

Sales Order

Station: **KODS-FM** Agency: **STRATEGIC MEDIA SERVICES**
 Contract Name: **10/26/18 DEAN HELLER KODS** Address: **1911 NORTH FT MEYER DRIVE**
 Contract#: **(none)** Suite **400**
 Start Date: **10/26/18** End Date: **11/06/18** City: **ARLINGTON** State: **VA** Zip: **22209**
 Revenue Type: **POLITICAL - NATIONAL** Buyer:
 AGENCY Type: **Cash** Tax Schedule: **(None)**
 Advertiser: **DEAN HELLER FOR SENATE** Agency Commission %: **15**
 Address: Billing Cycle: **Standard**
 City: State: Zip: Salesperson: **POLITICAL** Comm %: **1.50**
 Product Name: **Candidate** Makegood Policy: **Within Contract Dates**
 Estimate #: **6291**
 Competitive Code: **POLITICAL**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION							RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	S	A	SU	Per Wk	DW	
1	10/26/18	10/26/18		3:00 PM	7:00 PM	60					1				1	D	100.00
2	10/29/18	10/29/18		6:00 AM	10:00 AM	60	2								2	D	100.00
3	10/29/18	10/29/18		10:00 AM	3:00 PM	60	2								2	D	100.00
4	10/29/18	10/29/18		3:00 PM	7:00 PM	60	2								2	D	100.00
5	10/30/18	10/30/18		6:00 AM	10:00 AM	60		2							2	D	100.00
6	10/30/18	10/30/18		10:00 AM	3:00 PM	60		2							2	D	100.00
7	10/30/18	10/30/18		3:00 PM	7:00 PM	60		2							2	D	100.00
8	10/31/18	10/31/18		6:00 AM	10:00 AM	60			2						2	D	100.00
9	10/31/18	10/31/18		10:00 AM	3:00 PM	60			2						2	D	100.00
10	10/31/18	10/31/18		3:00 PM	7:00 PM	60			2						2	D	100.00
11	11/01/18	11/01/18		6:00 AM	10:00 AM	60				2					2	D	100.00
12	11/01/18	11/01/18		10:00 AM	3:00 PM	60				2					2	D	100.00
13	11/01/18	11/01/18		3:00 PM	7:00 PM	60				2					2	D	100.00
14	11/02/18	11/02/18		6:00 AM	10:00 AM	60					2				2	D	100.00
15	11/02/18	11/02/18		10:00 AM	3:00 PM	60					2				2	D	100.00
16	11/02/18	11/02/18		3:00 PM	7:00 PM	60					2				2	D	100.00
17	11/05/18	11/05/18		6:00 AM	10:00 AM	60	2								2	D	100.00
18	11/05/18	11/05/18		10:00 AM	3:00 PM	60	2								2	D	100.00
19	11/05/18	11/05/18		3:00 PM	7:00 PM	60	1								1	D	100.00
20	11/06/18	11/06/18		6:00 AM	10:00 AM	60		2							2	D	100.00

Billing Projections: By Month

	Oct 18	Nov 18
CA	1,900.00	1,900.00
ST	100.00	3,700.00

☒ Print Spot Prices

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TOTAL SPOTS 38

GROSS TOTAL \$ 3,800.00

ADJUSTED SPOTS 38

ADJUSTED TOTAL \$ 3,800.00

APPROVE DECLINE

<input type="radio"/>	<input type="radio"/>	General Manager
<input type="radio"/>	<input type="radio"/>	Sales Manager
<input type="radio"/>	<input type="radio"/>	Administrator
<input type="radio"/>	<input type="radio"/>	Local Sales Manager

Oct 26, 18	Oct 26, 18	DDS CONT# 0
32292951	Mod# Ver# 1 (Last =)	C/P/E: / / 6291
REP EASTMAN		
TO KODS-FM (Reno, NV)		SALESPERSON FAX#
FM TERRANCE HOUSTON		
OFF PHILADELPHIA		PH # 202-337-5700
AGY STRATEGIC MEDIA SERVICES		
ADDR 1911 NORTH FT MYER DRIVE SUITE 400		
	ARLINGTON, VA 22209	
BYR TJ OSBORNE		
ADV DEAN HELLER FOR SENATE		
PDT Candidate		
FLT Oct 26, 18 - Nov 06, 18		

*** REP ORDER COMMENT ***

** 10/26/2018 11:26:00 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!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
	1.1	<u>FLIGHT 1</u> ...F..	3P - 7P	60	10/26/2018 - 10/26/2018	1D	1	\$100.00	1
					** FLIGHT TOTALS **		1	\$100.00	
	2.1	<u>FLIGHT 2</u> M.....	6A - 10A	60	10/29/2018 - 10/29/2018	1D	2	\$100.00	2
	2.2	M.....	10A - 3P	60	10/29/2018 - 10/29/2018	1D	2	\$100.00	2
	2.3	M.....	3P - 7P	60	10/29/2018 - 10/29/2018	1D	2	\$100.00	2
					** FLIGHT TOTALS **		6	\$600.00	
	3.1	<u>FLIGHT 3</u> .T.....	6A - 10A	60	10/30/2018 - 10/30/2018	1D	2	\$100.00	2
	3.2	.T.....	10A - 3P	60	10/30/2018 - 10/30/2018	1D	2	\$100.00	2
	3.3	.T.....	3P - 7P	60	10/30/2018 - 10/30/2018	1D	2	\$100.00	2
					** FLIGHT TOTALS **		6	\$600.00	
	4.1	<u>FLIGHT 4</u> ..W....	6A - 10A	60	10/31/2018 - 10/31/2018	1D	2	\$100.00	2
	4.2	..W....	10A - 3P	60	10/31/2018 - 10/31/2018	1D	2	\$100.00	2
	4.3	..W....	3P - 7P	60	10/31/2018 - 10/31/2018	1D	2	\$100.00	2
					** FLIGHT TOTALS **		6	\$600.00	
	5.1	<u>FLIGHT 5</u> ...T...	6A - 10A	60	11/01/2018 - 11/01/2018	1D	2	\$100.00	2

Oct 26, 18
 CONT# 32292951 Mod# Ver# 1 (Last =)
 REP EASTMAN

DDS CONT# 0
 C/P/E: / / 6291

5.2	...T...	10A - 3P	60	11/01/2018 - 11/01/2018	1D	2	\$100.00	2
5.3	...T...	3P - 7P	60	11/01/2018 - 11/01/2018	1D	2	\$100.00	2
			** FLIGHT TOTALS **			6	\$600.00	
6.1	<u>FLIGHT 6</u>							
	...F..	6A - 10A	60	11/02/2018 - 11/02/2018	1D	2	\$100.00	2
6.2	...F..	10A - 3P	60	11/02/2018 - 11/02/2018	1D	2	\$100.00	2
6.3	...F..	3P - 7P	60	11/02/2018 - 11/02/2018	1D	2	\$100.00	2
			** FLIGHT TOTALS **			6	\$600.00	
7.1	<u>FLIGHT 7</u>							
	M.....	6A - 10A	60	11/05/2018 - 11/05/2018	1D	2	\$100.00	2
7.2	M.....	10A - 3P	60	11/05/2018 - 11/05/2018	1D	2	\$100.00	2
7.3	M.....	3P - 7P	60	11/05/2018 - 11/05/2018	1D	1	\$100.00	1
			** FLIGHT TOTALS **			5	\$500.00	
8.1	<u>FLIGHT 8</u>							
	T.....	6A - 10A	60	11/06/2018 - 11/06/2018	1D	2	\$100.00	2
			** FLIGHT TOTALS **			2	\$200.00	

SPOTS	Oct 18	Nov 18			
	1	37			
CASH	100.00	3700.00			
TRADE	0.00	0.00			
NSL	0.00	0.00			
TOTAL	100.00	3700.00			

SPOTS	TOTAL
	38
CASH	3,800.00
TRADE	0.00
NSL	0.00
TOTAL	3,800.00

** Competitive Comments **

SVC: FA99 MSA CustRadio
 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.