

ORDER**WSMV**

Orders
Order / Rev: 885662
Alt Order #: 9105155
Product Desc: CORLEW 4 CONGRESS
Estimate: 4320
Flight Dates: 06/15/18 - 06/21/18
Original Date / Rev: 06/14/18 / 06/14/18
Order Type: GENERAL

Primary AE: Aaron Ashe
Sales Office: T-WAS
Sales Region: National

Agency
Name: Strategic Media
Buying Contact:
Billing Contact:
 70 Center Street, Ste: 304
 Portland, ME 04101

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

Advertiser
Name: Bob Corlew For Congress
Demographic: A35+
Product Codes: Political-Cand-Governor
Priority: PMT
Revenue Code 1: POL
Revenue Code 2: PLC
Revenue Code 3: FLT

New Business Thru:
Order Separation: 00:15:00
Advertiser External ID:
Agency External ID:
Unit Code: General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
05/28/18	06/21/18	22	\$11,175.00	\$9,498.75

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
June 2018	22	\$11,175.00	\$9,498.75	0.00
Totals	22	\$11,175.00	\$9,498.75	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Aaron Ashe			Start Of Order - End Of Order	100%

Order Share

Order Share	Share	Total
WSMV	27%	\$11,175.00
Market	100%	\$41,388.89

Competitive Share

Competitive Share	Share	Total
AEN	0%	\$0.00
APL	0%	\$0.00
BET	0%	\$0.00
CMD	0%	\$0.00
CMT	0%	\$0.00
CNB	0%	\$0.00
CNN	0%	\$0.00
DISC	0%	\$0.00
ESPN	0%	\$0.00
FAM	0%	\$0.00
FOOD	0%	\$0.00
FX	0%	\$0.00
FXNC	0%	\$0.00
LIF	0%	\$0.00
LNC5	0%	\$0.00
MNBC	0%	\$0.00
MTV	0%	\$0.00
NICK	0%	\$0.00

SPK	0%	\$0.00
TLC	0%	\$0.00
TNT	0%	\$0.00
TWC	0%	\$0.00
USA	0%	\$0.00
VH1	0%	\$0.00
WCTE	0%	\$0.00
WHTN	0%	\$0.00
WJFB	0%	\$0.00
WKRN	27%	\$11,175.00
WNAB	0%	\$0.00
WNPX	0%	\$0.00
WPGD	0%	\$0.00
WTVF	43%	\$17,797.22
WUXP	0%	\$0.00
WZTV	3%	\$1,241.67

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WSMV

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	WSMV	06/17/18	06/17/18	SU 6a News Sun 6a-7a	CM	Sun 630a-7a (6:30 AM-7:00 AM)	-----S	:30	1	\$200.00	IMP	0.00	NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 06/11/18	06/17/18	-----S		1				\$200.00		0.00			
N 2	WSMV	06/18/18	06/18/18	M-F News 4 Today @ 6 CM Ch. 4 News Today 6-7am	CM	6a-630a (6:00 AM-6:30 AM)	M-----	:30	1	\$600.00	PMT	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: 06/18/18	06/24/18	M-----		1				\$600.00		0.00			
N 3	WSMV	06/19/18	06/19/18	M-F News 4 Today @ 6 CM Ch. 4 News Today 6-7am	CM	630a-7a (6:30 AM-7:00 AM)	-T-----	:30	1	\$600.00	PMT	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: 06/18/18	06/24/18	-T-----		1				\$600.00		0.00			
N 4	WSMV	06/21/18	06/21/18	M-F News 4 Today @ 6 CM Ch. 4 News Today 6-7am	CM	630a-7a (6:30 AM-7:00 AM)	---T---	:30	1	\$600.00	PMT	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: 06/18/18	06/24/18	---T---		1				\$600.00		0.00			
N 5	WSMV	06/18/18	06/18/18	M-F 11a-12p Today in Nashville	CM	11am-12pm	M-----	:30	1	\$175.00	PMT	0.00	NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 06/18/18	06/24/18	M-----		1				\$175.00		0.00			
N 6	WSMV	06/20/18	06/20/18	M-F 11a-12p Today in Nashville	CM	11am-12pm	--W----	:30	1	\$175.00	PMT	0.00	NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 06/18/18	06/24/18	--W----		1				\$175.00		0.00			
N 7	WSMV	06/19/18	06/19/18	Ch 4 News @ Noon Ch 4 News @ Noon	CM	M-F 12p-1230p	-T-----	:30	1	\$300.00	PMT	0.00	NM	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: 06/18/18	06/24/18	-T-----		1				\$300.00		0.00			
N 8	WSMV	06/21/18	06/21/18	Ch 4 News @ Noon Ch 4 News @ Noon	CM	M-F 12p-1230p	---T---	:30	1	\$300.00	PMT	0.00	NM	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: 06/18/18	06/24/18	---T---		1				\$300.00		0.00			
N 9	WSMV	06/19/18	06/19/18	M-F 6-630pm CH. 4 NEWS @ 6	CM	6-630pm	-T-----	:30	1	\$650.00	PMT	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: 06/18/18	06/24/18	-T-----		1				\$650.00		0.00			
N 10	WSMV	06/18/18	06/18/18	M-F 630-7pm CH. 4 NEWS @ 6:30pm	CM	629-7pm	M-----	:30	1	\$500.00	PMT	0.00	NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 06/18/18	06/24/18	M-----		1				\$500.00		0.00			
N 11	WSMV	06/20/18	06/20/18		CM	629-7pm	--W----	:30	1	\$500.00	PMT	0.00	NM	1	\$500.00

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Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
M-F 630-7pm CH. 4 NEWS @ 6:30pm															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week: 06/18/18		06/18/18	06/24/18	--W----					1	\$500.00		0.00			
N 12	WSMV	06/15/18	06/15/18	M-F 11a-12p Today in Nashville	CM	11am-12pm	----F--	:30	1	\$175.00	IMP	0.00	NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week: 06/11/18		06/11/18	06/17/18	----F--					1	\$175.00		0.00			
N 13	WSMV	06/19/18	06/19/18	M-SU Late News M-SU Late News	CM	10p-1035p	-T-----	:30	1	\$1,100.00	PMT	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: 06/18/18		06/18/18	06/24/18	-T-----					1	\$1,100.00		0.00			
N 14	WSMV	06/21/18	06/21/18	M-SU Late News M-SU Late News	CM	10p-1035p	---T---	:30	1	\$1,100.00	PMT	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: 06/18/18		06/18/18	06/24/18	---T---					1	\$1,100.00		0.00			
N 15	WSMV	06/20/18	06/20/18	W 8-9pm World of Dance	CM	8-9pm	--W----	:30	1	\$900.00	IMP	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: 06/18/18		06/18/18	06/24/18	--W----					1	\$900.00		0.00			
N 16	WSMV	06/15/18	06/15/18	Ch 4 News @ Noon Ch 4 News @ Noon	CM	M-F 12p-1230p	----F--	:30	1	\$300.00	IMP	0.00	NM	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: 06/11/18		06/11/18	06/17/18	----F--					1	\$300.00		0.00			
N 17	WSMV	06/15/18	06/15/18	M-F Channel 4 News @ 4M CH 4 News @ 4pm		4-430pm (4:00 PM-4:30 PM)	----F--	:30	1	\$400.00	IMP	0.00	NM	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: 06/11/18		06/11/18	06/17/18	----F--					1	\$400.00		0.00			
N 18	WSMV	06/15/18	06/15/18	M-F Channel 4 News @ 6M Ch. 4 News at 5		5-530pm	----F--	:30	1	\$500.00	IMP	0.00	NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week: 06/11/18		06/11/18	06/17/18	----F--					1	\$500.00		0.00			
N 19	WSMV	06/16/18	06/16/18	SA Channel 4 Weekend@M Ch. 4 News at 6 Saturday		558-630pm	-----S-	:30	1	\$400.00	IMP	0.00	NM	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: 06/11/18		06/11/18	06/17/18	-----S-					1	\$400.00		0.00			
N 20	WSMV	06/16/18	06/16/18	SA Channel 4 Weekend@M Ch. 4 News at 6 Saturday		558-630pm	-----S-	:30	1	\$400.00	IMP	0.00	NM	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: 06/11/18		06/11/18	06/17/18	-----S-					1	\$400.00		0.00			
N 21	WSMV	06/17/18	06/17/18	SU Channel 4 Weekend@M Ch. 4 News at 5 Sunday		5-530pm	-----S	:30	1	\$400.00	IMP	0.00	NM	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: 06/11/18		06/11/18	06/17/18	-----S					1	\$400.00		0.00			
N 22	WSMV	06/17/18	06/17/18	Dateline Dateline Sun	CM	Dateline Sun 6-7p (6:00 PM-7:00 PM)	-----S	:30	1	\$900.00	IMP	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: 06/11/18		06/11/18	06/17/18	-----S					1	\$900.00		0.00			
													Totals	22	\$11,175.00

REP HEADLINE# 9105155
 *** ORIGINAL REV#0 ***
 REP: TEL# 703 528 7880
 FAX# 703 528 7880
 JUN14/18 10.36
 *** WSMV-TV ***
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 HARRIS REPORT FROM REP
 ORDER WORKSHEET

ADV: NAME POLI/B CORLEW/R/GON/TN
 AGENCY: NAME STRATEGIC MEDIA SERVICES
 1911 NORTH FT. MYER DRIVE #400
 ARLINGTON, VA 22209
 REP: NAME JESSICA MURRAY
 SALES PRSN WA- AARON ASHE
 REP: # OFF: #
 SALESMAN #

ORDER # 885662
 CONTRACT # 9105155
 CLASS: NATL. LOCAL REGIONAL
 PRDCT CORLEW 4 CONGRESS EST#4320 COMMENTS: (LINE, ORDER, INVOICE)
 FLIGHT DATES JUN15/18 JUN21/18 WK-1
 CITY TAX STATE TAX CO-OP BILLING NEEDED DATE JUN14/18 10.36

REP: NEW DARE ORDER
 TOTAL: \$11175
 PLEASE CONFIRM THANKS
 ELLIOTT

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
 BOB CORLEW FOR CONGRESS-TN

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
1			630A-700A	30		\$200.00	6/17	6/17	1		SUN	1
AGENCY ADVERTISER CODE = 316 AGENCY PRODUCT CODE = 400 AGENCY EST# = 4320												
PROGRAM : NEWS4 @ 6A SUN												
CON COM1: NEWS4 @ 6A SUN												
2			600A-630A	30		\$600.00	6/18	6/18	1		MON	1
PROGRAM : NEWS4 TODAY 6A												
CON COM1: NEWS4 TODAY 6A												
3			630A-700A	30		\$600.00	6/19	6/19	1		TUE	1
PROGRAM : NEWS4 TODAY 6A												
CON COM1: NEWS4 TODAY 6A												

AMOUNT
 \$15,403.25

AMOUNT
 \$15,403.25

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 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET
 HARRIS REPORT FROM REP
 JUN14/18 10.36
 *** WSMV-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
4			630A-700A PROGRAM : NEWS4 TODAY 6A CON COM1: NEWS4 TODAY 6A	30		\$600.00	6/21	6/21	1		THU	1
5			1100A-1200N PROGRAM : TODAYNASHVILLE CON COM1: TODAYNASHVILLE	30		\$175.00	6/18	6/18	1		MON	1
6			1100A-1200N PROGRAM : TODAYNASHVILLE CON COM1: TODAYNASHVILLE	30		\$175.00	6/20	6/20	1		WED	1
7			1200N-1230P PROGRAM : NEWS4 @ NOON CON COM1: NEWS4 @ NOON	30		\$300.00	6/19	6/19	1		TUE	1
8			1200N-1230P PROGRAM : NEWS4 @ NOON CON COM1: NEWS4 @ NOON	30		\$300.00	6/21	6/21	1		THU	1
9			600P-630P PROGRAM : NEWS4 @ 6P CON COM1: NEWS4 @ 6P	30		\$650.00	6/19	6/19	1		TUE	1
10			630P-700P PROGRAM : NEWS CON COM1: NEWS	30		\$500.00	6/18	6/18	1		MON	1
11			630P-700P PROGRAM : NEWS CON COM1: NEWS	30		\$500.00	6/20	6/20	1		WED	1
12			1100A-1200N PROGRAM : TODAYNASHVILLE CON COM1: TODAYNASHVILLE	30		\$175.00	6/15	6/15	1		FRI	1

DAY	NIGHT	PROGRAM	SUNDAY	NIGHT	NWES
DAY <td>NIGHT</td> <td>CONSCOM1</td> <td>SUNDAY <td>NIGHT</td> <td>NWES</td> </td>	NIGHT	CONSCOM1	SUNDAY <td>NIGHT</td> <td>NWES</td>	NIGHT	NWES

REP HEADLINE# 9105155
 *** ORIGINAL REV#0 ***
 REP: TEL# 703 528 7880 FAX# 703 528 7880
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP
 JUN14/18 10:36
 *** WSMV-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
22			600P-700P	30		\$900.00	6/17	6/17	1		SUN	1
PROGRAM : DATELINE CON COM1: DATELINE												
JUN/18			11175.00									
CONTRACT TOTAL												11175.00
TOTAL SPOTS												22

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI
 DEMOS- RA35+*