

FILED/ACCEPTED

OCT 29 2008

Federal Communications Commission
Office of the Secretary

Before the
Federal Communications Commission
Washington D.C. 20554

In the Matter of

Amendment of Section 73.622(i) of
the Commission's Rules,
DTV Table of Allotments
(Flagstaff, Arizona)

MB Docket No. 08-110

RM No. 11453

To: Office of the Secretary, Federal Communications Commission
Attn: Chief, Media Bureau

FURTHER SUPPLEMENT TO PETITION FOR RULEMAKING

Multimedia Holdings Corporation ("MHC"), the licensee of KNAZ-DT, Flagstaff, Arizona (Fac. ID No. 24749) ("KNAZ" or the "Station"), by its attorneys, hereby submits this further supplement (the "Further Supplement") to both its June 20, 2008 Petition for Rulemaking in the above-referenced proceeding (the "Petition")¹ and its September 22, 2008 Supplement thereto (the "Supplement").² The Petition asks the Commission to modify the DTV Table of Allotments contained in Section 73.622(i) of the Commission's rules (the "DTV Table")³ to allow KNAZ to continue operating its currently-licensed, 283 kilowatt channel 22 DTV facility after the DTV transition.⁴ This

¹ *In the Matter of Amendment of Section 73.622(i) of the Commission's Rules, DTV Table of Allotments (Flagstaff, Arizona), RM-11453, Petition for Rulemaking (June 20, 2008).*

² *In the Matter of Amendment of Section 73.622(i) of the Commission's Rules, DTV Table of Allotments (Flagstaff, Arizona), RM-11453, Supplement to Petition for Rulemaking (September 22, 2008).*

³ See 47 C.F.R. § 73.622(i).

⁴ See generally Petition, Supplement. See also FCC File No. BLCDDT-20070119AAN.

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Further Supplement, including the attached engineering statement of Richard Mertz,⁵ further demonstrates the important public interest benefits of the KNAZ-DT buildout plan set forth in the Petition. In addition, this pleading responds to specific inquiries from FCC staff concerning other potential DTV buildout options, such as translators, boosters and DTS technology, the anticipated cost of implementing those options, and the location of viewers that might lose service as a result of grant of the Petition (*i.e.*, the predicted population losses).

To respond fully to the staff's inquiry, MHC conducted an analysis of the precise location of populated areas, showing, on a granular level, the location of viewers throughout the market. The figures in Exhibit A show the location of viewers by color-coded population centroids, which reflect aggregations of viewers as small as 0-2 (black dots) and as large as 500 and up (red dots).⁶ The locations of the population centroids were then evaluated to determine with a high degree of precision those located in areas that (a) currently receive over-the-air analog service, and (b) will continue to receive over-the-air digital service from the facility proposed in the Petition.⁷

⁵ See Exhibit A.

⁶ Enlarged maps of the Prescott and Payson areas have been provided, showing the location of the population in those areas. In addition, a pdf version of this Further Supplement has been provided to staff to permit enlargement of the maps for closer inspection. Enlargement to 800 percent, or greater, allows a micro-examination of the data and readily displays the color coding of the centroids.

⁷ The same color coding has been used in the figures in Exhibit A as was used in figures submitted with the September 22 Supplement. Specifically, based on a 2-kilometer grid, the base map displays areas that do not currently receive over-the-air analog service in *blue*. Those that do not receive over-the-air digital service from the proposed facility are displayed in *green*. Viewers that comprise the predicted population loss are those represented by centroids located in the *green areas*. Centroids located in white areas are those that currently receive over-the-air analog service and will continue to receive over-the-air digital service post-transition from the Station's current channel 22 DTV facility.

To respond further to the staff's inquiry, MHC evaluated the cost of implementing alternative buildout techniques. The results are provided in Exhibit B. The cost of installing boosters and/or translators is based on the actual 2005 experience of constructing a translator for a co-owned television station in Bangor, Maine. Today's costs may be somewhat higher. The cost of constructing a megawatt channel 22 facility with parameters equivalent to those allotted to KNAZ in the initial DTV Table of Allotments is based on current quotes from Harris Corporation. MHC anticipates that the cost of implementing DTS technology would mirror the cost of constructing several translator/booster facilities throughout the market.⁸ These alternatives, and the feasibility of deploying them, are discussed in Section IV.

It is clear, upon review of the additional data obtained in response to the staff's inquiries, that grant of the relief requested in the Petition will serve the public interest and that KNAZ's *only* viable option for completing its DTV buildout is to continue operating its current channel 22 DTV facility after the transition.⁹ Such operation will allow KNAZ to continue serving significant populated areas, including some that do not receive any other over-the-air major network programming.¹⁰ Moreover, the potential loss of

⁸ See Exhibit B (detailing costs associated with alternate buildout and delivery options).

⁹ See Sections I and IV, *infra* (discussing various alternative buildout options and showing that the economic realities of KNAZ's operating history prohibit further investment).

¹⁰ See Section II, *infra* (showing that the station provides unique over-the-air programming to significant portions of the market unserved by any of the other major networks).

over over-the-air service would be minimal.¹¹ MHC therefore respectfully requests that the Commission grant the relief requested in the Petition.

I. KNAZ's Financial Condition Limits the Station's Ability to Expend Capital on its DTV Buildout

KNAZ, an NBC affiliate, operates as a satellite of co-owned KPNX(TV), Mesa (Phoenix), Arizona. It is the only full power major network affiliate serving the Flagstaff market. Because it is economically very difficult to operate a full-power facility in such a small market, the other major networks have elected to provide TV translator or LPTV service only to certain significant population centers in and around Flagstaff.¹² This approach is certainly less expensive, but it also results in significantly less coverage of the Flagstaff market.

Because KNAZ operates as a full-power station, its financial situation is precarious at best. As set forth in materials previously submitted to the Commission under a request for confidentiality, the Station has sustained significant losses every year for the past 11 years and has lost an average of \$400,000 during each of the last 3 years. KNAZ's DTV buildout plan must take the economic realities of the Flagstaff market and the financial condition of the station itself into account.¹³ Those realities preclude further

¹¹ See Section III, *infra* (showing that over-the-air service to population centroids located in areas served by the existing Prescott and Payson translators, which carry the programming of KNAZ's parent station, KPNX in Phoenix, *significantly* reduces the "losses" stated in the September 22 Supplement).

¹² See Petition at 2, 4; Supplement at 2.

¹³ See Petition at 2, 4; Supplement at 2; Letter from Marnie K. Sarver to Marlene H. Dortch, dated June 20, 2008.

investments, particularly those of significant magnitude, and particularly in the current economic climate.¹⁴

II. The DTV Buildout Plan Set Forth in the Petition Will Allow KNAZ to Continue to Provide Full Power Major Network Service to the Flagstaff Area, Including Populated Areas Ignored by the Other Major Networks

The DTV buildout plan set forth in the Petition provides an economically feasible way for KNAZ to continue to serve the Flagstaff area after the transition without undertaking unjustifiable capital expenditures.¹⁵ Exhibit A, Figure 1 illustrates the coverage of both the Station's current analog facility and the DTV facility specified in the Petition, along with population centroids derived from the 2000 U.S. Census. As the figure shows, the station's current DTV facility provides over the air service to numerous population centers – especially to the east and southeast of Flagstaff – that receive little or no service from TV translator facilities deployed by the other major networks. These communities include towns like Leupp and Ditzon. KNAZ also provides over-the-air service to the community of Heber-Overgaard and, importantly, to approximately 8,600 Native Americans living in the Navajo Nation and Hopi Indian Reservation to the northeast of Flagstaff. As Figure 1 plainly shows, the population in these areas is broadly distributed over vast areas, and there are no population centers large enough to warrant service by translators. Therefore, while the other major networks leave much of the Flagstaff environs without over-the-air service, the proposed KNAZ DTV facility

¹⁴ See, e.g., Petition at 2-4; Supplement at 2.

¹⁵ See generally Petition, Supplement.

blankets the Flagstaff area and reaches many over-the-air viewers that the other major networks leave behind.¹⁶

III. Only a Minimal Loss of Service Will Result from KNAZ Operating its Current DTV Facility After the Transition

The Supplement states that approximately 7,030 people – or 2.6 percent of the population within the Station’s analog Grade B contour – would potentially lose service as a result of the DTV buildout plan set forth in the Petition.¹⁷ The in-depth analysis of population distribution and centroid data reveals that in fact the “loss” number is substantially smaller than 7,030. The actual loss, after considering over-the-air translator service, in addition to cable and satellite services, is only 4,147 persons – or *1.5 percent* of the total analog population.¹⁸ Moreover, as Figure 1 shows, with the exception of Prescott and Prescott Valley, and the Payson/Sun Valley area, the loss is broadly dispersed throughout the service area, not concentrated in any specific area where, for example, a translator might provide over-the-air service.¹⁹

Figures 2 and 3 are enlarged views of the southeastern and southwestern sections of the KNAZ service area. They specifically detail the location of population centroids in the areas in and around Prescott and Payson.²⁰ In both these areas, the same programming that is carried on KNAZ also is carried on television translators associated

¹⁶ See Exhibit A at 3 and Figure 1

¹⁷ See Supplement at 7-8 and Exhibit A, Figure 8, Table I. The relevant analysis takes into account viewers who will continue to receive the Station via cable and/or satellite.

¹⁸ See Exhibit A at 2 and Figure 5.

¹⁹ See *id.*, Figure 1

²⁰ See *id.*, Figures 2 and 3.

with KNAZ's parent station, KPNX in Mesa/Phoenix.²¹ The predicted population losses depicted on Figures 2 and 3 consist of population centroids located in the *green* blocks. Analysis shows that the significant concentrations of population in both these areas are either already served by the translators in those areas or are unserved currently (due to terrain blockage) and would *remain* unserved even if KNAZ were to build out a full megawatt facility.²²

The Prescott and Prescott Valley area reflects both of these phenomena. Figure 2 shows that the significant concentrations of population centroids are clustered in an area around Prescott and in three clusters in Prescott Valley, to the southwest and to the southeast, toward Dewey-Humboldt. As can readily be seen, a large cluster of centroids in the Prescott area, comprising a total population of 23,389 persons, is encompassed within the service contour of the existing Prescott translator, K06AE. In the area east and northeast of the K06AE contour, there are only highly dispersed centroids of population that do not lend themselves readily to service by a single translator facility.²³

With respect to the centroids in the Prescott Valley area, MHC conducted a study to determine whether a full-power megawatt facility would provide over-the-air service to those viewers. The answer is that it would not. Figure 3 demonstrates the fact that all three population centers lie wholly within areas that would remain unserved by channel 22 even if it were operating at a full megawatt.²⁴ To charge this as a "loss" to KNAZ is inequitable and unwarranted, and to require the Station to invest the considerable capital

²¹ See Supplement at 5, 8.

²² See Exhibit A, Figures 2, 3, and 4.

²³ See *id.* at 2 and Figures 2 and 5.

²⁴ See *id.*, Figure 3.

required to serve these areas with translators or boosters would be unjustified. The fact that these areas fail to receive service today, due to the rugged terrain, is clearly reflected in the fact that the cable/satellite penetration level in the county exceeds 90 percent,²⁵ which confirms that viewers have taken steps already to mitigate real world losses in the Prescott and Prescott Valley area.

A similar situation exists in Payson. Figure 4 displays the area where the population centroids are located. As in Prescott, the populated area around Payson lies wholly within the contour of low power television station KPSN-LP. In fact, there are virtually *no* centroids anywhere beyond the KPSN-LP contour, in the green-shaded so-called loss area.²⁶ There is therefore, no basis to penalize KNAZ for green areas of “loss” here, since there is little, if any, population in those areas. Likewise in the Heber-Overgaard area, a very few viewers (approximately 21) would potentially lose service. The vast majority of these viewers currently receives KNAZ over-the-air service (the only network service they receive), and these viewers will continue to receive service post-transition. Cable/satellite penetration in the county, in addition, is 94.6 percent – reducing the impact to just 2 people.²⁷

FCC staff has specifically inquired about potential over-the-air service loss in the communities of Black Canyon City and Heber-Overgaard. The latter is addressed immediately above. In Black Canyon City, in fact, there will be *no loss at all*, because

²⁵ See *id.*, Figure 5.

²⁶ See *id.*, Figure 4.

²⁷ See *id.* at 3 and Figures 1 and 5.

the community's residents currently do not receive an over-the-air signal from KNAZ's analog facility.²⁸

Finally, MHC conducted an examination of potential over-the-air service losses in other communities outside of the Station's predicted DTV service contour and within the Grade B contour. The study yielded similar results. In Young and Ditkon – communities on the fringe of the Station's analog Grade B contour – the potential over-the-air service losses are 75 and 60 persons, respectively. However, cable/satellite penetration rates of 96.2 percent in Young and 94.6 percent in Ditkon substantially reduce these figures (to 3 and 4 persons, respectively). In Cameron, 174 people would potentially lose over-the-air service, but the 82 percent MVPD penetration rate reduces the impact to just 32 people.²⁹ Clearly, each of these potential over-the-air service losses is minimal and fails to justify the considerable expense of alternative buildouts, as discussed below. Conversely, the substantial public interest benefits that will flow from continued operation of the Station's current channel 22 DTV facility amply justifies grant of the Petition.

IV. Other DTV Buildout Options for KNAZ Are Not Feasible

The FCC staff has asked the Station to explore and address other potential DTV buildout options. None of these options is feasible. As shown in Exhibit B, it would cost approximately \$1,700,000 to build out the current channel 22 DTV facility to a megawatt.³⁰ The economic realities of the Station and the Flagstaff market cannot support such an expenditure. This is especially true in light of the fact that a 1 megawatt

²⁸ See *id.* at 3 and Figure 1.

²⁹ See *id.* at 3 and Figures 1 and 5.

³⁰ See Exhibit B.

DTV facility will still leave large, terrain-blocked areas within the station's analog Grade B contour unserved. For example, this power increase would do little to remedy the potential service loss in and around Prescott Valley and Dewey-Humbolt.³¹

Neither is it feasible to deploy new TV translators or boosters in an attempt to serve populated areas that might lose over-the-air service when the Station continues to operate its current DTV facility post-transition. KNAZ would need to deploy numerous such facilities in widely dispersed locations to serve all of the relevant populations. It is unlikely that the Station could find suitable transmitter sites for all of the required stations. Moreover, each of these TV translator and booster facilities would likely cost between \$50,000 and \$100,000.³² Given the economic state of the Station and the Flagstaff market, along with the fact the each such facility would serve only a small number of people, these large expenditures simply cannot be economically justified.³³

* * * * *

³¹ See Exhibit A, Figures 2 and 3.

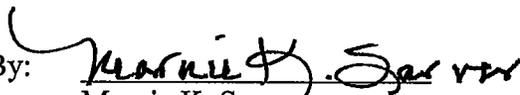
³² See Exhibit B.

³³ KNAZ has not, however, given up on the possibility of providing service to some of the unserved areas. For example, in the future, it may be possible for the station to move its current TV translator at Prescott so that it provides a signal to some of the unserved areas in and around Prescott Valley. The Station is prepared to explore this possibility. Similarly, the Station is willing to investigate the feasibility of using Distributed Transmission System technology to better reach terrain-blocked areas in the future. However, MHC currently believes that the cost of implementing DTS technology would mirror the cost of constructing several translator/booster facilities throughout the market which, as discussed above, would be economically prohibitive.

The DTV buildout plan set forth in the Petition is a practical, doable response to the unanticipated failure of the channel 2 antenna which MHC planned to use for its DTV buildout of KNAZ.³⁴ It is the Station's only viable option for completing the digital transition given the economic realities under which the Station operates and the nature of the surrounding terrain. Moreover, the proposed facility, which is fully constructed, licensed and operating, blankets the Flagstaff area, providing service to many areas and thousands of viewers that are largely ignored by the other major networks, and continued operation of this facility would result in only a *de minimis* loss in over-the-air service. MHC therefore respectfully requests that the Commission modify the DTV Table to allow KNAZ to continue operating its currently-licensed, 283 kilowatt channel 22 DTV facility after the transition.

Respectfully Submitted,

MULTIMEDIA HOLDINGS CORPORATION

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Dated: October 29, 2008

³⁴ See Petition at 2-3, 5-6, Supplement at 2-3.

EXHIBIT A – ENGINEERING STATEMENT OF RICHARD MERTZ

Engineering Statement
REQUEST FOR CHANGE IN DTV CHANNEL
prepared for
Multimedia Holdings Corporation
KNAZ-TV Flagstaff, Arizona
Facility ID 24749
Ch. 22 283 kW (MAX-DA) 465 m

Multimedia Holdings Corporation ("Multimedia") is the licensee of analog television station KNAZ-TV, Channel 2, Flagstaff, Arizona (BLCT-19811006KM) and is currently authorized to operate the paired pre-transition digital television facility for KNAZ-TV on Channel 22 (see BLCDT-20070119AAN). *Multimedia* also holds a construction permit for a post-transition DTV operation on Channel 2 (see BPCDT-20080417AAB) but now proposes herein to modify its final DTV allotment facility from Channel 2, as established by the Commission¹, to specify Channel 22 as its final post-transition Channel using the facilities in the existing licensed pre-transition facility.

Commission Staff has expressed concern that viewers within the KNAZ analog predicted Grade B contour would no longer receive off-the-air service from the proposed KNAZ digital Channel 22 operation. The area surrounding the KNAZ transmitter site is in a mountainous portion of the State of Arizona. The Commission's standard propagation method ("curves") is based on terrain features between 3.2 and 16.1 km (2 and 10 miles) from the transmitter site. Using the "curves" in a region that has very flat terrain features, coverage is understated. Conversely, in a mountainous region, the "curves" tend to overstate the coverage when there are mountains outside the height above average terrain annulus. Thus, when the terrain extremes are considered, actual coverage by the analog KNAZ may be somewhat less than that within the predicted Grade B contour.

Since the "curves" are not a reliable prediction of actual coverage in a mountainous area, an alternative propagation method can be employed. In this case, a computer program based on the Commission's OET Bulletin 69 ("OET-69") Longley-Rice propagation method was employed in preparing the attached **Figures 1 to 4**. The graphical output from the computer

¹ See *Memorandum Opinion And Order On Reconsideration Of The Seventh Report And Order And Eighth Report And Order, In the Matter of Advanced Television Systems and Their Impact Upon the Existing Television Broadcast Service*, MB Docket No. 87-268, FCC 08-72, released March 6, 2008.

Engineering Statement

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program is displayed in the maps. Also provided are the 2000 Census population centroids which have been color coded according to the number of persons.

For **Figures 1 to 4**, the blue tinted blocks (or cells) are those locations where the OET-69 study predicted no coverage (or from interference) to the analog Channel 2 signal. Likewise, the green tinted blocks (or cells) in **Figures 1, 2, and 4** depict the areas of no coverage or interference for the proposed Channel 22 facility. In **Figure 3**, the cyan tinted blocks (or cells) are those locations where there is no coverage or interference for a Channel 22 facility operating at the maximum 1000 kW effective radiated power. **Figure 4** is similar to **Figures 1 and 2**, except the conditions near Payson, Arizona are depicted.

The maps also highlight the use of TV translator station K06AE, Prescott, AZ and low power television station KPSN-LP, Payson, AZ which provides the same programming as KNAZ within the KNAZ analog Grade B contour². The two low power television stations were constructed to provide coverage in those areas where KNAZ's analog facility is predicted to have coverage but in reality does not. Further, Nielsen Cable/ADS penetration data shows a high percentage of homes use cable or satellite in areas predicted to have (curves-based) off-air analog service from KNAZ, suggesting that off-air reception of KNAZ in these areas is not achievable. **Figure 5-Table 1** provides the calculation of potential service loss. As shown in **Figure 5-Table 1**, 23,389 persons that are predicted not to receive coverage from the proposed KNAZ Channel 22 digital facility are located within the (curves-based) coverage contour of the K06AE translator. Likewise, 14,923 persons that are predicted not to receive coverage from the proposed KNAZ digital facility are located within the (curves-based) coverage contour of the KPSN-LP low power television facility.

Looking at other potential areas of concern to Commission Staff, provided below is a detailed summary of the change in population between the current KNAZ analog facility and the proposed KNAZ digital operation.

² Like KNAZ, both of these low power television stations rebroadcast NBC programming from co-owned and simultaneously programmed KPXX, Mesa, AZ.

Engineering Statement

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| <u>Location</u> | <u>Total Census Boundary Population (2000 Census)</u> | <u>Existing KNAZ Analog Coverage (2000 Census)</u> | <u>Proposed KNAZ Digital Coverage (2000 Census)</u> | <u>Difference Analog to Digital (2000 Census)</u> |
|--|---|--|---|---|
| Hopi and Navajo Native American Reservations | 8,922 | 8,873 | 8,606 | -267 |
| Heber-Overgaard, AZ | 2,694 | 2,694 | 2,673 | -21 |
| Black Canyon City, AZ | 2,672 | 100 | 100 | 0 |
| Young, AZ | 561 | 330 | 255 | -75 |
| Ditkon, AZ | 1,256 | 1,256 | 1,196 | -60 |
| Cameron, AZ | 978 | 978 | 804 | -174 |

Conclusion

As proposed herein, a change in the digital allotment for KNAZ-TV to remain on its pre-transition channel permits continued uninterrupted digital service to Flagstaff. Areas currently receiving off-air service via cable, satellite, or low power television stations will continue to do so.

Certification

The undersigned hereby certifies that the foregoing statement and exhibits were prepared by him or under his direction, and that it is true and correct to the best of his knowledge and belief. Mr. Mertz is a principal in the firm of *Cavell, Mertz & Associates, Inc.*, holds a Bachelor of Science degree from Oglethorpe University, and has submitted numerous engineering exhibits to the Federal Communications Commission. His qualifications are a matter of record with that agency.



Richard H. Mertz
October 28, 2008

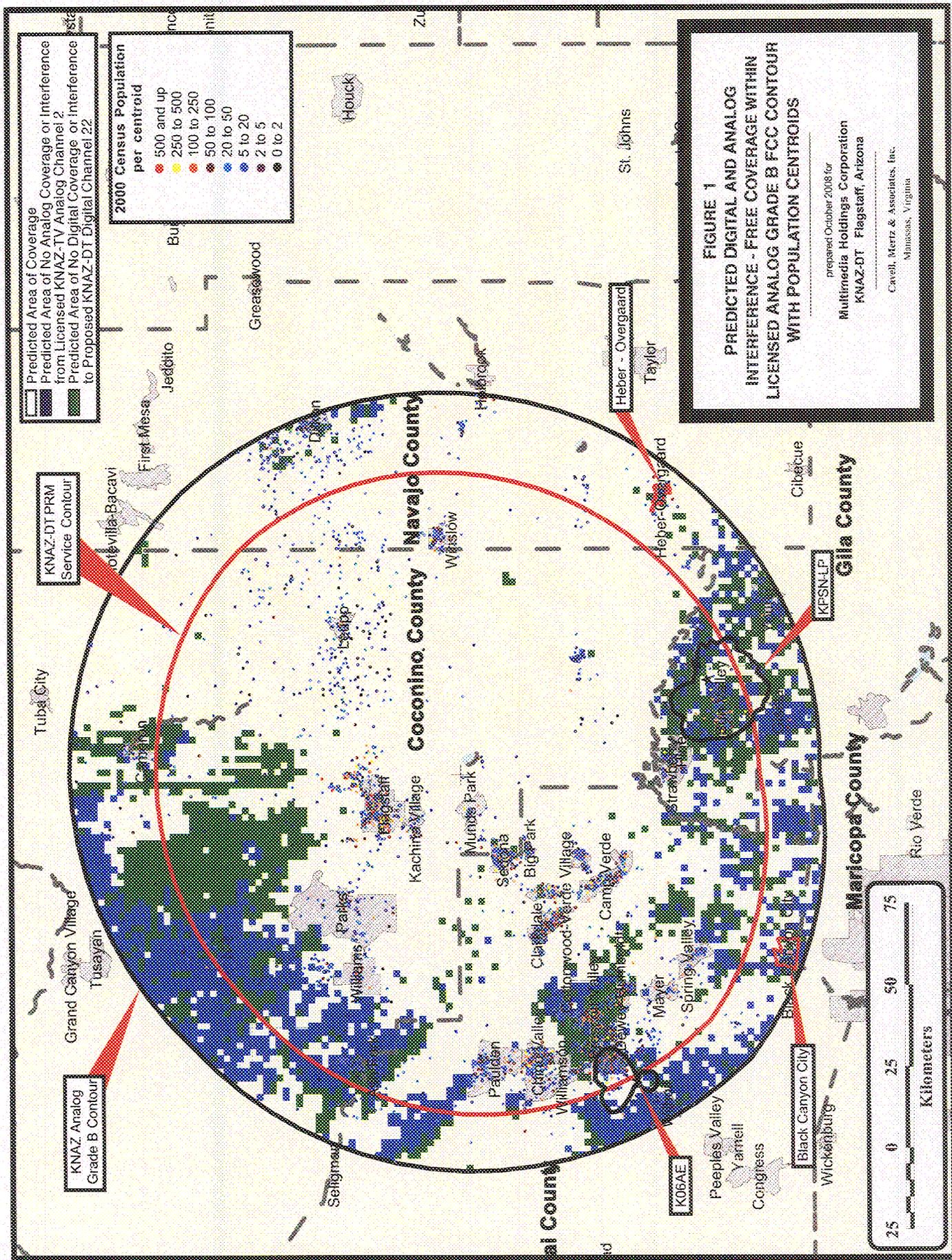
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Engineering Statement

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Attachments

- Figure 1 Predicted Digital and Analog Interference-Free Coverage
- Figure 2 Predicted Digital and Analog Interference-Free Coverage (Prescott Detail)
- Figure 3 Predicted Digital and Analog Interference-Free Coverage (Prescott Detail
With Channel 22 1000 kW ERP facility)
- Figure 4 Predicted Digital and Analog Interference-Free Coverage (Payson Detail)
- Figure 5 Table 1 - Calculation of Potential Service Loss



Predicted Area of Coverage
 Predicted Area of No Analog Coverage or Interference from Licensed KNAZ-TV Analog Channel 2
 Predicted Area of No Digital Coverage or Interference to Proposed KNAZ-DT Digital Channel 22

2000 Census Population per centroid
 ● 500 and up
 ● 250 to 500
 ● 100 to 250
 ● 50 to 100
 ● 20 to 50
 ● 5 to 20
 ● 2 to 5
 ● 0 to 2

FIGURE 1
PREDICTED DIGITAL AND ANALOG INTERFERENCE - FREE COVERAGE WITHIN LICENSED ANALOG GRADE B FCC CONTOUR WITH POPULATION CENTROIDS
 prepared October 2008 for
 Multimedia Holdings Corporation
 KNAZ-DT Flagstaff, Arizona
 Caveil, Mertz & Associates, Inc.
 Manassas, Virginia

25 0 25 50 75
 Kilometers

FIGURE 2
PREDICTED DIGITAL AND ANALOG
INTERFERENCE - FREE COVERAGE WITHIN
LICENSED ANALOG GRADE B FCC CONTOUR
WITH POPULATION CENTROIDS
NEAR PRESCOTT VALLEY, ARIZONA

prepared October 2008 for
 Multimedia Holdings Corporation
 KNAZ-DT Flagstaff, Arizona
 Cavell, Mertz & Associates, Inc.
 Manassas, Virginia

Predicted Area of Coverage
 Predicted Area of No Analog Coverage or Interference
 from Licensed KNAZ-TV Analog Channel 22
 Predicted Area of No Digital Coverage or Interference
 to Proposed KNAZ-DT Digital Channel 22

2000 Census Population
 per centroid

| | |
|---|------------|
| ● | 500 and up |
| ● | 250 to 500 |
| ● | 100 to 250 |
| ● | 50 to 100 |
| ● | 20 to 50 |
| ● | 5 to 20 |
| ● | 2 to 5 |
| ● | 0 to 2 |

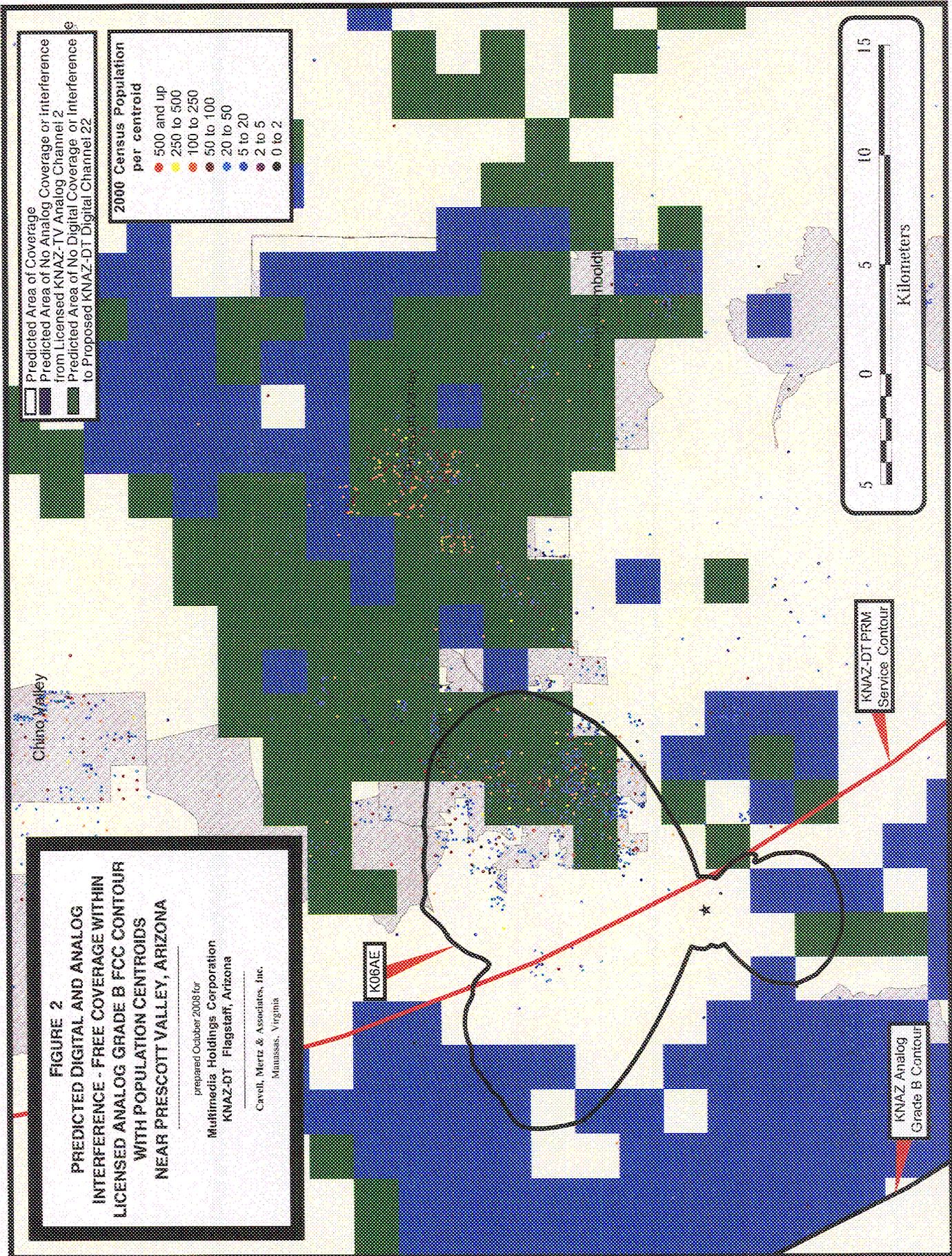
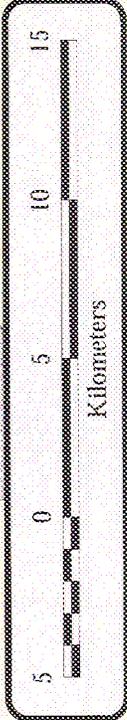


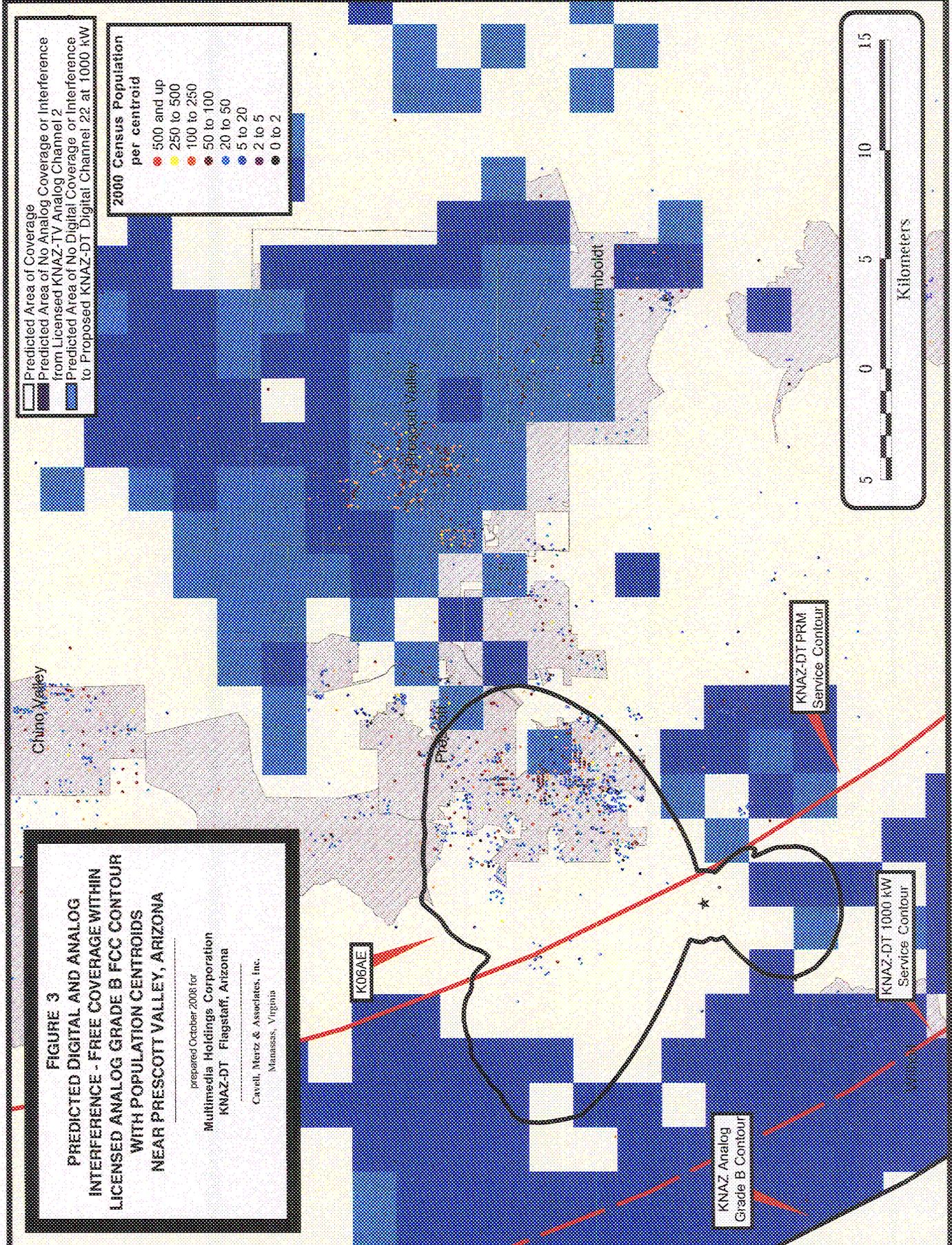
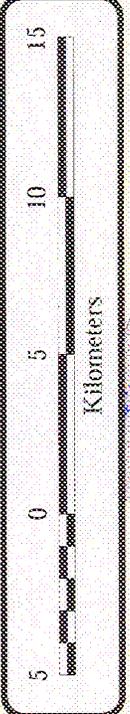
FIGURE 3
PREDICTED DIGITAL AND ANALOG
INTERFERENCE - FREE COVERAGE WITHIN
LICENSED ANALOG GRADE B FCC CONTOUR
WITH POPULATION CENTROIDS
NEAR PRESCOTT VALLEY, ARIZONA

prepared October 2008 for
 Multimedia Holdings Corporation
 KNAZ-DT Flagstaff, Arizona
 Cavell, Metz & Associates, Inc.
 Manassas, Virginia

Predicted Area of Coverage
 Predicted Area of No Analog Coverage or Interference
 from Licensed KNAZ-TV Analog Channel 22
 Predicted Area of No Digital Coverage or Interference
 to Proposed KNAZ-DT Digital Channel 22 at 1000 kW

2000 Census Population
 per centroid

- 500 and up
- 250 to 500
- 100 to 250
- 50 to 100
- 20 to 50
- 5 to 20
- 2 to 5
- 0 to 2



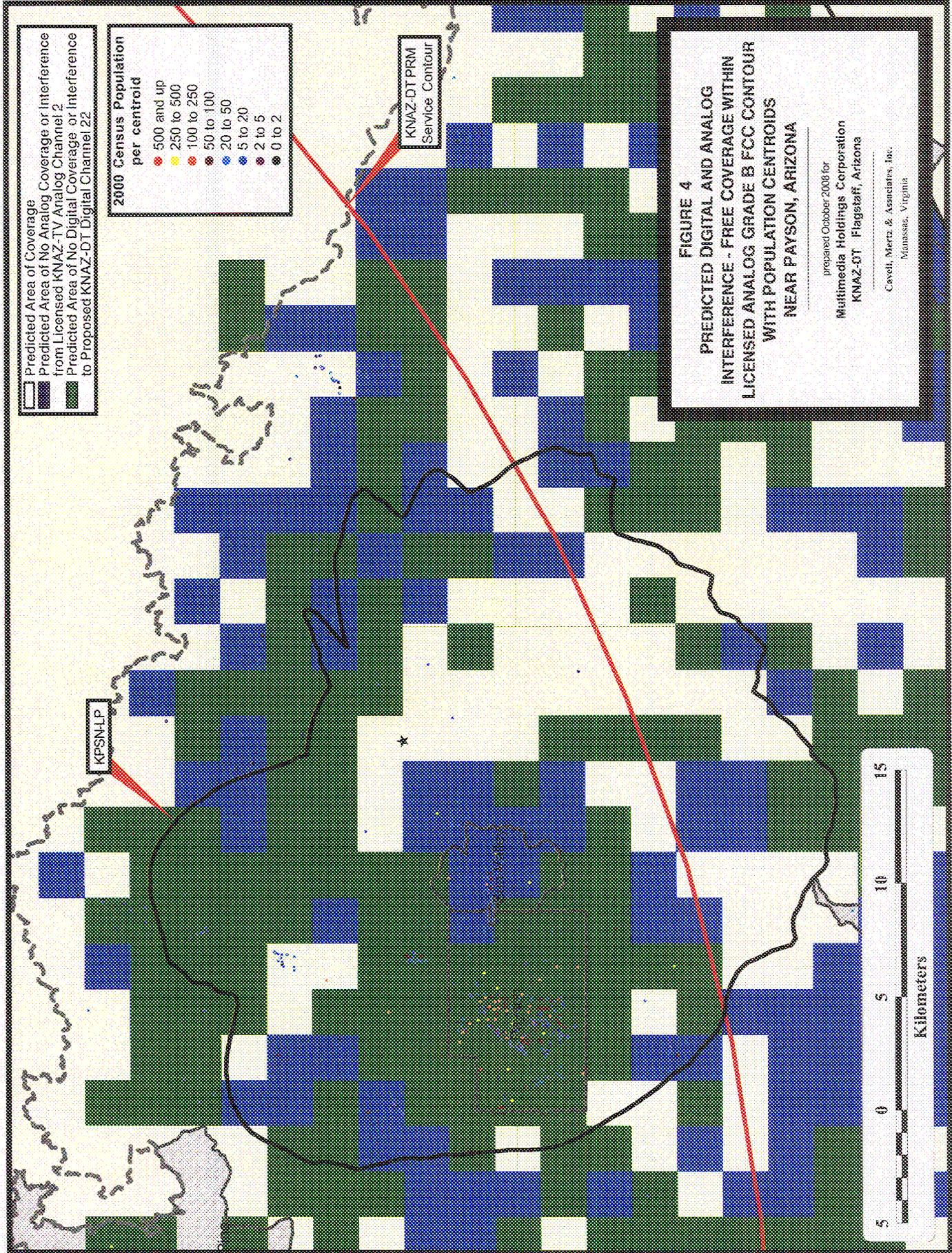


Figure 5 - Table 1
Calculation of Potential Service Loss
 (Within Predicted Grade B Contour)

| | | |
|----------|---|---------|
| A | Population within KNAZ predicted Grade B contour receiving interference-free, over-the-air signal from KNAZ licensed analog facility | 274,374 |
| B | Population within KNAZ predicted Grade B contour receiving interference-free, over-the-air signal from KNAZ licensed channel 22 digital facility | 194,040 |
| C | Population within KNAZ predicted Grade B contour receiving interference-free, over-the-air signal from KNAZ licensed analog facility but not from KNAZ licensed channel 22 digital facility [A - B] | 80,334 |

Breakdown of **C**, by county:

| | | |
|----------|----------|--------|
| D | Coconino | 1,087 |
| E | Gila | 16,249 |
| F | Maricopa | 0 |
| G | Navajo | 433 |
| H | Yavapai | 62,565 |

LPTV and TV Translator coverage figures:

| | | |
|-----------|---|--------|
| E' | Population in E that is served by KPSN-LP | 14,923 |
| H' | Population in H that is served by K06AE | 23,389 |

Corrections for TV translator and LPTV coverage:

| | | |
|------------|---|--------|
| E'' | E, corrected for coverage from KPSN-LP [E-E'] in Gila County | 1,326 |
| H'' | H, corrected for coverage from K06AE [H-H'] in Yavapai County | 39,176 |

Cable / Satellite / Alternative Delivery System penetration, by county (adapted from the Nielsen Company 2007 - 2008 Universe Estimates):

| | | |
|----------|----------|-------|
| I | Coconino | 82.0% |
| J | Gila | 96.2% |
| K | Maricopa | 83.3% |
| L | Navajo | 94.6% |
| M | Yavapai | 90.1% |

Population that actually would lose service after the transition, by county:

| | | |
|----------|-------------------------|-------|
| N | Coconino [D * (1 - I)] | 196 |
| O | Gila [E'' * (1 - J)] | 50 |
| P | Maricopa [F * (1 - K)] | 0 |
| Q | Navajo [G * (1 - L)] | 23 |
| R | Yavapai [H'' * (1 - M)] | 3,878 |

| | | |
|----------|--|-------|
| S | Population within KNAZ predicted Grade B contour that actually would lose service after the transition [N + O + P + Q + R] | 4,147 |
| T | Percentage of population within KNAZ predicted Grade B contour that actually would lose service after the transition [S / A] | 1.5% |



B

**EXHIBIT B – COSTS ASSOCIATED WITH ALTERNATE
BUILDOUT AND DELIVERY OPTIONS**

Estimated cost of constructing a new TV translator or booster facility:*

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|---|-------------|
| Larcen MX100/250 250-watt LP VHF television transmitter | \$24,561.00 |
| Includes: Zenith 8VSB Transcoder with Upconverter | |
| LG4600A commercial quality digital to analog decoder | |
| Agile analog modulator | |
| Scala TVO-4-SFX-MP antenna and transmission line package | \$ 5,068.00 |
| DTV mask filter (required when we convert to digital transmission) | \$ 3,200.00 |
| 180-foot Rohn 65A tower erected atop Bigelow Hill in Skowhegan | \$25,000.00 |
| (Above includes 10'x10' building at base of tower and installation of LP antenna and line on tower) | |
| Electrical costs for service to new building | \$ 5,000.00 |
| Estimated excavating/drilling costs for anchors | \$ 5,000.00 |
| Transfer switch and propane standby generator | \$ 7,500.00 |
| Off-air receive antennas, miscellaneous cabling, monitoring etc. | \$ 3,500.00 |
| | <hr/> |
| | \$78,829.00 |
| 5% Tax | <hr/> |
| | \$ 3,941.45 |
| Total Equipment / Construction Cost | <hr/> |
| | \$82,770.45 |
| Engineering and Legal | <hr/> |
| | \$15,000.00 |
| Total Cost | <hr/> |
| | \$97,770.45 |

Estimated cost of building out current channel 22 DTV facility to 1 megawatt follows.

* Based on actual 2005 installation of a TV translator for station WLWZ, Bangor, ME.

To:
 KNAZ-TV
 1101 North Central Avenue
 Phoenix, AZ, USA 85004
Attn: Brad Newberry
 Director of Technology
 Phone: (602) 257-1212

From:
 Harris Corporation
 4393 Digital Way
 Mason, OH, USA 45040
 Neville Cumming
 District Sales Manager
 Phone: (408) 266-7101
 Fax: (321) 674-2647
 Email: ncumming@harris.com

Summary – All Prices in USD

| | Total List Price |
|---|-------------------------|
| PWR90D3 PowerCD Transmitter System | \$1,753,246.79 |
| Total Equipment/Services | \$1,753,246.79 |
| Total Quote Price (Options Not Included) | \$1,753,246.79 |

Finance Offer:**\$35,717.14 per month for 60 months**

Quote calculation rates for the period: SEPTEMBER 1, 2008 TO DECEMBER 31, 2008

This lease quotation by Harris Finance may include certain assumptions that are subject to change. This lease quotation does not constitute an offer to contract. Any lease agreement resulting from this quote shall be a separate written agreement, including all necessary terms and conditions. This quotation may be subject to revision on the basis of a review of financial information provided by you. It may also be subject to changes in applicable law, money market rates, the equipment cost, the lease commencement date or other factors. Taxes are not included in the payment proposal. Any lease resulting from this quote shall be a "net lease", with the lessee bearing sole responsibility for the costs of maintenance, insurance and taxes including, but not limited to, sales taxes, use taxes and personal property taxes. However, Harris Finance may agree, in its sole discretion, to finance some or all of such costs.

Estimated Shipment from factory: TBD

Payment Terms: 1/3 DP, 1/3 prior to Ship, 1/3 net 30

Freight Terms: Not Included

 I authorize Harris to publicize this purchase

Is the purchase of this equipment or services exempt from sales tax? YES or NO

If NO - sales tax will be added to your invoices at the rate assigned to the ship to address.

If YES - Sales Tax Exemption Number _____ COPY OF CERTIFICATE MUST BE ATTACHED

Who can we contact regarding sales tax questions on behalf of your company?

Name: _____

Phone Number: _____

Bill To:
 KNAZ-TV
 1101 North Central Avenue
 Phoenix, AZ, USA 85004
Attn: Brad Newberry
 Phone: (602) 257-1212

Ship To:
 KNAZ-TV
 1101 North Central Avenue
 Phoenix, AZ, USA 85004
Attn: Brad Newberry
 Phone: (602) 257-1212

Quote #: 1-119NPW Revision # : 1
Payment Terms: 1/3 DP, 1/3 prior to Ship, 1/3 net 30
Effective Date: 28-Oct-2008
Valid Through: 27-Nov-2008
Fax Orders to (513) 701-5312

Price Detail – All Prices in USD

| PWR90D3 PowerCD Transmitter System | | | | | |
|------------------------------------|-----|---------|---|----------------|----------------|
| No. | Qty | Part # | Description | List Price | Ext. Price |
| 1 | 1 | PWR90D3 | PowerCD(R) 3-ESCIOT(R) 90 kW T HARRIS PowerCD(R) SERIES PWR90D3 LIQUID-COOLED, ESCIOT UHF 8-VSB DIGITAL TELEVISION TRANSMITTER WITH APEX EXCITER. - 82.5 kW Minimum (90 kW Typical) Average DTV Power At Output Of Sharp-Tuned RF System. - UHF Band IV/V, 470-806 MHz, Channels A14-69. - 480/277 Volts, $\pm 2\%$, 60 Hz, 3-Phase. - Less AC Line Conditioning and Surge Suppression (if necessary) CUSTOMER OPERATING SPECIFICATIONS: Channel: _____ Frequency Offset: _____ kHz Average Digital Output Power: _____ kW Altitude: _____ AMSL TRANSMITTER SUPPLIED WITH: (1) System Control and Driver Cabinet, including: (1) System Control and Monitoring Assembly, with: - eCDi(R) Graphical User Interface with: - Transmitter control - Transmitter metering - Transmitter status monitoring - Transmitter fault reporting and logging - Built-in Ethernet interface for network control and monitoring of all transmitter functions identical to local control - Basic SNMP agent for network management interface - GUI-Independent System Control Circuit - "Life Support" Backup Control Circuit (1) Three-IOT RF System Mode Controller (1) APEX M2X(TM) Multi Standard Exciter with: - ATSC software upgradable to MPH, SFN(A110) - RTAC(TM) (Real-Time Adaptive Correction) - Easy-to use operator interface via standard Web | \$1,177,900.00 | \$1,177,900.00 |

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| | | <ul style="list-style-type: none"> - browser and external PC - Built-in compliance monitoring (limited suite) - Integrated GPS (Antenna sold seperatly) - Built in UPS - Two inputs any combination of ASI or SMPTE 310M <p>with</p> <ul style="list-style-type: none"> - auto switching - 10Mhz and 1PPS inputs (1) Dual Exciter Switchover Circuitry (3) Harris Atlas(TM) Intermediate Power Amplifier (IPA) Modules, including: <ul style="list-style-type: none"> - 680 Watts Average Digital Output Power - Hot-Swappable Replacement Capability - On-Board Power Supply for Maximum Redundancy - Liquid Cooling, Integrated Into Transmitter's Secondary Cooling Loop for Minimal Heat Load to Transmitter Plant - Broadband Design for Operation Across Entire UHF Band (3) 30 kW Average 8-VSB High Power Amplifier (HPA) Cabinets, including: <ul style="list-style-type: none"> (1) Power Supply Cabinet, with: <ul style="list-style-type: none"> (1) PA Control and Monitoring, including: <ul style="list-style-type: none"> - GUI Touchscreen, with: <ul style="list-style-type: none"> - eCDI-based screens and navigation - General PA and IOT control and monitoring - Power supply control and monitoring of all relevant voltages and currents - Primary cooling system monitoring of temperatures, pressures and flow rates - Gimballed mounting assembly for viewing and operation of touchscreen in normal operation of transmitter and during IOT tuning applications (1) Step-Start Assembly (1) Isolated High Voltage Power Supplies, including: <ul style="list-style-type: none"> - Filament (Heater) Supply - Grid Bias Supply - Ion Pump Supply - Fiber Optic Monitoring and Control (1) Focus Power Supply (1) All-Voltage Grounding Switch (1) Keyed Interlock System for Access To High Voltage Areas (1) IOT Closet, with: <ul style="list-style-type: none"> (1) e2v IOTD5130W IOT & Circuit Assembly (1) RF Disconnect (Break-Away) System (1) Directional Coupler System (1) IOT Liquid Cooling Interconnect Kit (1) IOT Cavity Airflow Connection Kit (1) IOT RF Input Component Kit, including: <ul style="list-style-type: none"> - Circulator - Directional Coupler (1) Cooling Cabinet, with: <ul style="list-style-type: none"> (1) Deionized Water Cooling Loop, including: | | |
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| | | | <ul style="list-style-type: none"> - Brazed Plate Heat Exchanger - Circulating Pump - Coolant Reservoir - Barnstead B-Pure Deionization System <p>(1) PA Airflow Cooling System (1) IOT Cavity Regenerative Blower</p> <p>(3) Outdoor, Unitized, Oil-Filled, High-Voltage Beam Power Supplies</p> <p>(1) Full Transmitter Water/Glycol Heat Exchanger System, including:</p> <p>(1) Indoor Pump Module, with:</p> <ul style="list-style-type: none"> - Dual, Remote Switchable Pumps - Reservoir Tank - Water Filter - Fan Motor Starters - Fan Motor Overload Protection <p>* Pump module is outdoor ready. If outdoor operation is mandatory, the reservoir tank must be mounted indoors or other climate-controlled environment not subject to freezing temperatures.</p> <p>(1) Outdoor Fan and Coil Module with Multiple Fans To Cool IPAs, HPAs and RF System Loads</p> <p>(1) Chain Hoist for Installation</p> <p>(1) Set of Plumbing Materials For Typical Plumbing Layout</p> <p>(1) Set of High Voltage Cable To Connect IOT To Beam Supply For Typical Installation</p> <p>(1) Set of Transmitter Control and Interconnect Cables</p> <p>(1) Installation and Tuning Tool Kit</p> <p>(1) Hardware Set (Contains Miscellaneous Screws, Nuts, Washers, Cable-ties, etc.)</p> <p>NOTE: Materials required to support ceiling mounted components, such as RF systems, interconnecting coax, heat exchangers, etc., are not included and must be provided by the customer.</p> <p>(2) Sets of Technical Manuals</p> | | |
| 2 | 1 | PWRCDUALAPEX | <p>PowerCD(R) Dual Apex Exciter Apex Second Exciter Option for PowerCD(R) Transmitters.</p> <p>Option Includes:</p> <ul style="list-style-type: none"> - 2nd Apex ATSC Exciter - Mounted in transmitter and factory tested as part of full transmitter system. | \$72,500.00 | \$72,500.00 |
| 3 | 2 | PWRCD-ETHYLENE | <p>55 Gal. UCARTHERM Concentrate UCARTHERM Inhibited Ethylene Glycol-based Heat Transfer Fluid for PowerCD® Transmitters. Concentrate. 55 Gal Drum.</p> <p>PowerCD systems require 50/50 mix (by volume) of glycol and purified water (deionized or steam-distilled and free of chlorine). Additional purified water also required for closed-loop ESCIOT cooling and flushing of the cooling system. Purified water to be customer supplied.</p> | \$1,287.00 | \$2,574.00 |
| 4 | 1 | DIEPWR-D3STF1500 | <p>DIEL. 18-43 3-IOT STF RF SYS Dielectric Switchless Magic Tee RF System for Three Tube PowerCD(R) Transmitters. 6-1/8" Inputs, WR-1500 Waveguide Output. For Channels A18-43.</p> <p>Includes the Following Items:</p> <ul style="list-style-type: none"> (5) WR to 6-1/8" Transitions (5) Voltage Probes | \$232,589.77 | \$232,589.77 |

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| | | | <p>(2) WR Waveguide Magic Tee RF Combiners. (2) 6-1/8" Tuneable Elbows. (2) Sharp-Tuned 8 Section Invar Constant Impedance Mask Filter sections (4 cavities). Note: Filter may be supplied with shrouding and cooling fans in order to maintain proper frequency and power handling specifications. (2) Waffle-Iron Harmonic Filters (1) WR Single Output Directional Coupler (1) WR Four Output (1 precision) Coupler (1) WR Motorized Waveguide Switch. (2) WR Water Column Load w/ Window & Tuners (5) WR H-Plane Elbows (1) Miscellaneous Interconnecting Coax, Waveguide & Hardware (1) Ceiling Mount Kit</p> | | |
| 5 | 1 | PWR90RFKIT6IN | <p>KIT, INSTALL, 3 TUBE SYSTEM, P Harris Installation Kit for Three Tube PowerCD(R) RF System with 6-1/8" Components. Includes: Slotted Channel, 3/8" Hardware, Soldering Material, Hangers</p> | \$4,432.00 | \$4,432.00 |
| 6 | 1 | HEWEPM-4418B | <p>HEWLETT PACKARD POWER METER The Agilent E4418B is a low-cost, high-performance, single-channel, programmable power meter. It is fully compatible with the Agilent 8480 series of power sensors and the E-series of power sensors. Depending upon which sensor is used, the Agilent E4418B can measure from -70 dBm to +44 dBm at frequencies from 100 kHz to 110 GHz. Designed for bench and automatic test equipment (ATE) use, the E4418B makes fast (up to 200 readings per second with E-series sensors), accurate and repeatable power measurements.</p> | \$3,920.00 | \$3,920.00 |
| 7 | 1 | HEW8482H | <p>Agilent sensor for EPM series The Agilent 8482H thermocouple power sensor is designed for use with the EPM series, EPM-P series, 70100A, E1416A and the discontinued 43x power meters, and provides extraordinary accuracy and stability. The Agilent 8482H power sensor gives you extremely low SWR and is traceable to the U.S. National Institute of Standards and Technology (NIST). A calibration port is included with the above power meters for calibration with the power sensor. This calibration provides traceability to NIST and it eliminates the uncertainties due to temperature changes and the variance in making measurements with different meter/sensor combinations.</p> | \$1,935.00 | \$1,935.00 |
| 8 | 3 | PWRDCCONNECT6D | <p>Diel. 6-1/8" Coax Kit PowerCD 6-1/8" Interconnecting Line Kit for PowerCD(R) Transmitters Using Dielectric RF Systems. One Kit Per PowerCD(R) PA Cabinet. Includes the Following Items: (1) 20' Section of 6-1/8" Transmission Line (2) 6-1/8" 90° Elbows (4) Silver Solder Fixed Field Flanges (4) Flange Hardware Kits (3) Anchor Insulators (Bullets)</p> | \$5,727.27 | \$17,181.81 |
| 9 | 6 | DIEDC660-016 | DIELECTRIC 6-1/8" FIXED FLANGE | \$184.17 | \$1,105.02 |
| 10 | 3 | DIEDC670-012 | DIE HARDWARE SET 6-1/8" Hardware Kit | \$20.00 | \$60.00 |
| 11 | 1 | DIEDC675-004 | DIE 20 FT TRANS. LINE W/EXPAN | \$2,659.09 | \$2,659.09 |
| 12 | 3 | DIEDC675-011 | DIE ANCHOR CONN. ASSEMBLY 6-1/8" 50 Ohm Anchor Insulator Connector | \$238.64 | \$715.92 |
| 13 | 3 | DIEDC675-021 | DIE ELBOW 90 DEG EQUAL LEG 6-1/8" Elbow, 90 Deg, 50 Ohm, EIA Flanged, | \$2,011.36 | \$6,034.08 |

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| | | | Equal Leg, Reinforced. | | |
| 14 | 3 | HAR6INCHHANGER | PLASTIC COATED 6" PIPE HANGER | \$45.70 | \$137.10 |
| 15 | 1 | LEADS3048010003 Y | <p>LEA DS30-277/480-1000-3Y S.S. LEA Dyna System Series Surge Protection Model DS30-277/480-1000-3Y</p> <p>3-phase, 4-Wire WYE (plus dedicated "HED GND" Wire, 5-Wire total) 277/480 volts RMS 1000 Amps Maximum per Phase</p> <p>Category C3 Rating 337.5kA Surge Current Capacity Per Phase Surge Current Capacity Per Mode: L-L: 225kA L-G: 225kA L-N: 112.5kA N-G: 112.5kA</p> <p>True hybrid design combining fast acting silicone avalanche diodes, maximum surge capacity MOVs and in-line triax inductors.</p> <p>Sine wave tracking. Less than 1 nanosecond response time. NEMA 12 enclosure type. Surface mount.</p> | \$15,500.00 | \$15,500.00 |
| 16 | 1 | STCMVRTCIY665M BS | <p>Staco MVR-48TCIY665-MBS A.V.R. Staco Energy Products 3-Phase Automatic Voltage Regulator Model MVR-48TCIY665 with BMB-T800 External Maintenance Bypass Switch.</p> <p>480/277 Volts, 60 Hz, 4-Wire WYE 800 Output Amps</p> <p>Includes: - Individual Phase and Monitor Control - Microprocessor Controller - -15% to +10% Input Voltage Range - ± 1 Volt Output Regulation</p> <p>Regulator Dimensions & Weight: 71"H x 65"W x 25"D, 3090 lbs.</p> <p>Bypass Switch Dimensions & Weight: 71"H x 37"W x 25"D, 560 lbs.</p> | \$68,600.00 | \$68,600.00 |
| 17 | 1 | STDWAR1 | STANDARD ONE YEAR WARRANTY SEE HARRIS TERMS AND CONDITIONS FOR THE DETAILS OF THIS WARRANTY. | \$0.00 | \$0.00 |
| 18 | 1 | PWR90D3INST | <p>PowerCD(R) 3-PA Tx Install Installation price given here is an estimate based on strict adherence to the installation terms and conditions given below. Frequent job delays and / or interruptions caused by non- compliance, on the part of the customer, with the terms and conditions listed herein may result in additional charges for labor, travel, and expenses being assessed to the customer by Harris.</p> <p>Additional days spent on site due to non-compliance with installation terms and conditions will be billed at a nominal daily rate plus expenses.</p> <p>INSTALLATION TERMS AND CONDITIONS</p> <p>SERVICES PROVIDED BY HARRIS:</p> <p>A1. Assistance in pre-installation phases to assure completion of</p> | \$145,403.00 | \$145,403.00 |

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| | | <p>project as scheduled. (INCLUDES ONE SITE SURVEY) (DOES NOT INCLUDE SYSTEMS DRAWINGS) (SYSTEMS DRAWINGS CAN BE PROVIDED AT EXTRA COST).</p> <p>B1. Installation of equipment to include Harris supplied transmitter cabinets, heat exchanger, associated plumbing, coax and waveguide RF combining and diplexing system</p> <p>C1. Checkout, final tuning, and testing of the complete transmitter into station load.</p> <p>D1. Proof of Performance measurements and report consisting of the original and four copies. Performance data for the transmitter is measured from the transmitter input into the station load.</p> <p>CUSTOMER RESPONSIBILITIES</p> <p>A2. Suitable building with appropriate modifications, openings, concrete pads, support structures, protective roof/coverings (for ice and inclement weather), ground system as required to achieve a properly installed and secured site for the transmitter.</p> <p>B2. Securing of necessary permits, variances, and approvals; compliance with all applicable codes, ordinances and adherence to relevant professional and/or trade union regulation.</p> <p>C2. Suitable positioning equipment (dollies, cranes, etc) necessary to off load and assist installation personnel in the final positioning of the equipment.</p> <p>D2. Electrical systems, including the supply and installation of: AC mains, distribution panels and wiring, disconnect boxes, over current protectors, surge eliminators, automatic voltage regulators, Harris supplied AC line control cabinets, Harris supplied beam power supplies, control wiring conduits, and raceways(including wire pulling and termination). (Harris to terminate control wire).</p> <p>Note: These tasks are typically performed concurrently with the transmitter installation and must be completed within 10 days after the delivery of the transmitter and arrival of the installation crew in order to avoid possible delays (or interruption) of the transmitter installation project.</p> <p>E2. A fully qualified and authorized station representative to be on site with Harris representatives at all times.</p> <p>ADDITIONAL TERMS, CONDITIONS, AND CLARIFICATIONS</p> <p>A3. The installation will commence when all necessary equipment is delivered to the site. Prior to the installation commencement, building construction / modifications should be substantially complete with adequate lighting, heating/cooling, and telephone communications. Site shall be unencumbered by tradesmen or their materials. Harris further assumes the building(s) to be an asbestos free environment(s) and accessible by standard (2 wheel drive) motor conveyance.</p> <p>B3. Harris cannot be responsible for work done by others or contractors not directly under the jurisdiction of Harris.</p> <p>C3. Harris cannot be responsible for any installation materials not covered by the proposal and other similar items that may be required to complete the installation. All standard wiring, plumbing, and installation materials provided with this proposal are for typical Harris floor plan layouts identified in technical manuals unless specifically noted in contract.</p> | | |
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| | | <p>D3. Unless specified, this service does not include installation and checkout of remote control, monitoring, signal distribution, or test equipment racks. Additional labor requirements beyond this standard Harris work statement as contained in the proposal will require approval from Harris as any changes may result in additional charges.</p> <p>E3. The Harris installation shall be deemed complete once the transmitter is performing within specifications, Proof of Performance is complete, and written sign-off from customer is given. Putting into operational service, by customer, of the finished and installed systems for the purposes intended, shall constitute full acceptance of the installation services portion of this proposal unless specific items are identified and agreed to as follow-up by Harris.</p> <p>F3. All transmitter test equipment to be supplied as equipment option on this order or available from customer.</p> <p>G3. Customer should consult with Harris Field Service regarding duration of this transmitter implementation.</p> | | |
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| | Total List Price | Total Price |
|------------------------------------|------------------|----------------|
| PWR90D3 PowerCD Transmitter System | \$1,753,246.79 | \$1,753,246.79 |

| | |
|---|-----------------------|
| Total Equipment/Services | \$1,753,246.79 |
| | |
| Total Quote Price (Options Not Included) | \$1,753,246.79 |

This Quote, and any Order resulting from this Quote, is subject to the Harris Standard Terms and Conditions of Sale for the Broadcast Communications Division which are located at <http://www.broadcast.harris.com/terms/> and which are incorporated herein by reference. The Harris Standard Terms and Conditions of Sale for the Broadcast Communications Division shall apply to the exclusion of any other terms and conditions except where expressly agreed in writing and signed by Harris. For a hardcopy of these terms and conditions, please call (U.S.) 303-476-5000, fax your request to 303-476-5004, or email your request to BCDContracts@harris.com.

Harris Approval: _____
 Customer Approval: Neville Cumming, District Sales Manager, (408) 266-7101
 Title: _____
 Date: _____
 Purchase Order #: _____

Fax signed quote to (321) 674-2647 or email to ncumming@harris.com.