Rep Order# 6820378 **Ver#** 1 **Status** New **Traffic Order#** **Printed:** 06/04/2012 5:17 PM
EC'd No **Last Received:** 05/31/2012 10:39 AM
Showing Buylines: All Lines

Station WAVY-TV NORFOLK, VA.
Advertiser ( ) .HIRSCHBIEL FOR CONG
Product PAUL HIRSCHBIEL
Estimate# 1217
Buyer Maura Gilroy
Phone#
Fax#

Agency ( ) GMMB
1010 WISCONSIN AVE,S
SU.800, WASHINGTON, DC 20007
Agency C/P1/P2/E 106/113/1217
Flight Dates 09/18/2012 - 09/24/2012
Hiatus Weeks

Rep Firm
Sales Office ( ) PHILADELPHIA
Salesperson ( ) ANJIE BRADY

Salesperson Phone# 215-567-6005
Salesperson FAX# 215-567-5938

-- CONTRACT COMMENT --

SC=*

-- REMARKS --

THIS IS A NEW CONTRACT
TOTAL 13,100
PLS CONFIRM ASAP
THANKS,ANGELA

LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	1	TU-F	5A-6A	WAVY NEWS-5A<	:30	$100.00	09/18-09/21	2	1	2	$200.00	
	2	TU-F	6A-7A	WAVY NEWS-6A<	:30	$250.00	09/18-09/21	3	1	3	$750.00	
	3	TU-F	7A-9A	TODAY SHW<	:30	$250.00	09/18-09/21	2	1	2	$500.00	
	4	SU	8A-9A	SUN TODAY-NBC	:30	$175.00	09/23-09/23	1	1	1	$175.00	
	5	TU-F	9A-10A	TODAY SHW2-NBC	:30	$100.00	09/18-09/21	1	1	1	$100.00	
	6	TU-F	10A-11A	TODAY SHW3-NBC	:30	$75.00	09/18-09/21	1	1	1	$75.00	
	7	TU-F	12P-1P	WAVY NEWS10-NN<	:30	$50.00	09/18-09/21	1	1	1	$50.00	
	8	TU-F	2P-3P	DOCTORS<	:30	$50.00	09/18-09/21	1	1	1	$50.00	
	9	SU	9A-10A	MEET PRESS-SUN	:30	$100.00	09/23-09/23	1	1	1	$100.00	
	10	TU-F	4P-5P	ANDERSON<	:30	$100.00	09/18-09/21	1	1	1	$100.00	
	11	TU-F	5P-530P	WAVY NEWS10-5<	:30	$250.00	09/18-09/21	2	1	2	$500.00	

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LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	12	TU-F	530P-6P	WAVY10NWS-5.30<	:30	$250.00	09/18-09/21	2	1	2	$500.00	
	13	TU-F	6P-630P	WAVY NEWS10-6<	:30	$350.00	09/18-09/21	2	1	2	$700.00	
	14	TU-F	630P-7P	NBC NITELY NWS	:30	$500.00	09/18-09/21	2	1	2	$1,000.00	
	15	SA	6P-630P	WAVY NW10 SAT1	:30	$100.00	09/22-09/22	1	1	1	$100.00	
	16	TU-F	7P-730P	ENT TONIGHT 30<	:30	$200.00	09/18-09/21	1	1	1	$200.00	
	17	TU-F	730P-8P	INSIDER<	:30	$200.00	09/18-09/21	1	1	1	$200.00	
	18	M	10P-11P	ROCK CENTER	:30	$400.00	09/24-09/24	1	1	1	$400.00	
	19	W	9P-10P	ROCK-WLLMS-NBC	:30	$500.00	09/19-09/19	1	1	1	$500.00	
	20	F	10P-11P	DATELINE	:30	$300.00	09/21-09/21	1	1	1	$300.00	
	21	TU-F	11P-1135P	WAVY NEWS10-11<	:30	$350.00	09/18-09/21	3	1	3	$1,050.00	
	22	SA	11P-1130P	WAVY NEWS10-11	:30	$550.00	09/22-09/22	1	1	1	$550.00	
	23	TU-F	1135P-1235A	TONITE SHW-NBC<	:30	$100.00	09/18-09/21	2	1	2	$200.00	
	24	SU	815P-1130P	NFL ON NBC SUNDAY NIGHT FOOTBALL	:30	$1,800.00	09/23-09/23	1	1	1	$1,800.00	
	25	M	5A-6A	WAVY NEWS-5A<	:30	$100.00	09/24-09/24	1	1	1	$100.00	
	26	M	6A-7A	WAVY NEWS-6A<	:30	$250.00	09/24-09/24	1	1	1	$250.00	
	27	M	7A-9A	TODAY SHW<	:30	$250.00	09/24-09/24	1	1	1	$250.00	

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LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	28	M	12P-1P	WAVY NEWS10-NN<	:30	$50.00	09/24-09/24	1	1	1	$50.00	
	29	M	2P-3P	DOCTORS<	:30	$50.00	09/24-09/24	1	1	1	$50.00	
	30	M	4P-5P	ANDERSON<	:30	$100.00	09/24-09/24	1	1	1	$100.00	
	31	M	5P-530P	WAVY NEWS10-5<	:30	$250.00	09/24-09/24	1	1	1	$250.00	
	32	M	530P-6P	WAVY10NWS-5.30<	:30	$250.00	09/24-09/24	1	1	1	$250.00	
	33	M	6P-630P	WAVY NEWS10-6<	:30	$350.00	09/24-09/24	1	1	1	$350.00	
	34	M	630P-7P	NBC NITELY NWS	:30	$500.00	09/24-09/24	1	1	1	$500.00	
	35	M	7P-730P	ENT TONIGHT 30<	:30	$200.00	09/24-09/24	1	1	1	$200.00	
	36	M	730P-8P	INSIDER<	:30	$200.00	09/24-09/24	1	1	1	$200.00	
	37	M	11P-1135P	WAVY NEWS10-11<	:30	$350.00	09/24-09/24	1	1	1	$350.00	
	38	M	1135P-1235A	TONITE SHW-NBC<	:30	$100.00	09/24-09/24	1	1	1	$100.00	

--REPORT TOTALS---

Report Totals: 49 / $13,100.00

--SALES MONTHLY TOTALS--

Sep 12: 49 / $13,100.00

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Sales Totals: 49 / $13,100.00
Station Totals: 49 / $13,100.00
Lines not sent/rcld/rtrn: 0 / $0.00

--COMPETITIVE---

Market Totals	$52,400	CATV	0%	WAVY	25%	WGNT	2%	WPXV	0%	WTKR	31%		
		WTVZ	2%	WVBT	12%	WVEC	28%						

--COMPETITIVE COMMENTS---

COMPETITIVE IS ESTIMATED

Books NOV10, MAY11, ENOV11
Demos RA35+

-- CREDIT RISK ---

CASH IN ADVANCE