



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

2012

PERIOD

1

February 6, 2012 - April 8

IN-PAPER PREPRINTS

2012

PERIOD 1

February 6, 2012 - April 8, 2012

HOLIDAYS

IMPORTANT NOTE

Easter

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 1 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

February 6, 2012 - April 8, 2012

METRO SINGLE COPY

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY
DC-West	MSC010	13,740	9,200
DC-East	MSC012	8,912	11,554
Montgomery-North	MSC021	2,595	4,700
Montgomery-West	MSC022	3,422	4,458
Montgomery-East	MSC023	2,746	5,500
Prince George's-North West	MSC030	3,629	8,600
Prince George's-North East	MSC031	2,067	5,525
Prince George's-South	MSC032	413	1,000
Prince George's-Central	MSC034	4,580	11,150
Fairfax County-South	MSC042	2,863	5,900
Fairfax-West	MSC050	2,044	3,850
Fairfax-East	MSC051	829	1,592
Fairfax-North	MSC052	3,626	5,800
Arlington & Alexandria	MSC060	6,127	9,200
Loudoun	MSC080	2,319	4,700
Prince William-North	MSC090	1,587	4,725
Prince William-South	MSC091	1,115	4,141
Charles County	MSC095	1,195	4,350
SINGLE COPY FULL RUN		63,809	105,945

900 SERIES ZONES - OUTLYING AREAS **

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY
Howard-North Cluster	ZCL903	1,121	1,800
Pennsylvania/Delaware/NY Cluster	ZCL909	3,069	4,588
Chesapeake/Eastern Shore Cluster	ZCL917	4,560	8,400
South Frederick County Cluster	ZCL918	3,345	6,000
North Frederick County Cluster	ZCL919	3,515	6,000
Frederick Cluster	ZCL920	849	1,650
West Frederick County MD Cluster	ZCL921	391	570
Hagerstown Cluster	ZCL922	1,387	2,700
East Frederick County MD Cluster	ZCL923	616	950
Winchester/Harrisonburg Cluster	ZCL924	4,742	13,500
NW Frederick County MD Cluster	ZCL926	1,023	1,625
Delaware Cluster	ZCL934	1,940	3,100
Jefferson/Berkley County Cluster	ZCL935	1,483	3,500
North Fauquier County Cluster	ZCL950	1,328	2,623
Culpeper/Orange Cluster	ZCL955	5,836	8,700
North Stafford County Cluster	ZCL970	4,000	7,100
South Stafford County Cluster	ZCL971	12	75
Richmond/Williamsburg/VA Beach Cluster	ZCL972	5,770	9,100
Spotsylvania County Cluster	ZCL973	1,313	1,695
Fredericksburg Cluster	ZCL975	219	800
Baltimore Cluster	ZCL985	4,170	5,000
900 SERIES FULL RUN		50,689	89,476

** 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	2,168	2,389	20001A	806	1,083
				20001B	1,362	1,306
Kendall Green	20002Z	3,248	4,110	20002A	973	1,323
				20002B	1,052	1,491
				20002C	1,223	1,296
Southeast	20003Z	3,177	3,428	20003A	1,423	1,687
				20003B	1,754	1,741
Central Cluster	20005W	1,833	1,174			
Georgetown	20007Z	3,467	3,758	20007A	1,489	1,500
				20007B	1,978	2,258
Cleveland Park	20008Z	4,633	5,364	20008A	2,148	2,515
				20008B	2,485	2,849
Kalorama	20009Z	2,866	3,612	20009A	394	511
				20009B	1,151	1,397
				20009C	1,321	1,704
Columbia Heights	20010Z	1,328	1,705	20010A	526	742
				20010B	802	963
Brightwood	20011Z	3,919	4,948	20011A	674	798
				20011B	1,812	2,397
				20011C	696	889
				20011D	737	864
Walter Reed	20012Z	1,798	2,010	20012A	862	911
				20012B	936	1,099
Northwest	20015Z	3,378	3,748			
Friendship	20016Z	5,395	5,800	20016A	2,950	3,176
				20016B	2,445	2,624
Brookland	20017Z	1,419	1,710			
Customs House	20018Z	1,241	1,577			
Benning	20019Z	2,253	2,874	20019A	1,421	1,709
				20019B	832	1,165
Anacostia	20020Z	2,254	2,914	20020A	1,084	1,324
				20020B	658	846
				20020C	512	744
L' Enfant Plaza	20024Z	2,200	1,630			
Congress Heights	20032Z	1,087	1,480	20032A	491	657
				20032B	596	823
Twentieth Street	20036Z	1,130	733			
Watergate	20037Z	1,228	1,255			
DC FULL RUN		50,022	56,219			

PERIOD 1 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

MONTGOMERY COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Bethesda	20814Z	4,278	4,968	20814A	607	772
				20814B	1,113	1,334
				20814C	1,413	1,654
				20814D	1,145	1,208
Chevy Chase	20815Z	6,417	6,790	20815A	2,094	2,196
				20815B	1,734	1,926
				20815C	1,469	1,410
				20815D	1,120	1,258
Friendship Heights	20816Z	3,456	3,787	20816A	1,824	2,019
				20816B	1,632	1,768
West Bethesda	20817Z	6,555	7,403	20817A	1,138	1,303
				20817B	617	744
				20817C	4,800	5,326
				20817D	0	30
Cabin John	20818Z	387	380			
Olney	20832Z	2,651	3,711	20832A	1,928	2,626
				20832B	723	1,085
Brookeville	20833Z	958	1,213			
Poolesville Cluster	20837W	977	1,171			
Boyd's	20841Z	586	894			
Rockville	20850Z	4,423	5,758	20850A	1,336	1,702
				20850B	1,208	1,611
				20850C	1,018	1,423
				20850D	861	1,022
Twinbrook	20851Z	887	1,241			
Pike	20852Z	5,051	6,135	20852A	2,422	2,989
				20852B	659	968
				20852C	770	869
				20852D	1,200	1,309
Twinbrook	20853Z	3,273	4,124	20853A	953	1,209
				20853B	1,552	1,906
				20853C	768	1,009
Potomac	20854Z	8,250	9,604	20854A	1,438	1,689
				20854B	1,070	1,263
				20854C	3,539	4,099
				20854D	2,203	2,553
Derwood	20855Z	1,679	2,189			
Ashton Cluster	20861W	569	630			
Burtonsville	20866Z	774	1,246			
Clarksburg	20871Z	635	1,087			
Damascus	20872Z	800	1,301			
Germantown	20874Z	2,660	4,343	20874A	875	1,331
				20874B	725	1,253
				20874C	1,060	1,759
Germantown	20876Z	1,068	1,830	20876A	490	853
				20876B	578	977
Gaithersburg	20877Z	1,816	2,404	20877A	1,185	1,541
				20877B	631	863
Diamond Farms	20878Z	5,266	7,135	20878A	813	1,053
				20878B	1,487	2,244
				20878C	1,905	2,464
				20878D	1,061	1,374
Laytonsville	20879Z	1,191	1,843	20879A	566	940
				20879B	274	409
				20879C	351	494
Gaithersburg	20882Z	1,592	2,015			
Montgomery Village	20886Z	1,839	2,602	20886A	1,123	1,611
				20886B	716	991
Kensington	20895Z	3,110	3,688	20895A	1,692	1,987
				20895B	1,418	1,701

MONTGOMERY COUNTY MD continued

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Woodmoor	20901Z	3,253	4,104	20901A	1,570	1,969
				20901B	1,683	2,135
Wheaton	20902Z	3,718	4,906	20902A	1,554	1,960
				20902B	1,281	1,875
				20902C	883	1,071
Hillendale	20903Z	704	988			
Colesville	20904Z	4,738	6,274	20904A	1,457	2,118
				20904B	1,825	2,311
				20904C	1,456	1,845
Colesville	20905Z	2,068	2,689	20905A	873	1,106
				20905B	1,195	1,583
Wheaton	20906Z	5,985	7,819	20906A	1,295	1,748
				20906B	3,291	4,057
				20906C	676	973
				20906D	723	1,041
Blair	20910Z	3,687	4,595	20910A	1,846	2,150
				20910B	872	1,238
				20910C	969	1,207
Takoma Park	20912Z	1,765	2,101	20912A	715	839
				20912B	1,050	1,262

MC FULL RUN 97,066 122,968

HOWARD COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Laurel	20723Z	1,832	2,464	20723A	869	1,188
				20723B	963	1,276
Highland Cluster	20777W	429	470			
Jessup Cluster	20794W	265	492			
Clarksville	21029Z	1,276	1,754			
Ellicott City	21042Z	2,587	2,856	21042A	1,584	1,759
				21042B	1,003	1,097
Ellicott City	21043Z	1,501	2,268	21043A	351	528
				21043B	1,150	1,740
Columbia	21044Z	2,626	3,039	21044A	716	990
				21044B	1,100	1,106
				21044C	810	943
Columbia	21045Z	1,788	2,353	21045A	760	1,010
				21045B	1,028	1,343
Columbia	21046Z	1,699	1,750			
Baltimore	21075Z	528	854			
Glenwood Cluster	21738W	1,100	1,153			

HO FULL RUN 15,631 19,453

PERIOD 1 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	726	1,000			
Brandywine Cluster	20613W	810	1,206			
Beltsville	20705Z	1,242	1,788	20705A	492	735
				20705B	750	1,053
Lanham-Seabrook	20706Z	1,470	1,927	20706A	893	1,203
				20706B	577	724
Laurel	20707Z	1,542	2,325	20707A	536	650
				20707B	475	800
				20707C	531	875
Montpelier	20708Z	933	1,420	20708A	366	525
				20708B	567	895
Bowie	20715Z	2,790	3,352	20715A	1,159	1,387
				20715B	859	1,026
				20715C	772	939
Mitchellville	20716Z	1,359	1,669	20716A	703	850
				20716B	656	819
Bowie	20720Z	1,404	2,013	20720A	604	897
				20720B	800	1,116
Bowie	20721Z	2,263	2,869	20721A	847	1,191
				20721B	1,416	1,678
Clinton	20735Z	2,020	2,998			
Riverdale	20737Z	867	701			
College Park	20740Z	1,362	1,715	20740A	549	729
				20740B	813	986
Capitol Heights	20743Z	1,940	2,353	20743A	573	714
				20743B	849	1,059
				20743C	518	580
Fort Washington	20744Z	3,463	4,842	20744A	1,175	1,681
				20744B	1,382	1,911
				20744C	906	1,250
Oxon Hill	20745Z	1,183	1,511	20745A	462	560
				20745B	298	380
				20745C	423	571
Suitland	20746Z	1,152	2,036	20746A	299	440
				20746B	355	597
				20746C	498	999
District Heights	20747Z	1,691	2,511	20747A	1,328	1,900
				20747B	363	611
Temple Hills	20748Z	2,164	3,336	20748A	986	1,578
				20748B	1,178	1,758
Glenn Dale	20769Z	592	735			
Greenbelt	20770Z	1,372	1,700	20770A	519	622
				20770B	853	1,078
Upper Marlboro	20772Z	2,661	3,903	20772A	1,201	1,725
				20772B	1,460	2,178
Upper Marlboro	20774Z	2,767	4,025	20774A	1,084	1,644
				20774B	1,683	2,381
Hyattsville Cluster	20781W	1,209	1,720			
West Hyattsville	20782Z	1,439	1,901	20782A	848	1,045
				20782B	591	856
Adelphi	20783Z	1,100	1,480	20783A	674	884
				20783B	426	596
Capitol Plaza	20784Z	1,055	1,647			
Cheverly	20785Z	1,670	2,411	20785A	1,069	1,435
				20785B	601	976
PG FULL RUN		44,246	61,094			

ANNE ARUNDEL COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Lothian Cluster	20711W	637	937			
Laurel	20724Z	548	764			
Shady Side Cluster	20764W	610	932			
Arnold	21012Z	1,359	1,965			
Crownsville	21032Z	486	608			
Davidsonville Cluster	21035W	767	1,011			
Edgewater	21037Z	836	1,148			
Gambrills	21054Z	630	734	21054A	396	515
				21054B	234	219
Hanover Cluster	21076W	530	830			
Millersville	21108Z	440	504			
Odenton Cluster	21113W	2,100	3,321			
Crofton	21114Z	1,404	2,099			
Severn Cluster	21144W	816	679			
Severna Park	21146Z	1,294	1,269	21146A	839	740
				21146B	455	529
Annapolis	21401Z	3,900	4,449	21401A	938	994
				21401B	761	445
				21401C	2,201	3,010
Annapolis Eastport	21403Z	1,657	1,770	21403A	685	620
				21403B	972	1,150
Annapolis Cluster	21409W	834	921			
AA FULL RUN		18,848	23,941			

CHARLES COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Waldorf	20601Z	1,542	2,325			
Waldorf	20602Z	871	1,575			
Waldorf	20603Z	1,647	2,600			
Bryans Road	20616Z	216	395			
Hughesville Cluster	20637W	532	725			
Indian Head Cluster	20640W	548	800			
Issue Cluster	20645W	385	455			
La Plata Cluster	20646W	1,626	2,550			
Port Tobacco Cluster	20677W	395	580			
White Plains	20695Z	697	900			
CH FULL RUN		8,459	12,905			

SAINT MARY'S COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Charlotte Hall	20622Z	323	415			
Hollywood Cluster	20636W	792	1,457			
Leonardtown Cluster	20650W	1,100	1,793			
Lexington Park Cluster	20653W	1,775	4,750			
Mechanicsville	20659Z	1,248	1,775			
SM FULL RUN		5,238	10,190			

CALVERT COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Huntingtown	20639Z	1,100	1,750			
Lusby Cluster	20657W	1,250	2,200			
Prince Frederick Cluster	20678W	945	1,782			
Saint Leonard Cluster	20685W	408	715			
North Beach	20714Z	302	380			
Chesapeake Beach Cluster	20732W	1,069	1,355			
Owings	20736Z	744	1,150			
Dunkirk	20754Z	846	1,242			
CA FULL RUN		6,664	10,574			

PERIOD 1 IN-PAPER ESTIMATES

HOME DELIVERY AND METRO SINGLE COPY

FAIRFAX COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Centreville	20120Z	2,670	4,019	20120A	661	849
				20120B	891	1,275
				20120C	639	992
				20120D	479	903
Centreville	20121Z	1,016	1,906	20121A	395	649
				20121B	621	1,257
Clifton	20124Z	1,731	2,263	20124Z		
Chantilly	20151Z	1,445	2,135	20151A	1,085	1,576
				20151B	360	559
Herndon	20170Z	2,627	3,566	20170A	958	1,290
				20170B	683	954
				20170C	380	587
				20170D	606	735
Herndon	20171Z	3,572	4,942	20171A	1,203	1,741
				20171B	1,327	1,685
				20171C	1,042	1,516
Reston	20190Z	1,768	2,113	20190A	506	689
				20190B	434	575
				20190C	828	849
Reston	20191Z	2,738	3,576	20191A	421	565
				20191B	1,038	1,274
				20191C	1,279	1,737
Reston	20194Z	1,400	1,927			
Annandale	22003Z	4,923	6,490	22003A	684	857
				22003B	1,374	1,894
				22003C	1,030	1,534
				22003D	1,835	2,205
Burke	22015Z	4,604	6,322	22015A	1,446	1,958
				22015B	1,445	2,072
				22015C	1,713	2,292
Dunn Loring	22027Z	240	311			
Fairfax	22030Z	3,896	5,453	22030A	1,211	1,764
				22030B	1,059	1,532
				22030C	1,626	2,157
Pickett	22031Z	2,438	3,330	22031A	813	1,228
				22031B	1,625	2,102
Fairfax Station	22032Z	3,772	4,895	22032A	2,119	2,692
				22032B	1,653	2,203
Fairfax	22033Z	2,652	4,050	22033A	566	790
				22033B	807	1,278
				22033C	867	1,215
				22033D	412	767
Fairfax Station	22039Z	2,954	3,590	22039A	1,049	1,250
				22039B	1,905	2,340
Baileys Crossroads	22041Z	1,959	2,427	22041A	415	516
				22041B	1,544	1,911
Mosby	22042Z	2,255	3,036	22042A	1,209	1,590
				22042B	1,046	1,446
Pimmit	22043Z	2,301	2,818	22043A	1,229	1,619
				22043B	1,072	1,199
Seven Corners	22044Z	1,022	1,213			
Falls Church	22046Z	2,117	2,553	22046A	1,375	1,650
				22046B	742	903
Fort Belvoir	22060Z	2,686	1,990			
Great Falls	22066Z	2,219	2,687	22066A	1,206	1,466
				22066B	1,013	1,221
Lorton	22079Z	1,838	2,783	22079A	1,077	1,607
				22079B	761	1,176

FAIRFAX COUNTY VA continued

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Mc Lean	22101Z	5,255	6,085	22101A	2,901	3,329
				22101B	2,354	2,756
Mc Lean	22102Z	2,838	3,156	22102A	1,865	2,168
				22102B	973	988
Vienna	22124Z	2,519	3,025	22124A	1,384	1,707
				22124B	1,135	1,318
Springfield	22150Z	2,273	2,855	22150A	458	670
				22150B	1,345	1,575
				22150C	470	610
North Springfield	22151Z	1,667	2,078	22151A	670	850
				22151B	997	1,228
West Springfield	22152Z	3,095	4,110	22152A	1,044	1,430
				22152B	998	1,269
				22152C	1,053	1,411
West Springfield	22153Z	3,257	4,500	22153A	1,066	1,424
				22153B	981	1,459
				22153C	1,210	1,617
Vienna	22180Z	2,805	3,397	22180A	1,327	1,651
				22180B	1,478	1,746
Vienna	22181Z	1,978	2,452	22181A	1,227	1,433
				22181B	751	1,019
Vienna	22182Z	3,612	4,324	22182A	2,350	2,775
				22182B	1,262	1,549
Potomac	22301Z	1,527	1,871	22301A	975	1,222
				22301B	552	649
Parkfairfax	22302Z	2,057	2,435	22302A	1,036	1,329
				22302B	1,021	1,106
Jefferson Manor	22303Z	1,082	1,385	22303A	560	685
				22303B	522	700
Shirley Duke	22304Z	3,230	4,270	22304A	654	862
				22304B	1,072	1,538
				22304C	743	896
George Washington	22305Z	1,029	1,294	22305A	427	555
				22305B	602	739
				22305C	789	1,032
Community	22306Z	1,601	2,117	22306A	789	1,032
Belle View	22307Z	1,460	1,797	22306B	812	1,085
Wellington	22308Z	2,460	2,827	22308A	1,043	1,186
				22308B	1,417	1,641
Engleside	22309Z	2,211	2,839	22309A	764	989
				22309B	887	1,135
				22309C	560	715
Franconia	22310Z	2,454	3,391	22310A	691	1,103
				22310B	642	789
				22310C	1,121	1,499
Seminary Heights	22311Z	939	1,214			
Lincolnia	22312Z	1,652	2,219	22312A	645	851
				22312B	1,007	1,368
Olde Town	22314Z	3,577	4,392	22314A	1,412	1,683
				22314B	1,182	1,434
				22314C	983	1,275
Kingstowne	22315Z	2,441	3,507	22315A	988	1,367
				22315B	1,453	2,140

FA FULL RUN 117,862 151,935

PERIOD 1 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	895	1,468	20109A	542	778
				20109B	353	690
Manassas	20110Z	1,934	2,899	20110A	653	1,027
				20110B	769	1,095
				20110C	512	777
				20111A	377	649
Manassas Park	20111Z	1,078	1,777	20111B	701	1,128
				20112A	545	800
Manassas Park	20112Z	1,997	2,774	20112B	878	1,170
				20112C	574	804
				20136A	596	1,064
Bristow	20136Z	1,389	2,432	20136B	793	1,368
				20155A	1,401	1,918
Gainesville	20155Z	2,187	3,295	20155B	786	1,377
				20169A	1,075	1,425
Haymarket	20169Z	1,685	2,390	20169B	610	965
				Nokesville	20181Z	478
Dumfries	22025Z	1,468	2,100			
Dumfries	22026Z	354	557			
Triangle Cluster	22172W	320	495			
Woodbridge	22191Z	1,456	2,634	22191A	342	540
				22191B	428	712
				22191C	686	1,382
Woodbridge	22192Z	3,302	5,078	22192A	1,086	1,615
				22192B	1,285	1,978
				22192C	931	1,485
Dale City	22193Z	2,191	3,922	22193A	666	1,201
				22193B	423	740
				22193C	404	681
				22193D	698	1,300

PW FULL RUN 20,734 32,552

ARLINGTON COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Court House	22201Z	2,808	3,670	22201A	540	725
				22201B	795	1,084
				22201C	784	990
				22201D	689	871
Eads	22202Z	2,232	2,743	22202A	876	1,068
				22202B	1,356	1,675
Central	22203Z	2,089	2,453	22203A	993	1,060
				22203B	324	433
				22203C	772	960
South	22204Z	2,882	3,662	22204A	615	800
				22204B	458	611
				22204C	585	775
				22204D	374	476
				22204E	850	1,000
Preston King	22205Z	2,492	2,997	22205A	1,453	1,737
				22205B	1,039	1,260
Shirlington	22206Z	1,712	2,400	22206A	330	475
				22206B	1,382	1,925
North	22207Z	5,185	6,038	22207A	1,581	1,802
				22207B	1,553	1,846
				22207C	2,051	2,390
Rosslyn	22209Z	1,017	1,165	22209A	520	580
				22209B	497	585
Preston King	22213Z	486	560			

AR FULL RUN 20,903 25,688

LOUDOUN COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Aldie	20105Z	500	949			
Purcellville	20132Z	1,233	1,996			
Round Hill Cluster	20141W	931	1,292			
Ashburn	20147Z	3,739	5,722	20147A	954	1,332
				20147B	862	1,300
				20147C	975	1,566
				20147D	948	1,524
Ashburn	20148Z	1,335	2,210			
Chantilly	20152Z	1,225	2,159			
Hamilton Cluster	20158W	564	754			
Sterling	20164Z	1,562	2,497	20165A	1,778	2,547
				20165B	875	1,311
Sterling	20166Z	265	452	20175A	699	1,179
				20175B	599	825
				20175C	589	882
				20176A	383	590
Leesburg	20176Z	2,932	4,409	20176B	1,560	2,445
				20176C	989	1,374
				Lovettsville	20180Z	480

LO FULL RUN 19,306 29,883

FAUQUIER COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Marshall	20115Z	450	738			
Catlett Cluster	20119W	276	325			
Broad Run Cluster	20137W	262	325	Warrenton	1,100	1,976
				Warrenton	1,175	1,900
Beaeton Cluster	22712W	291	724			

FQ FULL RUN 3,554 5,988

	DAILY	SUNDAY
TOTAL FULL RUN	543,031	758,811

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.