

# Sales Order

Stations: KIAQ-FM, KKEZ-FM, KTLB-FM, KVFD-AM,  
 KWMT-AM, KXFT-FM, KZLB-FM  
 Contract Name: Charles Clayton for House 2  
 Contract#: 515449494  
 Start Date: 10/16/20 End Date: 10/29/20  
 Revenue Type: Political Sales Type: Cash  
 Advertiser: Clayton for Iowa House  
 Address: 2053 Highland Park Avenue  
 City: Fort Dodge State: IA Zip: 50501  
 Product Name: Clayton for IA House  
 Competitive Code: Political

Buyer: \_\_\_\_\_  
 Tax Schedule: \_\_\_\_\_ (None)  
 Agency Commission %: 0  
 Billing Cycle: Calendar  
 Salesperson: 5465HOUSE Comm %: 15  
 Makegood Policy: Within Contract Dates

### KIAQ-FM

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	10/16/20	10/29/20		6:00 AM	7:00 PM	60	2	2	2	2	2			10	D	24.00	20	480.00	2
2	10/16/20	10/29/20		6:00 AM	7:00 PM	60						2	2	4	D	18.00	8	144.00	2

TOTAL GROSS \$624.00, NET \$624.00

### KKEZ-FM

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	10/16/20	10/29/20		6:00 AM	7:00 PM	60	1	2	1	2	2			8	D	24.00	16	384.00	2
2	10/18/20	10/29/20		6:00 AM	7:00 PM	60						1	1	2	D	18.00	3	54.00	2

TOTAL GROSS \$438.00, NET \$438.00

### KTLB-FM

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	10/16/20	10/29/20		6:00 AM	7:00 PM	60	1	2	1	2	2			8	D	15.00	16	240.00	2
2	10/16/20	10/29/20		6:00 AM	7:00 PM	60						1	2	3	D	14.00	6	84.00	2

TOTAL GROSS \$324.00, NET \$324.00

### KVFD-AM

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	10/16/20	10/29/20		7:00 AM	9:00 AM	60	1	1	1	1	1			5	D	13.00	10	130.00	2
2	10/16/20	10/29/20		2:00 PM	5:00 PM	60	1	1	1	1	1			5	D	12.00	10	120.00	2

TOTAL GROSS \$250.00, NET \$250.00

**KWMT-AM**

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	10/16/20	10/29/20		6:00 AM	7:00 PM	60	2	3	2	3	3			13	D	27.00	26	702.00	2
2	10/16/20	10/29/20		6:00 AM	7:00 PM	60						2	3	5	D	25.00	10	250.00	2

TOTAL GROSS \$952.00, NET \$952.00

**KXFT-FM**

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	10/16/20	10/29/20		6:00 AM	7:00 PM	60	1	1	1	1	1			5	D	15.00	10	150.00	2
2	10/16/20	10/29/20		6:00 AM	7:00 PM	60						1	1	2	D	14.00	4	56.00	2

TOTAL GROSS \$206.00, NET \$206.00

**KZLB-FM**

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	10/16/20	10/29/20		6:00 AM	7:00 PM	60	1	1	1	1	1			5	D	15.00	10	150.00	2
2	10/16/20	10/29/20		6:00 AM	7:00 PM	60						1	1	2	D	14.00	4	56.00	2

TOTAL GROSS \$206.00, NET \$206.00

Billing Projections: By Month

	Oct 20	Nov 20
CA	3,000.00	0.00
ST	2,084.00	916.00

Print Spot Prices

TOTAL SPOTS ..... 153  
 GROSS TOTAL \$ ..... 3,000.00  
 ADJUSTED SPOTS ..... 153  
 ADJUSTED TOTAL \$ ..... 3,000.00

APPROVE    DECLINE

- General Manager
- Sales Manager
- Business Manager
- Traffic Director