



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

2011

PERIOD

5

November 7, 2011 - February 5, 2012

IN-PAPER PREPRINTS

2011

PERIOD 5

November 7, 2011 - February 5, 2012

HOLIDAYS

IMPORTANT NOTE

Thanksgiving Day - See separate projections

Christmas Day - **REDUCE ALL ORDERS BY 7%**

New Years Day

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 5 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

November 7, 2011 - February 5, 2012

METRO SINGLE COPY

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY
DC-West	MSC010	11,500	9,600
DC-East	MSC012	9,340	11,966
Montgomery-North	MSC021	2,743	4,700
Montgomery-West	MSC022	3,704	4,486
Montgomery-East	MSC023	3,299	5,500
Prince George's-North West	MSC030	3,700	8,600
Prince George's-North East	MSC031	2,011	5,229
Prince George's-South	MSC032	400	1,000
Prince George's-Central	MSC034	4,787	11,150
Fairfax County-South	MSC042	2,700	5,900
Fairfax-West	MSC050	2,000	3,750
Fairfax-East	MSC051	921	1,792
Fairfax-North	MSC052	4,168	6,150
Arlington & Alexandria	MSC060	6,800	9,300
Loudoun	MSC080	2,707	4,700
Prince William-North	MSC090	1,493	4,529
Prince William-South	MSC091	1,083	3,295
Charles County	MSC095	1,224	4,350

SINGLE COPY FULL RUN 64,580 105,997

900 SERIES ZONES - OUTLYING AREAS **

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY
Howard-North Cluster	ZCL903	1,133	1,800
Pennsylvania/Delaware/NY Cluster	ZCL909	3,403	4,805
Chesapeake/Eastern Shore Cluster	ZCL917	5,800	8,800
South Frederick County Cluster	ZCL918	3,557	6,000
North Frederick County Cluster	ZCL919	3,500	6,000
Frederick Cluster	ZCL920	695	1,650
West Frederick County MD Cluster	ZCL921	384	545
Hagerstown Cluster	ZCL922	1,426	2,700
East Frederick County MD Cluster	ZCL923	591	950
Winchester/Harrisonburg Cluster	ZCL924	5,500	14,000
NW Frederick County MD Cluster	ZCL926	1,050	1,625
Delaware Cluster	ZCL934	3,900	3,200
Jefferson/Berkley County Cluster	ZCL935	1,799	3,600
North Fauquier County Cluster	ZCL950	1,364	2,608
Culpeper/Orange Cluster	ZCL955	6,235	8,700
North Stafford County Cluster	ZCL970	4,372	7,300
South Stafford County Cluster	ZCL971	75	41
Richmond/Williamsburg/VA Beach Cluster	ZCL972	6,571	9,400
Spotsylvania County Cluster	ZCL973	1,113	1,695
Fredericksburg Cluster	ZCL975	700	954
Baltimore Cluster	ZCL985	4,209	5,000

900 SERIES FULL RUN 57,377 91,373

** 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	2,411	2,731	20001A	865	1,285
				20001B	1,546	1,446
Kendall Green	20002Z	3,220	4,182	20002A	975	1,391
				20002B	1,070	1,515
				20002C	1,175	1,276
Southeast	20003Z	3,185	3,471	20003A	1,455	1,782
				20003B	1,730	1,689
Central Cluster	20005W	1,950	1,229			
Georgetown	20007Z	3,315	3,680	20007A	1,425	1,500
				20007B	1,890	2,180
Cleveland Park	20008Z	4,358	5,191	20008A	2,078	2,466
				20008B	2,280	2,725
Kalorama	20009Z	2,735	3,725	20009A	415	577
				20009B	1,140	1,446
				20009C	1,180	1,702
Columbia Heights	20010Z	1,210	1,790	20010A	475	800
				20010B	735	990
Brightwood	20011Z	4,216	5,101	20011A	673	800
				20011B	2,051	2,519
				20011C	722	932
				20011D	770	850
Walter Reed	20012Z	1,657	1,945	20012A	769	863
				20012B	888	1,082
Northwest	20015Z	3,234	3,686			
Friendship	20016Z	5,056	5,790	20016A	2,695	3,098
				20016B	2,361	2,692
Brookland	20017Z	1,425	1,705			
Customs House	20018Z	1,356	1,624			
Benning	20019Z	2,254	2,825	20019A	1,429	1,727
				20019B	825	1,098
Anacostia	20020Z	2,270	2,777	20020A	1,087	1,276
				20020B	659	801
				20020C	524	700
L' Enfant Plaza	20024Z	2,277	1,590			
Congress Heights	20032Z	1,119	1,388	20032A	474	616
				20032B	645	772
Twentieth Street	20036Z	1,151	728			
Watergate	20037Z	1,200	1,235			

DC FULL RUN 49,599 56,393

PERIOD 5 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

MONTGOMERY COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Bethesda	20814Z	4,057	4,907	20814A	593	789
				20814B	1,073	1,325
				20814C	1,360	1,627
				20814D	1,031	1,166
Chevy Chase	20815Z	6,019	6,724	20815A	1,962	2,129
				20815B	1,676	1,961
				20815C	1,280	1,423
				20815D	1,101	1,211
Friendship Heights	20816Z	3,361	3,782	20816A	1,776	1,997
				20816B	1,585	1,785
West Bethesda	20817Z	6,375	7,515	20817A	1,094	1,306
				20817B	600	739
				20817C	4,626	5,446
				20817D	55	24
Cabin John	20818Z	323	361			
Olney	20832Z	2,781	3,784	20832A	2,013	2,654
				20832B	768	1,130
Brookeville	20833Z	947	1,226			
Poolesville Cluster	20837W	886	1,207			
Boyd's	20841Z	588	864			
Rockville	20850Z	4,437	5,637	20850A	1,356	1,667
				20850B	1,201	1,548
				20850C	1,030	1,424
				20850D	850	998
Twinbrook	20851Z	890	1,182			
Pike	20852Z	4,921	6,078	20852A	2,449	2,967
				20852B	697	964
				20852C	735	847
				20852D	1,040	1,300
Twinbrook	20853Z	3,211	4,173	20853A	933	1,226
				20853B	1,525	1,932
				20853C	753	1,015
Potomac	20854Z	8,141	9,628	20854A	1,400	1,687
				20854B	1,080	1,322
				20854C	3,525	4,084
				20854D	2,136	2,535
Derwood	20855Z	1,684	2,186			
Ashton Cluster	20861W	560	648			
Burtonsville	20866Z	774	1,288			
Clarksburg	20871Z	640	1,112			
Damascus	20872Z	881	1,307			
Germantown	20874Z	2,819	4,428	20874A	906	1,330
				20874B	813	1,294
				20874C	1,100	1,804
Germantown	20876Z	1,092	1,848	20876A	498	863
				20876B	594	985
Gaithersburg	20877Z	1,835	2,340	20877A	1,200	1,496
				20877B	635	844
Diamond Farms	20878Z	5,192	7,203	20878A	704	1,100
				20878B	1,540	2,255
				20878C	1,882	2,453
				20878D	1,066	1,395
Laytonsville	20879Z	1,317	1,858	20879A	622	935
				20879B	302	429
				20879C	393	494
Gaithersburg	20882Z	1,423	1,973			
Montgomery Village	20886Z	1,925	2,561	20886A	1,154	1,580
				20886B	771	981
Kensington	20895Z	3,102	3,652	20895A	1,712	1,988
				20895B	1,390	1,664

MONTGOMERY COUNTY MD continued

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Woodmoor	20901Z	3,353	4,155	20901A	1,635	2,009
				20901B	1,718	2,146
Wheaton	20902Z	3,660	5,017	20902A	1,580	1,994
				20902B	1,330	1,901
				20902C	750	1,122
Hillendale	20903Z	711	926			
Colesville	20904Z	4,890	6,530	20904A	1,500	2,185
				20904B	1,880	2,450
				20904C	1,510	1,895
Colesville	20905Z	2,132	2,715	20905A	860	1,128
				20905B	1,272	1,587
Wheaton	20906Z	6,243	7,866	20906A	1,357	1,702
				20906B	3,400	4,091
				20906C	734	1,006
				20906D	752	1,067
Blair	20910Z	3,646	4,589	20910A	1,780	2,200
				20910B	875	1,174
				20910C	991	1,215
Takoma Park	20912Z	1,639	2,134	20912A	646	857
				20912B	993	1,277

MC FULL RUN 96,455 123,404

HOWARD COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Laurel	20723Z	1,525	2,437	20723A	805	1,161
				20723B	720	1,276
Highland Cluster	20777W	480	538			
Jessup Cluster	20794W	362	624			
Clarksville	21029Z	1,273	1,698			
Ellicott City	21042Z	2,557	2,971	21042A	1,572	1,880
				21042B	985	1,091
Ellicott City	21043Z	1,557	2,111	21043A	399	504
				21043B	1,158	1,607
Columbia	21044Z	2,829	3,435	21044A	775	1,025
				21044B	1,187	1,424
				21044C	867	986
Columbia	21045Z	1,814	2,460	21045A	790	1,065
				21045B	1,024	1,395
Columbia	21046Z	1,286	1,650			
Baltimore	21075Z	603	900			
Glenwood Cluster	21738W	925	1,182			

HO FULL RUN 15,211 20,006

PERIOD 5 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	700	950			
Brandywine Cluster	20613W	853	1,212			
Beltsville	20705Z	1,290	1,695	20705A	540	649
				20705B	750	1,046
Lanham-Seabrook	20706Z	1,493	1,983	20706A	909	1,270
				20706B	584	713
Laurel	20707Z	1,619	2,249	20707A	532	630
				20707B	466	759
				20707C	621	860
Montpelier	20708Z	957	1,339	20708A	371	525
				20708B	586	814
Bowie	20715Z	3,138	3,330	20715A	1,275	1,377
				20715B	988	1,018
				20715C	875	935
Mitchellville	20716Z	1,557	1,702	20716A	780	851
				20716B	777	851
Bowie	20720Z	1,433	1,998	20720A	608	851
				20720B	825	1,147
Bowie	20721Z	2,199	3,022	20721A	932	1,265
				20721B	1,267	1,757
Clinton	20735Z	2,212	3,108			
Riverdale	20737Z	516	650			
College Park	20740Z	1,380	1,762	20740A	605	792
				20740B	775	970
Capitol Heights	20743Z	1,952	2,451	20743A	588	718
				20743B	890	1,036
				20743C	474	697
Fort Washington	20744Z	3,686	4,785	20744A	1,299	1,610
				20744B	1,471	1,875
				20744C	916	1,300
Oxon Hill	20745Z	1,283	1,440	20745A	515	515
				20745B	324	375
				20745C	444	550
Suitland	20746Z	1,295	2,166	20746A	279	495
				20746B	465	621
				20746C	551	1,050
District Heights	20747Z	1,826	2,452	20747A	1,400	1,871
				20747B	426	581
Temple Hills	20748Z	2,274	3,351	20748A	1,049	1,631
				20748B	1,225	1,720
Glenn Dale	20769Z	572	742			
Greenbelt	20770Z	1,239	1,804	20770A	561	720
				20770B	678	1,084
Upper Marlboro	20772Z	2,815	3,847	20772A	1,261	1,652
				20772B	1,554	2,195
Upper Marlboro	20774Z	2,923	4,068	20774A	1,168	1,670
				20774B	1,755	2,398
Hyattsville Cluster	20781W	1,206	1,675			
West Hyattsville	20782Z	1,357	1,806	20782A	788	979
				20782B	569	827
Adelphi	20783Z	1,176	1,407	20783A	726	851
				20783B	450	556
Capitol Plaza	20784Z	1,044	1,459			
Cheverly	20785Z	1,726	2,172	20785A	1,078	1,348
				20785B	648	824
PG FULL RUN		45,721	60,625			

ANNE ARUNDEL COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Lothian Cluster	20711W	700	980			
Laurel	20724Z	532	802			
Shady Side Cluster	20764W	651	910			
Arnold	21012Z	1,368	2,005			
Crownsville	21032Z	510	572			
Davidsonville Cluster	21035W	848	1,070			
Edgewater	21037Z	921	1,245			
Gambrills	21054Z	649	740	21054A	407	510
				21054B	242	230
Hanover Cluster	21076W	511	726			
Millersville	21108Z	425	429			
Odenton Cluster	21113W	2,100	3,028			
Crofton	21114Z	1,450	2,095			
Severn Cluster	21144W	542	700			
Severna Park	21146Z	1,020	1,294	21146A	600	758
				21146B	420	536
Annapolis	21401Z	3,584	4,906	21401A	931	1,066
				21401B	353	509
				21401C	2,300	3,331
Annapolis Eastport	21403Z	1,498	1,895	21403A	530	688
				21403B	968	1,207
Annapolis Cluster	21409W	750	801			
AA FULL RUN		18,059	24,198			

CHARLES COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Waldorf	20601Z	1,571	2,300			
Waldorf	20602Z	900	1,686			
Waldorf	20603Z	1,620	2,625			
Bryans Road	20616Z	260	360			
Hughesville Cluster	20637W	550	711			
Indian Head Cluster	20640W	490	725			
Issue Cluster	20645W	334	425			
La Plata Cluster	20646W	1,586	2,525			
Port Tobacco Cluster	20677W	380	577			
White Plains	20695Z	710	945			
CH FULL RUN		8,401	12,879			

SAINT MARY'S COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Charlotte Hall	20622Z	300	415			
Hollywood Cluster	20636W	787	1,413			
Leonardtown Cluster	20650W	1,100	1,725			
Lexington Park Cluster	20653W	1,750	4,900			
Mechanicsville	20659Z	1,279	1,795			
SM FULL RUN		5,216	10,248			

CALVERT COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Huntingtown	20639Z	1,050	1,700			
Lusby Cluster	20657W	1,347	2,350			
Prince Frederick Cluster	20678W	825	1,810			
Saint Leonard Cluster	20685W	392	720			
North Beach	20714Z	280	416			
Chesapeake Beach Cluster	20732W	692	1,406			
Owings	20736Z	777	1,150			
Dunkirk	20754Z	776	1,292			
CA FULL RUN		6,139	10,844			

PERIOD 5 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

FAIRFAX COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Centreville	20120Z	2,642	3,983	20120A	695	848
				20120B	843	1,248
				20120C	601	987
				20120D	503	900
Centreville	20121Z	1,016	1,940	20121A	380	654
				20121B	636	1,286
Clifton	20124Z	1,800	2,322	20124Z		
Chantilly	20151Z	1,445	2,082	20151A	1,100	1,522
				20151B	345	560
Herndon	20170Z	2,600	3,657	20170A	976	1,325
				20170B	697	967
				20170C	372	592
				20170D	555	773
Herndon	20171Z	3,496	4,820	20171A	1,215	1,731
				20171B	1,309	1,639
				20171C	972	1,450
Reston	20190Z	1,596	2,152	20190A	496	710
				20190B	419	543
				20190C	681	899
Reston	20191Z	2,777	3,636	20191A	428	554
				20191B	1,059	1,309
				20191C	1,290	1,773
Reston	20194Z	1,412	1,960			
Annandale	22003Z	5,016	6,417	22003A	677	857
				22003B	1,423	1,868
				22003C	1,043	1,539
				22003D	1,873	2,153
Burke	22015Z	4,670	6,255	22015A	1,488	1,932
				22015B	1,447	2,042
				22015C	1,735	2,281
Dunn Loring	22027Z	235	317			
Fairfax	22030Z	3,908	5,389	22030A	1,240	1,808
				22030B	1,065	1,462
				22030C	1,603	2,119
Pickett	22031Z	2,426	3,268	22031A	791	1,201
				22031B	1,635	2,067
Fairfax Station	22032Z	3,905	4,915	22032A	2,165	2,674
				22032B	1,740	2,241
Fairfax	22033Z	2,707	4,004	22033A	546	806
				22033B	868	1,249
				22033C	831	1,204
				22033D	462	745
Fairfax Station	22039Z	2,917	3,640	22039A	1,008	1,287
				22039B	1,909	2,353
Baileys Crossroads	22041Z	1,929	2,413	22041A	429	538
				22041B	1,500	1,875
Mosby	22042Z	2,301	2,931	22042A	1,234	1,603
				22042B	1,067	1,328
Pimmit	22043Z	2,173	2,766	22043A	1,218	1,597
				22043B	955	1,169
Seven Corners	22044Z	940	1,156			
Falls Church	22046Z	2,032	2,499	22046A	1,346	1,623
				22046B	686	876
Fort Belvoir	22060Z	2,910	2,075			
Great Falls	22066Z	2,213	2,722	22066A	1,224	1,483
				22066B	989	1,239
Lorton	22079Z	1,911	2,778	22079A	1,117	1,612
				22079B	794	1,166

FAIRFAX COUNTY VA continued

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Mc Lean	22101Z	5,061	5,993	22101A	2,808	3,277
				22101B	2,253	2,716
Mc Lean	22102Z	2,654	3,150	22102A	1,806	2,169
				22102B	848	981
Vienna	22124Z	2,401	2,984	22124A	1,389	1,685
				22124B	1,012	1,299
Springfield	22150Z	2,281	2,890	22150A	462	684
				22150B	1,350	1,575
				22150C	469	631
North Springfield	22151Z	1,702	2,105	22151A	672	836
				22151B	1,030	1,269
West Springfield	22152Z	3,181	4,112	22152A	1,079	1,443
				22152B	1,012	1,277
				22152C	1,090	1,392
West Springfield	22153Z	3,195	4,418	22153A	1,025	1,393
				22153B	1,005	1,441
				22153C	1,165	1,584
Vienna	22180Z	2,804	3,458	22180A	1,374	1,677
				22180B	1,430	1,781
Vienna	22181Z	2,050	2,426	22181A	1,290	1,429
				22181B	760	997
Vienna	22182Z	3,379	4,176	22182A	2,191	2,705
				22182B	1,188	1,471
Potomac	22301Z	1,466	1,873	22301A	944	1,238
				22301B	522	635
Parkfairfax	22302Z	1,847	2,424	22302A	997	1,305
				22302B	850	1,119
Jefferson Manor	22303Z	1,004	1,385	22303A	461	685
				22303B	543	700
Shirley Duke	22304Z	3,120	4,130	22304A	653	798
				22304B	1,000	1,494
				22304C	700	875
				22304D	767	963
George Washington	22305Z	1,010	1,251	22305A	389	555
				22305B	621	696
Community	22306Z	1,651	2,084	22306A	750	975
				22306B	901	1,109
Belle View	22307Z	1,490	1,806			
Wellington	22308Z	2,354	2,809	22308A	1,017	1,187
				22308B	1,337	1,622
Engleside	22309Z	2,243	2,874	22309A	760	1,004
				22309B	929	1,155
				22309C	554	715
Franconia	22310Z	2,501	3,285	22310A	700	931
				22310B	610	796
				22310C	1,191	1,558
Seminary Heights	22311Z	899	1,192			
Lincolnia	22312Z	1,628	2,125	22312A	624	738
				22312B	1,004	1,387
Olde Town	22314Z	3,436	4,337	22314A	1,318	1,621
				22314B	1,168	1,441
				22314C	950	1,275
Kingstowne	22315Z	2,400	3,517	22315A	950	1,351
				22315B	1,450	2,166
FA FULL RUN		116,734	150,901			

PERIOD 5 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	1,019	1,530	20109A	659	818
				20109B	360	712
Manassas	20110Z	1,988	2,933	20110A	655	1,029
				20110B	770	1,113
				20110C	563	791
				20111A	437	644
Manassas Park	20111Z	1,210	1,772	20111B	773	1,128
				20112A	547	800
Manassas Park	20112Z	2,026	2,814	20112B	851	1,214
				20112C	628	800
				20136A	579	1,042
Bristow	20136Z	1,424	2,393	20136B	845	1,351
				20155A	1,490	1,983
Gainesville	20155Z	2,290	3,324	20155B	800	1,341
				20169A	1,050	1,357
Haymarket	20169Z	1,643	2,309	20169B	593	952
				Nokesville	20181Z	475
Dumfries	22025Z	1,433	2,120			
Dumfries	22026Z	374	555			
Triangle Cluster	22172W	305	495			
Woodbridge	22191Z	1,542	2,713	22191A	362	585
				22191B	444	746
				22191C	736	1,382
Woodbridge	22192Z	3,296	5,148	22192A	990	1,615
				22192B	1,314	2,006
				22192C	992	1,527
Dale City	22193Z	2,433	4,012	22193A	743	1,218
				22193B	442	775
				22193C	466	719
				22193D	782	1,300

PW FULL RUN 21,458 32,834

LOUDOUN COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Aldie	20105Z	470	857			
Purcellville	20132Z	1,342	2,229			
Round Hill Cluster	20141W	1,020	1,414			
Ashburn	20147Z	3,619	5,557	20147A	870	1,218
				20147B	790	1,220
				20147C	939	1,519
				20147D	1,020	1,600
Ashburn	20148Z	1,300	2,210			
Chantilly	20152Z	1,264	1,998			
Hamilton Cluster	20158W	615	789			
Sterling	20164Z	1,575	2,469	20165A	1,800	2,532
				20165B	915	1,313
Sterling	20166Z	275	435	20175A	676	1,200
				20175B	615	824
				20175C	605	936
Leesburg	20175Z	1,896	2,960	20176A	373	584
				20176B	1,700	2,601
				20176C	1,000	1,400
Leesburg	20176Z	3,073	4,585			
Lovettsville	20180Z	475	739			

LO FULL RUN 19,639 30,087

ARLINGTON COUNTY VA

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Court House	22201Z	2,719	3,668	22201A	523	725
				22201B	775	1,059
				22201C	771	990
				22201D	650	894
Eads	22202Z	2,041	2,758	22202A	875	1,083
				22202B	1,166	1,675
Central	22203Z	1,872	2,457	22203A	800	1,060
				22203B	347	437
				22203C	725	960
South	22204Z	2,541	3,282	22204A	552	707
				22204B	375	534
				22204C	525	689
				22204D	325	419
				22204E	764	933
Preston King	22205Z	2,434	2,903	22205A	1,379	1,672
				22205B	1,055	1,231
Shirlington	22206Z	1,716	2,337	22206A	344	461
				22206B	1,372	1,876
North	22207Z	4,956	5,977	22207A	1,550	1,785
				22207B	1,481	1,818
				22207C	1,925	2,374
Rosslyn	22209Z	983	1,165	22209A	533	580
				22209B	450	585
Preston King	22213Z	463	530			

AR FULL RUN 19,725 25,077

FAUQUIER COUNTY VA

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Marshall	20115Z	490	740			
Catlett Cluster	20119W	190	325			
Broad Run Cluster	20137W	285	325			
Warrenton	20186Z	1,242	2,100			
Warrenton	20187Z	1,220	1,900			
Bealeton Cluster	22712W	301	676			

FQ FULL RUN 3,728 6,066

	DAILY	SUNDAY
TOTAL FULL RUN	548,042	760,932

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
 80 Stemmers Lane
 Westampton, NJ 08060
 Main Number (609) 534 - 7308

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, 11:00 a.m.
 5 days in advance of insert date
THURSDAY IN-PAPER: Friday, 11:00 a.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.
 Merge onto New Jersey Turnpike N on the left toward New York/Atlantic City.
 Take Exit 5 toward Burlington/Mount Holly.
 Turn left onto CR-541N/Burlington-Mount Holly Rd.
 Turn left onto Irick Rd/CR-637.
 Stay straight to go onto Woodlane Rd/CR-630.
 Turn left on Stemmers Lane.

**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) 334-5841
 MON. through FRI. 9:00 a.m. - 5:30 p.m.