

Sales Order

Stations: WFNN-AM, WJET-AM, WRKT-FM,
WTWF-FM, WXBB-FM
 Contract Name: ED SMITH/JUDGE/2019
 Contract#: (none)
 Start Date: 4/17/19 End Date: 5/21/19
 Revenue Type: Political Direct Type: Cash
 Advertiser: ED SMITH FOR JUDGE COMMITTEE
 Address: 305 West 6th Street
 City: Erie State: PA Zip: 16507
 Product Name: ED SMITH FOR JUDGE
 Competitive Code: POLITICAL - LOCAL

Buyer: _____
 Tax Schedule: _____ (None)
 Agency Commission %: 0
 Billing Cycle: Calendar
 Salesperson: 4410HOUSE Comm %: 12
 Makegood Policy: Within Contract Dates

WFNN-AM

| No | DATES | | Alt wks | TIMES | | LEN | DISTRIBUTION | | | | | | | RATE | TOTALS | | PTY | | |
|----|---------|---------|------------|---------|----------|-----|--------------|---|---|---|---|----|----|------|--------|-------|-----|--------|------|
| | START | END | | START | END | | M | T | W | T | F | SA | SU | | Per Wk | D/W | | SPOTS | \$\$ |
| 1 | 4/17/19 | 5/03/19 | | 6:00 AM | 10:00 AM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 12.75 | 13 | 165.75 | 3 |
| 2 | 5/06/19 | 5/21/19 | | 6:00 AM | 10:00 AM | 30 | 2 | 2 | 2 | 2 | 2 | | | 10 | D | 12.75 | 24 | 306.00 | 3 |

TOTAL GROSS \$471.75, NET \$471.75

WJET-AM

| No | DATES | | Alt wks | TIMES | | LEN | DISTRIBUTION | | | | | | | RATE | TOTALS | | PTY | | |
|----|---------|---------|------------|---------|----------|-----|--------------|---|---|---|---|----|----|------|--------|-------|-----|--------|------|
| | START | END | | START | END | | M | T | W | T | F | SA | SU | | Per Wk | D/W | | SPOTS | \$\$ |
| 1 | 4/17/19 | 5/03/19 | | 6:00 AM | 7:00 PM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 13.60 | 13 | 176.80 | 3 |
| 2 | 4/17/19 | 5/03/19 | | 6:00 AM | 10:00 AM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 15.30 | 13 | 198.90 | 3 |
| 3 | 4/17/19 | 5/03/19 | | 3:00 PM | 7:00 PM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 12.75 | 13 | 165.75 | 3 |
| 4 | 5/06/19 | 5/19/19 | | 6:00 AM | 7:00 PM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 18.70 | 10 | 187.00 | 3 |
| 5 | 5/06/19 | 5/21/19 | | 6:00 AM | 10:00 AM | 30 | 3 | 3 | 3 | 3 | 3 | | | 15 | D | 21.25 | 36 | 765.00 | 3 |
| 6 | 5/06/19 | 5/17/19 | | 3:00 PM | 7:00 PM | 30 | 2 | 2 | 2 | 2 | 2 | | | 10 | D | 17.00 | 20 | 340.00 | 3 |
| 7 | 5/20/19 | 5/20/19 | | 3:00 PM | 7:00 PM | 30 | 2 | | | | | | | 2 | D | 17.00 | 2 | 34.00 | 3 |

TOTAL GROSS \$1,867.45, NET \$1,867.45

WRKT-FM

| No | DATES | | Alt wks | TIMES | | LEN | DISTRIBUTION | | | | | | | RATE | TOTALS | | PTY | | |
|----|---------|---------|------------|---------|----------|-----|--------------|---|---|---|---|----|----|------|--------|-------|-----|--------|------|
| | START | END | | START | END | | M | T | W | T | F | SA | SU | | Per Wk | D/W | | SPOTS | \$\$ |
| 1 | 4/17/19 | 5/10/19 | | 6:00 AM | 10:00 AM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 25.50 | 18 | 459.00 | 3 |
| 2 | 4/17/19 | 5/10/19 | | 3:00 PM | 7:00 PM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 17.00 | 18 | 306.00 | 3 |
| 3 | 5/13/19 | 5/17/19 | | 6:00 AM | 10:00 AM | 30 | 2 | 2 | 2 | 3 | 2 | | | 11 | D | 25.50 | 11 | 280.50 | 3 |
| 4 | 5/13/19 | 5/17/19 | | 3:00 PM | 7:00 PM | 30 | 1 | 2 | 2 | 2 | 2 | | | 9 | D | 17.00 | 9 | 153.00 | 3 |
| 5 | 5/20/19 | 5/21/19 | | 6:00 AM | 10:00 AM | 30 | 2 | 2 | | | | | | 4 | D | 34.00 | 4 | 136.00 | 3 |
| 6 | 5/20/19 | 5/21/19 | | 3:00 PM | 7:00 PM | 30 | 2 | 2 | | | | | | 4 | D | 29.75 | 4 | 119.00 | 3 |

TOTAL GROSS \$1,453.50, NET \$1,453.50

WTWF-FM

| No | DATES | | Alt wks | TIMES | | LEN | DISTRIBUTION | | | | | | | | RATE | TOTALS | | PTY | |
|----|---------|---------|------------|---------|----------|-----|--------------|---|---|---|---|----|----|--------|------|--------|-------|--------|------|
| | START | END | | START | END | | M | T | W | T | F | SA | SU | Per Wk | | D/W | SPOTS | | \$\$ |
| 1 | 4/17/19 | 5/10/19 | | 6:00 AM | 10:00 AM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 17.00 | 18 | 306.00 | 3 |
| 2 | 4/17/19 | 5/10/19 | | 3:00 PM | 7:00 PM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 17.00 | 18 | 306.00 | 3 |
| 3 | 5/13/19 | 5/17/19 | | 6:00 AM | 10:00 AM | 30 | 2 | 2 | 2 | 2 | 3 | | | 11 | D | 17.00 | 11 | 187.00 | 3 |
| 4 | 5/13/19 | 5/17/19 | | 3:00 PM | 7:00 PM | 30 | 2 | 2 | 2 | 2 | 2 | | | 10 | D | 17.00 | 10 | 170.00 | 3 |
| 5 | 5/20/19 | 5/21/19 | | 6:00 AM | 10:00 AM | 30 | 2 | 2 | | | | | | 4 | D | 25.50 | 4 | 102.00 | 3 |
| 6 | 5/20/19 | 5/21/19 | | 3:00 PM | 7:00 PM | 30 | 2 | 2 | | | | | | 4 | D | 25.50 | 4 | 102.00 | 3 |

TOTAL GROSS \$1,173.00, NET \$1,173.00

WXBB-FM

| No | DATES | | Alt wks | TIMES | | LEN | DISTRIBUTION | | | | | | | | RATE | TOTALS | | PTY | |
|----|---------|---------|------------|---------|----------|-----|--------------|---|---|---|---|----|----|--------|------|--------|-------|--------|------|
| | START | END | | START | END | | M | T | W | T | F | SA | SU | Per Wk | | D/W | SPOTS | | \$\$ |
| 1 | 4/17/19 | 5/10/19 | | 6:00 AM | 10:00 AM | 30 | 1 | 1 | 1 | 1 | 1 | | | 5 | D | 21.25 | 18 | 382.50 | 3 |
| 2 | 5/13/19 | 5/17/19 | | 6:00 AM | 10:00 AM | 30 | 2 | 3 | 2 | 3 | 2 | | | 12 | D | 21.25 | 12 | 255.00 | 3 |
| 3 | 5/20/19 | 5/21/19 | | 6:00 AM | 10:00 AM | 30 | 2 | 2 | | | | | | 4 | D | 34.00 | 4 | 136.00 | 3 |

TOTAL GROSS \$773.50, NET \$773.50

Billing Projections: By Month

| | Apr 19 | May 19 |
|----|----------|----------|
| CA | 1,521.50 | 4,217.70 |
| ST | 1,217.20 | 4,522.00 |

Print Spot Prices

TOTAL SPOTS 307
 GROSS TOTAL \$ 5,739.20
 ADJUSTED SPOTS 307
 ADJUSTED TOTAL \$ 5,739.20

APPROVE DECLINE

- General Manager
- Sales Manager
- Business Manager
- Local Sales Manager

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:

WFNN-AM, WSEI-AM, WKRT-AM, WTWFFM, WXBBFM

Date:

April 15, 2019

I, Jerree Friend,
 being/on behalf of: Ed Smith for Judge Committee, a legally
 qualified candidate of the Republican / Democrat political
 party for the office of: Judge of common pleas
 in the May 21st Primary
 election to be held on: May 21, 2019
 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 30 second Commercials | S0/50 Split | | | | |

Total Charges:

See attached sales order

For programming that, in whole or in part, "communicates a message relating to any political matter of national importance," list the matters below:

[Empty box for listing matters of national importance]

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

Ed Smith for Judge Committee

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:

Vincent Halupczynski

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).

To Be Signed By Candidate or Authorized Committee

9/16/19
Date

[Signature]
Signature

To Be Signed By Station Representative

Accepted

Accepted in Part

Rejected

[Signature]
Signature

MICHAEL MALPEDI
Printed Name

GENERAL MGR.
Title