

ORDER



Orders
Order / Rev: 1674382
Alt Order #: 26146209
Product Desc: 9/12-9/17 ORDR
Estimate: 460208
Flight Dates: 09/12/18 - 09/17/18
Original Date / Rev: 09/11/18 / 09/13/18
Order Type: REG

WVBT Norfolk

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

Agency Name: Del Ray Media
Buying Contact:
Billing Contact:
 1427 Leslie Avenue
 Alexandria, VA 22301

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

Advertiser Name: POL/NRCC IE
Demographic: A35+
Product Codes: PL13
Priority: P5
Revenue Code 1: AGY
Revenue Code 2: POL
Revenue Code 3: POL-ISS

New Business Thru:
Order Separation: 00:15:00
Advertiser External ID: IN16736/NO10995
Agency External ID:
Unit Code: General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
08/27/18	09/17/18	22	\$4,655.00	\$3,956.75

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
September 2018	22	\$4,655.00	\$3,956.75	0.00
Totals	22	\$4,655.00	\$3,956.75	0.00

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	6%	\$4,655.00
Market	100%	\$77,583.33

Competitive Share

Competitive Share	Share	Total
CABLE	0%	\$0.00
NFLWS	0%	\$0.00
UNKWN	36%	\$27,930.00
WAVY	20%	\$15,516.67
WGNT	0%	\$0.00
WHRO	0%	\$0.00
WPEN	0%	\$0.00
WPXV	0%	\$0.00
WTKR	38%	\$29,481.67
WTVZ	0%	\$0.00
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	09/14/18	09/14/18	M-F 12-1p	CM	12-1p	----F--	:30	1	\$40.00	P2	0.00	NM	0	\$0.00
				M-F 12-1p											
	THE DOCTORS														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
	Week:	09/10/18	09/16/18	----F--		1		\$40.00		0.00					

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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:		09/10/18	09/16/18	----F--			1		\$40.00	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	09/10/18-09/16/18		M-F 12-1p			12-1p	-----F----	:30	(\$40.00)		0.00	NM		
See MG 17.2,17.3 [Program Change]															
N 2	WVBT	09/17/18	09/17/18	M-F 12-1p M-F 12-1p	CM	12-1p	M-----	:30	1	\$40.00	P2	0.00	NM	1	\$40.00
THE DOCTORS															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/17/18	09/23/18	M-----			1		\$40.00	0.00					
N 3	WVBT	09/12/18	09/12/18	M-F 2-3p M-F 2-3p	CM	2-3p	--W----	:30	1	\$45.00	P2	0.00	NM	1	\$45.00
HAMPTON ROADS SHOW															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/10/18	09/16/18	--W----			1		\$45.00	0.00					
N 4	WVBT	09/13/18	09/13/18	M-F 2-3p M-F 2-3p	CM	2-3p	---T---	:30	1	\$45.00	P2	0.00	NM	1	\$45.00
HAMPTON ROADS SHOW															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/10/18	09/16/18	---T---			1		\$45.00	0.00					
N 5	WVBT	09/14/18	09/14/18	M-F 2-3p M-F 2-3p	CM	2-3p	----F--	:30	1	\$45.00	P2	0.00	NM	0	\$0.00
HAMPTON ROADS SHOW															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/10/18	09/16/18	----F--			1		\$45.00	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	09/10/18-09/16/18		M-F 2-3p			2-3p	----F--	:30	(\$45.00)		0.00	NM		
See MG 17.2,17.3 [Program Change]															
N 6	WVBT	09/17/18	09/17/18	M-F 2-3p M-F 2-3p	CM	2-3p	M-----	:30	1	\$45.00	P2	0.00	NM	1	\$45.00
HAMPTON ROADS SHOW															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/17/18	09/23/18	M-----			1		\$45.00	0.00					
N 7	WVBT	09/12/18	09/12/18	M-F 3-4p M-F 3-4p	CM	3-4p	--W----	:30	1	\$50.00	P3	0.00	NM	1	\$50.00
MILLIONAIRE															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/10/18	09/16/18	--W----			1		\$50.00	0.00					
N 8	WVBT	09/13/18	09/13/18	M-F 3-4p M-F 3-4p	CM	3-4p	---T---	:30	1	\$50.00	P3	0.00	NM	1	\$50.00
MILLIONAIRE															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/10/18	09/16/18	---T---			1		\$50.00	0.00					
N 9	WVBT	09/14/18	09/14/18	M-F 3-4p M-F 3-4p	CM	3-4p	----F--	:30	1	\$50.00	P3	0.00	NM	0	\$0.00
MILLIONAIRE															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/10/18	09/16/18	----F--			1		\$50.00	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	09/10/18-09/16/18		M-F 3-4p			3-4p	----F--	:30	(\$50.00)		0.00	NM		
See MG 17.2,17.3 [Program Change]															
N 10	WVBT	09/17/18	09/17/18	M-F 3-4p M-F 3-4p	CM	3-4p	M-----	:30	1	\$50.00	P3	0.00	NM	1	\$50.00
MILLIONAIRE															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		09/17/18	09/23/18	M-----			1		\$50.00	0.00					
N 11	WVBT	09/12/18	09/12/18	WAVY News 10 @7a on GM WAVY News 10 @7a on FOX43	CM	WAVY News 10 @--	--W----	:30	1	\$140.00	P2	0.00	NM	1	\$140.00

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Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
WAVY NEWS AT7AM															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		09/10/18	09/16/18	--W----					1	\$140.00		0.00			
N 12	WVBT	09/13/18	09/13/18	WAVY News 10 @7a on FOX43	CM	WAVY News 10 @7a on FOX43	---T---	:30	1	\$140.00	P2	0.00	NM	1	\$140.00
WAVY NEWS AT7AM															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		09/10/18	09/16/18	---T---					1	\$140.00		0.00			
N 13	WVBT	09/14/18	09/14/18	WAVY News 10 @7a on FOX43	CM	WAVY News 10 @7a on FOX43	----F--	:30	1	\$140.00	P2	0.00	NM	0	\$0.00
WAVY NEWS AT7AM															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		09/10/18	09/16/18	----F--					1	\$140.00		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	09/10/18-09/16/18		WAVY News 10 @7a on FOX43	CM	WAVY News 10 @7a on FOX43	----F--	:30		(\$140.00)		0.00	NM		
See MG 17.2, 17.3 [Program Change]															
N 14	WVBT	09/17/18	09/17/18	WAVY News 10 @7a on FOX43	CM	WAVY News 10 @7a on FOX43	M-----	:30	1	\$140.00	P2	0.00	NM	1	\$140.00
WAVY NEWS AT7AM															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		09/17/18	09/23/18	M-----					1	\$140.00		0.00			
N 15	WVBT	09/12/18	09/12/18	WAVY News 10 @8a on FOX43	CM	WAVY News 10 @8a on FOX43	--W----	:30	1	\$125.00	P2	0.00	NM	1	\$125.00
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:		09/10/18	09/16/18	--W----					1	\$125.00		0.00			
N 16	WVBT	09/13/18	09/13/18	WAVY News 10 @8a on FOX43	CM	WAVY News 10 @8a on FOX43	---T---	:30	1	\$125.00	P2	0.00	NM	1	\$125.00
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:		09/10/18	09/16/18	---T---					1	\$125.00		0.00			
N 17	WVBT	09/14/18	09/14/18	WAVY News 10 @8a on FOX43	CM	WAVY News 10 @8a on FOX43	----F--	:30	1	\$125.00	P2	0.00	NM	2	\$400.00
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:		09/10/18	09/16/18	----F--					1	\$125.00		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	09/10/18-09/16/18		WAVY News 10 @8a on FOX43	CM	WAVY News 10 @8a on FOX43	----F--	:30		(\$125.00)		0.00	NM		
See MG 17.2, 17.3 [Program Change]															
2	WVBT	09/15/18-09/15/18		FOX College FB Prime	CM	FOX College FB Prime	-----Sa--	:30		\$350.00		0.00	NM		
Ⓜ MG for 13.1,9.1,1.1,5.1,17.1 [Makegood]															
3	WVBT	09/16/18-09/16/18		Su 1230-130a	CM	1230-130a	-----Su	:30		\$50.00		0.00	NM		
Ⓜ MG for 13.1,9.1,1.1,5.1,17.1 [Makegood]															
N 18	WVBT	09/17/18	09/17/18	WAVY News 10 @8a on FOX43	CM	WAVY News 10 @8a on FOX43	M-----	:30	1	\$125.00	P2	0.00	NM	1	\$125.00
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:		09/17/18	09/23/18	M-----					1	\$125.00		0.00			
N 19	WVBT	09/16/18	09/16/18	FOX News Sunday	CM	Fox News Sunday	-----S	:30	1	\$60.00	P2	0.00	NM	1	\$60.00
FOX NEWS SUNDAY															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		09/10/18	09/16/18	-----S					1	\$60.00		0.00			
N 20	WVBT	09/12/18	09/12/18	M-F 10-1044p	CM	10-1045p	--W----	:30	1	\$375.00	P2	0.00	NM	1	\$375.00
WVBT FOX NEWS															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		09/10/18	09/16/18	--W----					1	\$375.00		0.00			

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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:		09/10/18	09/16/18	--W----			1		\$375.00		0.00				
N21	WVBT	09/13/18	09/13/18	M-F 10-1044p WAVY News @10 on FOX43	CM	10-1045p	---T---	:30	1	\$375.00	P2	0.00	NM	1	\$375.00
WVBT FOX NEWS															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/10/18	09/16/18	---T---			1		\$375.00		0.00				
N22	WVBT	09/14/18	09/14/18	M-F 10-1044p WAVY News @10 on FOX43	CM	10-1045p	----F--	:30	1	\$375.00	P2	0.00	NM	1	\$375.00
WVBT FOX NEWS															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/10/18	09/16/18	----F--			1		\$375.00		0.00				
N23	WVBT	09/17/18	09/17/18	M-F 10-1044p WAVY News @10 on FOX43	CM	10-1045p	M-----	:30	1	\$375.00	P2	0.00	NM	1	\$375.00
WVBT FOX NEWS															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/17/18	09/23/18	M-----			1		\$375.00		0.00				
N24	WVBT	09/16/18	09/16/18	Su 10-1044p WAVY News @10 on FOX43 Su	CM	10-1045p	-----S	:30	1	\$375.00	P2	0.00	NM	1	\$375.00
WVBT FOX NEWS															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/10/18	09/16/18	-----S			1		\$375.00		0.00				
N25	WVBT	09/12/18	09/12/18	Wed Hour 2 Wed 9-10p	CM	9-10p	--W----	:30	1	\$1,200.00	P2	0.00	NM	1	\$1,200.00
MASTERCHEF (2 HOUR)-															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/10/18	09/16/18	--W----			1		\$1,200.00		0.00				
													Totals	22	\$4,655.00