



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 # 43241

Schedule Dates 10/29/18-11/04/18
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 17089002*
Account Types National/Political Candidate Agency
Billing Type Standard
Comments *paid in full with ck 9300039290 thank you*

Date Entered 10/24/18
Last Modified
Entered By Marcus Crockett
CO-OP No
Headline #
Demo *65-69.55*
Order Type Normal
Package Deal
Commission % 15.00
Commission \$68.13
Net Total \$386.09
Sales Tax

| Kirksville, MO (KLTE-FM) | | |
|--------------------------|-----------|-----------------|
| By Broadcast Month | Spots | Rate |
| Nov. 2018 | 38 | \$454.22 |
| Grand Total: | 38 | \$454.22 |

65.0% 10/24/18 JB

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 | 10/29/18-11/02/18 | 1 | 1:00 | 5A- 10A (CST) | | 2 | 2 | 2 | 2 | 2 | | | 10 | \$15.29 | \$152.90 | Kirksville, MO (KLTE-FM) | | 10/24/18 |
| Est 2.0 | Unapproved (NewL) / SPOT | 10/29/18-11/02/18 | 1 | 1:00 | 10A- 3P (CST) | | 2 | 1 | 2 | 2 | 2 | | | 9 | \$11.47 | \$103.23 | Kirksville, MO (KLTE-FM) | | 10/24/18 |
| Est 3.0 | Unapproved (NewL) / SPOT | 10/29/18-11/02/18 | 1 | 1:00 | 3P- 7P (CST) | | 2 | 2 | 2 | 2 | 2 | | | 10 | \$12.24 | \$122.40 | Kirksville, MO (KLTE-FM) | | 10/24/18 |
| Est 4.0 | Unapproved (NewL) / SPOT | 11/03/18-11/03/18 | 1 | 1:00 | 6A- 7P (CST) | | | | | | | 7 | | 7 | \$8.41 | \$58.87 | Kirksville, MO (KLTE-FM) | | 10/24/18 |
| Est 5.0 | Unapproved (NewL) / SPOT | 11/04/18-11/04/18 | 1 | 1:00 | 6A- 7P (CST) | | | | | | | | 2 | 2 | \$8.41 | \$16.82 | Kirksville, MO (KLTE-FM) | | 10/24/18 |

CONFIRMATION CONTRACT

| | | | | |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|

J.B. 10/24/18

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

Insertion Contract

| | | | | |
|---------------------------------|----------------|---|----------------|-------------|
| Order # 17089002 | Ver # 1 | Rev # | # Wks 1 | Page # 1 |
| Date 10/24/18 | Time 9:22AM | Start 10/29/18 | End 11/4/18 | |
| Salesperson Charlie Weber | | Salesperson Phone # (972)402-8800 Ext(224) | | Demos |
| Sales Office SMR (SA Region) | | Agency Ax Media | | |

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

(1002)

Advertiser
O'Laughlin for MO Senate Dis 1

Product
O'Laughlin MO Sen Est 638

Product Protection: *Political-Candidate

#43421 65-02

| Line # | Vehicle | Days & Times | Oct | Nov | Nov | Nov | Nov | Dec | Dec | Dec | Dec | Dec | Jan | Jan | Jan | Total Units | Len | Unit Rate | Extended Total |
|--------|---------|--------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------------|-----|-----------|----------------|
| | | | 29 | 5 | 12 | 19 | 26 | 3 | 10 | 17 | 24 | 31 | 7 | 14 | 21 | | | | |
| 1 | KLTE FM | Mo-Fr 6AM-10AM | 10 | | | | | | | | | | | | | 10 | 60 | 15.29 | 153 |
| 2 | KLTE FM | Mo-Fr 10AM-3PM | 9 | | | | | | | | | | | | | 9 | 60 | 11.47 | 103 |
| 3 | KLTE FM | Mo-Fr 3PM-7PM | 10 | | | | | | | | | | | | | 10 | 60 | 12.24 | 122 |
| 4 | KLTE FM | 0 0 0 0 0 7 0 | 7 | | | | | | | | | | | | | 7 | 60 | 8.41 | 59 |
| 5 | KLTE FM | 6AM-7PM 0 0 0 0 0 0 2 | 2 | | | | | | | | | | | | | 2 | 60 | 8.41 | 17 |
| | Totals | 6AM-10AM | 38 | | | | | | | | | | | | | 38 | | | 454 |
| | | Weekly Units | 38 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 38 | | | |
| | | Weekly Gross \$ | 454 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | 454 |

PLEASE NOTE TIME

| | | | | | |
|-----------------------|----------|--------------------|---------|------------|----------|
| Air Time Total Gross: | \$454.22 | Agency Commission: | \$68.13 | Total Net: | \$386.09 |
|-----------------------|----------|--------------------|---------|------------|----------|

| | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Qtr 4 2018 | Qtr 1 2019 | Qtr 2 2019 | Qtr 3 2019 | Total | Total Units |
|---------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------|------------|------------|------------|-------|-------------|
| KLTE FM | 0 | 454 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 454 | | | | 454 | 38 |
| Units | | 38 | | | | | | | | | | | 38 | | | | | 38 |

Estimate # 638
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.

Accepted for Salem Radio Network:

Accepted for Producer or Station:

Name _____ Title _____

DocuSigned by:
Pat Kulon

Sales Manager

Name
8FE5C95D29DD46C...
10/24/2018

Title

SK

Tammy Byrd

From: Pat Rulon
Sent: Thursday, October 25, 2018 3:33 PM
To: Tammy Byrd
Subject: FW: O'Laughlin for Missouri Senate District 18 EST 638 | Traffic | 10.29 - 11.4

We have their approval .

Thanks.

Pat Rulon

From: Charles Weber [mailto:cweber@salemreps.com]
Sent: Thursday, October 25, 2018 3:31 PM
To: Pat Rulon
Cc: Miranda Elliott
Subject: RE: O'Laughlin for Missouri Senate District 18 EST 638 | Traffic | 10.29 - 11.4

Change to 6a-7p thanks...but try your best to run it before 10a if possible

From: Pat Rulon <prulon@bottradionetwork.com>
Sent: Thursday, October 25, 2018 3:27 PM
To: Charles Weber <cweber@salemreps.com>
Cc: Miranda Elliott <melliott@bottradionetwork.com>
Subject: RE: O'Laughlin for Missouri Senate District 18 EST 638 | Traffic | 10.29 - 11.4

Can you authorize the Sunday changing the 6a-10a to 6a-7p also?

Thanks Charlie.

Pat Rulon

From: Charles Weber [mailto:cweber@salemreps.com]
Sent: Thursday, October 25, 2018 3:26 PM
To: Pat Rulon
Cc: Miranda Elliott
Subject: FW: O'Laughlin for Missouri Senate District 18 EST 638 | Traffic | 10.29 - 11.4

Pat, info that you have been waiting for, thanks

C

Charlie Weber

National Account Manager
Salem Media Reps
6400 N. Belt Line Rd., Suite 200
Irving, TX 75063
Office: 972-707-6880
Fax: 972-402-8200
Cell: 214-542-1807
Email: cweber@salemreps.com

Assistant: Alecia Zube
Email: azube@salemreps.com
www.salem.cc
www.salemmediareps.com
<image001.jpg>

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 |
|---|----------------------|

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 Rulow
Printed Name

Rejected
Sales mgr
Title

NAB Form PB-18 Issues

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

| Broadcast Length | Time of Day, Rotation or Package | Days | Class | Times per Week | Number of Weeks |
|------------------|----------------------------------|------|-------|----------------|-----------------|
| <i>Attached</i> | | | | | |

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.