

Retail

Effective February 1, 2009

express

expressnightout.com

Rates, Deadlines, Specifications

Advertising Rates



Express

- A free daily publication of The Washington Post
- Distributed in busy urban areas
- Available from bright boxes and friendly Express distributors
- Hits the street at dawn Monday-Friday

Free and easy.

All around Washington, Express is what everyone is reading in the coffee shops, at the gym and on the train. The manageable tabloid pages and bite-size stories make it easy to read cover-to-cover in less than half an hour. And it's free. What's not to like?

Our readers only have a few minutes to digest their breakfast and the morning's news. So Express is their perfect solution. By the time they get to work, they're caught up on the latest news. And there is eye-catching content that speaks to Washington's plugged-in lifestyle — sports, health, fashion, highlights from the blogosphere and the dirt on Hollywood scandals.

Express

Tabloid Ad Sizes

Page Size: 9.5" x 10.5" • 5 columns • Double truck billed as 10.5 columns
 Ads measuring over 8.5" will be billed at full depth

	Modular Ad Units		Ads 8.5" in depth or less		
	Width	Height	Columns	Width	Acceptable Sizes
Double Truck	19.5"	10.5"	Double truck	19.5"	4" or 6" or full depth
Full Page	9.5"	10.5"	5 columns	9.5"	3" or 4" or 6" to 8.5" or full depth
4/5 Vertical	7.58"	10.5"	4 columns	7.58"	6 to 8.5" or full depth
3/5 Vertical	5.66"	10.5"	3 columns	5.66"	4 to 8.5" or full depth
2/5 Vertical	3.74"	10.5"	2 columns	3.74"	2 to 8.5" or full depth
1/5 Vertical	1.82"	10.5"	1 column	1.82"	.75 to 8.5" or full depth

Deadlines

Publishing Day:	Monday	Tuesday	Wednesday	Thursday	Friday
Space Reservation	Fri. 5 p.m.	Fri. 5 p.m.	Mon. 5 p.m.	Mon. 5 p.m.	Tues. 5 p.m.
Copy Due for Proof	Wed. 3 p.m.	Thurs. 3 p.m.	Fri. 3 p.m.	Mon. 3 p.m.	Tues. 3 p.m.
No Proof Copy Due (and Proof Release)	Thurs. 3 p.m.	Fri. 3 p.m.	Mon. 3 p.m.	Tues. 3 p.m.	Wed. 3 p.m.
DAT Material Deadline	Fri. noon	Mon. noon	Tues. noon	Wed. noon	Thurs. noon

Retail Rate Qualifications

Retail and Local Automotive: Only an advertiser engaged in retail-to-consumer business from its own permanent retail outlet(s) in the local rate area is eligible for retail rates contained in this schedule. The local rate area is comprised of the District of Columbia and the states of Maryland, Delaware, Virginia and West Virginia and the counties of Pennsylvania which border the state of Maryland (Chester, Lancaster, York, Adams, Franklin, Fulton, Bedford and Somerset).

Local Real Estate: Rates apply to advertising for the sale of real estate in the local rate area as defined above. Full-run advertising for real estate outside of the local rate area qualifies for the Special Industry rates.

Local Residential Rentals: Rates apply to classified advertising for the rental of apartments, houses and townhouses, as well as rental services in the local rate area.

For more information on retail or online advertising opportunities, contact your Washington Post Account Manager, or call 202-334-6732.



MEET OUR READERS **express** FACTS

Average Daily Readership
310,900

Average Daily Circulation
183,916

- 55%** are women
- 45%** are men
- 61%** are 18-44
- 80%** are employed
- 66%** have attended college
- 24%** have post-graduate education
- 74%** have household income of \$50,000+
- 39%** have household income of \$100,000+

Median Household Income: **\$81,200**

Over 1,900 distribution points throughout Maryland, Virginia and DC

Sources: Scarborough 2008, Release 2; CAC Audit, September 30, 2008

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Retail Advertising (Continued)

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Modular Ad Rates

Annual Frequency Insertions within 7 days	Open Open	10x 2x	20x 3x	35x 4x	50x 5x
Double Truck					
Color	\$9,513.00	\$8,662.50	\$8,158.50	\$7,465.50	\$7,119.00
B&W	\$7,875.00	\$7,024.50	\$6,520.50	\$5,827.50	\$5,481.00
Full page					
Color	\$4,530.00	\$4,125.00	\$3,885.00	\$3,555.00	\$3,390.00
B&W	\$3,750.00	\$3,345.00	\$3,105.00	\$2,775.00	\$2,610.00
4/5 Vertical					
Color	\$3,624.00	\$3,300.00	\$3,108.00	\$2,844.00	\$2,712.00
B&W	\$3,000.00	\$2,676.00	\$2,484.00	\$2,220.00	\$2,088.00
3/5 Vertical					
Color	\$2,718.00	\$2,475.00	\$2,331.00	\$2,133.00	\$2,034.00
B&W	\$2,250.00	\$2,007.00	\$1,863.00	\$1,665.00	\$1,566.00
2/5 Vertical					
Color	\$1,812.00	\$1,650.00	\$1,554.00	\$1,422.00	\$1,356.00
B&W	\$1,500.00	\$1,338.00	\$1,242.00	\$1,110.00	\$1,044.00
1/5 Vertical					
Color	\$906.00	\$825.00	\$777.00	\$711.00	\$678.00
B&W	\$750.00	\$669.00	\$621.00	\$555.00	\$522.00

Premium Position Rates

Double Truck	Back Page	Pgs 4-11	Other Specified
\$1,638.00	\$960.00	\$960.00	\$780.00
Full Page			
4/5 Vertical		\$768.00	\$624.00
3/5 Vertical		\$576.00	\$468.00
2/5 Vertical		\$384.00	\$312.00
1/5 Vertical		\$192.00	\$156.00

Ads up to 8.5" in height

Annual Frequency Insertions within 7 days	Open Open	10x 2x	20x 3x	35x 4x	50x 5x
Rates per column inch	\$62.50	\$55.75	\$51.75	\$46.25	\$43.50
Color (per column inch)	\$13.00				

Combination Rate Discount

Advertisers that publish an ad in Express within a 7-day period before or after placing the same ad in Washington Post products (ROP, The Magazine, Extras, TV Week, special sections) are entitled to the Express 50x rate for the Express ad.

Front Page Tile

Front Tile only \$1,200.00
Tile with ad* \$850.00

*Minimum size for the ad (with Tile) in Express is a quarter-page, or 15 column inches.

Color (per column inch) \$13.00

Express Cover Wrap (4-page tab wrapping Express) \$29,000 per 4-page wrap including color.

Premium Position Rates (per column inch)

Back Page	\$16.00
Inside Front	\$13.00
Page 3 Strip	\$19.00
Pages 4 - 11	\$16.00
Weekend Pass Strip	\$14.50
Styles Strip	\$14.50
Double Truck	\$13.00
Other specified	\$13.00

Express Weprints (cost per page)**

	Broadsheet	Tab
B&W	\$4,000.00	\$2,200.00
Color	\$5,000.00	\$2,800.00

**Rates are applicable for 8-to-20 page tab and 4-to-10 page broadsheet.

09-138 RET



Washington Post Media

The Washington Post | washingtonpost.com | Express
El Tiempo Latino | washingtonpostmobile

Powerful Reach. Powerful Results.