



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

**2012**

*PERIOD*

**2**

April 9 - June 24, 2012

# IN-PAPER PREPRINTS

2012

## PERIOD 2

April 9, 2012 - June 24, 2012

### HOLIDAYS

#### IMPORTANT NOTE

Easter

#### GENERAL INFORMATION

##### IN PAPER

<b>Space Reservation Deadlines</b>	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.
<b>Quantities</b>	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.
<b>Distribution Options</b>	*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.
<b>Distribution Periods</b>	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
<b>Page Size Defined</b>	FLEXIE                      6" x 7" to 9" x 11" TAB                            Over 9" x 11" to 11" x 13' STANDARD                    Over 11" x 13"
<b>Size Specifications</b>	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.
<b>Minimum Paper Weight Specifications</b>	.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 2 IN-PAPER ESTIMATES

## HOME DELIVERY AND METRO SINGLE COPY

April 8, 2012 - June 24, 2012

### METRO SINGLE COPY

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY
DC-West	MSC010	14,408	8,800
DC-East	MSC012	7,300	10,200
Montgomery-North	MSC021	4,000	4,600
Montgomery-West	MSC022	3,581	4,185
Montgomery-East	MSC023	3,091	5,350
Prince George's-North West	MSC030	3,800	8,243
Prince George's-North East	MSC031	2,234	5,186
Prince George's-South	MSC032	425	900
Prince George's-Central	MSC034	4,000	10,900
Fairfax County-South	MSC042	3,000	5,900
Fairfax-West	MSC050	2,459	3,800
Fairfax-East	MSC051	913	1,590
Fairfax-North	MSC052	3,580	5,600
Arlington & Alexandria	MSC060	6,439	8,200
Loudoun	MSC080	2,384	4,650
Prince William-North	MSC090	1,698	4,700
Prince William-South	MSC091	2,000	4,000
Charles County	MSC095	1,013	4,250
<b>SINGLE COPY FULL RUN</b>		<b>66,325</b>	<b>101,054</b>

### 900 SERIES ZONES - OUTLYING AREAS \*\*

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY
Howard-North Cluster	ZCL903	1,070	1,800
Pennsylvania/Delaware/NY Cluster	ZCL909	3,100	4,223
Chesapeake/Eastern Shore Cluster	ZCL917	5,060	7,400
South Frederick County Cluster	ZCL918	3,642	5,800
North Frederick County Cluster	ZCL919	2,557	5,800
Frederick Cluster	ZCL920	1,000	1,650
West Frederick County MD Cluster	ZCL921	333	587
Hagerstown Cluster	ZCL922	1,400	2,700
East Frederick County MD Cluster	ZCL923	593	950
Winchester/Harrisonburg Cluster	ZCL924	4,413	12,600
NW Frederick County MD Cluster	ZCL926	1,000	1,625
Delaware Cluster	ZCL934	2,250	3,100
Jefferson/Berkley County Cluster	ZCL935	1,473	3,500
North Fauquier County Cluster	ZCL950	1,329	2,550
Culpeper/Orange Cluster	ZCL955	5,800	8,700
North Stafford County Cluster	ZCL970	2,703	7,100
South Stafford County Cluster	ZCL971	55	80
Richmond/Williamsburg/VA Beach Cluster	ZCL972	5,884	8,650
Spotsylvania County Cluster	ZCL973	990	1,695
Fredericksburg Cluster	ZCL975	500	850
Baltimore Cluster	ZCL985	3,800	5,000
<b>900 SERIES FULL RUN</b>		<b>48,952</b>	<b>86,360</b>

\*\* 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	2,105	2,397	20001A	750	1,053
				20001B	1,355	1,344
Kendall Green	20002Z	2,934	3,998	20002A	900	1,217
				20002B	948	1,442
				20002C	1,086	1,339
Southeast	20003Z	2,897	3,213	20003A	1,214	1,450
				20003B	1,683	1,763
Central Cluster	20005W	1,933	1,212			
Georgetown	20007Z	3,488	3,847	20007A	1,569	1,500
				20007B	1,919	2,347
Cleveland Park	20008Z	4,513	5,304	20008A	2,100	2,487
				20008B	2,413	2,817
Kalorama	20009Z	2,745	3,761	20009A	375	516
				20009B	1,100	1,514
				20009C	1,270	1,731
Columbia Heights	20010Z	1,211	1,752	20010A	466	779
				20010B	745	973
Brightwood	20011Z	3,486	5,090	20011A	502	802
				20011B	1,750	2,454
				20011C	575	935
				20011D	659	899
Walter Reed	20012Z	1,702	1,988	20012A	703	908
				20012B	999	1,080
Northwest	20015Z	3,354	3,811			
Friendship	20016Z	5,188	5,874	20016A	2,750	3,191
				20016B	2,438	2,683
Brookland	20017Z	1,300	1,747			
Customs House	20018Z	1,225	1,548			
Benning	20019Z	2,007	2,762	20019A	1,275	1,657
				20019B	732	1,105
Anacostia	20020Z	1,786	2,702	20020A	918	1,281
				20020B	509	851
				20020C	359	570
L' Enfant Plaza	20024Z	2,064	1,624			
Congress Heights	20032Z	704	1,324	20032A	317	597
				20032B	387	727
Twentieth Street	20036Z	1,100	729			
Watergate	20037Z	1,299	1,295			
<b>DC FULL RUN</b>		<b>47,041</b>	<b>55,978</b>			

# PERIOD 2 IN-PAPER ESTIMATES

## HOME DELIVERY AND METRO SINGLE COPY

### MONTGOMERY COUNTY MD

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Bethesda	20814Z	4,190	5,004	20814A	535	774
				20814B	1,214	1,351
				20814C	1,358	1,686
				20814D	1,083	1,193
Chevy Chase	20815Z	6,346	7,035	20815A	2,038	2,247
				20815B	1,778	2,049
				20815C	1,443	1,465
				20815D	1,087	1,274
Friendship Heights	20816Z	3,648	3,774	20816A	1,815	1,974
				20816B	1,833	1,800
West Bethesda	20817Z	6,530	7,503	20817A	1,037	1,303
				20817B	555	779
				20817C	4,938	5,391
				20817D	0	30
Cabin John	20818Z	322	368			
Olney	20832Z	2,655	3,664	20832A	1,974	2,609
				20832B	681	1,055
Brookeville	20833Z	938	1,195			
Poolesville Cluster	20837W	1,050	1,215			
Boyds	20841Z	594	885			
Rockville	20850Z	4,274	5,822	20850A	1,311	1,732
				20850B	1,170	1,569
				20850C	973	1,490
				20850D	820	1,031
Twinbrook	20851Z	942	1,236			
Pike	20852Z	4,944	6,313	20852A	2,432	3,109
				20852B	598	966
				20852C	739	911
				20852D	1,175	1,327
Twinbrook	20853Z	3,252	4,118	20853A	869	1,212
				20853B	1,716	1,919
				20853C	667	987
Potomac	20854Z	8,219	9,666	20854A	1,447	1,701
				20854B	1,026	1,283
				20854C	3,523	4,098
				20854D	2,223	2,584
Derwood	20855Z	1,566	2,218			
Ashton Cluster	20861W	478	619			
Burtonsville	20866Z	731	1,199			
Clarksburg	20871Z	581	1,085			
Damascus	20872Z	715	1,204			
Germantown	20874Z	2,426	4,298	20874A	815	1,291
				20874B	640	1,207
				20874C	971	1,800
Germantown	20876Z	924	1,753	20876A	432	779
				20876B	492	974
Gaithersburg	20877Z	1,648	2,391	20877A	1,080	1,503
				20877B	568	888
Diamond Farms	20878Z	5,242	7,293	20878A	848	1,060
				20878B	1,444	2,304
				20878C	1,909	2,511
				20878D	1,041	1,418
Laytonsville	20879Z	1,098	1,858	20879A	559	964
				20879B	232	384
				20879C	307	510
Gaithersburg	20882Z	1,378	2,028			
Montgomery Village	20886Z	1,692	2,643	20886A	1,082	1,629
				20886B	610	1,014
Kensington	20895Z	3,074	3,718	20895A	1,678	1,999
				20895B	1,396	1,719

### MONTGOMERY COUNTY MD continued

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Woodmoor	20901Z	3,216	4,106	20901A	1,618	1,954
				20901B	1,598	2,152
Wheaton	20902Z	3,544	4,849	20902A	1,471	1,928
				20902B	1,208	1,853
				20902C	865	1,068
Hillendale	20903Z	689	986			
Colesville	20904Z	4,705	6,231	20904A	1,555	2,049
				20904B	1,738	2,325
				20904C	1,412	1,857
Colesville	20905Z	1,898	2,713	20905A	744	1,098
				20905B	1,154	1,615
Wheaton	20906Z	5,928	8,074	20906A	1,243	1,791
				20906B	3,322	4,147
				20906C	659	1,002
				20906D	704	1,134
Blair	20910Z	3,418	4,637	20910A	1,723	2,125
				20910B	797	1,284
				20910C	898	1,228
Takoma Park	20912Z	1,758	2,141	20912A	758	855
				20912B	1,000	1,286

MC FULL RUN 94,613 123,842

### HOWARD COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Laurel	20723Z	1,611	2,477	20723A	802	1,201
				20723B	809	1,276
Highland Cluster	20777W	445	459			
Jessup Cluster	20794W	325	539			
Clarksville	21029Z	1,288	1,684			
Ellicott City	21042Z	2,392	2,879	21042A	1,583	1,766
				21042B	809	1,113
Ellicott City	21043Z	1,325	1,661	21043A	275	474
				21043B	1,050	1,187
Columbia	21044Z	2,253	3,108	21044A	716	1,021
				21044B	854	1,122
				21044C	683	965
Columbia	21045Z	1,631	2,355	21045A	695	1,000
				21045B	936	1,355
Columbia	21046Z	1,376	1,750			
Baltimore	21075Z	431	792			
Glenwood Cluster	21738W	1,077	1,134			

HO FULL RUN 14,154 18,838

# PERIOD 2 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	704	1,000			
Brandywine Cluster	20613W	742	1,279			
Beltsville	20705Z	1,146	1,705	20705A	411	660
				20705B	735	1,045
Lanham-Seabrook	20706Z	1,322	1,957	20706A	815	1,267
				20706B	507	690
Laurel	20707Z	1,440	2,264	20707A	420	650
				20707B	579	764
				20707C	441	850
Montpelier	20708Z	822	1,459	20708A	311	525
				20708B	511	934
Bowie	20715Z	2,703	3,352	20715A	1,125	1,388
				20715B	825	1,035
				20715C	753	929
Mitchellville	20716Z	1,205	1,628	20716A	582	820
				20716B	623	808
Bowie	20720Z	1,284	2,059	20720A	549	913
				20720B	735	1,146
Bowie	20721Z	1,957	2,974	20721A	785	1,226
				20721B	1,172	1,748
Clinton	20735Z	1,974	3,063			
Riverdale	20737Z	579	710			
College Park	20740Z	1,241	1,780	20740A	512	754
				20740B	729	1,026
Capitol Heights	20743Z	1,596	2,408	20743A	472	744
				20743B	744	1,144
				20743C	380	520
Fort Washington	20744Z	3,266	4,741	20744A	1,125	1,625
				20744B	1,319	1,916
				20744C	822	1,200
Oxon Hill	20745Z	985	1,450	20745A	360	520
				20745B	250	380
				20745C	375	550
Suitland	20746Z	1,101	2,080	20746A	246	400
				20746B	341	583
				20746C	514	1,097
District Heights	20747Z	1,606	2,534	20747A	1,275	1,850
				20747B	331	684
Temple Hills	20748Z	2,087	3,228	20748A	973	1,551
				20748B	1,114	1,677
Glenn Dale	20769Z	563	722			
Greenbelt	20770Z	1,283	1,749	20770A	460	674
				20770B	823	1,075
Upper Marlboro	20772Z	2,411	3,925	20772A	1,046	1,711
				20772B	1,365	2,214
Upper Marlboro	20774Z	2,515	4,028	20774A	977	1,645
				20774B	1,538	2,383
Hyattsville Cluster	20781W	1,100	1,728			
West Hyattsville	20782Z	1,244	1,860	20782A	724	1,023
				20782B	520	837
Adelphi	20783Z	1,024	1,559	20783A	619	943
				20783B	405	616
Capitol Plaza	20784Z	989	1,602			
Cheverly	20785Z	1,525	2,409	20785A	975	1,437
				20785B	550	972
<b>PG FULL RUN</b>		<b>40,414</b>	<b>61,253</b>			

### ANNE ARUNDEL COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Lothian Cluster	20711W	611	951			
Laurel	20724Z	560	774			
Shady Side Cluster	20764W	600	959			
Arnold	21012Z	1,200	1,825			
Crownsville	21032Z	475	612			
Davidsonville Cluster	21035W	732	1,015			
Edgewater	21037Z	871	1,130			
Gambrills	21054Z	557	759	21054A	396	515
				21054B	161	244
Hanover Cluster	21076W	451	760			
Millersville	21108Z	352	520			
Odenton Cluster	21113W	2,151	3,482			
Crofton	21114Z	1,364	2,074			
Severn Cluster	21144W	826	711			
Severna Park	21146Z	1,128	1,269	21146A	747	725
				21146B	381	544
Annapolis	21401Z	3,746	4,355	21401A	815	1,017
				21401B	742	454
				21401C	2,189	2,884
Annapolis Eastport	21403Z	1,540	1,849	21403A	587	647
				21403B	953	1,202
Annapolis Cluster	21409W	707	951			
<b>AA FULL RUN</b>		<b>17,871</b>	<b>23,996</b>			

### CHARLES COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Waldorf	20601Z	1,386	2,300			
Waldorf	20602Z	842	1,575			
Waldorf	20603Z	1,676	2,525			
Bryans Road	20616Z	251	390			
Hughesville Cluster	20637W	488	710			
Indian Head Cluster	20640W	538	775			
Issue Cluster	20645W	281	430			
La Plata Cluster	20646W	1,701	2,525			
Port Tobacco Cluster	20677W	402	580			
White Plains	20695Z	737	950			
<b>CH FULL RUN</b>		<b>8,302</b>	<b>12,760</b>			

### SAINT MARY'S COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Charlotte Hall	20622Z	338	415			
Hollywood Cluster	20636W	732	1,530			
Leonardtwn Cluster	20650W	1,099	1,720			
Lexington Park Cluster	20653W	1,621	4,700			
Mechanicsville	20659Z	1,191	1,775			
<b>SM FULL RUN</b>		<b>4,981</b>	<b>10,140</b>			

### CALVERT COUNTY MD

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Huntingtown	20639Z	923	1,499			
Lusby Cluster	20657W	1,240	2,200			
Prince Frederick Cluster	20678W	900	1,855			
Saint Leonard Cluster	20685W	410	720			
North Beach	20714Z	314	400			
Chesapeake Beach Cluster	20732W	618	1,151			
Owings	20736Z	722	1,150			
Dunkirk	20754Z	715	1,207			
<b>CA FULL RUN</b>		<b>5,842</b>	<b>10,182</b>			

# PERIOD 2 IN-PAPER ESTIMATES

## HOME DELIVERY AND METRO SINGLE COPY

### FAIRFAX COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Centreville	20120Z	2,371	4,013	20120A	606	847
				20120B	796	1,275
				20120C	519	991
				20120D	450	900
Centreville	20121Z	980	1,921	20121A	370	648
				20121B	610	1,273
Clifton	20124Z	1,710	2,292	20124Z		
Chantilly	20151Z	1,318	2,163	20151A	1,025	1,603
				20151B	293	560
Herndon	20170Z	2,381	3,584	20170A	866	1,292
				20170B	625	967
				20170C	364	581
				20170D	526	744
Herndon	20171Z	3,315	4,958	20171A	1,136	1,772
				20171B	1,249	1,678
				20171C	930	1,508
Reston	20190Z	1,550	2,073	20190A	450	689
				20190B	400	530
				20190C	700	854
Reston	20191Z	2,651	3,557	20191A	397	540
				20191B	1,025	1,275
				20191C	1,229	1,742
Reston	20194Z	1,311	1,934			
Annandale	22003Z	4,742	6,499	22003A	636	887
				22003B	1,322	1,890
				22003C	963	1,518
				22003D	1,821	2,204
Burke	22015Z	4,273	6,233	22015A	1,373	1,960
				22015B	1,298	2,022
				22015C	1,602	2,251
Dunn Loring	22027Z	264	327			
Fairfax	22030Z	3,650	5,412	22030A	1,115	1,780
				22030B	931	1,432
				22030C	1,604	2,200
Pickett	22031Z	2,306	3,326	22031A	732	1,228
				22031B	1,574	2,098
Fairfax Station	22032Z	3,610	4,940	22032A	2,021	2,682
				22032B	1,589	2,258
Fairfax	22033Z	2,285	4,041	22033A	486	790
				22033B	739	1,269
				22033C	742	1,183
				22033D	318	799
Fairfax Station	22039Z	2,783	3,577	22039A	964	1,261
				22039B	1,819	2,316
Baileys Crossroads	22041Z	1,885	2,272	22041A	385	382
				22041B	1,500	1,890
Mosby	22042Z	2,143	3,051	22042A	1,123	1,598
				22042B	1,020	1,453
Pimmit	22043Z	2,090	2,911	22043A	1,161	1,625
				22043B	929	1,286
Seven Corners	22044Z	986	1,239			
Falls Church	22046Z	1,978	2,507	22046A	1,337	1,600
				22046B	641	907
Fort Belvoir	22060Z	2,771	1,925			
Great Falls	22066Z	2,152	2,708	22066A	1,181	1,462
				22066B	971	1,246
Lorton	22079Z	1,664	2,754	22079A	975	1,564
				22079B	689	1,190

### FAIRFAX COUNTY VA continued

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Mc Lean	22101Z	5,059	6,065	22101A	2,735	3,303
				22101B	2,324	2,762
Mc Lean	22102Z	2,618	3,201	22102A	1,813	2,194
				22102B	805	1,007
Vienna	22124Z	2,242	2,997	22124A	1,296	1,688
				22124B	946	1,309
Springfield	22150Z	2,031	2,733	22150A	371	638
				22150B	1,275	1,525
				22150C	385	570
North Springfield	22151Z	1,541	2,079	22151A	599	833
				22151B	942	1,246
West Springfield	22152Z	2,842	4,091	22152A	962	1,415
				22152B	906	1,272
				22152C	974	1,404
West Springfield	22153Z	2,909	4,369	22153A	974	1,398
				22153B	858	1,388
				22153C	1,077	1,583
Vienna	22180Z	2,534	3,446	22180A	1,249	1,684
				22180B	1,285	1,762
Vienna	22181Z	1,902	2,464	22181A	1,196	1,445
				22181B	706	1,019
				22181C		
Vienna	22182Z	3,399	4,349	22182A	2,230	2,832
				22182B	1,169	1,517
Potomac	22301Z	1,409	1,872	22301A	923	1,231
				22301B	486	641
Parkfairfax	22302Z	1,763	2,446	22302A	973	1,334
				22302B	790	1,112
Jefferson Manor	22303Z	880	1,325	22303A	356	660
				22303B	524	665
				22303C		
Shirley Duke	22304Z	2,877	4,324	22304A	548	858
				22304B	979	1,542
				22304C	646	932
				22304D	704	992
George Washington	22305Z	836	1,306	22305A	319	540
				22305B	517	766
Community	22306Z	1,533	2,220	22306A	732	1,100
				22306B	801	1,120
Belle View	22307Z	1,423	1,831			
Wellington	22308Z	2,286	2,901	22308A	972	1,205
				22308B	1,314	1,696
Engleside	22309Z	1,993	2,895	22309A	704	1,026
				22309B	803	1,169
				22309C	486	700
Franconia	22310Z	2,309	3,357	22310A	680	1,169
				22310B	566	793
				22310C	1,063	1,395
Seminary Heights	22311Z	900	1,219			
Lincolnia	22312Z	1,571	2,244	22312A	598	826
				22312B	973	1,418
Olde Town	22314Z	3,431	4,411	22314A	1,366	1,712
				22314B	1,142	1,474
				22314C	923	1,225
Kingstowne	22315Z	2,141	3,459	22315A	847	1,360
				22315B	1,294	2,099

**FA FULL RUN** 109,598 151,821

# PERIOD 2 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	805	1,470	20109A	480	800
				20109B	325	670
Manassas	20110Z	1,745	2,951	20110A	602	1,038
				20110B	683	1,125
				20110C	460	788
				20111A	350	623
Manassas Park	20111Z	1,026	1,770	20111B	676	1,147
				20112A	483	800
Manassas Park	20112Z	1,712	2,776	20112B	754	1,148
				20112C	475	828
				20136A	523	1,118
Bristow	20136Z	1,275	2,583	20136B	752	1,465
				20155A	1,400	1,979
Gainesville	20155Z	2,122	3,369	20155B	722	1,390
				20169A	1,050	1,415
Haymarket	20169Z	1,570	2,412	20169B	520	997
				Nokesville	20181Z	470
Dumfries	22025Z	1,428	2,050			
Dumfries	22026Z	271	538			
Triangle Cluster	22172W	313	450			
Woodbridge	22191Z	1,290	2,599	22191A	312	510
				22191B	374	739
				22191C	604	1,350
Woodbridge	22192Z	3,065	5,114	22192A	986	1,615
				22192B	1,221	1,991
				22192C	858	1,508
Dale City	22193Z	1,868	3,749	22193A	533	1,135
				22193B	387	740
				22193C	340	674
				22193D	608	1,200

PW FULL RUN 18,960 32,585

### ARLINGTON COUNTY VA

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Court House	22201Z	2,420	3,716	22201A	465	680
				22201B	707	1,112
				22201C	661	990
				22201D	587	934
Eads	22202Z	1,863	2,787	22202A	801	1,112
				22202B	1,062	1,675
Central	22203Z	1,703	2,450	22203A	768	1,050
				22203B	273	440
				22203C	662	960
South	22204Z	2,259	3,595	22204A	525	770
				22204B	322	579
				22204C	500	783
				22204D	266	483
				22204E	646	980
Preston King	22205Z	2,426	3,050	22205A	1,427	1,782
				22205B	999	1,268
Shirlington	22206Z	1,539	2,358	22206A	218	442
				22206B	1,321	1,916
North	22207Z	4,885	6,077	22207A	1,560	1,835
				22207B	1,467	1,835
				22207C	1,858	2,407
Rosslyn	22209Z	820	1,150	22209A	464	580
				22209B	356	570
Preston King	22213Z	493	577			

AR FULL RUN 18,408 25,760

### LOUDOUN COUNTY VA

SALES ZONE/ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Aldie	20105Z	493	977			
Purcellville	20132Z	1,200	2,009			
Round Hill Cluster	20141W	988	1,278			
Ashburn	20147Z	3,349	5,651	20147A	850	1,311
				20147B	800	1,294
				20147C	869	1,553
				20147D	830	1,493
Ashburn	20148Z	1,260	2,210			
Chantilly	20152Z	1,176	2,200			
Hamilton Cluster	20158W	475	688			
Sterling	20164Z	1,411	2,492	20165A	1,685	2,522
				20165B	810	1,305
Sterling	20166Z	264	458			
Leesburg	20175Z	1,727	2,891	20175A	650	1,181
				20175B	550	820
				20175C	527	890
Leesburg	20176Z	2,836	4,510	20176A	438	590
				20176B	1,483	2,489
				20176C	915	1,431
Lovettsville	20180Z	479	727			

LO FULL RUN 18,153 29,918

### FAUQUIER COUNTY VA

SALES ZONE/ ZIP NAME	ZONE	DAILY	SUNDAY	MICROZONE	WEDNESDAY	SUNDAY
Marshall	20115Z	450	747			
Catlett Cluster	20119W	180	325			
Broad Run Cluster	20137W	251	325			
Warrenton	20186Z	1,150	1,856			
Warrenton	20187Z	1,175	1,875			
Beaeton Cluster	22712W	283	736			

FQ FULL RUN 3,489 5,864

	DAILY	SUNDAY
<b>TOTAL FULL RUN</b>	<b>517,103</b>	<b>750,351</b>

**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. - 6:00 p.m.  
 TUESDAY 6:30 a.m. - 6:00 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.