

# Sales Order

Station: WIBC-FM Contract#: 0 Agency: TARGET ENTERPRISES  
 Contract Name: HOLCOMB / EHI / 1982 WIBC Address: 15260 VENTURA BOULEVARD  
 Proposal#: 15BD5282-1CC7-44A7-A2B0-6BCE2202FA4 SUITE 1240  
5 City: SHERMAN OAKS State: CA Zip: 91403  
 Start Date: 10/17/16 End Date: 10/21/16 Phone: (818) 905-0005  
 Revenue Type: NATIONAL POLITICAL Type: Cash Buyer: \_\_\_\_\_  
 Advertiser: HOLCOMB/REP/GOVERNOR (A) Tax Schedule: \_\_\_\_\_ (None)  
 Address: \_\_\_\_\_ Agency Commission %: 15  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Billing Cycle: Standard  
 Product Name: Holcomb/1982/REP/GOV Salesperson: EASTMANLOSANGEL Comm %: 8.50  
 Estimate #: 1982 Makegood Policy: WITHIN CONTRACT DATES  
 Competitive Code: PO-POLITICAL CANDIDATES

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	10/17/16	10/21/16		6:00 AM	10:00 AM	60	X	X	X	X	X			15	W	70.00	15	1,050.00		
2	10/17/16	10/21/16		10:00 AM	3:00 PM	60	X	X	X	X	X			15	W	70.00	15	1,050.00		
3	10/17/16	10/21/16		3:00 PM	7:00 PM	60	X	X	X	X	X			15	W	70.00	15	1,050.00		

## Billing Projections: By Month

Oct 16  
 CA 3,150.00  
 ST 3,150.00

☒ Print Spot Prices

TOTAL SPOTS 45  
 GROSS TOTAL \$ 3,150.00  
 ADJUSTED SPOTS 45  
 ADJUSTED TOTAL \$ 3,150.00

## APPROVE DECLINE

☐ ☐ General Manager  
☐ ☐ Sales Manager  
☐ ☐ National Sales Manager  
☐ ☐ Local Sales Manager

# of Spots	
Total Dollars	
Days	
Rate	
Station	
Spot Length	

D  
 10/11

Oct 11, 16  
 CONT# 30164468 Mod# Ver# 1 (Last = )  
 REP EASTMAN  
 TO WIBC-FM (Indianapolis IN)  
 FM DIANE SRSEN  
 OFF LOS ANGELES  
 AGY TARGET ENTERPRISES LLC  
 ADDR 15260 VENTURA BLVD SUITE 1240  
 SHERMAN OAKS, CA 91403

DDS CONT# 0  
 C/P/E: EHI / EHI / 1982

SALESPERSON FAX#

PH # 818-905-0005

BYR NATALIE KRUGLIAK  
 ADV ERIC HOLCOMB FOR INDIANA  
 PDT Eric Holcomb for Indiana  
 FLT Oct 17, 16 - Oct 23, 16

\* REP ORDER COMMENT \*

\*\* 10/11/2016 2:51:00 PM: THIS IS A NEW ORDER, PLEASE DO NOT DOUBLE BOOK, CONFIRM WITH EMILY AT  
 323-966-5187 OR EMILY.CAREW@EASTMANRADIO.COM

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	MTWTF..	6A - 10A	60	10/17/2016 - 10/21/2016	1W	15	\$70.00	15
	1.2	MTWTF..	10A - 3P	60	10/17/2016 - 10/21/2016	1W	15	\$70.00	15
	1.3	MTWTF..	3P - 7P	60	10/17/2016 - 10/21/2016	1W	15	\$70.00	15
					<b>** WEEKLY FLIGHT TOTALS **</b>		45	\$3,150.00	

	<b>Oct 16</b>						
SPOTS	45						
CASH	3150.00						
TRADE	0.00						
NSL	0.00						
TOTAL	3150.00						

						<b>TOTAL</b>
SPOTS						45
CASH						3,150.00
TRADE						0.00
NSL						0.00
TOTAL						3,150.00

\*\* Competitive Comments \*\*

SVC: SP10 TSA ARB

Demo Adults 35+

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.



Target Enterprises  
15260 Ventura Boulevard, Suite 1240  
Sherman Oaks, CA 91403  
(818) 905-0005

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISING

☐

FEDERAL CANDIDATE

☒

STATE/LOCAL CANDIDATE

Station and Location:

Date:

I, Adam Stoll

being/on behalf of: Eric Holcomb for Indiana

a legally qualified candidate of the Republican

political party for the office of: Governor

in the General

election to be held on: Nov. 8

do hereby request station time as follows: **SEE ATTACHED SCHEDULES**

I represent that the payment for the above described broadcast time has been furnished by:

Eric Holcomb for Indiana 101 W. Ohio St. Ste. 1111 Indianapolis, IN 46204

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Kyle Hupfer, Treasurer

Adam Stoll

8/24/2016

Signature of Candidate or Authorized Representative

Date

*To be Signed by Station Representative*

☐

Accepted

☐

Accepted in Part

☐

Rejected

Signature

Date

Printed Name

Title



# Buy Detail Report

Revision #:      Date: 10/11/2016  
12:28 PM

Client: Eric Holcomb for Indiana  
Media: Radio  
Product: Eric Holcomb for Indiana  
Market: Indianapolis  
Primary Demo: Adults 35+  
Separation between spots: 30

Estimate: 1982  
Description: Holcomb 10/17-10/23 R  
Flight Start Date: 10/17/2016 05:00 AM  
Flight End Date: 10/23/2016 04:59 AM  
Survey: SP09 DNA CusRadio  
Buyer: Natalie Krugliak

Vendor: WIBC-FM

Format: Talk

Line No	Daypart Program	Daypart Code	STN Gross	Dur	Wks 10/17	Total Spots	Adults 35+ Rtg/CPP
WIBC-FM							
15	MTuWThF 6:00a-10:00a	AM	\$70.00	60	15	15	0.7 \$100.00
16	MTuWThF 10:00a- 3:00p	MD	\$70.00	60	15	15	0.5 \$140.00
17	MTuWThF 3:00p- 7:00p	FM	\$70.00	60	15	15	0.5 \$140.00
Total Spots: 45						45	25.5
Total GRP/GIMP(MII): 25.5							\$123.53
Total CPP/CPM:						45	
Total Cost:			\$3,150.00				

Signature: \_\_\_\_\_

Disclaimer:  
Radio Disclaimer



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## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISING

I, Eric Holcomb for Indiana

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement: (check applicable box)

☐ DOES

☐ DOES NOT

refer to an opposing candidate. I further certify that for the programming that does refer to an opposing candidate: (check applicable box)

☒ The **radio** programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and the candidate has approved the broadcast.

☒ The **television** programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

Adam Stoll

Signature of candidate or Authorized Representative

Adam Stoll

8/24/2016

Printed Name

Date