

ORDER



Orders
Order / Rev: 61940
Alt Order #: 32195607
Product Desc: Tom Wolf for Governor
Estimate: 927103
Flight Dates: 09/27/18 - 10/03/18
Original Date / Rev: 09/26/18 / 09/26/18
Order Type: GENERAL

WNNK-FM
Primary AE: Katz Philadelphia
Sales Office: K-7.5
Sales Region: N-Katz75

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

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

Advertiser Name: Wolf/D/Governor
Demographic: A35+
Product Codes: Candidates
Revenue Code 1: AGY-AVAIL
Revenue Code 2: POL-CAND
Revenue Code 3: POL-GOV
Priority: P-100

New Business Thru:
Advertiser External ID:
Agency External ID:
Unit Code: General
Order Separation: 00:30:00

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
08/27/18	09/30/18	24	\$2,120.00	\$1,802.00
10/01/18	10/03/18	18	\$2,130.00	\$1,810.50

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
September 2018	24	\$2,120.00	\$1,802.00	0.00
October 2018	18	\$2,130.00	\$1,810.50	0.00
Totals	42	\$4,250.00	\$3,612.50	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Philadelphia	K-7.5	N-Katz75	Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	WNNK	09/27/18	10/03/18	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	---TF--	1:00	6	\$125.00	P-50	0.00	NM	6	\$750.00
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/27/18	10/03/18	---TF--			6		\$125.00		0.00				
N 2	WNNK	09/27/18	10/03/18	M-F Midday M-F	CM	10:00 AM-3:00 PM	---TF--	1:00	5	\$115.00	P-50	0.00	NM	5	\$575.00
MD -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/27/18	10/03/18	---TF--			5		\$115.00		0.00				
N 3	WNNK	09/27/18	10/03/18	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	---TF--	1:00	5	\$115.00	P-50	0.00	NM	5	\$575.00
PM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/27/18	10/03/18	---TF--			5		\$115.00		0.00				
N 4	WNNK	09/29/18	10/03/18	Sa-Su AM Sa-Su	CM	6:00 AM-10:00 AM	-----S-	1:00	1	\$30.00	P-50	0.00	NM	1	\$30.00
EV -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		09/29/18	10/05/18	-----S-			1		\$30.00		0.00				
N 5	WNNK	09/29/18	10/03/18	Sa-Su Midday	CM	10:00 AM-3:00 PM	-----S-	1:00	2	\$25.00	P-50	0.00	NM	2	\$50.00

Order / Rev: 61940
 Alt Order #: 32195607
 Flight Dates: 09/27/18 - 10/03/18

Advertiser: Wolf/D/Governor
 Product Desc: Tom Wolf for Governor
 Estimate: 927103
WNNK-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
				Sa-Su		(10:00 AM-3:00 PM)									
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
Week:		09/29/18	10/05/18	-----S-		2			\$25.00		0.00				
N 6	WNNK	09/29/18	10/03/18	Sa-Su PM	CM	3:00 PM-7:00 PM	-----S-	1:00	1	\$30.00	P-50	0.00	NM	1	\$30.00
				Sa-Su											
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
Week:		09/29/18	10/05/18	-----S-		1			\$30.00		0.00				
N 7	WNNK	09/30/18	10/03/18	Sa-Su AM	CM	6:00 AM-10:00 AM	-----S	1:00	1	\$30.00	P-50	0.00	NM	1	\$30.00
				Sa-Su											
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
Week:		09/30/18	10/06/18	-----S		1			\$30.00		0.00				
N 8	WNNK	09/30/18	10/03/18	Sa-Su Midday	CM	10:00 AM-3:00 PM	-----S	1:00	2	\$25.00	P-50	0.00	NM	2	\$50.00
				Sa-Su											
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
Week:		09/30/18	10/06/18	-----S		2			\$25.00		0.00				
N 9	WNNK	09/30/18	10/03/18	Sa-Su PM	CM	3:00 PM-7:00 PM	-----S	1:00	1	\$30.00	P-50	0.00	NM	1	\$30.00
				Sa-Su											
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
Week:		09/30/18	10/06/18	-----S		1			\$30.00		0.00				
N 10	WNNK	10/01/18	10/03/18	M-F AM Drive	CM	6:00 AM-10:00 AM	MTW----	1:00	6	\$125.00	P-50	0.00	NM	6	\$750.00
				M-F											
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
Week:		10/01/18	10/07/18	MTW----		6			\$125.00		0.00				
N 11	WNNK	10/01/18	10/03/18	M-F Midday	CM	10:00 AM-3:00 PM	MTW----	1:00	6	\$115.00	P-50	0.00	NM	6	\$690.00
				M-F											
MD -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
Week:		10/01/18	10/07/18	MTW----		6			\$115.00		0.00				
N 12	WNNK	10/01/18	10/03/18	M-F PM Drive	CM	3:00 PM-7:00 PM	MTW----	1:00	6	\$115.00	P-50	0.00	NM	6	\$690.00
				M-F											
PM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
Week:		10/01/18	10/07/18	MTW----		6			\$115.00		0.00				
													Totals	42	\$4,250.00

Sep 26, 18
 CONT# 32195607 Mod# Ver# 1 (Last =)
 REP Cumulus Media National Sales
 TO WNNK-FM (Harrisburg-Lebanon-Carlisle, PA)
 FM LINDSAY COOPER
 OFF PHILADELPHIA
 AGY SHORR JOHNSON MAGNUS
 ADDR 100 N 20TH ST SUITE 201
 PHILADELPHIA, PA 19103

DDS CONT# 0
 C/P/E: na / na / 927103
 SALESPERSON FAX#
 PH # 215-567-4080

BYR MIKE DETTORRE
 ADV TOM WOLF FOR GOVERNOR
 PDT Tom Wolf for Governor
 FLT Sep 27, 18 - Oct 03, 18

* REP ORDER COMMENT *

** 9/26/2018 12:01:00 PM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH MICHAEL.MERGET@KATZRADIOGROUP.COM OR CALL 215-557-4208. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
	1.1	...TF..	6A - 10A	60	9/27/2018 - 9/28/2018	1W	6	\$125.00	6
	1.2	...TF..	10A - 3P	60	9/27/2018 - 9/28/2018	1W	5	\$115.00	5
	1.3	...TF..	3P - 7P	60	9/27/2018 - 9/28/2018	1W	5	\$115.00	5
	1.4	.....S.	6A - 10A	60	9/29/2018 - 9/29/2018	1W	1	\$30.00	1
	1.5	.....S.	10A - 3P	60	9/29/2018 - 9/29/2018	1W	2	\$25.00	2
	1.6	.....S.	3P - 7P	60	9/29/2018 - 9/29/2018	1W	1	\$30.00	1
	1.7	.....S	6A - 10A	60	9/30/2018 - 9/30/2018	1W	1	\$30.00	1
	1.8	.....S	10A - 3P	60	9/30/2018 - 9/30/2018	1W	2	\$25.00	2
	1.9	.....S	3P - 7P	60	9/30/2018 - 9/30/2018	1W	1	\$30.00	1
					** WEEKLY FLIGHT TOTALS **		24	\$2,120.00	
		FLIGHT 2							
	2.1	MTW....	6A - 10A	60	10/1/2018 - 10/3/2018	1W	6	\$125.00	6
	2.2	MTW....	10A - 3P	60	10/1/2018 - 10/3/2018	1W	6	\$115.00	6
	2.3	MTW....	3P - 7P	60	10/1/2018 - 10/3/2018	1W	6	\$115.00	6
					** WEEKLY FLIGHT TOTALS **		18	\$2,130.00	

	Sep 18	Oct 18				
SPOTS	24	18				
CASH	2120.00	2130.00				
TRADE	0.00	0.00				
NSL	0.00	0.00				
TOTAL	2120.00	2130.00				

Sep 26, 18

CONT# 32195607 Mod# Ver# 1 (Last =)
REP Cumulus Media National Sales

DDS CONT# 0
C/P/E: na / na / 927103

						TOTAL
SPOTS						42
CASH						4,250.00
TRADE						0.00
NSL						0.00
TOTAL						4,250.00

**** Competitive Comments ****

SVC: SP18 MSA 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.

IOI
CAPITAL

CASH ONLY IS ALL CHECKS/INSTRUMENTS SECURITY FEATURES LISTED ON BACK INDICATE NO TAMPERING OR COPIING

Shorr Johnson Magnus
Media Account
100 N. 20th Street
Suite 201
Philadelphia, PA 19103

Firsttrust Savings Bank
3-7380/2360

32463

9/26/2018

PAY TO THE ORDER OF **WNNK-FM**

\$ **3,612.50

Three Thousand Six Hundred Twelve and 50/100***** DOLLARS

WNNK-FM



MEMO Wolf

⑈032463⑈ ⑆23607380⑆ 8000084056⑈

Details on Back



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To be removed from

are limited and this approval period is