



Bott Radio Network
 Kirksville, MO (KLTE-FM)
 10550 Barkley #100
 Overland Park, KS 66212

Salem Radio Representatives
 6400 N Belt Line Rd. Ste 220
 Irving, TX 75063

Contract # 42333

Schedule Dates 07/10/18-08/07/18
Advertiser O'Laughlin for MO Senate Dis 1 (1 9) (7409)
Agency Salem Radio Representatives (1002)
Product Political (1179)
Brand O'Laughlin for MO Senate Dist 1 (13925)
Salesperson Salem Radio Rep., (1029)
Sales Office HOUSE
Buyer Name Weber,Charlie
Phone/Fax (972) 402-8800x224 /
CPE N/A
Account Types National/Political Candidate Agency
Billing Type Standard
Comments

Date Entered 07/03/18
Last Modified
Entered By Marcus Crockett
CO-OP No
Headline #
Demo
Order Type Normal *new*
Package Deal
Commission % 15.00
Commission \$245.70
Net Total \$1,392.28
Sales Tax

Kirksville, MO (KLTE-FM)		
By Broadcast Month	Spots	Rate
Jul. 2018	77	\$989.53
Aug. 2018	53	\$648.45
Grand Total:	130	\$1,637.98

*69.125
65-010*

7/5/18 CB

INCOMPLETE CONTRACT

Due to: Pending line Approvals (Contract is shown with Pending Workflow Approvals applied)

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
Est 1.0	Unapproved (NewL) / SPOT	07/10/18-07/13/18	1	1:00	6A- 10A (CST)			2	2	2	2			8	\$15.29	\$122.32	Kirksville, MO (KLTE-FM)		7/3/18
Est 2.0	Unapproved (NewL) / SPOT	07/17/18-07/20/18	1	1:00	6A- 10A (CST)			2	2	2	2			8	\$15.29	\$122.32	Kirksville, MO (KLTE-FM)		7/3/18
Est 3.0	Unapproved (NewL) / SPOT	07/10/18-07/13/18	1	1:00	3P- 7P (CST)			2	2	2	2			8	\$12.24	\$97.92	Kirksville, MO (KLTE-FM)		7/3/18
Est 4.0	Unapproved (NewL) / SPOT	07/17/18-07/20/18	1	1:00	3P- 7P (CST)			2	2	2	2			8	\$12.24	\$97.92	Kirksville, MO (KLTE-FM)		7/3/18
Est 5.0	Unapproved (NewL) / SPOT	07/16/18-07/16/18	1	1:00	6A- 10A (CST)	2								2	\$15.29	\$30.58	Kirksville, MO (KLTE-FM)		7/3/18
Est 6.0	Unapproved (NewL) / SPOT	07/23/18-07/23/18	1	1:00	6A- 10A (CST)	2								2	\$15.29	\$30.58	Kirksville, MO (KLTE-FM)		7/3/18
Est 7.0	Unapproved (NewL) / SPOT	07/30/18-07/30/18	1	1:00	6A- 10A (CST)	2								2	\$15.29	\$30.58	Kirksville, MO (KLTE-FM)		7/3/18
Est 8.0	Unapproved (NewL) / SPOT	08/06/18-08/06/18	1	1:00	6A- 10A (CST)	2								2	\$15.29	\$30.58	Kirksville, MO (KLTE-FM)		7/3/18
Est 9.0	Unapproved (NewL) / SPOT	07/16/18-07/16/18	1	1:00	3P- 7P (CST)	2								2	\$12.24	\$24.48	Kirksville, MO (KLTE-FM)		7/3/18
Est 10.0	Unapproved (NewL) / SPOT	07/23/18-07/23/18	1	1:00	3P- 7P (CST)	2								2	\$12.24	\$24.48	Kirksville, MO (KLTE-FM)		7/3/18
Est 11.0	Unapproved (NewL) / SPOT	07/30/18-07/30/18	1	1:00	3P- 7P (CST)	2								2	\$12.24	\$24.48	Kirksville, MO (KLTE-FM)		7/3/18
Est 12.0	Unapproved (NewL) / SPOT	08/06/18-08/06/18	1	1:00	3P- 7P (CST)	2								2	\$12.24	\$24.48	Kirksville, MO (KLTE-FM)		7/3/18
Est 13.0	Unapproved (NewL) / SPOT	07/24/18-07/27/18	1	1:00	6A- 10A (CST)			3	2	2	2			9	\$15.29	\$137.61	Kirksville, MO (KLTE-FM)		7/3/18

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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 Kirksville, MO (KLTE-FM)
 10550 Barkley #100
 Overland Park, KS 66212

Salem Radio Representatives
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Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
Est 14.0	Unapproved (NewL) / SPOT	07/31/18-08/03/18	1	1:00	6A- 10A (CST)			3	2	2	2			9	\$15.29	\$137.61	Kirksville, MO (KLTE-FM)		7/3/18
Est 15.0	Unapproved (NewL) / SPOT	07/24/18-07/27/18	1	1:00	10A- 3P (CST)			3	2	2	2			9	\$11.47	\$103.23	Kirksville, MO (KLTE-FM)		7/3/18
Est 16.0	Unapproved (NewL) / SPOT	07/31/18-08/03/18	1	1:00	10A- 3P (CST)			3	2	2	2			9	\$11.47	\$103.23	Kirksville, MO (KLTE-FM)		7/3/18
Est 17.0	Unapproved (NewL) / SPOT	07/24/18-07/27/18	1	1:00	3P- 7P (CST)			3	3	2	2			10	\$12.24	\$122.40	Kirksville, MO (KLTE-FM)		7/3/18
Est 18.0	Unapproved (NewL) / SPOT	07/31/18-08/03/18	1	1:00	3P- 7P (CST)			3	3	2	2			10	\$12.24	\$122.40	Kirksville, MO (KLTE-FM)		7/3/18
Est 19.0	Unapproved (NewL) / SPOT	07/30/18-07/30/18	1	1:00	10A- 3P (CST)		2							2	\$11.47	\$22.94	Kirksville, MO (KLTE-FM)		7/3/18
Est 20.0	Unapproved (NewL) / SPOT	08/06/18-08/06/18	1	1:00	10A- 3P (CST)		2							2	\$11.47	\$22.94	Kirksville, MO (KLTE-FM)		7/3/18
Est 21.0	Unapproved (NewL) / SPOT	07/28/18-07/29/18	1	1:00	6A- 7P (CST)							7	2	9	\$8.41	\$75.69	Kirksville, MO (KLTE-FM)		7/3/18
Est 22.0	Unapproved (NewL) / SPOT	08/04/18-08/05/18	1	1:00	6A- 7P (CST)							7	2	9	\$8.41	\$75.69	Kirksville, MO (KLTE-FM)		7/3/18
Est 23.0	Unapproved (NewL) / SPOT	08/07/18-08/07/18	1	1:00	6A- 10A (CST)			2						2	\$15.29	\$30.58	Kirksville, MO (KLTE-FM)		7/3/18
Est 24.0	Unapproved (NewL) / SPOT	08/07/18-08/07/18	1	1:00	10A- 3P (CST)			2						2	\$11.47	\$22.94	Kirksville, MO (KLTE-FM)		7/3/18

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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6400 N Beltline Road • Suite 210, Irving, TX 75063

Insertion Contract

42333 *6592* *6912* *J. Bgl* *7/2/18*

✓ Order # 15887003	Ver # 1	Rev #	# Wks 5	Page # 1
Date 7/2/18	Time 3:09PM	Start 7/9/18	End 8/12/18	
Salesperson Charlie Weber		Salesperson Phone # (972)402-8800 Ext(224)		Demos
Sales Office SMR (SA Region)		Agency Ax Media		Survey

Salem Radio Network
6400 N Beltline Rd
Suite 210
Irving, TX 75063

(1002)

Product Protection: *Political-Candidate

Line #	Vehicle	Days & Times M T W T F S S	Jul	Jul	Jul	Jul	Aug	Aug	Aug	Aug	Sep	Sep	Sep	Sen	Oct	Total Units	Len	Unit Rate	Extended Total
			9	16	23	30	6	13	20	27	3	10	17	24	1				
1	KLTE FM	0 2 2 2 2 0 0 6AM-10AM	8 ✓	8 ✓												16	60	15.29	245
2	KLTE FM	0 2 2 2 2 0 0 3PM-7PM	8 ✓	8 ✓												16	60	12.24	196
3	KLTE FM	2 0 0 0 0 0 0 6AM-10AM		2 ✓	2 ✓	2 ✓	2 ✓									8	60	15.29	122
4	KLTE FM	2 0 0 0 0 0 0 3PM-7PM		2 ✓	2 ✓	2 ✓	2 ✓									8	60	12.24	98
5	KLTE FM	0 3 2 2 2 0 0 6AM-10AM			9 ✓	9 ✓										18	60	15.29	275
6	KLTE FM	0 3 2 2 2 0 0 10AM-3PM			9 ✓	9 ✓										18	60	11.47	206
7	KLTE FM	0 3 3 2 2 0 0 3PM-7PM			10 ✓	10 ✓										20	60	12.24	245
8	KLTE FM	2 0 0 0 0 0 0 10AM-3PM				2 ✓	2 ✓									4	60	11.47	46
9	KLTE FM	0 0 0 0 0 7 2 6AM-7PM			9 ✓	9 ✓										18	60	8.41	151
10	KLTE FM	0 2 0 0 0 0 0 6AM-10AM					2 ✓									2	60	15.29	31
11	KLTE FM	0 2 0 0 0 0 0 10AM-3PM					2 ✓									2	60	11.47	23
Totals			16	20	41	43	10									130			1638
Weekly Units			16	20	41	43	10	0	0	0	0	0	0	0	0	130			
Weekly Gross \$			220	275	494	517	132	0	0	0	0	0	0	0	0				1638

Air Time Total Gross:	\$1,637.98	Agency Commission:	\$245.70	Total Net:	\$1,392.28
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Estimate # 401

SMR'S APPLICABLE COMMISSION WILL BE DEDUCTED FROM THE TOTAL NET AMOUNT

Order is Broadcast Calendar Billing. Please email signed insertion to insertions@smradio.com

With approval of salesperson, make goods within flight only.

All orders require affidavits showing date and time spots aired, isci code, po# and/or estimate number.



6400 N Beltline Road • Suite 210, Irving, TX 75063

Insertion Contract

Order #	Ver #	Rev #	# Wks	Page #
15887003	1		5	2

Advertiser O'Laughlin for MO Senate Dis 1	Product O'Laughlin MO Sen Est 401	Date 7/2/18	Time 3:09PM	Start 7/9/18	End 8/12/18
Salesperson Charlie Weber	Salesperson Phone # (972)402-8800 Ext(224)	Demos			
Sales Office SMR (SA Region)	Agency Ax Media	Survey			

Salem Radio Network
6400 N Beltline Rd
Suite 210
Irving, TX 75063

Product Protection: *Political-Candidate

Accepted for Salem Radio Network:

Name

Title

Accepted for Producer or Station:
DocuSigned by:

Pat Rulon

Name
7/2/2018

Sales Manager

Title

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

FEDERAL CANDIDATE

STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location: KLTE-FM / Ottumwa	Date: 6/28/18
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I, AxMedia,
 being/on behalf of: Missourians for O'Laughlin,
 a legally qualified candidate of the Republican
 political party for the office of: State Senate District 18
 in the Primary
 election to be held on: August 7, 2018
 do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
See Attached					

Attach proposed schedule with charges (if available):

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

Missourians for O'Laughlin

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:

Wayne Wilcox

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

6/28/18

Date



Signature

To Be Signed By Station Representative

Accepted


Signature

Accepted in Part

Pat Rubin
Printed Name

Rejected

Salesman
Title