

# ORDER

**WJW-TV**

**Orders**  
**Order / Rev:** 721338  
**Alt Order #:** 09193341  
**Product Desc:** BROWN FOR SENATE  
**Estimate:** 264  
**Flight Dates:** 08/14/18 - 08/20/18  
**Original Date / Rev:** 08/13/18 / 08/13/18  
**Order Type:** GENERAL

**Primary AE:** Ian Ambron  
**Sales Office:** NPHL  
**Sales Region:** National

**Agency**  
**Name:** Shorr Johnson Magnus  
**Buying Contact:**  
**Billing Contact:**  
 100 N 20th St  
 Philadelphia, PA 19103

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

**Advertiser**  
**Name:** Brown S/D/Senate/OH  
**Demographic:** A35+  
**Product Codes:** PL2.e.i  
**Priority:** 03  
**Revenue Code 1:** Agency  
**Revenue Code 2:** Political  
**Revenue Code 3:** Political-Non-PAC

**New Business Thru:**  
**Order Separation:** 00:10:00  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
07/30/18	08/20/18	41	\$44,400.00	\$37,740.00

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
August 2018	41	\$44,400.00	\$37,740.00	0.00
<b>Totals</b>	<b>41</b>	<b>\$44,400.00</b>	<b>\$37,740.00</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Ian Ambron			Start Of Order - End Of Order	100%

**Order Share**

	Share	Total
WJW-TV	30%	\$44,400.00
Market	100%	\$148,000.00

**Competitive Share**

	Share	Total
CABLE	0%	\$0.00
UNKWN	70%	\$103,600.00
WAOH	0%	\$0.00
WBNX	0%	\$0.00
WDLI	0%	\$0.00
WEAO	0%	\$0.00
WEWS	0%	\$0.00
WGGN	0%	\$0.00
WKYC	0%	\$0.00
WMFD	0%	\$0.00
WOIO	0%	\$0.00
WQHS	0%	\$0.00
WRLM	0%	\$0.00
WUAB	0%	\$0.00
WVIZ	0%	\$0.00
WVPX	0%	\$0.00

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Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 1	8	08/20/18	08/20/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:30 AM-9:00 AM	1-----	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/20/18	08/26/18	1-----		1			\$900.00	0.00					
E 2	8	08/17/18	08/17/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:00 AM-8:30 AM (8:00 AM-8:30 AM)	----1--	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	----1--		1			\$900.00	0.00					
E 3	8	08/20/18	08/20/18	M-F 7a-8a FOX 8 News In The Morning	CM	7:30 AM-8:00 AM (7:30 AM-8:00 AM)	1-----	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/20/18	08/26/18	1-----		1			\$1,100.00	0.00					
E 4	8	08/14/18	08/14/18	M-F 7a-8a FOX 8 News In The Morning	CM	7:30 AM-8:00 AM (7:30 AM-8:00 AM)	-1-----	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	-1-----		1			\$1,100.00	0.00					
E 5	8	08/17/18	08/17/18	M-F 7a-8a FOX 8 News In The Morning	CM	7:30 AM-8:00 AM (7:30 AM-8:00 AM)	----1--	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	----1--		1			\$1,100.00	0.00					
E 6	8	08/15/18	08/15/18	M-F 7a-8a FOX 8 News In The Morning	CM	7:00 AM-7:30 AM (7:00 AM-7:30 AM)	--1----	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	--1----		1			\$1,100.00	0.00					
E 7	8	08/16/18	08/16/18	M-F 7a-8a FOX 8 News In The Morning	CM	7:00 AM-7:30 AM (7:00 AM-7:30 AM)	---1---	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	---1---		1			\$1,100.00	0.00					
E 8	8	08/20/18	08/20/18	M-F 6a-7a FOX 8 News In The Morning	CM	6:30 AM-7:00 AM (6:30 AM-7:00 AM)	1-----	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/20/18	08/26/18	1-----		1			\$1,100.00	0.00					
E 9	8	08/14/18	08/14/18	M-F 6a-7a FOX 8 News In The Morning	CM	6:30 AM-7:00 AM (6:30 AM-7:00 AM)	-1-----	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	-1-----		1			\$1,100.00	0.00					
E 10	8	08/15/18	08/15/18	M-F 6a-7a FOX 8 News In The Morning	CM	6:30 AM-7:00 AM (6:30 AM-7:00 AM)	--1----	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	--1----		1			\$1,100.00	0.00					
E 11	8	08/16/18	08/16/18	M-F 6a-7a FOX 8 News In The Morning	CM	6:30 AM-7:00 AM (6:30 AM-7:00 AM)	---1---	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	---1---		1			\$1,100.00	0.00					
E 12	8	08/14/18	08/14/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:30 AM-9:00 AM (8:30 AM-9:00 AM)	-1-----	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	-1-----		1			\$900.00	0.00					
E 13	8	08/17/18	08/17/18	M-F 6a-7a FOX 8 News In The Morning	CM	6:30 AM-7:00 AM (6:30 AM-7:00 AM)	----1--	:30	1	\$1,100.00	03	0.00	NM	1	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	----1--		1			\$1,100.00	0.00					
E 14	8	08/20/18	08/20/18	M-F 3p-4p M-F 3p-4p	CM	3:00 PM-3:30 PM (3:00 PM-3:30 PM)	1-----	:30	1	\$550.00	03	0.00	NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					
Week:		08/20/18	08/26/18	1-----		1			\$550.00	0.00					
E 15	8	08/15/18	08/15/18	M-F 3p-4p M-F 3p-4p	CM	3:00 PM-3:30 PM (3:00 PM-3:30 PM)	--1----	:30	1	\$550.00	03	0.00	NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>	<u>Rating</u>					

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E 15	8	08/15/18	08/15/18	M-F 3p-4p M-F 3p-4p	CM	3:00 PM-3:30 PM (3:00 PM-3:30 PM)	--1----	:30	1	\$550.00	03	0.00	NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	--1----			1		\$550.00	0.00					
E 16	8	08/16/18	08/16/18	M-F 3p-4p M-F 3p-4p	CM	3:00 PM-3:30 PM (3:00 PM-3:30 PM)	---1---	:30	1	\$550.00	03	0.00	NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	---1---			1		\$550.00	0.00					
E 17	8	08/17/18	08/17/18	M-F 3p-4p M-F 3p-4p	CM	3:00 PM-3:30 PM (3:00 PM-3:30 PM)	----1--	:30	1	\$550.00	03	0.00	NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	----1--			1		\$550.00	0.00					
E 18	8	08/18/18	08/18/18	Sa 6p-7p FOX 8 News @ 6p	CM	6:00 PM-7:00 PM	-----1-	:30	1	\$600.00	03	0.00	NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	-----1-			1		\$600.00	0.00					
E 19	8	08/20/18	08/20/18	M-F 4p-5p FOX 8 News @ 4p	CM	4:30 PM-5:00 PM (4:30 PM-5:00 PM)	1-----	:30	1	\$600.00	03	0.00	NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/20/18	08/26/18	1-----			1		\$600.00	0.00					
E 20	8	08/16/18	08/16/18	M-F 4p-5p FOX 8 News @ 4p	CM	4:30 PM-5:00 PM (4:30 PM-5:00 PM)	---1---	:30	1	\$600.00	03	0.00	NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	---1---			1		\$600.00	0.00					
E 21	8	08/17/18	08/17/18	M-F 4p-5p FOX 8 News @ 4p	CM	4:30 PM-5:00 PM (4:30 PM-5:00 PM)	----1--	:30	1	\$600.00	03	0.00	NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	----1--			1		\$600.00	0.00					
E 22	8	08/18/18	08/18/18	Sa 7p-8p Sa 7p-8p	CM	7p-8p	-----1-	:30	1	\$800.00	04	0.00	NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	-----1-			1		\$800.00	0.00					
E 23	8	08/15/18	08/15/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:30 AM-9:00 AM (8:30 AM-9:00 AM)	--1----	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	--1----			1		\$900.00	0.00					
E 24	8	08/20/18	08/20/18	M-F 730p-8p M-F 730p-8p	CM	7:30 PM-8:00 PM	1-----	:30	1	\$2,200.00	04	0.00	NM	1	\$2,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/20/18	08/26/18	1-----			1		\$2,200.00	0.00					
E 25	8	08/14/18	08/14/18	M-F 730p-8p M-F 730p-8p	CM	7:30 PM-8:00 PM	-1-----	:30	1	\$2,200.00	04	0.00	NM	1	\$2,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	-1-----			1		\$2,200.00	0.00					
E 26	8	08/15/18	08/15/18	M-F 730p-8p M-F 730p-8p	CM	7:30 PM-8:00 PM	--1----	:30	1	\$2,200.00	04	0.00	NM	1	\$2,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	--1----			1		\$2,200.00	0.00					
E 27	8	08/16/18	08/16/18	M-F 730p-8p M-F 730p-8p	CM	7:30 PM-8:00 PM	---1---	:30	1	\$2,200.00	04	0.00	NM	1	\$2,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	---1---			1		\$2,200.00	0.00					
E 28	8	08/17/18	08/17/18	M-F 730p-8p M-F 730p-8p	CM	7:30 PM-8:00 PM	----1--	:30	1	\$2,200.00	04	0.00	NM	1	\$2,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		08/13/18	08/19/18	----1--			1		\$2,200.00	0.00					
E 29	8	08/20/18	08/20/18	M-Su 10p-11p FOX 8 News @ 10p	CM	10:30 PM-11:00 PM (10:30 PM-11:00 PM)	1-----	:30	1	\$1,300.00	04	0.00	NM	1	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					

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E 29	8	08/20/18	08/20/18	M-Su 10p-11p FOX 8 News @ 10p	CM	10:30 PM-11:00 PM (10:30 PM-11:00 PM)	1-----	:30	1	\$1,300.00	04	0.00	NM	1	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/20/18	08/26/18	1-----	1		\$1,300.00		0.00						
E 30	8	08/16/18	08/16/18	M-Su 10p-11p FOX 8 News @ 10p	CM	10:30 PM-11:00 PM (10:30 PM-11:00 PM)	---1---	:30	1	\$1,300.00	04	0.00	NM	1	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	---1---	1		\$1,300.00		0.00						
E 31	8	08/18/18	08/18/18	M-Su 10p-11p FOX 8 News @ 10p	CM	10:30 PM-11:00 PM (10:30 PM-11:00 PM)	-----1-	:30	1	\$1,300.00	04	0.00	NM	1	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	-----1-	1		\$1,300.00		0.00						
E 32	8	08/17/18	08/17/18	M-Su 10p-11p FOX 8 News @ 10p	CM	10:00 PM-10:30 PM (10:00 PM-10:30 PM)	-----1--	:30	1	\$1,400.00	03	0.00	NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	-----1--	1		\$1,400.00		0.00						
E 33	8	08/19/18	08/19/18	M-Su 10p-11p FOX 8 News @ 10p	CM	10:00 PM-10:30 PM (10:00 PM-10:30 PM)	-----1	:30	1	\$1,400.00	03	0.00	NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	-----1	1		\$1,400.00		0.00						
E 34	8	08/16/18	08/16/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:30 AM-9:00 AM (8:30 AM-9:00 AM)	---1---	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	---1---	1		\$900.00		0.00						
E 35	8	08/18/18	08/18/18	Sa 9a-10a FOX 8 News Saturday Morning	CM	9:00 AM-10:00 AM	-----1-	:30	1	\$650.00	03	0.00	NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	-----1-	1		\$650.00		0.00						
E 36	8	08/19/18	08/19/18	Su 8a-9a FOX 8 News Sunday Morning	CM	8:00 AM-9:00 AM	-----1	:30	1	\$650.00	03	0.00	NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	-----1	1		\$650.00		0.00						
E 37	8	08/17/18	08/17/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:30 AM-9:00 AM (8:30 AM-9:00 AM)	-----1--	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	-----1--	1		\$900.00		0.00						
E 38	8	08/20/18	08/20/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:00 AM-8:30 AM	1-----	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/20/18	08/26/18	1-----	1		\$900.00		0.00						
E 39	8	08/14/18	08/14/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:00 AM-8:30 AM (8:00 AM-8:30 AM)	-1-----	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	-1-----	1		\$900.00		0.00						
E 40	8	08/15/18	08/15/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:00 AM-8:30 AM (8:00 AM-8:30 AM)	--1----	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	--1----	1		\$900.00		0.00						
E 41	8	08/16/18	08/16/18	M-F 8a-9a FOX 8 News @ 8a	CM	8:00 AM-8:30 AM (8:00 AM-8:30 AM)	---1---	:30	1	\$900.00	03	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		08/13/18	08/19/18	---1---	1		\$900.00		0.00						
Totals													41	\$44,400.00	