

Sales Order

Station: KTLB-FM
 Contract Name: IDP CLAYTON KTLB EST 9357
 Contract#: (none)
 Start Date: 10/17/20 End Date: 11/02/20
 Revenue Type: National Political Type: Cash
 Advertiser: Iowa Democratic Party [N-POL]
 Address: _____
 City: _____ State: _____ Zip: _____
 Product Name: CHARLES CLAYTON
 Estimate #: 9357
 Competitive Code: Political

Agency: McKENNA MEDIA
 Address: 1322 G Street Southeast
 City: Washington State: DC Zip: 20003
 Buyer: TERRANCE HOUSTON
 Tax Schedule: _____ (None)
 Agency Commission %: 15
 Billing Cycle: Standard
 Salesperson: 5465KKATZ Comm %: 0
 Makegood Policy: Within Contract Dates

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/19/20	10/19/20		6:00 AM	10:00 AM	60	2								2	D	27.00	2	54.00	
2	10/19/20	10/19/20		10:00 AM	3:00 PM	60	2								2	D	26.00	2	52.00	
3	10/19/20	10/19/20		3:00 PM	7:00 PM	60	2								2	D	26.00	2	52.00	
4	10/20/20	10/29/20		6:00 AM	10:00 AM	60	1	1	1	1	1				5	D	27.00	8	216.00	
5	10/20/20	10/29/20		10:00 AM	3:00 PM	60	1	1	1	1	1				5	D	26.00	8	208.00	
6	10/20/20	10/29/20		3:00 PM	7:00 PM	60	1	1	1	1	1				5	D	26.00	8	208.00	
7	10/17/20	10/24/20		6:00 AM	7:00 PM	60							2		2	D	25.00	4	100.00	
8	10/18/20	10/25/20		6:00 AM	7:00 PM	60							2		2	D	25.00	4	100.00	
9	10/30/20	11/02/20		6:00 AM	10:00 AM	60	1				1				2	D	27.00	2	54.00	
10	10/30/20	11/02/20		10:00 AM	3:00 PM	60	1				1				2	D	26.00	2	52.00	
11	10/30/20	11/02/20		3:00 PM	7:00 PM	60	1				1				2	D	26.00	2	52.00	
12	10/31/20	10/31/20		6:00 AM	7:00 PM	60							2		2	D	25.00	2	50.00	
13	11/01/20	11/01/20		6:00 AM	7:00 PM	60							2		2	D	25.00	2	50.00	

Billing Projections: By Month

	Oct 20	Nov 20
CA	1,119.00	129.00
ST	674.00	574.00

Print Spot Prices

TOTAL SPOTS 48
 GROSS TOTAL \$ 1,248.00
 ADJUSTED SPOTS 48
 ADJUSTED TOTAL \$ 1,248.00

APPROVE DECLINE

- General Manager
- Sales Manager
- Business Manager
- Traffic Director