



WTKR-TV
720 Boush Street
Norfolk, VA 23510-1583
(757)446-1000

www.wtkr.com

And:

PinPoint Media, Inc
163 West Main Street
Dothan, AL 36301

CONTRACT

Contract / Revision 674809 /		Alt Order # 08001886
Product OBENSHAIN/AG/R		
Contract Dates 10/01/13 - 10/07/13		Estimate #
Advertiser Obenshain/R/AG		Original Date / Revision 09/27/13 / 09/27/13
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station WTKR	Account Executive Jamie Andrus	Sales Office Washington, D.C.
Special Handling		
Demographic Adults 35+		
IDB# 8281	Advertiser Code OBEM	Product Code
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	3	10/01/13	10/06/13	NewsChannel 3 News	5-6am		:30				NM	4	\$460.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 09/30/13	10/06/13	-1111--				4	\$115.00	0.00			
N 2	3	10/07/13	10/07/13	NewsChannel 3 News	5-6am		:30				NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 10/07/13	10/13/13	M-----				1	\$115.00	0.00			
N 3	3	10/01/13	10/06/13	Newschannel 3 News	6-7am		:30				NM	8	\$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: 09/30/13	10/06/13	-2222--				8	\$175.00	0.00			
N 4	3	10/07/13	10/07/13	Newschannel 3 News	6-7am		:30				NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 10/07/13	10/13/13	M-----				2	\$175.00	0.00			
N 5	3	10/01/13	10/06/13	CBS This Morning	7-9am		:30				NM	8	\$920.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 09/30/13	10/06/13	-2222--				8	\$115.00	0.00			
N 6	3	10/07/13	10/07/13	CBS This Morning	7-9am		:30				NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 10/07/13	10/13/13	M-----				2	\$115.00	0.00			
N 7	3	10/03/13	10/03/13	Price Is Right	11am-12n		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 09/30/13	10/06/13	---T---				1	\$325.00	0.00			
N 8	3	10/07/13	10/07/13	Price Is Right	11am-12n		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 10/07/13	10/13/13	M-----				1	\$325.00	0.00			
N 9	3	10/01/13	10/06/13	Newschannel 3 News	12n-1230pm		:30				NM	4	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 09/30/13	10/06/13	-1111--				4	\$175.00	0.00			
N 10	3	10/07/13	10/07/13	Newschannel 3 News	12n-1230pm		:30				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: 10/07/13	10/13/13	M-----				1	\$175.00	0.00			
N 11	3	10/01/13	10/06/13	Newschannel 3 News	4-5pm		:30				NM	2	\$470.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 09/30/13	10/06/13	--11---				2	\$235.00	0.00			

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

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<u>Contract / Revision</u>	<u>Alt Order #</u>
674809 /	08001886

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/01/13 - 10/07/13	OBENSHAIN/AG/R	

<u>Advertiser</u>	<u>Original Date / Revision</u>
Obenshain/R/AG	09/27/13 / 09/27/13

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 12	3	10/07/13	10/07/13	Newschannel 3 News	4-5pm		:30				NM	1	\$235.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/07/13	10/13/13	M-----				1	\$235.00	0.00			
N 13	3	10/01/13	10/06/13	Newschannel 3 News	5-530pm		:30				NM	3	\$930.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-11-1--				3	\$310.00	0.00			
N 14	3	10/07/13	10/07/13	Newschannel 3 News	5-530pm		:30				NM	1	\$310.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/07/13	10/13/13	M-----				1	\$310.00	0.00			
N 15	3	10/01/13	10/06/13	Newschannel 3 News	530-6pm		:30				NM	3	\$1,020.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-1-11--				3	\$340.00	0.00			
N 16	3	10/07/13	10/07/13	Newschannel 3 News	530-6pm		:30				NM	1	\$340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/07/13	10/13/13	M-----				1	\$340.00	0.00			
N 17	3	10/01/13	10/06/13	Newschannel 3 News	6-630pm		:30				NM	4	\$1,740.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-1111--				4	\$435.00	0.00			
N 18	3	10/07/13	10/07/13	Newschannel 3 News	6-630pm		:30				NM	1	\$435.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/07/13	10/13/13	M-----				1	\$435.00	0.00			
N 19	3	10/01/13	10/06/13	Late News (M-F)	11-1135p		:30				NM	4	\$1,740.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-1111--				4	\$435.00	0.00			
N 20	3	10/07/13	10/07/13	Late News (M-F)	11-1135p		:30				NM	1	\$435.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/07/13	10/13/13	M-----				1	\$435.00	0.00			
N 21	3	10/01/13	10/06/13	Late Night with David Letterman	1135pm-1237am		:30				NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	--11---				2	\$175.00	0.00			
N 22	3	10/07/13	10/07/13	Late Night with David Letterman	1135pm-1237am		:30				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:		10/07/13	10/13/13	M-----				1	\$175.00	0.00			
N 23	3	10/07/13	10/07/13	Monday Prime	10-11pm		:30				NM	1	\$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:		10/07/13	10/13/13	M-----				1	\$1,400.00	0.00			
N 24	3	10/01/13	10/01/13	NCIS	8-9pm		:30				NM	1	\$2,380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-T-----				1	\$2,380.00	0.00			
N 25	3	10/02/13	10/02/13	Wednesday Prime	10-11pm		:30				NM	1	\$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:		09/30/13	10/06/13	--W----				1	\$1,400.00	0.00			
N 26	3	10/04/13	10/04/13	Friday Prime	9-10pm		:30				NM	1	\$910.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	----F--				1	\$910.00	0.00			
N 27	3	10/04/13	10/04/13	Friday Prime	10-11pm		:30				NM	1	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	----F--				1	\$1,050.00	0.00			
N 28	3	10/01/13	10/06/13	Late News (Sa-Su)	11-1135p		:30				NM	2	\$590.00

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Obenshain/R/AG	09/27/13 / 09/27/13

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-----11				2	\$295.00	0.00			
N 29	3	10/05/13	10/05/13	NCAA Football	Various		:30				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:		09/30/13	10/06/13	-----S-				1	\$500.00	0.00			
N 30	3	10/01/13	10/06/13	CBS Sunday Morning	9-1030am		:30				NM	1	\$345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-----S				1	\$345.00	0.00			
N 32	3	10/01/13	10/06/13	Sunday Prime	8-9pm		:30				NM	1	\$1,960.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-----S				1	\$1,960.00	0.00			
N 33	3	10/05/13	10/05/13	Sa 730-8pm	730-8pm		:30				NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/30/13	10/06/13	-----S-				1	\$140.00	0.00			
Totals										0.00		67	\$23,855.00

Time Period	# of Spots	Gross Amount	Net Amount
09/30/13 - 10/07/13	67	\$23,855.00	\$20,276.75
Totals	67	\$23,855.00	\$20,276.75

Signature: _____ **Date:** _____

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