



**IN-PAPER
MICROZONES
ZIP CODES
ZIP CLUSTERS
&
SALES ZONES**

2010

PERIOD

3

JUNE 14, 2010 - JULY 18, 2010

IN-PAPER PREPRINTS**2010****PERIOD 3****June 14, 2010 - July 18, 2010****HOLIDAYS****IMPORTANT NOTE**

Labor Day Monday 9/6/2010	Decrease by:	10% for Metro Single Copy Zones
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**GENERAL INFORMATION
IN PAPER****Space Reservation
Deadlines**

POST PLUS & IN-PAPER PREPRINTS:
Due 14 days in advance of insert date.

PRINT & DELIVER STANDARD PRODUCTS:
See individual Print & Deliver rate cards.

PRINT & DELIVER CUSTOM PRODUCTS:
Contact your sales representative.

Quantities

The preprint insert quantity requirements contained herein are estimates, which include manufacturing waste, unsold copies of the newspaper, and a margin to provide for unpredictable fluctuations in circulation. The Washington Post will not be responsible, nor provide rate adjustments, for shortages or overages resulting from these estimates, or for newspapers missed that are caused by shortages in the advertiser's delivery.

Distribution Options

Preprints are inserted into either Tuesday, Wednesday, Thursday, Friday, or Sunday newspapers. The Minimum buy is 1,000 pieces or one Zone whichever is greater.

Distribution Periods

The calendar year is divided into periods that reflect major fluctuations in the number of newspapers distributed. Each period has two sets of estimates -- SUNDAY and DAILY

Page Size Defined

FLEXIE	6" x 7" to 9" x 11"
TAB	Over 9" x 11" to 11" x 13"
STANDARD	Over 11" x 13"

Size Specifications

Smaller Preprints: Preprints under 6" x 7" or without a single straight machinable edge require prior approval.

Largest Folded Size: 12.5" long (along folded edge), 11" wide (perpendicular to folded edge). Larger inserts must be quarter-folded.

**Minimum Paper
Weight Specifications**

.005" minimum thickness for single-sheets/card/envelopes. Standard broadsheet inserts printed on 30-lb. Newsprint must be 8 pages minimum. Inserts of less than 8 pages need to be quarter-folded for insertion. Standard tabloid-page inserts printed on 30-lb. Stock must be minimum 8 pages.

PERIOD 3 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

JUNE 14, 2010 - JULY 18, 2010

METRO SINGLE COPY

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY
DC-West	MSC010	15,580	13,420
DC-East	MSC012	13,970	17,040
Montgomery-North	MSC021	2,710	5,790
Montgomery-West	MSC022	3,470	6,220
Montgomery - East	MSC023	3,710	7,780
Prince George's North West	MSC030	4,050	10,450
Prince George's-North East	MSC031	2,470	7,170
Prince George's South	MSC032	490	1,400
Prince George's Central	MSC034	5,350	16,820
Fairfax County-South	MSC042	3,990	7,560
Fairfax West	MSC050	2,280	4,500
Fairfax East	MSC051	1,890	4,340
Fairfax North	MSC052	3,950	5,590
Arlington & Alexandria	MSC060	8,190	12,180
Loudoun	MSC080	2,710	5,430
Prince William North	MSC090	1,460	4,850
Prince William South	MSC091	1,350	5,080
Charles County	MSC095	980	4,600
SINGLE COPY FULL RUN		78,600	140,220

900 SERIES ZONES - OUTLYING AREAS

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY
Howard-North Cluster	ZCL903	1,100	2,000
Pennsylvania/Delaware/NY Cluster	ZCL909	2,760	5,600
Chesapeake/Eastern Shore Cluster	ZCL917	6,150	9,730
South Frederick County Cluster	ZCL918	3,800	6,850
North Frederick County Cluster	ZCL919	3,170	6,770
Frederick Cluster	ZCL920	680	1,680
West Frederick County MD Cluster	ZCL921	380	600
Hagerstown Cluster	ZCL922	1,430	2,950
East Frederick County MD Cluster	ZCL923	590	1,080
Winchester/Harrisonburg Cluster	ZCL924	4,450	14,350
NW Frederick County MD Cluster	ZCL926	1,100	1,800
Delaware Cluster	ZCL934	3,570	5,440
Jefferson/Berkley County Cluster	ZCL935	1,450	4,080
North Fauquier County Cluster	ZCL950	1,590	2,990
Culpeper/Orange Cluster	ZCL955	5,900	10,500
North Stafford County Cluster	ZCL970	3,300	4,050
South Stafford County Cluster	ZCL971	680	1,450
Richmond/Williamsburg/VA Beach Cluster	ZCL972	5,680	8,650
Spotsylvania County Cluster	ZCL973	620	1,500
Fredericksburg Cluster	ZCL975	1,030	3,350
Baltimore Cluster	ZCL985	3,630	4,560
900 SERIES FULL RUN		53,060	99,980

** Distribution in Outlying Areas includes both Home and Single Copy Deliveries.

DISTRICT OF COLUMBIA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Le Droit Park	20001Z	2,700	2,800	20001A	1,000	1,270
				20001B	1,700	1,530
Kendall Green	20002Z	3,570	4,330	20002A	1,100	1,360
				20002B	1,100	1,570
				20002C	1,370	1,400
Southeast	20003Z	3,330	3,500	20003A	1,380	1,790
				20003B	1,950	1,710
Central Cluster	20005W	2,090	1,330			
Georgetown	20007Z	3,830	4,010	20007A	1,680	1,650
				20007B	2,150	2,360
Cleveland Park	20008Z	4,970	5,570	20008A	2,330	2,670
				20008B	2,640	2,900
Kalorama	20009Z	3,380	4,250	20009A	510	730
				20009B	1,380	1,650
				20009C	1,490	1,870
Columbia Heights	20010Z	1,460	1,800	20010A	580	790
				20010B	880	1,010
Brightwood	20011Z	4,550	5,730	20011A	660	830
				20011B	2,260	2,870
				20011C	780	1,070
				20011D	850	960
Walter Reed	20012Z	1,800	2,120	20012A	890	950
				20012B	910	1,170
Northwest	20015Z	3,690	3,850			
Friendship	20016Z	5,680	5,970	20016A	3,020	3,220
				20016B	2,660	2,750
Brookland	20017Z	1,640	1,960			
Customs House	20018Z	1,550	1,850			
Benning	20019Z	2,750	3,640	20019A	1,580	2,080
				20019B	1,170	1,560
Anacostia	20020Z	2,330	3,300	20020A	1,090	1,440
				20020B	700	910
				20020C	540	950
L' Enfant Plaza	20024Z	2,200	1,700			
Congress Heights	20032Z	1,180	1,540	20032A	570	740
				20032B	610	800
Twentieth Street	20036Z	1,360	810			
Watergate	20037Z	1,330	1,290			
DC FULL RUN		55,390	61,350			

PERIOD 3 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

MONTGOMERY COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Bethesda	20814Z	4,400	5,300	20814A	850	880
				20814B	780	1,410
				20814C	1,540	1,800
				20814D	1,230	1,210
Chevy Chase	20815Z	6,760	6,870	20815A	2,220	2,230
				20815B	1,910	1,990
				20815C	1,430	1,420
				20815D	1,200	1,230
Friendship Heights	20816Z	3,880	3,900	20816A	2,030	2,060
				20816B	1,850	1,840
West Bethesda	20817Z	7,520	7,720	20817A	1,130	1,280
				20817B	820	820
				20817C	5,380	5,450
				20817D	190	170
Cabin John	20818Z	340	380			
Olney	20832Z	3,060	4,010	20832A	2,210	2,820
				20832B	850	1,190
Brookeville	20833Z	1,040	1,380			
Poolsville Cluster	20837W	920	1,220			
Boyd's	20841Z	660	980			
Rockville	20850Z	5,070	6,130	20850A	1,430	1,720
				20850B	1,420	1,790
				20850C	1,260	1,560
				20850D	960	1,060
Twinbrook	20851Z	930	1,200			
Pike	20852Z	5,450	6,280	20852A	2,810	3,130
				20852B	720	940
				20852C	840	960
				20852D	1,080	1,250
Twinbrook	20853Z	3,780	4,390	20853A	1,100	1,290
				20853B	1,800	2,060
				20853C	880	1,040
Potomac	20854Z	9,400	10,310	20854A	1,680	1,860
				20854B	1,330	1,460
				20854C	4,090	4,330
				20854D	2,300	2,660
Derwood	20855Z	1,930	2,360			
Ashton Cluster	20861W	560	680			
Burtonsville	20866Z	870	1,380			
Clarksburg	20871Z	630	1,100			
Damascus	20872Z	880	1,300			
Germantown	20874Z	3,190	4,870	20874A	1,020	1,390
				20874B	860	1,340
				20874C	1,310	2,140
Germantown	20876Z	1,310	2,050	20876A	640	880
				20876B	670	1,170
Gaithersburg	20877Z	1,990	2,830	20877A	1,270	1,830
				20877B	720	1,000
Diamond Farms	20878Z	5,890	7,780	20878A	770	1,100
				20878B	1,730	2,300
				20878C	2,090	2,780
				20878D	1,300	1,600
Laytonsville	20879Z	1,370	2,170	20879A	710	1,110
				20879B	290	520
				20879C	370	540
Gaithersburg	20882Z	1,590	2,030			
Montgomery Village	20886Z	2,230	2,910	20886A	1,360	1,710
				20886B	870	1,200
Kensington	20895Z	3,200	3,850	20895A	1,640	1,970
				20895B	1,560	1,880

MONTGOMERY COUNTY MD continued

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Woodmoor	20901Z	3,740	4,730	20901A	1,800	2,320
				20901B	1,940	2,410
Wheaton	20902Z	4,200	5,280	20902A	1,880	2,280
				20902B	1,510	1,870
				20902C	810	1,130
Hillendale	20903Z	850	1,040			
Colesville	20904Z	5,740	7,050	20904A	1,780	2,580
				20904B	2,150	2,450
				20904C	1,810	2,020
Colesville	20905Z	2,500	3,000	20905A	1,040	1,260
				20905B	1,460	1,740
Wheaton	20906Z	7,180	9,260	20906A	1,500	2,000
				20906B	3,930	4,790
				20906C	860	1,150
				20906D	890	1,320
Blair	20910Z	4,210	5,080	20910A	2,050	2,370
				20910B	1,070	1,400
				20910C	1,090	1,310
Takoma Park	20912Z	1,900	2,290	20912A	750	960
				20912B	1,150	1,330

MC FULL RUN 109,170 133,110

HOWARD COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Laurel	20723Z	1,700	2,740	20723A	920	1,270
				20723B	780	1,470
Highland Cluster	20777W	560	690			
Jessup Cluster	20794W	470	840			
Clarksville	21029Z	1,340	1,750			
Ellicott City	21042Z	2,690	3,570	21042A	1,660	2,250
				21042B	1,030	1,320
Ellicott City	21043Z	1,630	2,310	21043A	400	600
				21043B	1,230	1,710
Columbia	21044Z	3,530	4,570	21044A	870	1,070
				21044B	1,780	2,450
				21044C	880	1,050
				21044D	800	1,050
Columbia	21045Z	1,810	2,300	21045A	800	1,050
Columbia	21046Z	1,120	1,640	21045B	1,010	1,250
Baltimore	21075Z	580	1,020			
Glenwood Cluster	21738W	1,010	1,280			

HO FULL RUN 16,440 22,710

PERIOD 3 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

PRINCE GEORGES COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Accokeek	20607Z	790	1,110			
Brandywine Cluster	20613W	840	1,310			
Beltsville	20705Z	1,540	2,220	20705A	600	900
				20705B	940	1,320
Lanham-Seabrook	20706Z	1,600	2,200	20706A	920	1,360
				20706B	680	840
Laurel	20707Z	1,620	2,430	20707A	540	710
				20707B	520	870
				20707C	560	850
Montpelier	20708Z	900	1,490	20708A	330	530
				20708B	570	960
Bowie	20715Z	3,080	3,800	20715A	1,250	1,540
				20715B	960	1,180
				20715C	870	1,080
Mitchellville	20716Z	1,300	1,990	20716A	640	990
				20716B	660	1,000
Bowie	20720Z	1,600	2,430	20720A	680	1,080
				20720B	920	1,350
Bowie	20721Z	2,340	3,400	20721A	980	1,410
				20721B	1,360	1,990
Clinton	20735Z	2,200	3,190			
Riverdale	20737Z	600	860			
College Park	20740Z	1,670	2,190	20740A	780	1,040
				20740B	890	1,150
Capitol Heights	20743Z	2,020	2,590	20743A	630	830
				20743B	900	1,150
				20743C	490	610
Fort Washington	20744Z	3,980	5,090	20744A	1,350	1,740
				20744B	1,620	2,020
				20744C	1,010	1,330
Oxon Hill	20745Z	1,210	1,700	20745A	420	610
				20745B	330	440
				20745C	460	650
Suitland	20746Z	1,410	2,390	20746A	370	540
				20746B	430	680
				20746C	610	1,170
District Heights	20747Z	1,710	2,690	20747A	1,310	1,970
				20747B	400	720
Temple Hills	20748Z	2,820	4,160	20748A	1,220	2,130
				20748B	1,600	2,030
Glenn Dale	20769Z	590	840			
Greenbelt	20770Z	1,350	2,010	20770A	570	770
				20770B	780	1,240
Upper Marlboro	20772Z	2,930	3,820	20772A	1,310	1,790
				20772B	1,620	2,030
Upper Marlboro	20774Z	3,020	4,260	20774A	1,170	1,820
				20774B	1,850	2,440
Hyattsville Cluster	20781W	1,130	1,760			
West Hyattsville	20782Z	1,330	2,000	20782A	800	1,100
				20782B	530	900
Adelphi	20783Z	1,420	1,960	20783A	840	1,130
				20783B	580	830
Capitol Plaza	20784Z	1,170	1,750			
Cheverly	20785Z	2,160	3,900	20785A	1,390	2,480
				20785B	770	1,420
PG FULL RUN		48,330	69,540			

ANNE ARUNDEL COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Lothian Cluster	20711W	470	960			
Laurel	20724Z	520	990			
Shady Side Cluster	20764W	680	1,400			
Arnold	21012Z	800	2,060			
Crownsville	21032Z	410	630			
Davidsonville Cluster	21035W	800	1,140			
Edgewater	21037Z	900	1,340			
Gambrills	21054Z	600	990	21054A	380	730
				21054B	220	260
Hanover Cluster	21076W	530	1,130			
Millersville	21108Z	580	640			
Odenton Cluster	21113W	2,480	4,720			
Crofton	21114Z	1,600	2,510			
Severn Cluster	21144W	630	800			
Severna Park	21146Z	1,460	1,370	21146A	1,060	780
				21146B	400	590
Annapolis	21401Z	3,960	4,980	21401A	1,130	1,160
				21401B	350	540
				21401C	2,480	3,280
Annapolis Eastport	21403Z	1,610	2,350	21403A	460	810
				21403B	1,150	1,540
Annapolis Cluster	21409W	830	1,400			
AA FULL RUN		18,860	29,410			

CHARLES COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Waldorf	20601Z	1,730	2,650			
Waldorf	20602Z	1,060	1,820			
Waldorf	20603Z	1,840	2,850			
Bryans Road	20616Z	240	390			
Hughesville Cluster	20637W	510	790			
Indian Head Cluster	20640W	500	800			
Issue Cluster	20645W	300	490			
La Plata Cluster	20646W	1,770	2,680			
Port Tobacco Cluster	20677W	370	630			
White Plains	20695Z	650	1,010			
CH FULL RUN		8,970	14,110			

SAINT MARY'S COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Charlotte Hall	20622Z	260	440			
Hollywood Cluster	20636W	900	1,550			
Leonardtown Cluster	20650W	990	1,760			
Lexington Park Cluster	20653W	2,010	5,240			
Mechanicsville	20659Z	1,000	1,950			
SM FULL RUN		5,160	10,940			

CALVERT COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Huntingtown	20639Z	960	1,830			
Lusby Cluster	20657W	1,230	2,520			
Prince Frederick Cluster	20678W	730	1,750			
Saint Leonard Cluster	20685W	460	930			
North Beach	20714Z	200	350			
Chesapeake Beach Cluster	20732W	680	1,540			
Owings	20736Z	900	1,410			
Dunkirk	20754Z	650	1,550			
CA FULL RUN		5,810	11,880			

PERIOD 3 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

FAIRFAX COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Centreville	20120Z	3,040	4,560	20120A	740	920
				20120B	1,030	1,440
				20120C	710	1,120
				20120D	560	1,080
Centreville	20121Z	1,270	2,340	20121A	510	820
				20121B	760	1,520
Clifton	20124Z	2,040	2,550	20124Z		
Chantilly	20151Z	1,730	2,290	20151A	1,280	1,660
				20151B	450	630
Herndon	20170Z	2,890	4,100	20170A	1,110	1,440
				20170B	770	1,100
				20170C	430	670
				20170D	580	890
Herndon	20171Z	4,030	5,550	20171A	1,480	2,020
				20171B	1,480	1,840
				20171C	1,070	1,690
Reston	20190Z	1,900	2,380	20190A	640	800
				20190B	500	650
				20190C	760	930
Reston	20191Z	3,290	4,350	20191A	490	680
				20191B	1,250	1,570
				20191C	1,550	2,100
Reston	20194Z	1,670	2,230			
Annandale	22003Z	5,690	7,310	22003A	730	940
				22003B	1,640	2,100
				22003C	1,520	1,960
				22003D	1,800	2,310
Burke	22015Z	5,030	6,350	22015A	1,580	2,050
				22015B	1,560	2,000
				22015C	1,890	2,300
Dunn Loring	22027Z	280	360			
Fairfax	22030Z	4,320	5,930	22030A	1,270	1,980
				22030B	1,130	1,550
				22030C	1,920	2,400
Pickett	22031Z	2,830	3,500	22031A	1,000	1,350
				22031B	1,830	2,150
Fairfax Station	22032Z	4,100	5,300	22032A	2,240	2,900
				22032B	1,860	2,400
Fairfax	22033Z	3,010	4,310	22033A	630	870
				22033B	920	1,350
				22033C	1,020	1,350
				22033D	440	740
Fairfax Station	22039Z	3,340	3,810	22039A	1,180	1,300
				22039B	2,160	2,510
Baileys Crossroads	22041Z	2,200	2,600	22041A	1,080	1,160
				22041B	1,120	1,440
Mosby	22042Z	2,670	3,380	22042A	1,430	1,770
				22042B	1,240	1,610
Pimmit	22043Z	2,540	3,120	22043A	1,440	1,760
				22043B	1,100	1,360
Seven Corners	22044Z	1,130	1,340			
Falls Church	22046Z	2,330	2,660	22046A	1,520	1,670
				22046B	810	990
Fort Belvoir	22060Z	500	700			
Great Falls	22066Z	2,630	3,000	22066A	1,440	1,610
				22066B	1,190	1,390
Lorton	22079Z	2,090	3,050	22079A	1,190	1,710
				22079B	900	1,340

FAIRFAX COUNTY VA continued

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Mc Lean	22101Z	5,940	6,480	22101A	3,280	3,530
				22101B	2,660	2,950
Mc Lean	22102Z	3,060	3,350	22102A	2,140	2,340
				22102B	920	1,010
Vienna	22124Z	2,800	3,350	22124A	1,610	1,870
				22124B	1,190	1,480
Springfield	22150Z	2,500	3,020	22150A	560	730
				22150B	1,440	1,640
				22150C	500	650
North Springfield	22151Z	1,750	2,190	22151A	720	910
				22151B	1,030	1,280
West Springfield	22152Z	3,200	4,380	22152A	1,070	1,520
				22152B	1,020	1,380
				22152C	1,110	1,480
West Springfield	22153Z	3,550	4,810	22153A	1,170	1,530
				22153B	1,030	1,590
				22153C	1,350	1,690
Vienna	22180Z	3,260	3,950	22180A	1,600	1,920
				22180B	1,660	2,030
Vienna	22181Z	2,370	2,710	22181A	1,440	1,550
				22181B	930	1,160
Vienna	22182Z	4,140	4,730	22182A	2,690	3,040
				22182B	1,450	1,690
Potomac	22301Z	1,700	1,930	22301A	1,080	1,250
				22301B	620	680
Parkfairfax	22302Z	2,120	2,570	22302A	1,150	1,380
				22302B	970	1,190
Jefferson Manor	22303Z	1,090	1,430	22303A	460	710
				22303B	630	720
Shirley Duke	22304Z	3,660	4,640	22304A	730	960
				22304B	1,260	1,700
				22304C	800	960
				22304D	870	1,020
George Washington	22305Z	1,090	1,370	22305A	390	590
				22305B	700	780
Community	22306Z	1,990	2,580	22306A	990	1,360
				22306B	1,000	1,220
Belle View	22307Z	1,700	1,910			
Wellington	22308Z	2,650	3,010	22308A	1,190	1,290
				22308B	1,460	1,720
Engleside	22309Z	2,460	3,190	22309A	880	1,140
				22309B	990	1,250
				22309C	590	800
Franconia	22310Z	2,940	3,850	22310A	960	1,360
				22310B	720	920
				22310C	1,260	1,570
Seminary Heights	22311Z	970	1,180			
Lincolnia	22312Z	1,790	2,370	22312A	690	870
				22312B	1,100	1,500
Olde Town	22314Z	3,850	4,580	22314A	1,580	1,830
				22314B	1,280	1,470
				22314C	990	1,280
Kingstowne	22315Z	2,520	3,700	22315A	1,040	1,460
				22315B	1,480	2,240

FA FULL RUN 129,650 164,350

PERIOD 3 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

PRINCE WILLIAM COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Manassas	20109Z	990	1,790	20109A	550	870
				20109B	440	920
Manassas	20110Z	2,090	3,190	20110A	710	1,090
				20110B	820	1,240
				20110C	560	860
Manassas Park	20111Z	1,280	2,190	20111A	430	820
				20111B	850	1,370
Manassas Park	20112Z	2,110	3,090	20112A	650	870
				20112B	880	1,350
				20112C	580	870
Bristow	20136Z	1,490	2,620	20136A	630	1,140
				20136B	860	1,480
Gainesville	20155Z	2,410	3,600	20155A	1,580	2,090
				20155B	830	1,510
Haymarket	20169Z	1,830	2,530	20169A	1,120	1,470
				20169B	710	1,060
Nokesville	20181Z	520	810			
Dumfries	22025Z	1,530	2,230			
Dumfries	22026Z	360	670			
Triangle Cluster	22172W	300	500			
Woodbridge	22191Z	1,970	2,670	22191A	530	570
				22191B	610	780
				22191C	830	1,320
Woodbridge	22192Z	3,560	5,270	22192A	1,010	1,610
				22192B	1,420	2,040
				22192C	1,130	1,620
Dale City	22193Z	2,420	4,090	22193A	760	1,280
				22193B	460	740
				22193C	450	710
				22193D	750	1,360

PW FULL RUN 22,860 35,250

LOUDOUN COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Aldie	20105Z	540	920			
Purcellville	20132Z	1,310	2,390			
Round Hill Cluster	20141W	1,080	1,630			
Ashburn	20147Z	4,070	6,090	20147A	1,060	1,490
				20147B	780	1,190
				20147C	1,160	1,770
				20147D	1,070	1,640
Ashburn	20148Z	1,540	2,460			
Chantilly	20152Z	1,490	2,450			
Hamilton Cluster	20158W	610	860			
Sterling	20164Z	1,780	2,870			
Sterling	20165Z	3,050	4,320	20165A	2,070	2,850
				20165B	980	1,470
Sterling	20166Z	300	550			
Leesburg	20175Z	2,210	3,170	20175A	830	1,230
				20175B	680	930
				20175C	700	1,010
Leesburg	20176Z	3,570	5,140	20176A	570	900
				20176B	1,870	2,780
				20176C	1,130	1,460
Lovettsville	20180Z	430	800			

LO FULL RUN 21,980 33,650

ARLINGTON COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Court House	22201Z	3,130	3,800	22201A	620	760
				22201B	920	1,130
				22201C	840	1,000
				22201D	750	910
Eads	22202Z	2,320	2,770	22202A	990	1,100
				22202B	1,330	1,670
Central	22203Z	2,180	2,610	22203A	900	1,130
				22203B	420	500
				22203C	860	980
South	22204Z	3,130	4,180	22204A	650	930
				22204B	540	720
				22204C	660	830
				22204D	430	580
				22204E	850	1,120
Preston King	22205Z	2,850	3,290	22205A	1,620	1,910
				22205B	1,230	1,380
Shirlington	22206Z	2,000	2,490	22206A	380	490
				22206B	1,620	2,000
North	22207Z	5,940	6,470	22207A	1,840	1,890
				22207B	1,780	1,990
				22207C	2,320	2,590
Rosslyn	22209Z	1,190	1,210	22209A	610	590
				22209B	580	620
Preston King	22213Z	500	620			

AR FULL RUN 23,240 27,440

FAUQUIER COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Marshall	20115Z	500	870			
Catlett Cluster	20119W	210	470			
Broad Run Cluster	20137W	240	400			
Warrenton	20186Z	1,340	2,180			
Warrenton	20187Z	1,370	2,140			
Bealeton Cluster	22712W	320	1,000			

FQ FULL RUN 3,980 7,060

	DAILY	SUNDAY
TOTAL FULL RUN	601,500	861,000

PACKING AND SHIPPING REQUIREMENTS

Please note that inserts require delivery to different locations.
 Quantities for multiple run dates must be shipped separated and clearly marked by run date.
 Pallet markers and a bill of lading are required for all shipments.
 Complete packing and shipping requirements available.
 Inserts for Sunday In-Paper and Sunday Opt-In may be combined on same pallet.

IN-PAPER & SUNDAY OPT-IN INSERTS

POST PLUS IN-MAIL INSERTS

DELIVERY ADDRESS

THE WASHINGTON POST SPRINGFIELD PLANT
 7171 Wimsatt Road
 Springfield , VA 22151-4081

VERTIS COMMUNICATIONS/AMERICAN COLOR GRAPHICS
 250 Heller Park Court
 Dayton, NJ 08810
 Main Number (732) 438 - 8270

RECEIVING

MONDAY 6:30 a.m. - 8:00 p.m.
 TUESDAY 6:30 a.m. - 8:00 p.m.
 WEDNESDAY 6:30 a.m. - 8:00 p.m.
 THURSDAY 6:30 a.m. - 6:00 p.m.
 FRIDAY** 6:30 a.m. - 1:30 p.m.
 SATURDAY 6:30 a.m. - 1:30 p.m.
 CLOSED SUNDAY
 **Oct. thru Dec - Friday hours are 6:30 a.m. - 8:00 p.m.

MON. through SUN. 6:00 a.m. - 6:00 p.m.

DELIVERY DEADLINES

SUNDAY IN-PAPER OR OPT-IN: Thursday, 5:00 p.m.
 10 days in advance of insert date
TUESDAY IN-PAPER: Tuesday, 5:00 p.m.
 7 days in advance of insert date
WEDNESDAY IN-PAPER: Friday, 1:30 p.m.
 5 days in advance of insert date
THURSDAY IN-PAPER: Friday, 1:30 p.m.
 6 days in advance of insert date
FRIDAY IN-PAPER: Monday, 5:00 p.m.
 4 days in advance of insert date

SHARED MAIL: Thursday, Noon
 7 days in advance of in-home date

EARLY DELIVERY

Accepted no more than 13 days in advance for Sundays and no more than 7 days in advance for daily inserts. Preprint Specialists must authorize exceptions.

Accepted no more than 15 days in advance of in-home date. Preprint Specialists must authorize exceptions.

DIRECTIONS

TO SPRINGFIELD PLANT

NORTH on I-95 / I -395
 Take I-395 exit for Edsall Rd. West.
 Proceed to end of Edsall Rd.
 Turn left onto Backlick Rd.
 At fourth traffic light, turn right onto Wimsatt Rd.
 WP plant is the third group of buildings on left.
 Receiving dock is at front of plant.

SOUTH on I-95 / I-495 Beltway
 Take I-495 Exit 5 for Braddock Rd. East .
 At second traffic light, turn right onto Backlick Rd.
 At fourth traffic light, turn right onto Wimsatt Rd.
 WP plant is the third group of buildings on left.
 Receiving dock is at front of plant.

TO VERTIS COMMUNICATIONS/AMERICAN COLOR GRAPHICS
 Estimated Driving Time from DC: just over 3 hrs.

FROM WASHINGTON, DC AREA
 Take I-95N to Delaware.
 Merge onto 295N towards New Jersey Turnpike.
 Keep right and take I-95 N/New Jersey Turnpike towards Cars/Trucks-buses.
 Take Exit 8A toward RT 32 West.
 Turn left on Cranbury-South River RD.
 Turn slight right onto Forsgate DR.
 Turn slight right onto US-130 N.
 Take the ramp toward Dayton/Jamesburg.
 Keep left at the fork to go on Ridge road.
 Turn left into Heller Park Court.

**For 24 HOUR AUTOMATED DIRECTIONS TO THE POST'S SPRINGFIELD PLANT
 CALL (202) 334-5052.**

FOR FURTHER INFORMATION

Contact the Post Plus/Preprint Specialist:
(202) 334-6330 or (202) 334-5841
 MON. through FRI. 9:00 a.m. - 5:30 p.m.