

KOAT
3801 Carlisle Blvd. NE
Albuquerque, NM 87107
(505)884-7777

CONTRACT

<u>Contract / Revision</u> 1805142 /		<u>Alt Order #</u> 09294409
<u>Product</u> Candidate		
<u>Contract Dates</u> 10/24/18 - 11/06/18	<u>Estimate #</u> 5757 Y HERRELL 4 CO	
<u>Advertiser</u> Herrell/R/Congress		<u>Original Date / Revision</u> 10/31/18 / 10/31/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KOAT	<u>Account Executive</u> Mary Tricoli	<u>Sales Office</u> HRP-Philadelph
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agv Code</u> 9917037	<u>Advertiser Code</u> 1307	<u>Product 1/2</u> 1968
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

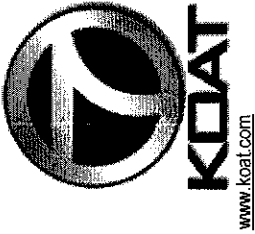
Strategic Media Placement OH
7669 Stagers Loop
Delaware, OH 43015

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
D 1	KOAT	11/05/18	11/05/18	M-F A7N This AM @ 4430-5a			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
D 12	KOAT	11/06/18	11/06/18	M-F A7N This AM @ 4430-5a			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
N 18	KOAT	11/04/18	11/04/18	This Week	9-10a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
Week:		10/29/18	11/04/18	Weekdays	Spots/Week				Rate					
				-----1	1				\$225.00					
		Spot	Ch	Date Range	Description			Start/End Time	Length	Rate		Type		
1		KOAT	10/29/18-11/04/18	This Week	9-10a			-----Su	:30	\$225.00		NM		
Credited														
N 23	KOAT	11/05/18	11/05/18	Live with Kelly & Ryan 9-10a			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
Week:		11/05/18	11/11/18	Weekdays	Spots/Week				Rate					
				1-----	1				\$150.00					
		Spot	Ch	Date Range	Description			Start/End Time	Length	Rate		Type		
1		KOAT	11/05/18-11/11/18	Live with Kelly & Ryan	9-10a			M-----	:30	\$450.00		NM		
Credited														
N 25	KOAT	11/01/18	11/01/18	Live with Kelly & Ryan 9-10a			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
Week:		10/29/18	11/04/18	Weekdays	Spots/Week				Rate					
				---1---	1				\$150.00					
		Spot	Ch	Date Range	Description			Start/End Time	Length	Rate		Type		
1		KOAT	10/29/18-11/04/18	Live with Kelly & Ryan	9-10a			----Th----	:30	\$450.00		NM		
Credited														
N 26	KOAT	11/02/18	11/02/18	Live with Kelly & Ryan 9-10a			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
Week:		10/29/18	11/04/18	Weekdays	Spots/Week				Rate					
				----1--	1				\$150.00					

(* Line Transactions: N = New, E = Edited, D = Deleted)

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: www.hearst.com/newsroom/hearst-television-advertising-sales
Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



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<u>Contract Dates</u> 10/24/18 - 11/06/18	<u>Product</u> Candidate	<u>Estimate #</u> 5757 Y HERRELL 4 CONC
<u>Advertiser</u> Herrell/R/Congress		<u>Original Date / Revision</u> 10/31/18 / 10/31/18

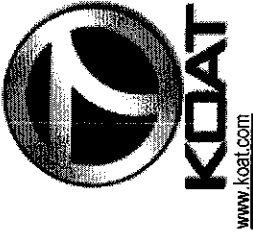
*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Description</u>	<u>Rate</u>		<u>Spots/Week</u>	<u>Start/End Time</u>	<u>Length</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>
1 KOAT		10/29/18-11/04/18		Live with Kelly & Ryan	9-10a	-----F----	:30						\$150.00	NM
Credited														
N 31	KOAT	11/05/18	11/05/18	World News Tonight	M-Su 530-6p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Description</u>	<u>Rate</u>		<u>Spots/Week</u>	<u>Start/End Time</u>	<u>Length</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>
Week: 11/05/18		11/11/18	1-----			\$1,000.00		1			M-----	:30	\$1,000.00	NM
1 KOAT		11/05/18-11/11/18		World News Tonight	M-Su 530-6p								\$1,000.00	NM
Credited														
N 32	KOAT	10/31/18	10/31/18	World News Tonight	M-Su 530-6p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Description</u>	<u>Rate</u>		<u>Spots/Week</u>	<u>Start/End Time</u>	<u>Length</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>
Week: 10/29/18		11/04/18	--1----			\$1,000.00		1			---W-----	:30	\$1,000.00	NM
1 KOAT		10/29/18-11/04/18		World News Tonight	M-Su 530-6p								\$1,000.00	NM
Credited														
N 34	KOAT	11/02/18	11/02/18	World News Tonight	M-Su 530-6p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Description</u>	<u>Rate</u>		<u>Spots/Week</u>	<u>Start/End Time</u>	<u>Length</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>
Week: 10/29/18		11/04/18	----1--			\$1,000.00		1			-----F----	:30	\$1,000.00	NM
1 KOAT		10/29/18-11/04/18		World News Tonight	M-Su 530-6p								\$1,000.00	NM
Credited														
N 38	KOAT	11/05/18	11/05/18	Action 7 News @ 6p	6-630p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Description</u>	<u>Rate</u>		<u>Spots/Week</u>	<u>Start/End Time</u>	<u>Length</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>
Week: 11/05/18		11/11/18	1-----			\$425.00		1			M-----	:30	\$425.00	NM
1 KOAT		11/05/18-11/11/18		Action 7 News @ 6p	6-630p								\$425.00	NM
Credited														
N 47	KOAT	11/04/18	11/04/18	Action 7 News @ 5p	5-530p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Description</u>	<u>Rate</u>		<u>Spots/Week</u>	<u>Start/End Time</u>	<u>Length</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>
Week: 10/29/18		11/04/18	-----2			\$300.00		2			-----Su	:30	\$300.00	NM
1 KOAT		10/29/18-11/04/18		Action 7 News @ 5p	5-530p								\$300.00	NM
Credited														
2 KOAT	10/29/18-11/04/18			Action 7 News @ 5p	5-530p								\$300.00	NM
Credited														
N 52	KOAT	10/31/18	10/31/18	Action 7 News @ 10p	10-1030p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Description</u>	<u>Rate</u>		<u>Spots/Week</u>	<u>Start/End Time</u>	<u>Length</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>
Week: 10/29/18		11/04/18	--1----			\$700.00		1			---W-----	:30	\$700.00	NM
1 KOAT		10/29/18-11/04/18		Action 7 News @ 10p	10-1030p								\$700.00	NM
Credited														

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<u>Advertiser</u> Herrell/R/Congress		<u>Original Date / Revision</u> 10/31/18 / 10/31/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 54	KOAT	11/02/18	11/02/18	Action 7 News @ 10p	10-1030p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
Week:		10/29/18	11/04/18	----1--	1				\$700.00					
Spot		Ch	Date Range		Description	Start/End Time	Weekdays	Length	Rate	Type				
1		KOAT	10/29/18-11/04/18		Action 7 News @ 10p	M-F 10-1030p	-----F----	:30	\$700.00	NM				
Credited														
N 65	KOAT	11/01/18	11/05/18	World News Tonight	M-Su 530-6p		:30			P-1		NM	3	\$7,500.00
Class of Time - Fixed Non Pre-emptible														
Week:		11/01/18	11/07/18	1--11--	3				\$2,500.00					
N 66	KOAT	11/01/18	11/05/18	Action 7 News @ 10p	10-1030p		:30			P-1		NM	1	\$1,200.00
Class of Time - Fixed Non Pre-emptible														
Week:		11/01/18	11/07/18	M--TF--	1				\$1,200.00					
N 67	KOAT	11/04/18	11/04/18	This Week	9-10a		:30			P-1		NM	1	\$400.00
Class of Time - Fixed Non Pre-emptible														
Week:		10/29/18	11/04/18	-----1	1				\$400.00					
N 68	KOAT	11/01/18	11/05/18	Live with Kelly & Ryan	9-10a		:30			P-1		NM	3	\$900.00
Class of Time - Fixed Non Pre-emptible														
Week:		11/01/18	11/07/18	M--TF--	3				\$300.00					
D 69	KOAT	11/05/18	11/05/18	Action 7 News @ 6p	6-630p		:30			P-1		NM	0	\$0.00
Class of Time - Fixed Non Pre-emptible														
N 70	KOAT	11/04/18	11/04/18	Action 7 News @ 5p	5-530p		:30			P-1		NM	1	\$600.00
Class of Time - Fixed Non Pre-emptible														
Week:		10/29/18	11/04/18	-----1	1				\$600.00					
Totals													54	\$30,475.00

*Tax 1 Note: New Mexico Tax Rate 7.875%.

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
10/01/18 - 10/28/18	16	\$6,550.00	(\$982.50)	\$5,567.50	\$438.44	\$6,005.94
10/29/18 - 11/06/18	38	\$23,925.00	(\$3,588.75)	\$20,336.25	\$1,601.48	\$21,937.73
Totals	54	\$30,475.00	(\$4,571.25)	\$25,903.75	\$2,039.92	\$27,943.67

Signature: _____

Date: _____

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REP HEADLINE# 9294409 TRF# 1805142
\$\$\$ MOD# 4: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

ADV #	ADV. NAME	<u>POLI/Y HERRELL/R/CON/NM</u>	REP.#	OFF.#	SALESMAN #
AGY #	AGY. NAME	<u>STRATEGIC MEDIA PLACEMENT</u>	BUYER NAME <u>HARTWELL MARABLE</u>		
		<u>7669 STAGERS LOOP</u>	SALES PRSN <u>PH- MARY TRICOLI</u>		
		<u>DELAWARE, OH 43015</u>			

ORDER # _____ CONTRACT # 9294409 CLASS: NATL. LOCAL REGIONAL
PRDCT Y HERRELL 4 CONGRESS EST#5757 COMMENTS: (LINE, ORDER, INVOICE) _____
FLIGHT DATES OCT24/18 NOV6/18 WK-2
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE NOV1/18 10.04

REP: M6 APPLIED - CREDIT \$2150
TOTAL IS \$30,475
PLEASE CONFIRM
THANKS EMILY

STA:

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

:LINE#:	REP	:	CD:		TIME PERIOD	:	LGTH :	SEC :		RATE	:	START	:	END	:	SPTS:	WEEK :		DAYS	:	TOTL:
:	:	:	LINE#:	:	:	:	:	:	:	:	:	DATE	:	DATE	:	/WK:	INVT	:	:	:	SPTS:

AGENCY ADVERTISER CODE = 1307 AGENCY EST# = 5757
AGENCY PRODUCT CODE = 1968

1	S	430A-459A	30	\$50.00	11/5	11/5	0	MON	0
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PROGRAM : ACTION 7 NEWS - 430A
RA35+ : 1.0
CON COM1: ACTION 7 NEWS - 430A
CREDIT TAKEN FOR 1 SPOT(S) MISSED NOV5

12	S	430A-459A	30	\$50.00	11/6	11/6	0	TUE	0
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PROGRAM : ACTION 7 NEWS - 430A
RA35+ : 1.0
CON COM1: ACTION 7 NEWS - 430A
CREDIT TAKEN FOR 1 SPOT(S) MISSED NOV6

REP HEADLINE# 9294409 TRF# 1805142
\$\$\$ MOD# 4: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP NOV1/18 10.04
 CHANGES *** KOAT-TV ***

:LINE#	:REP	:CD	: TIME PERIOD	: LGTH	: SEC	: RATE	: START	: END	:SPTS	: WEEK	: DAYS	:TOTL:
:	:LINE#	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	:SPTS:

75	ES		1000P-1030P	30		\$1,200.00	11/1	11/5	1		TH-F,M	1
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PROGRAM : ACTION 7 NEWS AT 10P
RA35+ : 3.5
ORD COM1: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY
PART OF A MAKEGOOD MADE UP OF LINES 74-79

78	S		600P-630P	30		\$850.00	11/5	11/5	0		MON	0
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PROGRAM : ACTION 7 NEWS AT 6P
RA35+ : 4.3
ORD COM1: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY
PART OF A MAKEGOOD MADE UP OF LINES 74-79

STATION MAKEGOOD OFFERS:

M6	OK'D	BUY#1	MISSED:MON/430A-459A	NOV5	30S	\$50.00	(OCT31/18)
		BUY#12	TUE/430A-459A	NOV6	30S	\$50.00	
		BUY#78	MON/600P-630P	NOV5	30S	\$850.00	
		BUY#75	TH-F,M/1000P-1030P	NOV1	30S	\$1,200.00	

OFFER: NONE
CMT:HAD TO CUT THESE SPOTS TO BALANCE OUT.

OCT/18	\$6,550.00	NOV/18	23925.00	CONTRACT TOTAL	30475.00
				TOTAL SPOTS	54

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI
DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME

P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP HEADLINE# 9294409 TRF# 1805142 REP: TEL# 610-293-4100 FAX# 610-225-1191
\$\$\$ MOD# 4: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! HARRIS REPORT FROM STATION OCT31/18 16.38
ORDER WORKSHEET *** KOAT-TV ***

ADV # _____ ADV. NAME POLI/Y HERRELL/R/CON/NM REP.# _____ OFF.# _____ SALESMAN # _____
AGY # _____ AGY. NAME STRATEGIC MEDIA PLACEMENT BUYER NAME HARTWELL MARABLE
7669 STAGERS LOOP SALES PRSN PH- MARY TRICOLI
DELAWARE, OH 43015
ORDER # _____ CONTRACT # 9294409 CLASS: NATL. LOCAL REGIONAL
PRDCT Y HERRELL 4 CONGRESS EST#5757 COMMENTS: (LINE, ORDER, INVOICE) _____
FLIGHT DATES OCT24/18 NOV6/18 WK-2
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE OCT31/18 16.38

STA:

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

STATION MAKEGOOD OFFERS:
M6 UNRESL BUY#1 MISSED: MON/430A-459A NOV5 30S \$50.00 (OCT31/18)
BUY#12 TUE/430A-459A NOV6 30S \$50.00
BUY#78 MON/600P-630P NOV5 30S \$850.00
BUY#75 TH-F,M/1000P-1030P NOV1 30S \$1,200.00
OFFER: NONE
CMT: HAD TO CUT THESE SPOTS TO BALANCE OUT.
CONTRACT TOTAL 32625.00
TOTAL SPOTS 58

REP HEADLINE# 9294409 TRF# 1805142
\$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

ADV #	ADV. NAME	POLI/Y HERRELL/R/CON/NM	REP. #	OFF. #	SALESMAN #
AGY #	AGY. NAME	STRATEGIC MEDIA PLACEMENT	BUYER NAME HARTWELL MARABLE		
		7669 STAGERS LOOP	SALES PRSN PH- MARY TRICOLI		
		DELAWARE, OH 43015			
ORDER #	CONTRACT #	9294409	CLASS: NATL.	LOCAL	REGIONAL
PRDCT	Y HERRELL 4 CONGRESS	EST#5757	COMMENTS: (LINE, ORDER, INVOICE)		
FLIGHT DATES	OCT24/18	NOV6/18	WK-2		
CITY TAX	STATE TAX	CO-OP BILLING NEEDED	DATE OCT31/18 16.11		

REP: M1 APPLIED - MKGD ONLN 74-79
TOTAL IS \$32,625
PLEASE CONFIRM
THANKS EMILY

STA:

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START	END	SPTS	WEEK	DAYS	TOTL
:	LINE#	:	:	:	:	:	DATE	DATE	/WK	INVT	:	SPTS

AGENCY ADVERTISER CODE = 1307 AGENCY EST# = 5757
AGENCY PRODUCT CODE = 1968

18	S	900A-1000A	30	\$225.00	11/4	11/4	0	SUN	0
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PROGRAM : THIS WEEK
RA35+ : 2.5
CON COM1: THIS WEEK
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24	S	900A-1000A	30	\$150.00	11/5	11/5	0	MON	0
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PROGRAM : LIVE WITH KELLY
RA35+ : 2.7
CON COM1: LIVE WITH KELLY
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REP HEADLINE# 9294409 TRF# 1805142
\$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP OCT31/18 16.11
CHANGES ** KOAT-TV ***

:LINE#	:REP	:CD	: TIME PERIOD	: LGTH	: SEC	: RATE	: START	: END	:SPTS	: WEEK	: DAYS	:TOTL:
:	:LINE#	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	:SPTS:
27	S		900A-1000A	30		\$150.00	11/1	11/1	0		THU	0
PROGRAM : LIVE WITH KELLY												
RA35+ : 2.7												
CON COM1: LIVE WITH KELLY												
28	S		900A-1000A	30		\$150.00	11/2	11/2	0		FRI	0
PROGRAM : LIVE WITH KELLY												
RA35+ : 2.7												
CON COM1: LIVE WITH KELLY												
35	S		530P-600P	30		\$1,000.00	11/5	11/5	0		MON	0
PROGRAM : ABC WORLD NEWS TONIGHT												
RA35+ : 5.5												
CON COM1: ABC WORLD NEWS TONIGHT												
73	S		530P-600P	30		\$1,000.00	10/31	10/31	0		WED	0
PROGRAM : ABC WORLD NEWS TONIGHT												
RA35+ : 5.5												
ORD COM1: SPOT MOVED A DAY EARLIER TO CLR. PLS SEND REVISION												
THIS IS A MAKE-GOOD FOR NOV1 ON LINE-37 FOR 1 SPOT/WK												
38	S		530P-600P	30		\$1,000.00	11/2	11/2	0		FRI	0
PROGRAM : ABC WORLD NEWS TONIGHT												
RA35+ : 5.5												
CON COM1: ABC WORLD NEWS TONIGHT												
74	A		530P-600P	30		\$2,500.00	11/1	11/5	3		TH-F,M	3
PROGRAM : ABC WORLD NEWS TONIGHT												
RA35+ : 5.5												
ORD COM1: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY												
THIS IS A MAKE-GOOD FOR NOV2 ON LINE-38 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR OCT31 ON LINE-59 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR NOV2 ON LINE-61 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR OCT31 ON LINE-73 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR NOV4 ON LINE-18 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR NOV2 ON LINE-28 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR NOV1 ON LINE-27 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR NOV5 ON LINE-42 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR NOV5 ON LINE-24 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR NOV5 ON LINE-35 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR NOV4 ON LINE-52 FOR 1 SPOT/WK												

REP HEADLINE# 9294409 TRF# 1805142
\$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP OCT31/18 16.11
CHANGES ** KOAT-TV ***

:LINE#	:REP	:CD	: TIME PERIOD	: LGTH	: SEC	: RATE	: START	: END	:SPTS	: WEEK	: DAYS	:TOTL:
:	:LINE#	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	:SPTS:
75	A		1000P-1030P	30		\$1,200.00	11/1	11/5	2		TH-F,M	2
PROGRAM : ACTION 7 NEWS AT 10P												
RA35+ : 3.5												
ORD COM1: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY												
PART OF A MAKEGOOD MADE UP OF LINES 74-79												
76	A		900A-1000A	30		\$400.00	11/4	11/4	1		SUN	1
PROGRAM : THIS WEEK												
RA35+ : 2.5												
ORD COM1: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY												
PART OF A MAKEGOOD MADE UP OF LINES 74-79												
77	A		900A-1000A	30		\$300.00	11/1	11/5	3		TH-F,M	3
PROGRAM : LIVE WITH KELLY												
RA35+ : 2.7												
ORD COM1: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY												
PART OF A MAKEGOOD MADE UP OF LINES 74-79												
78	A		600P-630P	30		\$850.00	11/5	11/5	1		MON	1
PROGRAM : ACTION 7 NEWS AT 6P												
RA35+ : 4.3												
ORD COM1: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY												
PART OF A MAKEGOOD MADE UP OF LINES 74-79												
79	A		500P-530P	30		\$600.00	11/4	11/4	1		SUN	1
PROGRAM : ACTION7 NEWS LIVE AT 5												
RA35+ : 4.4												
ORD COM1: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY												
PART OF A MAKEGOOD MADE UP OF LINES 74-79												
42	S		600P-630P	30		\$425.00	11/5	11/5	0		MON	0
PROGRAM : ACTION 7 NEWS AT 6P												
RA35+ : 4.3												
CON COM1: ACTION 7 NEWS AT 6P												
52	S		500P-530P	30		\$300.00	11/4	11/4	0		SUN	0
PROGRAM : ACTION7 NEWS LIVE AT 5												
RA35+ : 4.4												
CON COM1: ACTION7 NEWS LIVE AT 5												

REP HEADLINE# 9294409 TRF# 1805142 REP: TEL# 610-293-4100 FAX# 610-225-1191
 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP OCT31/18 16.11
 CHANGES *** KOAT-TV ***

:LINE#	:REP	:CD	: TIME PERIOD	: LGTH	: SEC	: RATE	: START	: END	:SPTS	: WEEK	: DAYS	:TOTL:
:	:LINE#	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	:SPTS:

59	S		1000P-1030P	30		\$700.00	10/31	10/31	0		WED	0
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PROGRAM : ACTION 7 NEWS AT 10P
 RA35+ : 3.5
 CON COM1: ACTION 7 NEWS AT 10P

61	S		1000P-1030P	30		\$700.00	11/2	11/2	0		FRI	0
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PROGRAM : ACTION 7 NEWS AT 10P
 RA35+ : 3.5
 CON COM1: ACTION 7 NEWS AT 10P

STATION MAKEGOOD OFFERS:

M5	OK'D	BUY#38	MISSED: FRI/530P-600P	NOV2	30S	\$1,000.00	(OCT31/18)
		BUY#59	WED/1000P-1030P	OCT31	30S	\$700.00	
		BUY#61	FRI/1000P-1030P	NOV2	30S	\$700.00	
		BUY#73	WED/530P-600P	OCT31	30S	\$1,000.00	
		BUY#18	SUN/900A-1000A	NOV4	30S	\$225.00	
		BUY#28	FRI/900A-1000A	NOV2	30S	\$150.00	
		BUY#27	THU/900A-1000A	NOV1	30S	\$150.00	
		BUY#42	MON/600P-630P	NOV5	30S	\$425.00	
		BUY#24	MON/900A-1000A	NOV5	30S	\$150.00	
		BUY#35	MON/530P-600P	NOV5	30S	\$1,000.00	
		BUY#52	SUN/500P-530P	NOV4	30S	\$300.00	
		OFFER:	TH-F,M/530P-600P	NOV1 (3/WK)	30S	\$2,500.00	PLS ADVISE.
		&	TH-F,M/1000P-1030P	NOV1 (2/WK)	30S	\$1,200.00	
		&	SUN/900A-1000A	NOV4	30S	\$400.00	
		&	TH-F,M/900A-1000A	NOV1 (3/WK)	30S	\$300.00	
		&	MON/600P-630P	NOV5	30S	\$850.00	
		&	SUN/500P-530P	NOV4	30S	\$600.00	

CMT: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY

OCT/18	\$6,550.00	NOV/18	26075.00	CONTRACT TOTAL	32625.00
				TOTAL SPOTS	58

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI
 DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP HEADLINE# 9294409 TRF# 1805142 REP: TEL# 610-293-4100 FAX# 610-225-1191
\$\$\$ MOD# 3: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! HARRIS REPORT FROM STATION OCT31/18 09.59
ORDER WORKSHEET *** KOAT-TV ***

ADV # _____ ADV. NAME POLI/Y HERRELL/R/CON/NM REP.# _____ OFF.# _____ SALESMAN # _____
AGY # _____ AGY. NAME STRATEGIC MEDIA PLACEMENT BUYER NAME HARTWELL MARABLE
7669 STAGERS LOOP SALES PRSN PH- MARY TRICOLI
DELAWARE, OH 43015
ORDER # _____ CONTRACT # 9294409 CLASS: NATL. LOCAL REGIONAL
PRDCT Y HERRELL 4 CONGRESS EST#5757 COMMENTS: (LINE, ORDER, INVOICE) _____
FLIGHT DATES OCT24/18 NOV6/18 WK-2
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE OCT31/18 09.59

STA:

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

STATION MAKEGOOD OFFERS:

M5	UNRESL	BUY#38	MISSED: FRI/530P-600P	NOV2	30S	\$1,000.00	(OCT31/18)
		BUY#59	WED/1000P-1030P	OCT31	30S	\$700.00	
		BUY#61	FRI/1000P-1030P	NOV2	30S	\$700.00	
		BUY#73	WED/530P-600P	OCT31	30S	\$1,000.00	
		BUY#18	SUN/900A-1000A	NOV4	30S	\$225.00	
		BUY#28	FRI/900A-1000A	NOV2	30S	\$150.00	
		BUY#27	THU/900A-1000A	NOV1	30S	\$150.00	
		BUY#42	MON/600P-630P	NOV5	30S	\$425.00	
		BUY#24	MON/900A-1000A	NOV5	30S	\$150.00	
		BUY#35	MON/530P-600P	NOV5	30S	\$1,000.00	
		BUY#52	SUN/500P-530P	NOV4	30S	\$300.00	

OFFER: NONE

CMT: PLEASE GIVE TO MARY SHE IS GOING TO ADD \$'S TO THE BUY

CONTRACT TOTAL 25775.00
TOTAL SPOTS 58