



WDEF
3300 Broad Street
Chattanooga, TN 37408

Low & Tritt, Inc.
123 Center Park Drive, Ste 255
Knoxville, TN 37922

Contract # 189811

Schedule Dates 06/25/18-07/20/18
Advertiser Pol - Beth Harwell for TN Governor (15644)
Agency Low & Tritt, Inc. (2983)
Product Political (1176)
Brand Various (1)
Salesperson House, WDEF (1160)
Sales Office WDEF-TV
Buyer Name Blanton, Geoff
Phone/Fax /
CPE N/A
Account Types Local/Political
Billing Type Standard
Comments All units must air exactly as ordered and within specific hour/time period/frame/separation noted or AUR cash credit reimbursement will be taken without question.

Date Entered 06/14/18
Last Modified 07/13/18
Entered By Amy Fleming
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$4,641.00
Net Total \$26,299.00
Sales Tax

WDEF (WDEF)

By Broadcast Month
Jul. 2018 \$30,940.00
Grand Total: \$30,940.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:53:00A- 6A (EST)	5	X	X	X	X	X			5	\$30.00	\$150.00	WDEF (WDEF)		6/14/18
2.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:15:00A- 7A (EST)	5	X	X	X	X	X			5	\$45.00	\$225.00	WDEF (WDEF)		6/14/18
3.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:15:00A- 7A (EST)	5	X	X	X	X	X			5	\$45.00	\$225.00	WDEF (WDEF)		6/14/18
4.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:10:57:57A- PRICE IS RIGHT	5	X	X	X	X	X			5	\$180.00	\$900.00	WDEF (WDEF)		6/14/18
5.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:12P- NEWS 12 @ NOON	5	X	X	X	X	X			5	\$145.00	\$725.00	WDEF (WDEF)		6/14/18
6.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:59P- 6P (EST)	5	X	X	X	X	X			5	\$125.00	\$625.00	WDEF (WDEF)		6/14/18
7.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:59P- NEWS 12 @ 6P	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		6/14/18
8.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:59P- PRIME NEWS @ 7	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		6/14/18
9.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:59P- PRIME NEWS @ 7	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		6/14/18
10.0	Normal Line / SPOT(B/E)	06/25/18-06/29/18	1	:15	:15:11P- NEWS 12 NIGHTSIDE	5	X	X	X	X	X			5	\$190.00	\$950.00	WDEF (WDEF)		6/14/18
11.0	Normal Line / SPOT(B/E)	06/26/18-06/26/18	1	:15	:15:15:11P- NEWS 12 NIGHTSIDE	1		1						1	\$780.00	\$780.00	WDEF (WDEF)		6/14/18
12.0	Normal Line / SPOT(B/E)	06/26/18-06/26/18	1	:15	:15:15:11P- NEWS 12 NIGHTSIDE	1		1						1	\$780.00	\$780.00	WDEF (WDEF)		6/14/18
13.0	Normal Line / SPOT	07/01/18-07/01/18	1	:30	8:58A- CBS SUNDAY MORNING	1							1	1	\$190.00	\$190.00	WDEF (WDEF)		6/14/18

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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WDEF-TV, Inc. and its station(s) do not discriminate in advertising contracts on the basis of race or gender. 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, is hereby rejected.



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Contract # 189811

Schedule Dates

06/25/18-07/20/18

Advertiser

Pol - Beth Harwell for TN Governor (15644)

Agency

Low & Tritt, Inc. (2983)

Product

Political (1176)

Brand

Various (1)

Salesperson

House, WDEF (1160)

Sales Office

WDEF-TV

Buyer Name

Blanton, Geoff

Phone/Fax

/

CPE

N/A

Account Types

Local/Political

Billing Type

Standard

Comments

All units must air exactly as ordered and within specific hour/time period/segment/ separation noted or AUR cash credit reimbursement will be taken without question.

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Entered By Amy Fleming
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$4,641.00
Net Total \$26,299.00
Sales Tax

WDEF (WDEF)

By Broadcast Month
Jul. 2018
Grand Total:
Spots 204
Rate \$30,940.00
\$30,940.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
14.0	Normal Line / SPOT	07/01/18-07/01/18	1	:30	9P- 10P (EST)								1	1	\$850.00	\$850.00	WDEF (WDEF)		6/14/18
15.0	Normal Line / SPOT	07/01/18-07/01/18	1	:30	11P- NEWS 12 NIGHTSIDE								1	1	\$155.00	\$155.00	WDEF (WDEF)		6/14/18
16.0	Normal Line / SPOT	06/30/18-06/30/18	1	:30	11P- NEWS 12 NIGHTSIDE								1	1	\$155.00	\$155.00	WDEF (WDEF)		6/14/18
17.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:30A- 6A (EST)	4	X	X	X	X	X			4	\$30.00	\$120.00	WDEF (WDEF)		6/27/18
18.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:6A- 7A (EST)	4	X	X	X	X	X			4	\$45.00	\$180.00	WDEF (WDEF)		6/27/18
19.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:7A- CBS THIS MORNING	4	X	X	X	X	X			4	\$45.00	\$180.00	WDEF (WDEF)		6/27/18
20.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:10:57A- PRICE IS RIGHT	4	X	X	X	X	X			4	\$180.00	\$720.00	WDEF (WDEF)		6/27/18
21.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:12P- NEWS 12 @ NOON	4	X	X	X	X	X			4	\$145.00	\$580.00	WDEF (WDEF)		6/27/18
22.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:5P- 6P (EST)	4	X	X	X	X	X			4	\$125.00	\$500.00	WDEF (WDEF)		6/27/18
23.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:6P- NEWS 12 @ 6P	4	X	X	X	X	X			4	\$160.00	\$640.00	WDEF (WDEF)		6/27/18
24.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:6:59P- PRIME NEWS @ 7	4	X	X	X	X	X			4	\$160.00	\$640.00	WDEF (WDEF)		6/27/18
25.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:6:30P- 7P (EST)	4	X	X	X	X	X			4	\$160.00	\$640.00	WDEF (WDEF)		6/27/18
26.0	Normal Line / SPOT(B/E)	07/02/18-07/06/18	1	:15	:15:15:11P- NEWS 12 NIGHTSIDE	4	X	X	X	X	X			4	\$190.00	\$760.00	WDEF (WDEF)		6/27/18
27.0	Normal Line / SPOT(B/E)	07/03/18-07/03/18	1	:15	:15:15:7:57P- 9P (EST)		1							1	\$780.00	\$780.00	WDEF (WDEF)		6/27/18

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

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Entered By Amy Fleming
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Headline #
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Package Deal
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Commission \$4,641.00
Net Total \$26,299.00
Sales Tax

WDEF (WDEF)

By Broadcast Month
Jul. 2018 204 \$30,940.00
Grand Total: 204 \$30,940.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
28.0	Normal Line / SPOT(B/E)	07/03/18-07/03/18	1	:15	:15 9P- 10P (EST)	1		1						1	\$780.00	\$780.00	WDEF (WDEF)		6/27/18
33.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 5:30A- 6A (EST)	5	X	X	X	X	X			5	\$30.00	\$150.00	WDEF (WDEF)		7/3/18
34.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 6A- 7A (EST)	5	X	X	X	X	X			5	\$45.00	\$225.00	WDEF (WDEF)		7/3/18
35.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 7A- CBS THIS MORNING	5	X	X	X	X	X			5	\$45.00	\$225.00	WDEF (WDEF)		7/3/18
36.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 11A- PRICE IS RIGHT	5	X	X	X	X	X			5	\$180.00	\$900.00	WDEF (WDEF)		7/3/18
37.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 12P- NEWS 12 @ NOON	5	X	X	X	X	X			5	\$145.00	\$725.00	WDEF (WDEF)		7/3/18
38.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 5P- 6P (EST)	5	X	X	X	X	X			5	\$125.00	\$625.00	WDEF (WDEF)		7/3/18
39.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 6P- NEWS 12 @ 6P	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		7/3/18
40.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 6:59P- PRIME NEWS @ 7	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		7/3/18
41.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 6:30P- 7P (EST)	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		7/3/18
42.0	Normal Line / SPOT(B/E)	07/09/18-07/13/18	1	:15	:15 11P- NEWS 12 NIGHTSIDE	5	X	X	X	X	X			5	\$190.00	\$950.00	WDEF (WDEF)		7/3/18
43.0	Normal Line / SPOT(B/E)	07/10/18-07/10/18	1	:15	:15 7:57P- 9P (EST)	1	1							1	\$780.00	\$780.00	WDEF (WDEF)		7/3/18
44.0	Normal Line / SPOT(B/E)	07/10/18-07/10/18	1	:15	:15 9P- 10P (EST)	1	1							1	\$780.00	\$780.00	WDEF (WDEF)		7/3/18
45.0	Normal Line / SPOT	07/15/18-07/15/18	1	:30	9A- CBS SUNDAY MORNING	1							1	1	\$190.00	\$190.00	WDEF (WDEF)		7/3/18

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Accepted-Station:

Date:

Date:

Comments:

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WDEF-TV

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Blanton, Geoff

Phone/Fax

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By Broadcast Month
Jul. 2018
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\$30,940.00

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46.0	Normal Line / SPOT	07/15/18-07/15/18	1	:30	9p- 10P (EST)	1							1	1	\$850.00	\$850.00	WDEF (WDEF)		7/3/18
47.0	Normal Line / SPOT	07/14/18-07/15/18	1	:30	11P- NEWS 12 NIGHTSIDE	1							1	2	\$155.00	\$310.00	WDEF (WDEF)		7/3/18
48.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:5:30A- 6A (EST)	5	X	X	X	X	X			5	\$30.00	\$150.00	WDEF (WDEF)	5:30-6A NEWS	7/11/18
49.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:6A- 7A (EST)	5	X	X	X	X	X			5	\$45.00	\$225.00	WDEF (WDEF)	6-7A NEWS	7/11/18
50.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:7A- CBS THIS MORNING	5	X	X	X	X	X			5	\$45.00	\$225.00	WDEF (WDEF)		7/11/18
51.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:11A- PRICE IS RIGHT	5	X	X	X	X	X			5	\$180.00	\$900.00	WDEF (WDEF)		7/11/18
52.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:12P- NEWS 12 @ NOON	5	X	X	X	X	X			5	\$145.00	\$725.00	WDEF (WDEF)		7/11/18
53.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:5P- 6P (EST)	5	X	X	X	X	X			5	\$125.00	\$625.00	WDEF (WDEF)		7/11/18
54.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:6P- NEWS 12 @ 6P	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		7/11/18
55.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:6:59P- PRIME NEWS @ 7	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		7/11/18
56.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:6:30P- 7P (EST)	5	X	X	X	X	X			5	\$160.00	\$800.00	WDEF (WDEF)		7/11/18
57.0	Normal Line / SPOT(B/E)	07/16/18-07/20/18	1	:15	:15:15:11P- NEWS 12 NIGHTSIDE	5	X	X	X	X	X			5	\$190.00	\$950.00	WDEF (WDEF)		7/11/18

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

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CONFIRMATION CONTRACT

Accepted Agency/Advertiser:	Date:	Accepted Station:	Date:	Comments:
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Buy Detail Report

Order #: 2954-11632 Revision #: 5 Date: 7/13/2018

Client: Beth Harwell for Governor
Media: TV
Product: Political
Market: Chattanooga-Chattanooga

Estimate: 2954
Description: BETH (CH) 3Q18 Television
Flight Start Date: 6/25/2018 03:00 AM
Flight End Date: 8/5/2018 02:59 AM

Vendor: WDEF-TV

3300 South Broad Street
 Chattanooga, TN 37408

Contact: Jess Raby

E-Mail: jraby@wdef.com

Phone: (423) 785-1286

Fax: (423) 785-1316

Buyer: Shawn Steadman

Separation between spots: 2

Affiliation: CBS

Estimate Comments: All units must air exactly as ordered and within specific hour/time period/frame/separation noted or AUR cash credit reimbursement will be taken without question. This supercedes all other written documents/verbal agreements/contracts/terms/conditions.

Daypart Program	Daypart Code	STN Gross	STN Net	C/T	Dur	Wks 6/25	7/2	7/9	7/16	Total Spots
WDEF-TV										
MTuWThF 5:30a-6:00a BOOKENDS	RT	\$30.00	\$25.50	C	15	5	4	5	5	19
MTuWThF 6:00a-7:00a BOOKENDS	RT	\$45.00	\$38.25	C	15	5	4	5	5	19
MTuWThF 7:00a-9:00a BOOKENDS	RT	\$45.00	\$38.25	C	15	5	4	5	5	19
MTuWThF 11:00a-12:00p BOOKENDS	RT	\$180.00	\$153.00	C	15	5	4	5	5	19
MTuWThF 12:00p-12:30p BOOKENDS	RT	\$145.00	\$123.25	C	15	5	4	5	5	19
MTuWThF 5:00p-6:00p BOOKENDS	EN	\$125.00	\$106.25	C	15	5	4	5	5	19
MTuWThF 6:00p-6:30p BOOKENDS	RT	\$160.00	\$136.00	C	15	5	4	5	5	19
MTuWThF 6:59p-7:30p BOOKENDS	RT	\$160.00	\$136.00	C	15	5	4	5	5	19

Signature:

Please sign + email to GEOFF@LOWandTRITT.com

Disclaimer: Superseding all other documents, it is agreed by all parties that Low+Tritt has no financial obligation except its responsibility for the transmission to the Vendor of the net amount, as long as the Vendor performance is exact to this document, and only due when received in full and in good funds from the Client. Agency is not principal. Financial responsibility rests solely with the Client, not the Agency.



Buy Detail Report

Order #: 2954-11632 Revision #: 5 Date: 7/13/2018

Client: Beth Harwell for Governor
Media: TV
Product: Political
Market: Chattanooga-Chattanooga

Estimate: 2954
Description: BETH (CH) 3Q18 Television
Flight Start Date: 6/25/2018 03:00 AM
Flight End Date: 8/5/2018 02:59 AM

Vendor: WDEF-TV
 3300 South Broad Street
 Chattanooga, TN 37408

Contact: Jess Raby
E-Mail: jraby@wdef.com
Phone: (423) 785-1286
Fax: (423) 785-1316

Separation between spots: 2 **Buyer:** Shawn Steadman

Affiliation: CBS

Estimate Comments: All units must air exactly as ordered and within specific hour/time period/frame/separation noted or AUR cash credit reimbursement will be taken without question. This supercedes all other written documents/verbal agreements/contracts/terms/conditions.

Daypart Program	Daypart Code	STN Gross	STN Net	C/T	Dur	Wks 6/25	7/2	7/9	7/16	Total Spots
WDEF-TV										
MTuWThF 6:30p- 7:00p BOOKENDS	RT	\$160.00	\$136.00	C	15	5	4	5	5	19
MTuWThF 11:00p-11:35p BOOKENDS	RT	\$190.00	\$161.50	C	15	5	4	5	5	19
Tu 7:57p- 9:00p BOOKENDS	RT	\$780.00	\$663.00	C	15	1	1	1	1	3
Tu 9:00p-10:00p BOOKENDS	RT	\$780.00	\$663.00	C	15	1	1	1	1	3
Su 9:00a-10:30a	RT	\$190.00	\$161.50	C	30	1		1		2
Su 9:00p-10:00p	RT	\$850.00	\$722.50	C	30	1		1		2
Su 11:00p-11:35p	RT	\$155.00	\$131.75	C	30	1		1		2
Sa 11:00p-11:35p	RT	\$155.00	\$131.75	C	30	1		1		2
Total Cost:		\$30,940.00								
Total Spots:						56	42	56	50	204
						\$26,299.00				204

Signature:

Please sign & email to GEOFF@LOWandTRITT.com

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150 3rd Avenue South, Suite 900
Nashville, TN 37201
800.264.3613

Wire Transfer of Funds Notice

Outgoing Domestic Wire

Deposit Account
[REDACTED]

BETH HARWELL FOR GOVERNOR
PO BOX 331983
NASHVILLE, TN 37203

Processing Date: 7/13/2018

Batch: 201 FEDLINE Out - 201

The Following Information Was Sent For: Regular Transfer of Funds

Originator: ID#: [REDACTED]
Beth Harwell For Governor
PO Box 331983
Nashville, TN 37203

Wire Amount: \$5,270.00
Wire Fee: \$25.00
Total: \$5,295.00

Beneficiary: ID#: [REDACTED]
WDEF TV Inc
3300 Broad Street
Chattanooga, TN 37408

Wire Charged To: [REDACTED]
Fees Charged To: [REDACTED]

Additional Wire Information:

Reference: 20180713000365 Originator to Ben: WDEF-TV Payment Receiving Bank: 0260-0959-3 BANK OF AMERICA,
N.A., NY