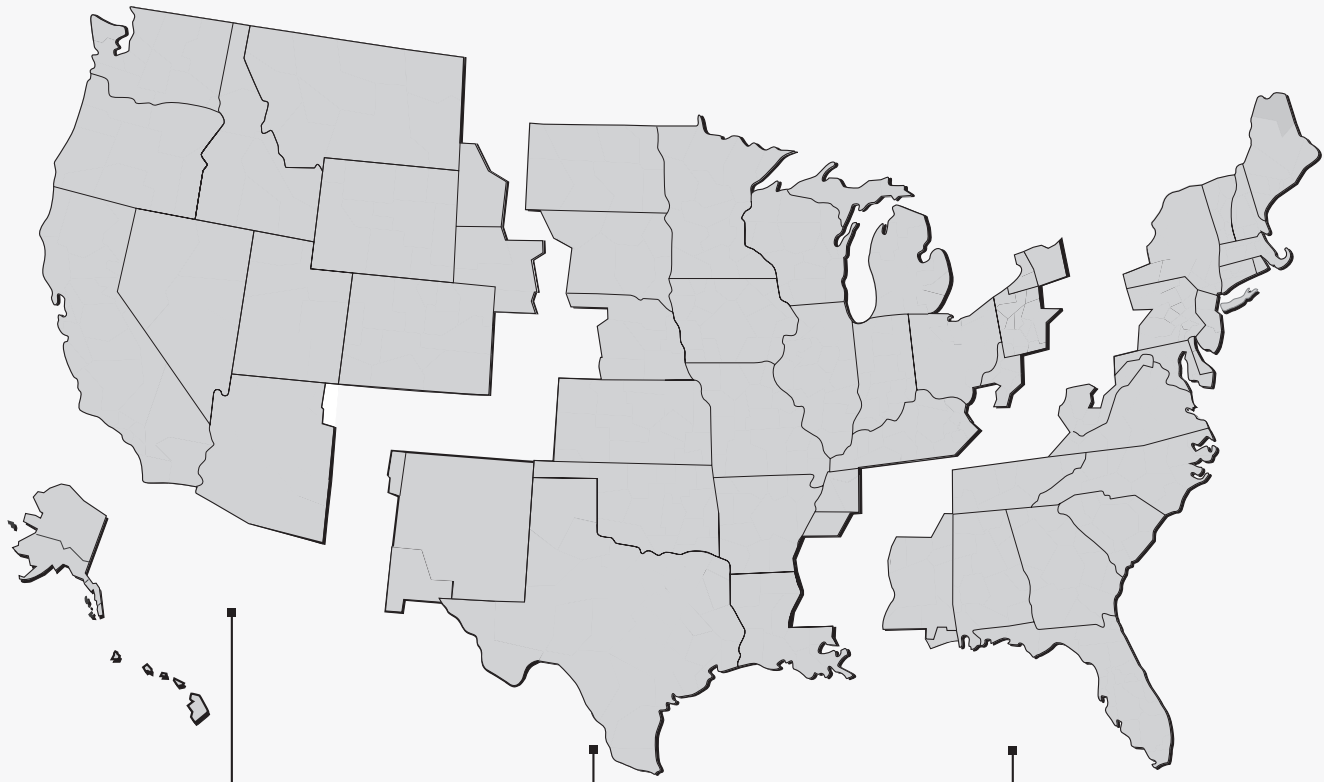


REGIONAL ADVERTISING

GENERAL RATES

Regional advertising buys are available in 21 regions. Please contact your sales representative for details



WESTERN EDITION

- Pacific Northwest Region
- Rocky Mountain Region
- Northern California Region
- Southern California Region
- Arizona Region

CENTRAL EDITION

- Minneapolis Region
- Chicago Region
- Ohio Region
- Detroit Region
- St. Louis Region
- Kansas City Region
- Texas Region
- Dallas/Ft. Worth Region
- Houston Region

EASTERN EDITION

- New England Region
- Greater New York Region
- Philadelphia Region
- Washington/Baltimore Region
- Southern Region
- South Atlantic Region
- Florida Region

Notes:

- All rates are quoted in gross; only net spending accrues to contract fulfillment.
- All full-page contract rates are inclusive of 10% full-page discount for contract advertisers.
- Boundaries and circulation for all editions and regions are subject to change.

ARIZONA

GENERAL RATES

CIRCULATION: 21,501

Distribution Area: Arizona with the exception of northeastern and northwestern corner

3-digit zip codes: 850-853, 855-857, 859-860, 863

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$121.77	\$15,343.02

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$114.59	\$12,994.51
75,000.00	8.3	111.66	12,662.24
125,000.00	10.7	108.74	12,331.12
250,000.00	13.1	105.82	11,999.99
325,000.00	13.1	105.82	11,999.99
450,000.00	15.1	103.38	11,723.29
700,000.00	17.1	100.95	11,447.73
1,000,000.00	19.0	98.63	11,184.64
1,250,000.00	20.0	97.42	11,047.43
1,600,000.00	21.0	96.20	10,909.08
2,100,000.00	21.9	95.10	10,784.34
2,500,000.00	23.0	93.76	10,632.38
3,100,000.00	26.8	89.14	10,108.48
3,800,000.00	26.8	89.14	10,108.48
5,200,000.00	26.8	89.14	10,108.48

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$1,704.78
31.5		1/4	\$3,835.76
63.0		1/2	\$7,671.51
126.0		Full Page	\$15,343.02

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

CHICAGO

GENERAL RATES

CIRCULATION: 51,980

Distribution Area: Chicago metropolitan area, northwestern corner of Indiana

3-digit zip codes: 463-464, 600-611, 613

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$208.93	\$26,325.18

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$196.60	\$22,294.44
75,000.00	8.3	191.59	21,726.31
125,000.00	10.7	186.57	21,157.04
250,000.00	13.1	181.56	20,588.90
325,000.00	13.1	181.56	20,588.90
450,000.00	15.1	177.38	20,114.89
700,000.00	17.1	173.20	19,640.88
1,000,000.00	19.0	169.23	19,190.68
1,250,000.00	20.0	167.14	18,953.68
1,600,000.00	21.0	165.05	18,716.67
2,100,000.00	21.9	163.17	18,503.48
2,500,000.00	23.0	160.88	18,243.79
3,100,000.00	26.8	152.94	17,343.40
3,800,000.00	26.8	152.94	17,343.40
5,200,000.00	26.8	152.94	17,343.40

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,925.02
31.5		1/4	6,581.30
63.0		1/2	13,162.59
126.0		Full Page	26,325.18

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

DALLAS/FT. WORTH

GENERAL RATES

CIRCULATION: 35,462

Distribution Area: Austin, Dallas and Fort Worth metropolitan areas in Texas, central and eastern Oklahoma and northwestern corner of Arkansas

3-digit zip codes: 727, 729-731, 734-738, 740-741, 743, 748-754, 757-758, 760-767

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$156.47	\$19,715.22

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$147.24	\$16,697.02
75,000.00	8.3	143.48	16,270.63
125,000.00	10.7	139.73	15,845.38
250,000.00	13.1	135.97	15,419.00
325,000.00	13.1	135.97	15,419.00
450,000.00	15.1	132.84	15,064.06
700,000.00	17.1	129.71	14,709.11
1,000,000.00	19.0	126.74	14,372.32
1,250,000.00	20.0	125.18	14,195.41
1,600,000.00	21.0	123.61	14,017.37
2,100,000.00	21.9	122.20	13,857.48
2,500,000.00	23.0	120.48	13,662.43
3,100,000.00	26.8	114.54	12,988.84
3,800,000.00	26.8	114.54	12,988.84
5,200,000.00	26.8	114.54	12,988.84

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,190.58
31.5		1/4	4,928.81
63.0		1/2	9,857.61
126.0		Full Page	19,715.22

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

DETROIT

GENERAL RATES

CIRCULATION: 53,241

Distribution Area: Michigan, northwestern corner of Ohio, northeast Kentucky, northern and southeastern corner of Indiana
3-digit zip codes: 403-406, 410, 413-414, 434-436, 465-468, 470, 480-497

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$134.09	\$16,895.34

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$126.18	\$14,308.81
75,000.00	8.3	122.96	13,943.66
125,000.00	10.7	119.74	13,578.52
250,000.00	13.1	116.52	13,213.37
325,000.00	13.1	116.52	13,213.37
450,000.00	15.1	113.84	12,909.46
700,000.00	17.1	111.16	12,605.54
1,000,000.00	19.0	108.61	12,316.37
1,250,000.00	20.0	107.27	12,164.42
1,600,000.00	21.0	105.93	12,012.46
2,100,000.00	21.9	104.72	11,875.25
2,500,000.00	23.0	103.25	11,708.55
3,100,000.00	26.8	98.15	11,130.21
3,800,000.00	26.8	98.15	11,130.21
5,200,000.00	26.8	98.15	11,130.21

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$1,877.26
31.5		1/4	4,223.84
63.0		1/2	8,447.67
126.0		Full Page	16,895.34

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

FLORIDA

GENERAL RATES

CIRCULATION: 94,078

Distribution Area: Florida, southern and northwestern corner of Georgia, Mississippi with the exception of northwestern corner,

Tennessee with the exception of northeastern corner, southern Alabama and southern Kentucky

3-digit zip codes: 006-009, 307, 313-339, 341-344, 346-347, 349, 354, 360-361, 363-374, 376-379, 384-385, 387, 389-398, 407-409, 417-418, 421-422, 425-426

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$195.17	\$24,591.42

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$183.65	\$20,825.91
75,000.00	8.3	178.97	20,295.20
125,000.00	10.7	174.29	19,764.49
250,000.00	13.1	169.60	19,232.64
325,000.00	13.1	169.60	19,232.64
450,000.00	15.1	165.70	18,790.38
700,000.00	17.1	161.80	18,348.12
1,000,000.00	19.0	158.09	17,927.41
1,250,000.00	20.0	156.14	17,706.28
1,600,000.00	21.0	154.18	17,484.01
2,100,000.00	21.9	152.43	17,285.56
2,500,000.00	23.0	150.28	17,041.75
3,100,000.00	26.8	142.86	16,200.32
3,800,000.00	26.8	142.86	16,200.32
5,200,000.00	26.8	142.86	16,200.32

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,732.38
31.5		1/4	6,147.86
63.0		1/2	12,295.71
126.0		Full Page	24,591.42

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

GREATER NEW YORK

GENERAL RATES

CIRCULATION: 136,895

Distribution Area: New York metropolitan area including New York City, Long Island, Westchester County, northern New Jersey and Connecticut

3-digit zip codes: 060-079, 085-092, 094, 096-098, 100-119, 340

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$471.38	\$59,393.88

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$443.57	\$50,300.84
75,000.00	8.3	432.26	49,018.28
125,000.00	10.7	420.94	47,734.60
250,000.00	13.1	409.63	46,452.04
325,000.00	13.1	409.63	46,452.04
450,000.00	15.1	400.20	45,382.68
700,000.00	17.1	390.77	44,313.32
1,000,000.00	19.0	381.82	43,298.39
1,250,000.00	20.0	377.10	42,763.14
1,600,000.00	21.0	372.39	42,229.03
2,100,000.00	21.9	368.15	41,748.21
2,500,000.00	23.0	362.96	41,159.66
3,100,000.00	26.8	345.05	39,128.67
3,800,000.00	26.8	345.05	39,128.67
5,200,000.00	26.8	345.05	39,128.67

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$6,599.32
31.5		1/4	14,848.47
63.0		1/2	29,696.94
126.0		Full Page	59,393.88

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

HOUSTON

GENERAL RATES

CIRCULATION: 16,993

Distribution Area: Houston metropolitan area, southeastern Texas and southwestern Louisiana

3-digit zip codes: 706, 759, 770, 772-779, 783-784

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$135.67	\$17,094.42

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$127.67	\$14,477.78
75,000.00	8.3	124.41	14,108.09
125,000.00	10.7	121.15	13,738.41
250,000.00	13.1	117.90	13,369.86
325,000.00	13.1	117.90	13,369.86
450,000.00	15.1	115.18	13,061.41
700,000.00	17.1	112.47	12,754.10
1,000,000.00	19.0	109.89	12,461.53
1,250,000.00	20.0	108.54	12,308.44
1,600,000.00	21.0	107.18	12,154.21
2,100,000.00	21.9	105.96	12,015.86
2,500,000.00	23.0	104.47	11,846.90
3,100,000.00	26.8	99.31	11,261.75
3,800,000.00	26.8	99.31	11,261.75
5,200,000.00	26.8	99.31	11,261.75

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$1,899.38
31.5		1/4	4,273.61
63.0		1/2	8,547.21
126.0		Full Page	17,094.42

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

KANSAS CITY

GENERAL RATES

CIRCULATION: 12,188

Distribution Area: Kansas except for southwestern corner; western Missouri

3-digit zip codes: 640-641, 644-647, 660-662, 664-678

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$121.77	\$15,343.02

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$114.59	\$12,994.51
75,000.00	8.3	111.66	12,662.24
125,000.00	10.7	108.74	12,331.12
250,000.00	13.1	105.82	11,999.99
325,000.00	13.1	105.82	11,999.99
450,000.00	15.1	103.38	11,723.29
700,000.00	17.1	100.95	11,447.73
1,000,000.00	19.0	98.63	11,184.64
1,250,000.00	20.0	97.42	11,047.43
1,600,000.00	21.0	96.20	10,909.08
2,100,000.00	21.9	95.10	10,784.34
2,500,000.00	23.0	93.76	10,632.38
3,100,000.00	26.8	89.14	10,108.48
3,800,000.00	26.8	89.14	10,108.48
5,200,000.00	26.8	89.14	10,108.48

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$1,704.78
31.5		1/4	3,835.76
63.0		1/2	7,671.51
126.0		Full Page	15,343.02

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

MINNEAPOLIS

GENERAL RATES

CIRCULATION: 34,530

Distribution Area: Minnesota, western Wisconsin, northwestern corner of Illinois, Iowa, North Dakota, South Dakota except for western parts, eastern Nebraska

3-digit zip codes: 500-508, 510-516, 520-528, 540, 546-548, 550-551, 553-554, 556-567, 570-576, 580-588, 612, 680-681, 683-689, 692

FULL PAGE | NON-CONTRACT RATES

PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
\$160.11	\$20,173.86

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$150.66	\$17,084.84
75,000.00	8.3	146.82	16,649.39
125,000.00	10.7	142.98	16,213.93
250,000.00	13.1	139.14	15,778.48
325,000.00	13.1	139.14	15,778.48
450,000.00	15.1	135.93	15,414.46
700,000.00	17.1	132.73	15,051.58
1,000,000.00	19.0	129.69	14,706.85
1,250,000.00	20.0	128.09	14,525.41
1,600,000.00	21.0	126.49	14,343.97
2,100,000.00	21.9	125.05	14,180.67
2,500,000.00	23.0	123.28	13,979.95
3,100,000.00	26.8	117.20	13,290.48
3,800,000.00	26.8	117.20	13,290.48
5,200,000.00	26.8	117.20	13,290.48

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,241.54
31.5		1/4	5,043.47
63.0		1/2	10,086.93
126.0		Full Page	20,173.86

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

NEW ENGLAND

GENERAL RATES

CIRCULATION: 68,919

Distribution Area: Maine, Vermont, New Hampshire, Massachusetts, Rhode Island and northeastern New York

3-digit zip codes: 010-054, 056-059, 120-139, 148-149

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$281.87	\$35,515.62

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$265.24	\$30,078.22
75,000.00	8.3	258.47	29,310.50
125,000.00	10.7	251.71	28,543.91
250,000.00	13.1	244.95	27,777.33
325,000.00	13.1	244.95	27,777.33
450,000.00	15.1	239.31	27,137.75
700,000.00	17.1	233.67	26,498.18
1,000,000.00	19.0	228.31	25,890.35
1,250,000.00	20.0	225.50	25,571.70
1,600,000.00	21.0	222.68	25,251.91
2,100,000.00	21.9	220.14	24,963.88
2,500,000.00	23.0	217.04	24,612.34
3,100,000.00	26.8	206.33	23,397.82
3,800,000.00	26.8	206.33	23,397.82
5,200,000.00	26.8	206.33	23,397.82

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$3,946.18
31.5		1/4	8,878.91
63.0		1/2	17,757.81
126.0		Full Page	35,515.62

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

NORTHERN CALIFORNIA

GENERAL RATES

CIRCULATION: 66,423

Distribution Area: Northern California and western Nevada, Hawaii

3-digit zip codes: 894-895, 897, 932, 936-937, 939-963, 965, 967-969

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$227.07	\$28,610.82

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$213.67	\$24,230.18
75,000.00	8.3	208.22	23,612.15
125,000.00	10.7	202.77	22,994.12
250,000.00	13.1	197.32	22,376.09
325,000.00	13.1	197.32	22,376.09
450,000.00	15.1	192.78	21,861.25
700,000.00	17.1	188.24	21,346.42
1,000,000.00	19.0	183.93	20,857.66
1,250,000.00	20.0	181.66	20,600.24
1,600,000.00	21.0	179.39	20,342.83
2,100,000.00	21.9	177.34	20,110.36
2,500,000.00	23.0	174.84	19,826.86
3,100,000.00	26.8	166.22	18,849.35
3,800,000.00	26.8	166.22	18,849.35
5,200,000.00	26.8	166.22	18,849.35

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$3,178.98
31.5		1/4	7,152.71
63.0		1/2	14,305.41
126.0		Full Page	28,610.82

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

OHIO

GENERAL RATES

CIRCULATION: 57,719

Distribution Area: Ohio with the exception of northwestern corner, western Pennsylvania, northern West Virginia

3-digit zip codes: 140-147, 150-168, 260, 262, 264-266, 268, 430-433, 437-458

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$163.47	\$20,597.22

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$153.83	\$17,444.32
75,000.00	8.3	149.90	16,998.66
125,000.00	10.7	145.98	16,554.13
250,000.00	13.1	142.06	16,109.60
325,000.00	13.1	142.06	16,109.60
450,000.00	15.1	138.79	15,738.79
700,000.00	17.1	135.52	15,367.97
1,000,000.00	19.0	132.41	15,015.29
1,250,000.00	20.0	130.78	14,830.45
1,600,000.00	21.0	129.14	14,644.48
2,100,000.00	21.9	127.67	14,477.78
2,500,000.00	23.0	125.87	14,273.66
3,100,000.00	26.8	119.66	13,569.44
3,800,000.00	26.8	119.66	13,569.44
5,200,000.00	26.8	119.66	13,569.44

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,288.58
31.5		1/4	5,149.31
63.0		1/2	10,298.61
126.0		Full Page	20,597.22

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

PACIFIC NORTHWEST

GENERAL RATES

CIRCULATION: 40,017

Distribution Area: Montana, Washington, Oregon, Alaska, northern Idaho and northern Wyoming

3-digit zip codes: 590-599, 821, 828, 835, 838, 970-986, 988-999

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$160.11	\$20,173.86

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$150.66	\$17,084.84
75,000.00	8.3	146.82	16,649.39
125,000.00	10.7	142.98	16,213.93
250,000.00	13.1	139.14	15,778.48
325,000.00	13.1	139.14	15,778.48
450,000.00	15.1	135.93	15,414.46
700,000.00	17.1	132.73	15,051.58
1,000,000.00	19.0	129.69	14,706.85
1,250,000.00	20.0	128.09	14,525.41
1,600,000.00	21.0	126.49	14,343.97
2,100,000.00	21.9	125.05	14,180.67
2,500,000.00	23.0	123.28	13,979.95
3,100,000.00	26.8	117.20	13,290.48
3,800,000.00	26.8	117.20	13,290.48
5,200,000.00	26.8	117.20	13,290.48

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,241.54
31.5		1/4	5,043.47
63.0		1/2	10,086.93
126.0		Full Page	20,173.86

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

PHILADELPHIA

GENERAL RATES

CIRCULATION: 33,168

Distribution Area: Eastern Pennsylvania, southern New Jersey

3-digit zip codes: 080-084, 179, 180-191, 193-196

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$156.47	\$19,715.22

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$147.24	\$16,697.02
75,000.00	8.3	143.48	16,270.63
125,000.00	10.7	139.73	15,845.38
250,000.00	13.1	135.97	15,419.00
325,000.00	13.1	135.97	15,419.00
450,000.00	15.1	132.84	15,064.06
700,000.00	17.1	129.71	14,709.11
1,000,000.00	19.0	126.74	14,372.32
1,250,000.00	20.0	125.18	14,195.41
1,600,000.00	21.0	123.61	14,017.37
2,100,000.00	21.9	122.20	13,857.48
2,500,000.00	23.0	120.48	13,662.43
3,100,000.00	26.8	114.54	12,988.84
3,800,000.00	26.8	114.54	12,988.84
5,200,000.00	26.8	114.54	12,988.84

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,190.58
31.5		1/4	4,928.81
63.0		1/2	9,857.61
126.0		Full Page	19,715.22

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

ROCKY MOUNTAIN

GENERAL RATES

CIRCULATION: 37,496

Distribution Area: Colorado, southern Idaho, western Nebraska, western South Dakota, most of Wyoming, Utah with the exception of southwestern corner, northeast corner of Nevada

3-digit zip codes: 577, 690-691, 693, 800-816, 820, 822-827, 829-834, 836-837, 840-841, 843-846, 898

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$140.93	\$17,757.18

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$132.62	\$15,039.11
75,000.00	8.3	129.23	14,654.68
125,000.00	10.7	125.85	14,271.39
250,000.00	13.1	122.47	13,888.10
325,000.00	13.1	122.47	13,888.10
450,000.00	15.1	119.65	13,568.31
700,000.00	17.1	116.83	13,248.52
1,000,000.00	19.0	114.15	12,944.61
1,250,000.00	20.0	112.74	12,784.72
1,600,000.00	21.0	111.33	12,624.82
2,100,000.00	21.9	110.07	12,481.94
2,500,000.00	23.0	108.52	12,306.17
3,100,000.00	26.8	103.16	11,698.34
3,800,000.00	26.8	103.16	11,698.34
5,200,000.00	26.8	103.16	11,698.34

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$1,973.02
31.5		1/4	4,439.30
63.0		1/2	8,878.59
126.0		Full Page	17,757.18

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

SOUTH ATLANTIC

GENERAL RATES

CIRCULATION: 78,286

Distribution Area: North Carolina, South Carolina, northern Georgia with exception of northwestern corner, northern Alabama, southern West Virginia, western Virginia and northeastern corner of Tennessee

3-digit zip codes: 240-243, 245-253, 255-259, 261, 263, 270-306, 308-312, 350-352, 355-359, 362, 411-412, 415-416

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$202.85	\$25,559.10

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$190.88	\$21,645.79
75,000.00	8.3	186.01	21,093.53
125,000.00	10.7	181.15	20,542.41
250,000.00	13.1	176.28	19,990.15
325,000.00	13.1	176.28	19,990.15
450,000.00	15.1	172.22	19,529.75
700,000.00	17.1	168.16	19,069.34
1,000,000.00	19.0	164.31	18,632.75
1,250,000.00	20.0	162.28	18,402.55
1,600,000.00	21.0	160.25	18,172.35
2,100,000.00	21.9	158.43	17,965.96
2,500,000.00	23.0	156.19	17,711.95
3,100,000.00	26.8	148.49	16,838.77
3,800,000.00	26.8	148.49	16,838.77
5,200,000.00	26.8	148.49	16,838.77

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,839.90
31.5		1/4	6,389.78
63.0		1/2	12,779.55
126.0		Full Page	25,559.10

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

SOUTHERN CALIFORNIA

GENERAL RATES

CIRCULATION: 89,801

Distribution Area: Southern California, southern Nevada, southwestern Utah, northwestern Arizona

3-digit zip codes: 847, 864, 890-891, 893, 900-908, 910-928, 930-931, 933-935

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$309.73	\$39,025.98

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$291.46	\$33,051.56
75,000.00	8.3	284.02	32,207.87
125,000.00	10.7	276.59	31,365.31
250,000.00	13.1	269.16	30,522.74
325,000.00	13.1	269.16	30,522.74
450,000.00	15.1	262.96	29,819.66
700,000.00	17.1	256.77	29,117.72
1,000,000.00	19.0	250.88	28,449.79
1,250,000.00	20.0	247.78	28,098.25
1,600,000.00	21.0	244.69	27,747.85
2,100,000.00	21.9	241.90	27,431.46
2,500,000.00	23.0	238.49	27,044.77
3,100,000.00	26.8	226.72	25,710.05
3,800,000.00	26.8	226.72	25,710.05
5,200,000.00	26.8	226.72	25,710.05

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$4,336.22
31.5		1/4	9,756.90
63.0		1/2	19,512.99
126.0		Full Page	39,025.98

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

SOUTHERN

GENERAL RATES

CIRCULATION: 172,358

Distribution Area: North Carolina, South Carolina, Georgia, Florida, Alabama, southern West Virginia, western Virginia, Tennessee with the exception of western parts, Mississippi with the exception of northern parts.

3-digit zip codes: 006-009, 240-243, 245-253, 255-259, 261, 263, 270-339, 341-344, 346-347, 349-353, 354-374, 376-379, 384-385, 387, 389-398, 407-409, 411-412, 415-418, 421-422, 425-426

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$326.44	\$41,131.44

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$307.18	\$34,834.21
75,000.00	8.3	299.35	33,946.29
125,000.00	10.7	291.51	33,057.23
250,000.00	13.1	283.68	32,169.31
325,000.00	13.1	283.68	32,169.31
450,000.00	15.1	277.15	31,428.81
700,000.00	17.1	270.62	30,688.31
1,000,000.00	19.0	264.42	29,985.23
1,250,000.00	20.0	261.15	29,614.41
1,600,000.00	21.0	257.89	29,244.73
2,100,000.00	21.9	254.95	28,911.33
2,500,000.00	23.0	251.36	28,504.22
3,100,000.00	26.8	238.95	27,096.93
3,800,000.00	26.8	238.95	27,096.93
5,200,000.00	26.8	238.95	27,096.93

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$4,570.16
31.5		1/4	10,282.86
63.0		1/2	20,565.72
126.0		Full Page	41,131.44

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

ST. LOUIS

GENERAL RATES

CIRCULATION: 16,664

Distribution Area: St. Louis metropolitan area, southeastern and southwestern Illinois, eastern and central Missouri
3-digit zip codes: 618-620, 622-625, 628-631, 633-639, 650-653

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$134.09	\$16,895.34

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$126.18	\$14,308.81
75,000.00	8.3	122.96	13,943.66
125,000.00	10.7	119.74	13,578.52
250,000.00	13.1	116.52	13,213.37
325,000.00	13.1	116.52	13,213.37
450,000.00	15.1	113.84	12,909.46
700,000.00	17.1	111.16	12,605.54
1,000,000.00	19.0	108.61	12,316.37
1,250,000.00	20.0	107.27	12,164.42
1,600,000.00	21.0	105.93	12,012.46
2,100,000.00	21.9	104.72	11,875.25
2,500,000.00	23.0	103.25	11,708.55
3,100,000.00	26.8	98.15	11,130.21
3,800,000.00	26.8	98.15	11,130.21
5,200,000.00	26.8	98.15	11,130.21

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$1,877.26
31.5		1/4	4,223.84
63.0		1/2	8,447.67
126.0		Full Page	16,895.34

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

TEXAS

GENERAL RATES

CIRCULATION: 88,623

Distribution Area: Texas, Louisiana, Oklahoma, New Mexico, Arkansas with exception of northeastern corner, northeastern Arizona, southwestern corner of Kansas

3-digit zip codes: 679, 700-701, 703-714, 716-722, 725-731, 734-741, 743-770, 772-799, 865, 870-871, 873-875, 877-884

FULL PAGE | NON-CONTRACT RATES

	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
	\$258.30	\$32,545.80

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$243.06	\$27,563.00
75,000.00	8.3	236.86	26,859.92
125,000.00	10.7	230.66	26,156.84
250,000.00	13.1	224.46	25,453.76
325,000.00	13.1	224.46	25,453.76
450,000.00	15.1	219.30	24,868.62
700,000.00	17.1	214.13	24,282.34
1,000,000.00	19.0	209.22	23,725.55
1,250,000.00	20.0	206.64	23,432.98
1,600,000.00	21.0	204.06	23,140.40
2,100,000.00	21.9	201.73	22,876.18
2,500,000.00	23.0	198.89	22,554.13
3,100,000.00	26.8	189.08	21,441.67
3,800,000.00	26.8	189.08	21,441.67
5,200,000.00	26.8	189.08	21,441.67

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$3,616.20
31.5		1/4	8,136.45
63.0		1/2	16,272.90
126.0		Full Page	32,545.80

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

WASHINGTON/BALTIMORE

GENERAL RATES

CIRCULATION: 50,902

Distribution Area: Baltimore metropolitan area, District of Columbia and northern Virginia

3-digit zip codes: 200-212, 214, 216, 218-223, 226

FULL PAGE | NON-CONTRACT RATES

PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
\$167.00	\$21,042.00

FULL PAGE | CONTRACT VOLUME RATES

WSJ FRANCHISE NET REVENUE CONTRACT	DISCOUNT	PER COLUMN INCH RATE (GROSS)	BLACK & WHITE FULL-PAGE COST (GROSS)
50,000.00	5.9%	\$157.15	\$17,820.81
75,000.00	8.3	153.14	17,366.08
125,000.00	10.7	149.13	16,911.34
250,000.00	13.1	145.12	16,456.61
325,000.00	13.1	145.12	16,456.61
450,000.00	15.1	141.78	16,077.85
700,000.00	17.1	138.44	15,699.10
1,000,000.00	19.0	135.27	15,339.62
1,250,000.00	20.0	133.60	15,150.24
1,600,000.00	21.0	131.93	14,960.86
2,100,000.00	21.9	130.43	14,790.76
2,500,000.00	23.0	128.59	14,582.11
3,100,000.00	26.8	122.24	13,862.02
3,800,000.00	26.8	122.24	13,862.02
5,200,000.00	26.8	122.24	13,862.02

STANDARD UNITS | NON-CONTRACT RATES

COLUMN INCHES	OR	PAGE SIZE	BLACK & WHITE COST (GROSS)
14.0		2x7	\$2,338.00
31.5		1/4	5,260.50
63.0		1/2	10,521.00
126.0		Full Page	21,042.00

* All full-page contract rates are inclusive of WSJ 10% full-page discount for contract advertisers.

Note: Boundaries and circulation for all editions and regions are subject to change.

Source: Q3 2017 AAM Quarterly Data Report.

MATERIAL SPECIFICATIONS

STANDARD ADVERTISING UNITS

WSJ offers Standard Advertising Units, making campaign planning and production efficient.

Non-Standard Advertising Units will be charged a 10% premium on the cost of the black & white space.

For sizes and additional information on Standard Advertising Units, please visit wsjmediakit.com or ask your sales representative for the latest Advertising Planning Guide.

SPECIAL ADVERTISING UNITS

WSJ also offers more than 20 innovative Special Advertising Units to allow advertisers to create a deeper affinity with our page makeup. Available national only.

For more information on Special Advertising Units, please visit wsjmediakit.com or ask your sales representative for the latest Advertising Units Guide.

MEASUREMENTS

Advertisements are measured in column inches.

See page 12 for standard page makeup information for The Wall Street Journal.

MATERIAL SPECIFICATIONS

PAGE MAKEUP

The Wall Street Journal

- DEPTH OF COLUMN | 21 inches (53.24 cm); 6 columns to a page
- FULL PAGE | 126 column inches (6 columns x 21 inches)
- PRINTED AD PAGE SIZE | 21.00 (depth) x 10.87 (width); 6 columns
- PRINTED GUTTER BLEED SIZE | 21.00 (depth) x 22.86 (width); 12 columns; no trim area

SINGLE-PAGE UNITS

COLUMNS	WIDTH		MINIMUM DEPTH	
	INCHES	CENTIMETERS	INCHES	CENTIMETERS
1	1.68	4.267	1.00	2.540
2	3.52	8.941	2.00	5.080
3	5.35	13.589	6.00	15.240
4	7.19	18.263	8.00	20.320
5	9.02	22.911	9.00	22.860
6	10.87	27.605	10.50	26.670

BLEED UNITS

COLUMNS	WIDTH		MINIMUM DEPTH	
	INCHES	CENTIMETERS	INCHES	CENTIMETERS
8	15.52	39.421	15.75	40.005
10	19.19	48.743	12.71	32.290
12	22.86	58.065	10.50	26.670

NOTES

- Advertisements exceeding 18 inches in depth must occupy and be charged as full columns (21 inches).
- Non-standard units can be placed at quarter-inch depth increments above minimum depth and will carry a 10% premium.
- Measurements for advertisements running on the front cover of each section differ. All cover units are listed in the Advertising Units Guide on wsjmediakit.com.

Bannered Sections Makeup

- All bannered sections are available in the standard sizes of:
 - 1 column (1.68) x 2.5
 - 1 column (1.68) x 5
 - 2 columns (3.52) x 2.5
 - 2 columns (3.52) x 5
- Leisure travel and meeting sites are also available in display format; minimum ad size is 1 column x 1.
- For larger sizes, call 800.648.4778.

MATERIAL SPECIFICATIONS

FOUR-COLOR ADS – DIGITAL MATERIAL REQUIREMENTS

Digital material required: PDF/X-1a:2001. Film is not accepted.

- **TYPE FONTS** | Include all screen and printer fonts with digital files.
Try to avoid using style attributes offered in application toolbars.
Use actual typefaces for best results. No Multiple Master (MM) fonts of any kind.
- **GRAPHICS** | Images should be 200 dpi.
- **PROOFS** | Provide proofs for digital ads. Digital hardcopy newspaper proofs are acceptable. If there is no proof exchanged, the agency accepts the responsibility for the final print outcome.
- **SCREEN RULING** | Dow Jones outputs at 100 lines per inch. Round dots with conventional screen angles with black at 45 degrees
- **DOT GAIN** | For best print results, compensate for 35% dot gain (tone value increase) in the midtone dot at 100-line screen.

The Wall Street Journal does not run spot-color inks. All files containing spot color or Pantone elements must be converted to a CMYK ink mix. Not all Pantone colors are able to be matched with CMYK inks.

Dot Size Requirements for 100-Line Screen

The following dot-size requirements compensate for newsprint dot gain (TVI):

COLOR	NON-DETAIL WHITES	HIGHLIGHTS	QUARTERTONE	MIDTONE	SHADOW
Cyan	0%	5%	20%	36%	60%
Magenta	0	2	14	28	50
Yellow	0	2	14	28	50
Black	0	0	0	10	80

Other Color Quality Reminders:

- **MAXIMUM COLOR DENSITY** | 220%
For optimum results use Gray Component Replacement (GCR) when preparing files. SNAP ICC newspaper profile is available at wsjmediakit.com, or contact the local ad services bureau.
- **MAXIMUM FOUR-COLOR BLACK** | 90% Black, 40% Cyan, 32% Magenta, 30% Yellow
- **TEXT & GRAPHICS** | Type should only be surprinted in areas having tint values of 30% or less. Multi-Colored type and type reversed out of two or more colors should not be smaller than 14 point and should be reversed out of areas having at least 70% tone value in Black, Magenta or Cyan. Remove all colors under reverse to avoid registration problems.
- **UNSHARP MASKING** | Higher levels of unsharp masking should be applied to newspaper advertising where the subject matter permits.
- **TRANSPARENCIES** | Use of transparencies in original files should be avoided due to unpredictable results that create image artifacts when flattened prior to publication. All transparencies must be flattened prior to original file submission.

MATERIAL SPECIFICATIONS

BLACK & WHITE ADS – DIGITAL MATERIAL REQUIREMENTS

Digital material required: PDF/X-1a:2001

Embed all fonts.

Screen Ruling

- Dow Jones outputs at 100 lines per inch. Round dots with conventional screen angles with black at 45 degrees.
- Expected dot gain is 35% at the midtone dot. The preferences file should reflect this amount of gain at the scan or adjusted from within photoediting software such as Photoshop.
- Required format for black & white graphics is grayscale (@200 dpi) or black & white bitmap (@1016 dpi).
- Fine lines and serifs should not be less than .006 inch in thickness.
- We recommend that all solid reverses be a maximum of 85% black.

Halftones | Recommended Aim Points:

Specular/non-detail whites	0%
Minimum highlight dot	3%
Quarternote dot	16%
Midtone dot	32%
Shadow dot	80%

Note: No color formats accepted for black & white; no Multiple Master (MM) fonts of any kind.



MATERIAL SPECIFICATIONS

MATERIAL SUBMISSION

Black & White Materials

- Via Internet: <https://epic.dowjones.com>
- Adsend (1.800.823.7363); code for WSJ is TXDWA

Color Materials

- Preferred Method: via Internet at <https://epic.dowjones.com>
- Color match proof to:
 - Dow Jones & Company
 - Advertising Services
 - 4300 North Rt 1, Building 5,
 - 1st Floor
 - Monmouth Junction, NJ 08852
- AP Adsend color transmission permitted only for files prepared with WSJ preferences and specifications.

Split-Copy Material

All split copy must be supplied as a separate graphics file. The Wall Street Journal will not separate galleys of ads that have been submitted as one file. Each separate ad must be a separate layout document file.

Pubset Revisions to Material

The Wall Street Journal is only responsible for the accuracy of pubset type that has been proofed and approved for release by the advertiser or agency.

PDF Preparation

Print-ready PDF files should be prepared by saving native files to Postscript, then distilling the file using recommended Dow Jones settings available at wsjmediakit.com or by calling the local Wall Street Journal service bureau.

Creating PDF files directly from programs such as Adobe PDFWriter, Adobe InDesign, Adobe Illustrator, Adobe Photoshop or from Mac OSX is not recommended for print-ready files.

File Compression

Large digital files may be compressed to accelerate file transmission.

Platforms

Material may be submitted on either Mac OS or Microsoft Windows platforms.

Tearsheets

Advertisers requesting tearsheets can access them at <https://etearsheet.dowjones.com>. Please contact your Advertising Services bureau for a password and for any additional information.

New York: 212.597.5858
London: 44.020.3426.1149
Hong Kong: 852.2831.2564

MATERIAL SPECIFICATIONS

ORDER/MATERIAL DEADLINES: Black & White Daily

ISSUE DAY	INSERTION ORDERS		MATERIAL DEADLINE	
Monday	Thursday	12:00 noon.	Thursday	12:00 noon
Tuesday	Friday	12:00 noon	Friday	12:00 noon
Wednesday	Monday	12:00 noon	Monday	12:00 noon
Thursday	Tuesday	12:00 noon	Tuesday	12:00 noon
Friday	Wednesday	12:00 noon	Wednesday	12:00 noon

All times are listed in Eastern Time.

Black & white Split-Copy orders are due at noon and materials are due at 5:00 p.m. two days in advance of issue.

Four-Color | Monday-Friday

INSERTION ORDERS: May be required 2 weeks prior to deadline to secure reservations but do not become non-cancelable until 1 week prior to insertion. Ads cancelled within 1 week of publication date will be billed for space and run at a later date.

MATERIALS: 5 business days prior to insertion for proof; 4 business days prior without proof. Proofs are available upon advertiser request.

WSJ Weekend

Black & White

SECTION	INSERTION ORDERS	MATERIAL DEADLINE
Section A	Thursday prior to issue	Thursday prior to issue - 12 noon
Business & Finance	Thursday prior to issue	Thursday prior to issue - 12 noon
Review	Thursday of week prior to issue	Monday prior to issue
Off Duty	Friday 2 weeks prior to issue	Monday prior to issue

Color

SECTION	INSERTION ORDERS	MATERIAL DEADLINE
Section A	2 weeks prior to issue	Monday prior to issue
Business & Finance	2 weeks prior to issue	Monday prior to issue
Review	Thursday of week prior to issue	Monday prior to issue
Off Duty	Friday 2 weeks prior to issue	Monday prior to issue

MATERIAL SPECIFICATIONS

Securing Reservations for Guaranteed Prime Positions

Orders may be required 2 weeks prior to deadline to secure reservations for color and other prime positions, but become non-cancelable 1 week prior to issue date. Ads cancelled after this time can be billed for space and run at a later date. Material closing for prime positions is the same as the closing for black & white or color advertisements.

Special Reports/Financial Reviews

INSERTION ORDERS: 3 weeks prior to insertion date

MATERIALS: 9 days prior to insertion date.

Space is non-cancelable after order closing date.

Material extensions may be granted at the discretion of the Advertising Services department.

CONTRACT PRINTING

CONTRACT AND COPY REGULATIONS

Dow Jones & Company engages the services of contract printers in most areas of distribution to print The Wall Street Journal and other products. Outsourced printing provides readers with more timely news content and more efficient delivery service.

Caused by format variations in printing equipment, the image size of the product will be altered to fit when necessary, which can result in reduction and/or distortion to the product images. Some contract printers might not be able to produce all required pages in process color. Although we make every effort to ensure that quality reproduction processes are preserved, we cannot guarantee ad sizes or colors will be exact. Color pricing is set to reflect up to a 5% missed color variance. Advertisers will not be entitled to compensation due to size and color constraints beyond Dow Jones control. Please be assured that the content and message of all ads would not be affected.

TERMS AND CONDITIONS

GENERAL RATE POLICY

Contract and Copy Regulations

All rates are subject to change. The publisher will not be bound by any conditions, printed or otherwise, appearing on any order blank, insertion order or contract when they conflict with the terms and conditions of this rate card, or any amendment hereof.

Contract advertisers are those who (i) have placed a yearly order by The Wall Street Journal Advertising Order Form or recognized advertising agency contract, accepted by the publisher and (ii) insert and pay for space in accordance with one of the revenue or frequency rates specified in the current rate card. All other advertisers are non-contract advertisers.

To earn revenue or frequency rates, a signed contract or order must be received and accepted by the publisher within six months of first insertion and advertising must be inserted within one year from the effective date of such contract or order.

If an advertising contract or order is exceeded or not fulfilled in any edition, the rate charged will be adjusted within 90 days after the termination of the contract period to the rate earned in that edition/region. Nonpayment of invoices may result in the termination of an advertising contract and a corresponding adjustment in the rate(s) charged.

The publisher reserves the right, at any time and for any reason, to decline any advertising copy and to cease further publication of any advertising.

Only publication of an advertisement shall constitute acceptance of the advertiser's order. The publisher shall in no event be liable for failure to publish advertising when specified by the advertiser, provided that, if no advertising is published, any charges therefor received by the publisher shall be refunded.

Advertising agencies are responsible for payment of all advertising ordered on behalf of their clients, but the publisher reserves the right to hold the agency and the advertiser jointly and severally liable for all such payments.

The publisher reserves the right to revise, on notice of 30 days, any rates, terms and conditions of this rate card applicable to contract advertisers. Revisions affecting non-contract advertising may be made without notice. All advertisements are accepted for publication entirely upon the representation that the agency and/or advertiser are properly authorized to publish the entire contents and subject matter thereof.

It is understood that, in consideration of the publication of advertising, the advertiser and/or agency will fully hold harmless and fully indemnify the publisher from and against any and all claims, demands, suits, actions, proceedings, recoveries or expenses of any nature whatsoever, including reasonable fees of counsel selected by the publisher, arising directly or indirectly from the publication of any advertisement (including, but not limited to, claims of infringement of copyright or trademark or claims of libel or invasion of privacy) or based upon or arising out of any matter or thing contained in any advertisement.

The advertiser/agency acknowledges and agrees that any advertisement submitted may be included in an electronic database of published pages.

Advertisers and agencies accept responsibility for communicating any restrictions on advertising content that prohibit the use of material beyond the ordered area of coverage or on future unordered dates for layout purposes. Advertisers and agencies further agree to indemnify Dow Jones against any claims, including without limitation copyright claims, arising from such prohibited use should the advertiser fail to disclose such restriction.

Advertiser authorizes its advertisements to be included in the U.S. edition when it is reprinted for regional distribution outside of the U.S.

Statement of Liability: Except as set forth in this paragraph, The Wall Street Journal will not have any liability to Advertiser or any third party for its failure, for any reason, to deliver free-standing inserts. The Wall Street Journal sole and exclusive liability for any such failure shall be limited to the actual cost incurred by Advertiser in printing and delivering to The Wall Street Journal the specified number of FSI's that were not delivered. In addition, The Wall Street Journal will have no liability for the loss, for any reason, of free standing inserts provided to it, other than being liable for the cost of reprinting any such FSI's that have been so lost. Anything to the contrary herein notwithstanding, in no event shall The Wall Street Journal's liability to Advertiser or any other party hereunder exceed the amount previously paid to the The Wall Street Journal by Advertiser pursuant hereto. The Wall Street Journal shall not, under any circumstances, be responsible for any indirect or consequential damages, including, without limitation, loss of profits, business interruption, loss of goodwill or punitive damages, regardless of cause.

Commission and Payment Terms

Advertising agencies recognized by the publisher receive a commission of 15% of gross. If advertiser/agency is credit-approved, advertiser/agency agrees to remit payment for advertising in accordance with the terms and conditions stated on the invoice.

Agency discount applies to color charges.

No other commissions or discounts apply.

Credit Terms

Payments for all advertising run on credit will be invoiced weekly or monthly (as mutually agreed) for ads run during that period, and invoices shall be payable within 30 days after the date thereof, unless otherwise mutually agreed in writing by the parties. Credit may be suspended without advance notice for accounts with delinquent balances.

ADVERTISING SALES OFFICES

ASIA

Hong Kong

25/F, Central Plaza
18 Harbour Road
Wanchai
Hong Kong
Tel: 852.2.566.2781

Singapore

10 Anson Road
#32-08 International Plaza
Singapore 79903
Tel: 65.6415.4300

EUROPE

London

The News Building
1 London Bridge Street
London, SE1 9GF
United Kingdom
Tel: 44.203.426.1100

Paris

Dow Jones International, Ltd.
56 A rue du Faubourg Saint Honoré
7th Floor
75008 Paris
France
Tel: 33.1.40.17.17.01
Fax: 33.1.40.17.17.02

UNITED STATES

Boston

53 State Street
12th Floor
Boston, MA 02109
Tel: 617.654.6748
Fax: 617.654.6733

Chicago

One South Wacker Drive
Suite 1700
Chicago, IL 60606
Tel: (312) 750-4015
Fax: (312) 750-4009

Dallas

2515 McKinney Avenue
Suite 850
Dallas, TX 75201
Tel: 214.951.7140
Fax: 214.951.7149

Detroit

2000 Town Center Drive
Suite 750
Southfield, MI 48075
Tel: 248.204.5522
Fax: 248.204.5523

Los Angeles

5900 Wilshire Boulevard
Suite 2200
Los Angeles, CA 90036
Tel: 424.204.4838
Fax: 424.204.4875

Miami

2121 Ponce de Leon Boulevard
Suite 1020
Coral Gables, FL 33124
Tel: 646.241.5558

New York

1211 Avenue of the Americas
9th Floor
New York, NY 10036
Tel: 212.597.5680
Fax: 212.597.5888

San Francisco

201 California Street
Suite 1000
San Francisco, CA 94111
Tel: 415.765.6130
Fax: 415.398.0929

Washington D.C.

1025 Connecticut Ave. NW
8th Floor
Washington D.C. 20036
Tel: 202.828.3390
Fax: 646.219.0808