

# CONTRACT



**WNCF**  
**Carmichael Center**  
**4001 Carmichael Road**  
**Suite 100**  
**Montgomery, AL 36106**  
**(334)270-3200**

WNCF

And:

**Hulsen Media Services**  
**2400 Laramie Trail**  
**Austin, TX 78745**

<u>Contract / Revision</u> 182550 /		<u>Alt Order #</u> 09394544
<u>Product</u> GRIFFITH/G/D		
<u>Contract Dates</u> 09/02/14 - 09/08/14		<u>Estimate #</u> 205
<u>Advertiser</u> Griffith for Governor (D)		<u>Original Date / Revision</u> 08/26/14 / 08/26/14
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WNCF	<u>Account Executive</u> Bill Thomas	<u>Sales Office</u> Washington-Kat
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WNCF	09/02/14	09/04/14	M-F 2p-3p	2p-3p		:30			NM	2	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/01/14	09/07/14	-TWT---				2	\$60.00			
N 2	WNCF	09/05/14	09/05/14	M-F 2p-3p	2p-3p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/01/14	09/07/14	----F--				1	\$60.00			
N 3	WNCF	09/02/14	09/04/14	M-F 3p-4p	3p-4p		:30			NM	1	\$110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/01/14	09/07/14	-TWT---				1	\$110.00			
N 4	WNCF	09/08/14	09/08/14	M-F 3p-4p	3p-4p		:30			NM	1	\$95.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/08/14	09/14/14	M-----				1	\$95.00			
N 5	WNCF	09/02/14	09/04/14	M-F 4p-430p	4p-430p		:30			NM	1	\$110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/01/14	09/07/14	-TWT---				1	\$110.00			
N 6	WNCF	09/05/14	09/05/14	M-F 4p-430p	4p-430p		:30			NM	1	\$95.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/01/14	09/07/14	----F--				1	\$95.00			
N 7	WNCF	09/08/14	09/08/14	M-F 4p-430p	4p-430p		:30			NM	1	\$95.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/08/14	09/14/14	M-----				1	\$95.00			
N 8	WNCF	09/02/14	09/04/14	M-F 430p-530p	430p-530p		:30			NM	2	\$190.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/01/14	09/07/14	-TWT---				2	\$95.00			
N 9	WNCF	09/02/14	09/04/14	M-F 630p-7p	630p-7p		:30			NM	1	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/01/14	09/07/14	-TWT---				1	\$160.00			
N 10	WNCF	09/05/14	09/05/14	M-F 630p-7p	630p-7p		:30			NM	1	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/01/14	09/07/14	----F--				1	\$90.00			
N 11	WNCF	09/08/14	09/08/14	M-F 630p-7p	630p-7p		:30			NM	1	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	09/08/14	09/14/14	M-----				1	\$90.00			

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

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 added to contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. Station does not accept advertising sales agreements that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising sales agreement with Station, whether verbal or written.



**WNCF**  
**Carmichael Center**  
**4001 Carmichael Road**  
**Suite 100**  
**Montgomery, AL 36106**  
**(334)270-3200**

WNCF

<u>Contract / Revision</u>	<u>Alt Order #</u>
182550 /	09394544

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/02/14 - 09/08/14	GRIFFITH/G/D	205

<u>Advertiser</u>	<u>Original Date / Revision</u>
Griffith for Governor (D)	08/26/14 / 08/26/14

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		Start Date	End Date	Weekdays			Spots/Week		Rate			
<b>Totals</b>											13	\$1,215.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/01/14 - 09/08/14	13	\$1,215.00	(\$182.25)	\$1,032.75
<b>Totals</b>	13	\$1,215.00	(\$182.25)	\$1,032.75

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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

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 added to contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. Station does not accept advertising sales agreements that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising sales agreement with Station, whether verbal or written.

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

FEDERAL CANDIDATE

STATE/LOCAL CANDIDATE

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b> WNCN MONTGOMERY	<b>Date:</b> 8/25/14
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I, HMS  
being/on behalf of: Parker Griffith  
a legally qualified candidate of the Democratic  
political party for the office of: Governor  
in the General  
election to be held on: 11/4/14

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**



ORDER WORKSHEET

Rep Order# 9394544 Ver# 3 Status Revised  
 EC'd No

Traffic Order# 182550  
 Printed: 08/26/14 8:56 AM  
 Last Received: 08/26/14 8:44 AM  
 Showing Buylines:

Station WNCN-TV MONTGOMERY-SELMA  
 Advertiser (GRPK) GRIFFITH, PARKER  
 Product GRIFFITH/G/D  
 Estimate# 205  
 Buyer MEBENAH/KRISTIN

Agency (HULS) HULSEN MEDIA SERVICES  
 2400 LARAMIE TRAIL  
 AUSTIN, TX 78745  
 Agency C/P1/P2/E /205  
 Flight Dates 09/02/14-09/08/14

Rep Firm KATZ CONTINENTAL  
 Sales Office (DC) WASHINGTON  
 Salesperson (BT2) BILL THOMAS  
 Sales Assistant JACOB  
 Salesperson Phone# 202-872-5880  
 Salesperson Fax# 202-872-0263

--- CONTRACT COMMENT ---

PARKER GRIFFITH/GOVERNOR/DEMOCRAT  
 \*\*\*\*\*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.

--- REMARKS ---

RESENDING FOR CONFIRMATION PURPOSES REVISED COMMENTS IN HEADER NCIT PLS CFM T/R JACOB

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Num of Weeks	Total Spots	Total Cost
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1	Tu-Th	2P-3P	STEVE HARVEY SHOW	30	-	-	\$60.00	09/02-09/04	2	1	2	\$120.00
2	F	2P-3P	STEVE HARVEY SHOW	30	-	-	\$60.00	09/05-09/05	1	1	1	\$60.00
3	Tu-Th	3P-4P	FAMILY FEUD	30	-	-	\$110.00	09/02-09/04	1	1	1	\$110.00
4	M	3P-4P	FAMILY FEUD	30	-	-	\$95.00	09/08-09/08	1	1	1	\$95.00
5	Tu-Th	4P-430P	DIVORCE COURT	30	-	-	\$110.00	09/02-09/04	1	1	1	\$110.00
6	F	4P-430P	DIVORCE COURT	30	-	-	\$95.00	09/05-09/05	1	1	1	\$95.00
7	M	4P-430P	DIVORCE COURT	30	-	-	\$95.00	09/08-09/08	1	1	1	\$95.00
8	Tu-Th	430P-530P	MAURY POVICH	30	-	-	\$95.00	09/02-09/04	2	1	2	\$190.00
9	Tu-Th	630P-7P	FAMILY FEUD	30	-	-	\$160.00	09/02-09/04	1	1	1	\$160.00
10	F	630P-7P	FAMILY FEUD	30	-	-	\$90.00	09/05-09/05	1	1	1	\$90.00

*Jacob*

ORDER WORKSHEET

Rep Order# 9394544 Ver# 3 Status Revised

Traffic Order#

Printed:

08/26/14 8:56 AM

2 of 2

EC'd No

Last Received:

08/26/14 8:44 AM

All Rep and Station Changes

Station WNCN-TV MONTGOMERY-SELMA

Agency (HULS) HULSEN MEDIA SERVICES

Rep Firm KATZ CONTINENTAL

Advertiser (GRPK) GRIFFITH, PARKER

2400 LARAMIE TRAIL

Sales Office (DC) WASHINGTON

Product GRIFFITH/G/D

AUSTIN, TX 78745

Salesperson (BT2) BILL THOMAS

Estimate# 205

Agency C/P1/P2/E /205

Sales Assistant JACOB

Buyer MEENAH/KRISTIN

Flight Dates 09/02/14-09/08/14

Salesperson Phone# 202-872-5880

Salesperson Fax# 202-872-0263

Ln	Day	Time	Program	Len	RTG/IMP	GRPS/ (000)	Rate	Dates	Spots/ Week	Num of Weeks	Total Spots	Total Cost
11	M	630P-7P	FAMILY FEUD	30	-	-	\$90.00	09/08-09/08	1	1	1	\$90.00

A

---REPORT TOTALS---

Report Totals: 13 / \$1,215.00

---SALES MONTHLY TOTALS---

Sep2014: 13 / \$1,215.00

Order Totals: 13 / \$1,215.00 Total GRPS: 0.0

---COMPETITIVE---

Market Totals	CABL	UNKN	WAKA	WBMM	WCOV
\$7,593.75	.00%	.00%	34.00%	.00%	5.00%
	WNCN	WRJW	WSFA		
	16.00%	.00%	45.00%		

Books (null)  
Demos RA35+

--- CREDIT RISK ---

STANDARD CREDIT TERMS