

FR: WA - MATTHEW WURM (H)
TO: WKPT-TV
REP HEADLINE# 8149687
*** UNAPPROVED REV #1 ***

REP: TEL# 703-528-9382 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP MAR17/16 09.39
CHANGES ** WKPT-TV ***

ADV # _____ ADV. NAME POLI/M RUBIO/R/PRE/US REP.# _____ OFF.# _____ SALESMAN # _____
AGY # _____ AGY. NAME SMART MEDIA GROUP BUYER NAME NANCY RUBIN
1427 LESLIE AVE SALES PRSN WA- MATTHEW WURM (H)
ALEXANDRIA, VA 22301
ORDER # _____ CONTRACT # 8149687 CLASS: NATL. LOCAL REGIONAL
PRDCT RUBIO FOR PRESIDENT EST#**** COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES FEB24/16 MAR1/16 WK-1
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE MAR17/16 09.39

REP: RESENDING FOR CONFIRMATION 3/17
CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
SMART MEDIA GROUP SUBSCRIBES TO SPOTDATA ELECTRONIC INVOICING
*****IDB# 1046*****
MARCO RUBIO FOR PRESIDENT

:LINE#	:REP	:CD	: TIME PERIOD	: LGTH	: SEC	: RATE	: START	: END	:SPTS	: WEEK	: DAYS	:TOTL
:	:LINE#	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	:SPTS

AGENCY ADVERTISER CODE = RUB16 AGENCY EST# = 224301
AGENCY PRODUCT CODE = ORDR

NO BUYS TO PRINT

FEB/16	\$110.00	MAR/16	\$55.00	CONTRACT TOTAL	\$165.00
				TOTAL SPOTS	6

MARKET TOTALS \$8,250 WKPT 2% WJHL 18% WCYB 58% WENT 22% WAPK 0% CYBW 0% CABL 0%

ESTIMATED SHARES

SVC- NONE
DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE



Mar 17, 09:39 EDT by: root

(09:40) Page 1 of 1

16036
2/24/16
FR: WA - MATTHEW WURM (H)
TO: WKPT-TV
REP HEADLINE# 8149687
*** ORIGINAL REV#0 ***

REP: TEL# 703-528-9382
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET

FAX# 703-516-9680
HARRIS REPORT FROM REP
FEB24/16 15.54
*** WKPT-TV ***

ADV # _____ ADV. NAME POLI/M RUBIO/R/PRE/US REP.# _____ OFF.# _____ SALESMAN # _____
AGY # _____ AGY. NAME SMART MEDIA GROUP BUYER NAME NANCY RUBIN
1427 LESLIE AVE
ALEXANDRIA, VA 22301
SALES PRSN WA- MATTHEW WURM (H)

ORDER # _____ CONTRACT # 8149687 CLASS: NATL. LOCAL REGIONAL

PRDCT RUBIO FOR PRESIDENT EST#**** COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES FEB24/16 MAR1/16 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE FEB24/16 15.54

REP: NEW ORDER
TTL \$165 @ 6X
PLS CFM
THANKS CHELSEY FOR MATT

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

SMART MEDIA GROUP SUBSCRIBES TO SPOTDATA ELECTRONIC INVOICING
*****IDB# 1046*****

MARCO RUBIO FOR PRESIDENT

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
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AGENCY ADVERTISER CODE = RUB16 AGENCY EST# = 224301
AGENCY PRODUCT CODE = ORDR

1			1200N-1230P	30		\$25.00	2/26	2/26	1		FRI	1
PROGRAM : WHO WANTS TO BE A MI												
RA35+ : 2.4												
CON COM1: WHO WANTS TO BE A MI												
2			200P-300P	30		\$30.00	2/26	2/26	1		FRI	1
PROGRAM : ANDY GRIFFITH												
RA35+ : 6.6												
CON COM1: ANDY GRIFFITH												

Feb 24, 15:54 EST by: root

FR: WA - MATTHEW WURM (H)
 TO: WKPT-TV
 REP HEADLINE# 8149687
 *** ORIGINAL REV#0 ***

REP: TEL# 703-528-9382
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET

FAX# 703-516-9680
 HARRIS REPORT FROM REP

FEB24/16 15.54
 *** WKPT-TV ***

:LINE#:	REP	:CD:	TIME PERIOD	: LGTH :	SEC :	RATE	: START	: END	:SPTS:	WEEK :	DAYS	:TOTL:
:	:LINE#:	:	:	:	:	:	: DATE	: DATE	: /WK:	INVT :	:	:SPTS:
3			1200N-1230P	30		\$25.00	2/29	2/29	1		MON	1
PROGRAM : WHO WANTS TO BE A MI												
RA35+ : 2.4												
CON COM1: WHO WANTS TO BE A MI												
4			200P-300P	30		\$30.00	2/29	2/29	1		MON	1
PROGRAM : ANDY GRIFFITH												
RA35+ : 6.6												
CON COM1: ANDY GRIFFITH												
5			1200N-1230P	30		\$25.00	2/25	2/25	1		THU	1
PROGRAM : WHO WANTS TO BE A MI												
RA35+ : 2.4												
CON COM1: WHO WANTS TO BE A MI												
6			200P-300P	30		\$30.00	2/25	2/25	1		THU	1
PROGRAM : ANDY GRIFFITH												
RA35+ : 6.6												
CON COM1: ANDY GRIFFITH												

FEB/16 \$110.00 MAR/16 \$55.00

CONTRACT TOTAL \$165.00
 TOTAL SPOTS 6

MARKET TOTALS \$8,250 WKPT 2% WJHL 18% WCYB 58% WEMT 22% WAPK 0% CYBW 0% CABL 0%

ESTIMATED SHARES

SVC- NONE
 DEMOS- RA35+*

Feb 24, 15:54 EST by: root

(15:56) Page 2 of 2

Rep: HRP

R204 - Agency Buylines

Requested by: MATT

Run On: Feb24/16 at 15:18

E-ORDER: 1441149 (Rev 0) Agy#30044751

Station: WKPT-TV TRI-CITIES, TN-VA

Agency: SMART MEDIA GROUP

Adv: MARCO RUBIO FOR PRESIDENT

Buyer: NANCY RUBIN

Hdl#: UNLINKED

Dates: Feb24/16 - Mar01/16

Prod1: ORDR

Prod2:

Tel #:

HRP TELEVISION
STATION
REPRESENTATIVE

Sorted on: Buy Line (a)

Diff	Buy Line	Day/Time	Len	Rate	Starting Date	Ending Date	#of Wks	Spt/ Week	Total Spots	Total Dollars
	1	Thu/12N-1230P	30S	\$25	Feb25/16	Feb25/16	1	1	1	\$25
	2	Fri/12N-1230P	30S	\$25	Feb26/16	Feb26/16	1	1	1	\$25
	3	Mon/12N-1230P	30S	\$25	Feb29/16	Feb29/16	1	1	1	\$25
	4	Thu/2-3P	30S	\$30	Feb25/16	Feb25/16	1	1	1	\$30
	5	Fri/2-3P	30S	\$30	Feb26/16	Feb26/16	1	1	1	\$30
	6	Mon/2-3P	30S	\$30	Feb29/16	Feb29/16	1	1	1	\$30

Traffic#:

Sal:

Est#: 224301

Demo: R-A35+

Sorted on: Buy Line

Diff	Buy Line	Program Name	Rating A35+	Rating A35+
	1	WHO WANTS TO BE A MI	0.5	2.4
	2	WHO WANTS TO BE A MI	0.5	2.4
	3	WHO WANTS TO BE A MI	0.5	2.4
	4	ANDY GRIFFITH	1.5	6.6
	5	ANDY GRIFFITH	1.5	6.6
	6	ANDY GRIFFITH	1.5	6.6

Run On: Mar18/16 at 10:14

REP BUYLINES

Requested by: RYAN

HRP TELEVISION
STATION
NEWSPAPER & TV

E-Order#: 1441149 (Rev 0) Agy#30044751

Station: WKPT-TV TRI-CITIES, TN-VA

Agency: SMART MEDIA GROUP

Advertiser: POLIM RUBIO/R/PRE/US

Buyer: NANCY RUBIN

HdlInt#: 8149687 (Mod 0.0)

Dates: Feb24/16 - Mar01/16

Prod1: RUBIO FOR PRESIDENT

Prod2:

Tel #:

Tre

Sa.

Es:

De

Mod Code	Buy Line	Day/Time	Length	Rate	Starting Date	Ending Date	# of Wks	Spl/ Week	Total Spots	Total Dollars	Program Name
		##CASH ##SMRT									
		MARCO RUBIO FOR PRESIDENT									
	1	Fri/12N-1230P	30S	\$25	Feb26/16	Feb26/16	1	1	1	\$25	WHO WANTS TO BE A MI
		Contract Comment: WHO WANTS TO BE A MI									
	2	Fri/2-3P	30S	\$30	Feb26/16	Feb26/16	1	1	1	\$30	ANDY GRIFFITH
		Contract Comment: ANDY GRIFFITH									
	3	Mon/12N-1230P	30S	\$25	Feb29/16	Feb29/16	1	1	1	\$25	WHO WANTS TO BE A MI
		Contract Comment: WHO WANTS TO BE A MI									
	4	Mon/2-3P	30S	\$30	Feb29/16	Feb29/16	1	1	1	\$30	ANDY GRIFFITH
		Contract Comment: ANDY GRIFFITH									
	5	Thu/12N-1230P	30S	\$25	Feb25/16	Feb25/16	1	1	1	\$25	WHO WANTS TO BE A MI
		Contract Comment: WHO WANTS TO BE A MI									
	6	Thu/2-3P	30S	\$30	Feb25/16	Feb25/16	1	1	1	\$30	ANDY GRIFFITH
		Contract Comment: ANDY GRIFFITH									
		Total 6 Spots for:		\$165					6	\$165	
		Monthly Estimate Dollars:									
										\$110/ Feb/16	
										\$55/ Mar/16	

Rep: HRP

Run On: Mar18/16 a



E-Order#ffclt#:

Station: Yesperson: MATTHEW WURM (H)

Agency: # 224301

Advertiser: RA35+

Buyer: N

Mod Code	Buy Line	Day/Time	Rating RA35+	Rating RA35+	Rep: RA35+	Last Activity	Last Mod/Rev
	##CASH ##SMRT						
	MARCO RUBIO FOR PRESIDENT						
	1	Fri/12N-1230P	0.5	2.4	2.4	Feb24/16	Rev #0: A
		Contract Comment: WHO WAN					
	2	Fri/2-3P	1.5	6.6	6.6	Feb24/16	Rev #0: A
		Contract Comment: ANDY GRIL					
	3	Mon/12N-1230P	0.5	2.4	2.4	Feb24/16	Rev #0: A
		Contract Comment: WHO WAN					
	4	Mon/2-3P	1.5	6.6	6.6	Feb24/16	Rev #0: A
		Contract Comment: ANDY GRIL					
	5	Thu/12N-1230P	0.5	2.4	2.4	Feb24/16	Rev #0: A
		Contract Comment: WHO WAN					
	6	Thu/2-3P	1.5	6.6	6.6	Feb24/16	Rev #0: A
		Contract Comment: ANDY GRIL					
	Total 6 Spots for:		6.0	27.0	27.0		
	Monthly Estimate Dollars:						
					18.0	Feb/16	
					9.0	Mar/16	

Rep: HRP

R204 - Agency Buylines

Requested by: MATT

Run On: Feb24/16 at 15:18

E-ORDER: 1441149 (Rev 0) Agy#30044751

Station: WKPT-TV TRI-CITIES, TN-VA

Agency: SMART MEDIA GROUP

Adv: MARCO RUBIO FOR PRESIDENT

Buyer: NANCY RUBIN

Hdlnt#: UNLINKED

Dates: Feb24/16 - Mar01/16

Prod1: ORDR

Prod2:

Tel #:



Sorted on: Buy Line (a)

Diff	Buy Line	Day/Time	Len	Rate	Starting Date	Ending Date	#of Wks	Spt/ Week	Total Spots	Total Dollars
	1	Thu/12N-1230P	30S	\$25	Feb25/16	Feb25/16	1	1	1	\$25
	2	Fri/12N-1230P	30S	\$25	Feb26/16	Feb26/16	1	1	1	\$25
	3	Mon/12N-1230P	30S	\$25	Feb29/16	Feb29/16	1	1	1	\$25
	4	Thu/2-3P	30S	\$30	Feb25/16	Feb25/16	1	1	1	\$30
	5	Fri/2-3P	30S	\$30	Feb26/16	Feb26/16	1	1	1	\$30
	6	Mon/2-3P	30S	\$30	Feb29/16	Feb29/16	1	1	1	\$30



Traffic#:

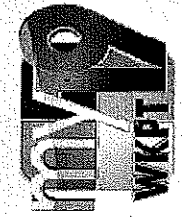
Sal:

Est#: 224301

Demo: R-A35+

Sorted on: Buy Line

Diff	Buy Line	Program Name	Rating A35+	Rating A35+
	1	WHO WANTS TO BE A MI	0.5	2.4
	2	WHO WANTS TO BE A MI	0.5	2.4
	3	WHO WANTS TO BE A MI	0.5	2.4
	4	ANDY GRIFFITH	1.5	6.6
	5	ANDY GRIFFITH	1.5	6.6
	6	ANDY GRIFFITH	1.5	6.6

CONTRACT

WKPT-TV
 222 Commerce St
 Kingsport, TN 37660
 (423) 246-9578

wj3ptv.com

And:

Smart Media Group 2
 1427 Leslie Avenue
 Alexandria, VA 22301

<u>Contract / Revision</u> 16036 /		<u>Alt Order #</u>
<u>Product</u> ORDR Political Cand for Pres		
<u>Contract Dates</u> 02/25/16 - 02/29/16	<u>Estimate #</u> 141149	
<u>Advertiser</u> Marco Rubio for President	<u>Original Date / Revision</u> 02/24/16 / 02/24/16	
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WKPT-TV	<u>Account Executive</u> HRP Virginia	<u>Sales Office</u> HRP-Virginia
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<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	WKPT	02/26/16	02/26/16	F 12p-1230p Millionair	12p-1230p		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		02/22/16	02/28/16	----F--	1			\$25.00				
N 2	WKPT	02/26/16	02/26/16	F 2p-3p ANDY	2p-3p		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		02/22/16	02/28/16	----F--	1			\$30.00				
N 3	WKPT	02/29/16	02/29/16	M 12p-1230p Millionair	12p-1230p		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		02/29/16	03/06/16	M-----	1			\$25.00				
N 4	WKPT	02/29/16	02/29/16	M 2p-3p ANDY	2p-3p		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		02/29/16	03/06/16	M-----	1			\$30.00				
N 5	WKPT	02/25/16	02/25/16	M 12p-1230p Millionair	12p-1230p		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		02/22/16	02/28/16	---T---	1			\$25.00				
N 6	WKPT	02/25/16	02/25/16	M 2p-3p ANDY	2p-3p		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		02/22/16	02/28/16	---T---	1			\$30.00				
Totals											6	\$165.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
02/01/16 - 02/28/16	4	\$110.00	(\$16.50)	\$93.50
02/29/16 - 02/29/16	2	\$55.00	(\$8.25)	\$46.75
Totals	6	\$165.00	(\$24.75)	\$140.25

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

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