.00		0.00			
		VARIOUS													
N 20	WVBT	11/02/17	11/02/17	M-F 12-1p M-F 12-1p	CM	12-1p	---T---	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	---T---		1				\$40.00		0.00			
		VARIOUS													
N 21	WVBT	11/03/17	11/03/17	M-F 12-1p M-F 12-1p	CM	12-1p	----F--	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	----F--		1				\$40.00		0.00			
		VARIOUS													
N 22	WVBT	11/06/17	11/06/17	M-F 12-1p M-F 12-1p	CM	12-1p	M-----	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	M-----		1				\$40.00		0.00			
		VARIOUS													

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WVBT Norfolk

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N23	WVBT	11/01/17	11/01/17	M-F 6-7p M-F 6-7p	CM	6-7p	--W----	:30	1	\$100.00	P4	0.00	NM	1	\$100.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 11/06/17	11/12/17	M-----					1	\$40.00		0.00			
		DISH NATION/EXTRA													
N25	WVBT	11/03/17	11/03/17	M-F 6-7p M-F 6-7p	CM	6-7p	----F--	:30	1	\$100.00	P4	0.00	NM	1	\$100.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	--W----					1	\$100.00		0.00			
		DISH NATION/EXTRA													
N26	WVBT	11/06/17	11/06/17	M-F 6-7p M-F 6-7p	CM	6-7p	M-----	:30	1	\$100.00	P4	0.00	NM	1	\$100.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	----F--					1	\$100.00		0.00			
		DISH NATION/EXTRA													
N27	WVBT	11/01/17	11/01/17	WAVY News @ 7p on FOX WAVY News @ 7p on FOX43	CM	WAVY News @ 7p	--W----	:30	1	\$190.00	P3	0.00	NM	1	\$190.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	--W----					1	\$190.00		0.00			
		WAVY NWS-7PFOX													
N28	WVBT	11/02/17	11/02/17	WAVY News @ 7p on FOX WAVY News @ 7p on FOX43	CM	WAVY News @ 7p	---T---	:30	1	\$190.00	P3	0.00	NM	1	\$190.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	---T---					1	\$190.00		0.00			
		WAVY NWS-7PFOX													
N29	WVBT	11/03/17	11/03/17	WAVY News @ 7p on FOX WAVY News @ 7p on FOX43	CM	WAVY News @ 7p	----F--	:30	1	\$190.00	P3	0.00	NM	1	\$190.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	----F--					1	\$190.00		0.00			
		WAVY NWS-7PFOX													
N30	WVBT	11/06/17	11/06/17	WAVY News @ 7p on FOX WAVY News @ 7p on FOX43	CM	WAVY News @ 7p	M-----	:30	1	\$190.00	P3	0.00	NM	1	\$190.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 11/06/17	11/12/17	M-----					1	\$190.00		0.00			
		WAVY NWS-7PFOX													
N31	WVBT	11/01/17	11/01/17	M-F 730-8p M-F 730-8p	CM	730-8p	--W----	:30	1	\$285.00	P2	0.00	NM	1	\$285.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	--W----					1	\$285.00		0.00			
		TMZ													
N32	WVBT	11/02/17	11/02/17	M-F 730-8p M-F 730-8p	CM	730-8p	---T---	:30	1	\$285.00	P2	0.00	NM	1	\$285.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	---T---					1	\$285.00		0.00			
		TMZ													
N34	WVBT	11/06/17	11/06/17	M-F 730-8p M-F 730-8p	CM	730-8p	M-----	:30	1	\$285.00	P2	0.00	NM	1	\$285.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 11/06/17	11/12/17	M-----					1	\$285.00		0.00			
		TMZ													
N36	WVBT	11/02/17	11/02/17	M-F 10-1044p WAVY News @ 10 on FOX43	CM	10-1045p	---T---	:30	1	\$450.00	P3	0.00	NM	1	\$450.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/30/17	11/05/17	---T---					1	\$450.00		0.00			
		WVBT FOX NEWS													
N37	WVBT	11/03/17	11/03/17	M-F 10-1044p WAVY News @ 10 on FOX43	CM	10-1045p	----F--	:30	1	\$450.00	P3	0.00	NM	1	\$450.00
		<u>Start Date</u> <u>End Date</u>		<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 11/03/17	11/03/17	----F--					1	\$450.00		0.00			
		WVBT FOX NEWS													

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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:		10/30/17	11/05/17	----F--		1				\$450.00		0.00			
N38	WVBT	11/06/17	11/06/17	M-F 10-1044p WAVY News @10 on FOX43	CM	10-1045p	M-----	:30	1	\$450.00	P3	0.00	NM	1	\$450.00
WVBT FOX NEWS															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/06/17	11/12/17	M-----		1				\$450.00		0.00			
N40	WVBT	11/02/17	11/02/17	M-F 1045-11p Fox Sportswrap	CM	1045-11p	---T---	:30	1	\$475.00	P1	0.00	NM	1	\$475.00
SPORTSWRAP M-F															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/30/17	11/05/17	---T---		1				\$475.00		0.00			
N43	WVBT	11/02/17	11/02/17	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	---T---	:30	1	\$50.00	P4	0.00	NM	1	\$50.00
TMZ/EXTRA R															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/30/17	11/05/17	---T---		1				\$50.00		0.00			
N44	WVBT	11/03/17	11/03/17	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	----F--	:30	1	\$50.00	P4	0.00	NM	1	\$50.00
TMZ/EXTRA R															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/30/17	11/05/17	----F--		1				\$50.00		0.00			
N45	WVBT	11/06/17	11/06/17	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	M-----	:30	1	\$50.00	P4	0.00	NM	1	\$50.00
TMZ/EXTRA R															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/06/17	11/12/17	M-----		1				\$50.00		0.00			
N46	WVBT	11/04/17	11/04/17	FOX College Football FOX College Football	CM	FOX College Foott (12:00 PM-3:30 PM)	-----S-	:30	1	\$200.00	P4	0.00	NM	1	\$200.00
COLLEGE FOOTBALL															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/30/17	11/05/17	-----S-		1				\$200.00		0.00			
N48	WVBT	11/05/17	11/05/17	Su 11p-12a Su 11p-12a	CM	11p-12a	-----S	:30	1	\$60.00	P4	0.00	NM	1	\$60.00
AMR NINJA WAR															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/30/17	11/05/17	-----S		1				\$60.00		0.00			

Totals 32 \$5,170.00