



Fatima Zarrineh &lt;fatima@j103.com&gt;

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**Fwd: 2018 Tennessee LUR/Issue Rates**

1 message

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**Clark Thompson** <clark@j103.com>  
To: Fatima Zarrineh <Fatima@j103.com>

Fri, Jun 15, 2018 at 12:15 PM

See below

**Clark S. Thompson**  
Director of Sales & Marketing  
Partners for Christian Media, Inc.[p] (423) 424-1291  
[e] clark@j103.com | [w] <http://www.j103.com/>  
[a] PO Box 24297 Chattanooga, TN 37422----- Forwarded message -----  
From: **Dan Kuzmaul** <DKuzmaul@regionalreps.com>  
Date: Fri, Jun 15, 2018 at 9:31 AM  
Subject: 2018 Tennessee LUR/Issue Rates  
To:

Hello From Regional Reps!

You're receiving this email because we do not have a political 2018 LUR/Issue rate card on file for you. With the window opening rapidly approaching on June 19<sup>th</sup>, we would be thrilled to add your station(s) to our list when recommending to agencies.

**Please fill out the attached form and send back to us. It's important to fill out our form for all of your stations, as it helps us ensure accuracy and accountability. Either email back to [rates@regionalreps.com](mailto:rates@regionalreps.com) or fax to 216-916-4898.**

Please let me know if your stations are non-commercial, if you already have a rep firm, or if you believe you're receiving this email in error. I look forward to your response!

Best,

Dan

Daniel Kuszmaul

Station Services Director

Regional Reps Corp.

6505 Rockside Road, #200

Cleveland, OH 44131

Ph: 216-535-3980

Fax: 216-781-7508

DKuszmaul@regionalreps.com

www.regionalreps.com

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 **2018 LUR and ISSUE TENNESSEE.doc**  
53K



**2018 PRIMARY ELECTION POLITICAL ADVERTISING**  
**ATTN: GENERAL SALES MANAGER / SALES MANAGER**

Regional Repts Corp. calls on advertising agencies with political and issue advertisers. We will be presenting political campaign proposals to the agency for an Undisclosed Candidate and would like to include your station(s)!

Regional Repts Corp is a Radio sales organization specializing in small and medium markets—making it easy and cost effective for political agencies to buy Radio

\*\*\*If you have questions, please email rates@regionalreps.com

The below rates are (GROSS) lowest unit CANDIDATE RATES our station will charge during the 2018 Primary election period:

	CANDIDATE RATES				
	6A-10A	10A-3P	3P-7P	M-F 6A-7P	WKND
<b>:60 GROSS</b>	29.37	18.80	29.37	29.37	18.80
<b>:30 GROSS</b>	25.03	25.34	25.34	21.36	21.36

The below rates are (GROSS) ISSUE RATES (regular commercial rates) our station will charge during the 2018 Primary election period (also can be used as non-window political rates):

	6A-10A	10A-3P	3P-7P	M-F 6A-7P	WKND
<b>:60 GROSS</b>	49.35	43.47	49.35	43.47	31.72
<b>:30 GROSS</b>	43.47	41.12	43.47	39.95	29.37

Traffic Email (for MP3 delivery): fatima@j103.com \_\_\_\_\_

Do you accept credit cards:  MasterCard  Visa  American Express  NO

Regional Repts Corp. (RRC) is authorized to secure political advertising for us. We acknowledge Regional Repts' receipt of payment for a political order as the same as having cash in advance (RRC will forward payment immediately upon receipt from the agency).  
In addition to agency discount, we agree to a sales commission of 15% of the gross dollars secured by RRC, deducted from their payment to us. (Note: The FCC regards sales commission as a "station's cost of doing business"; commissions have no effect on political rates and should NOT be added to your rates).

Manager Signature: Fatima Martinez Title: Traffic Manager

Print Name Fatima Martinez Call Letters: WBDX - FM  
WJLJ - FM

Format: CCM

Please complete a form for EACH of your stations!  
PLEASE FAX ALL FORMS TO 216-916-4898 or email rates@regionalreps.com



Fatima Zarrineh <fatima@j103.com>

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## Comp Request TB GOV - WBDX-FM, WJLJ-FM

1 message

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heather.karban@ms.genmediapartners.com <heather.karban@ms.genmediapartners.com> Fri, May 18, 2018 at 12:20 PM  
To: fatima@j103.com

**Happy Friday everyone. I am working with an agency in DC that is inquiring about direct spending in TN for Craig Fitzhugh for Governor. If you have received an order for this can you please respond back with flight dates and gross dollars spent? If you haven't received an order, please disregard this email. Thank you and have a great weekend.**

**Please click the link below or copy/paste this url into your browser.**

<http://www.genmediahub.com/compCheckRequestMod.php?key=9A381D9XRNTQ>

Thanks,  
Heather Karban  
phone: 216-505-5297  
Heather.Karban@GenMediaPartners.com



Fatima Zarrineh &lt;fatima@j103.com&gt;

**Political pricing**

2 messages

**Robin T. Smith** <Robin@riversedgealliance.org>  
To: fatima@j103.com

Thu, Jul 5, 2018 at 4:29 PM

Fatima,

Please send me the current political ad pricing.

I am working with Mayor Jim Coppinger who may be getting a little more money in the homestretch. I'm going to advise that he look at your station if we get a few thousand dollars more.

Thank you, Robin

**Robin T. Smith,**

Project Mgr

www.RiversEdgeAlliance.org

423-314-6047

**Fatima Martinez** <fatima@j103.com>  
To: "Robin T. Smith" <Robin@riversedgealliance.org>

Thu, Jul 5, 2018 at 4:37 PM

Sounds great.

Attached is out current political rate card.

**Fatima Martinez, MBA**  
Traffic Manager/Accounts Receivable, J103  
Partners for Christian Media Inc.

[p] (423) 424-1298 | [f] (423) 892-1633  
[e] fatima@j103.com | [w] http://www.j103.com/  
[a] PO Box 24297 Chattanooga, TN 37422



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 **Political Net.pdf**  
338K



Jfest Email

Fatima Zarrineh &lt;fatima@j103.com&gt;

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**URGENT REQUEST NEED POLITICAL RATES FOR WBDX-FM**

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**Alecia Zube** <AZube@salemreps.com>  
To: "fatima@j103.com" <fatima@j103.com>

Thu, Jul 12, 2018 at 10:12 AM

Fatima,

We have an agency requesting rates for candidate that may start tomorrow.

Please send me your current LUR (Candidate) all dayparts to include weekends.

Thank you,  
Alecia*Alecia Zube**Sales Coordinator*

Salem Media Reps

Schedule: Monday - Friday 7:30AM-4:30PM CST

Phone: 972-707-6917

Fax: 972-402-8200

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Media Reps

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WINNER 2015