

## ORDER



<b>Orders</b>	<b>Order / Rev:</b>	<b>1267979</b>
	Alt Order #:	25779243
	Product Desc:	11/1-11/7 political
	Estimate:	5687
	Flight Dates:	11/01/17 - 11/07/17
	Original Date / Rev:	10/31/17 / 11/03/17
	Order Type:	REG

**WVBT Norfolk**

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

<b>Agency</b>	<b>Name:</b>	<b>Buying Time</b>
	Buying Contact:	
	Billing Contact:	
		650 Massachusetts Avenue NW
		Washington, DC 20001-3796

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

Advertiser	Name:	POL/Ralph Northam/Govenor/Dem/VA
	Demographic:	A35+
	Product Codes:	PL14
	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:	IN5252/SP2893/TO824/AL1472
Unit Code:	General

## Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/30/17	11/07/17	35	\$3,420.00	\$2,907.00

## Totals

Month	# Spots	Gross Amount	Net Amount	Rating
November 2017	35	\$3,420.00	\$2,907.00	0.00
<b>Totals</b>	<b>35</b>	<b>\$3,420.00</b>	<b>\$2,907.00</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

Order Share	Share	Total
WVBT Norfolk	3%	\$3,420.00
Market	100%	\$114,000.00

## Competitive Share

Competitive Share	Share	Total
CABLE	0%	\$0.00
NFLWS	0%	\$0.00
UNKWN	25%	\$28,500.00
WAVY	40%	\$45,600.00
WGNT	4%	\$4,560.00
WHRO	0%	\$0.00
WPEN	0%	\$0.00
WPXV	0%	\$0.00
WTKR	27%	\$30,780.00
WTVZ	1%	\$1,140.00
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 3M	WAVY News 10 @7a on FOX43		W- - - -	:30	1	\$130.00	P3	0.00	NM	1	\$130.00
WAVY News at 7am															
		<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								

Advertiser:	<u>POL/Ralph Northam/Govenor/Dem/VA</u>
Product Desc:	<u>11/1-11/7 political</u>
Estimate:	5687

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	--W----					1	\$130.00		0.00			
N 3	WVBT	11/03/17	11/03/17	WAVY News 10 @7a onGM WAVY News 10 @7a on FOX43		WAVY News 10 @-----F--		:30	1	\$130.00	P3	0.00	NM	1	\$130.00
		WAVY News at 7am													
		<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			
N 4	WVBT	11/06/17	11/06/17	WAVY News 10 @7a onGM WAVY News 10 @7a on FOX43		WAVY News 10 @M-----		:30	1	\$130.00	P3	0.00	NM	1	\$130.00
		WAVY News at 7am													
		<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	\$130.00		0.00			
N 5	WVBT	11/01/17	11/01/17	WAVY News 10 @8a onGM WAVY News 10 @8a on FOX43		WAVY News 10 @---W----		:30	1	\$115.00	P3	0.00	NM	1	\$115.00
		WAVY News at 8am													
		<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	\$115.00		0.00			
N 6	WVBT	11/02/17	11/02/17	WAVY News 10 @8a onGM WAVY News 10 @8a on FOX43		WAVY News 10 @---T---		:30	1	\$115.00	P3	0.00	NM	1	\$115.00
		WAVY News at 8am													
		<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			
N 8	WVBT	11/06/17	11/06/17	WAVY News 10 @8a onGM WAVY News 10 @8a on FOX43		WAVY News 10 @M-----		:30	1	\$115.00	P3	0.00	NM	1	\$115.00
		WAVY News at 8am													
		<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	\$115.00		0.00			
N 9	WVBT	11/07/17	11/07/17	WAVY News 10 @8a onGM WAVY News 10 @8a on FOX43		WAVY News 10 @-T-----		:30	1	\$115.00	P3	0.00	NM	1	\$115.00
		WAVY News at 8am													
		<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	-T-----					1	\$115.00		0.00			
N 10	WVBT	11/02/17	11/02/17	M-F 10-11a M-F 10-11a	CM	10-11a	---T---	:30	1	\$45.00	P3	0.00	NM	1	\$45.00
		Dr. Oz													
		<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	\$45.00		0.00			
N 11	WVBT	11/03/17	11/03/17	M-F 10-11a M-F 10-11a	CM	10-11a	----F--	:30	1	\$45.00	P3	0.00	NM	1	\$45.00
		Dr. Oz													
		<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	\$45.00		0.00			
N 13	WVBT	11/01/17	11/02/17	M-F 11a-12p M-F 11a-12p	CM	11a-12p	--WT---	:30	2	\$40.00	P3	0.00	NM	2	\$80.00
		The Doctors													
		<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	--WT---					2	\$40.00		0.00			
N 15	WVBT	11/03/17	11/06/17	M-F 11a-12p M-F 11a-12p	CM	11a-12p	1---1--	:30	2	\$40.00	P3	0.00	NM	2	\$80.00
		The Doctors													
		<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	----1--					1	\$40.00		0.00			
Week:		11/06/17	11/12/17	1-----					1	\$40.00		0.00			
N 16	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
		Millionaire 2x													
		<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			
N 17	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
		Millionaire 2x													

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Flight Dates: 11/01/17 - 11/07/17

Advertiser: POL/Ralph Northam/Governor/Dem/VA  
Product Desc: 11/1-11/7 political  
Estimate: 5687

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	---T---			1		\$40.00	0.00						
N18	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
Millionaire 2x															
		<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						
N19	WVBT	11/01/17	11/01/17	Hampton Roads Show Hampton Roads Show	CM	1-2 pm	--W----	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
Hamptons Road Show															
		<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						
N20	WVBT	11/02/17	11/02/17	Hampton Roads Show Hampton Roads Show	CM	1-2 pm	---T---	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
Hamptons Road Show															
		<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						
N21	WVBT	11/03/17	11/03/17	Hampton Roads Show Hampton Roads Show	CM	1-2 pm	----F--	:30	1	\$40.00	P3	0.00	NM	1	\$40.00
Hamptons Road Show															
		<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						
N22	WVBT	11/01/17	11/02/17	WAVY News @ 7p on FOX WAVY News @ 7p on FOX43	CM	WAVY News @ 7p	--WT---	:30	2	\$190.00	P3	0.00	NM	1	\$190.00
WAVY News 10 @ 7p															
		<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	--WT---			2		\$190.00	0.00						
<u>Spot</u>		<u>Ch</u>	<u>Date Range</u>	<u>Description</u>			<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Rtg</u>	<u>Type</u>			
1		WVBT	10/30/17-11/05/17	WAVY News @ 7p on FOX43	WAVY News @ 7p			--WTh-----	:30	<del>(\$190.00)</del>	0.00	NM			
Credited [No MG needed]															
N24	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
WAVY News 10 @ 7p															
		<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						
N25	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
WAVY News 10 @ 7p															
		<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						
N27	WVBT	11/05/17	11/05/17	Su 10-1044p WAVY News @10 on FOX43 St	CM	10-1045p	-----S	:30	1	\$300.00	P4	0.00	NM	1	\$300.00
WAVY News 10 @ 7p															
		<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		\$300.00	0.00						
N28	WVBT	11/02/17	11/06/17	M-F 2-3p M-F 2-3p	CM	2-3p	2--12--	:30	5	\$30.00	P4	0.00	NM	5	\$150.00
		<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	---12--			3		\$30.00	0.00						
Week: 11/06/17		11/12/17	2-----			2		\$30.00	0.00						
N29	WVBT	11/02/17	11/06/17	M-F 6-7p M-F 6-7p	CM	6-7p	1--11--	:30	3	\$100.00	P4	0.00	NM	3	\$300.00
		<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	---11--			2		\$100.00	0.00						
Week: 11/06/17		11/12/17	1-----			1		\$100.00	0.00						
N30	WVBT	11/02/17	11/03/17	M-F 730-8p M-F 730-8p	CM	730-8p	---11--	:30	2	\$285.00	P2	0.00	NM	2	\$570.00
		<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	---11--			2		\$285.00	0.00						
N31	WVBT	11/07/17	11/07/17	WAVY News 10 @7a on FOX WAVY News 10 @-T-	CM	WAVY News 10 @-T-	-----	:30	1	\$130.00	P3	0.00	NM	1	\$130.00

Order / Rev: 1267979  
 Alt Order #: 25779243  
 Flight Dates: 11/01/17 - 11/07/17

Advertiser: POL/Ralph Northam/Govenor/Dem/VA  
 Product Desc: 11/1-11/7 political  
 Estimate: 5687

WVBT Norfolk

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
WAVY News 10 @7a on FOX43															
		<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	-T-----			1			\$130.00		0.00			
N32	WVBT	11/05/17	11/05/17	Su 11p-12a	CM	11p-12a	-----S	:30	1	\$60.00	P4	0.00	NM	1	\$60.00
				Su 11p-12a											
		<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	35	\$3,420.00