

1 customers. Delivery lists of the Company's customers were prepared and used in  
2 the delivery of its Washington directories. As a result, the advertising included in  
3 the directories published by the Company was targeted almost solely to the  
4 Company customers. That is not the case today. Dex now delivers its directories to  
5 every address located within the geographic scope of each of its directories. As a  
6 result, the advertising Dex sells is targeted to the customers of other local exchange  
7 companies as well as to QC's customers.

8 **Q. DOES DEX HAVE AN OBLIGATION TO PUBLISH AND DELIVER ITS**  
9 **DIRECTORIES ONLY TO QC CUSTOMERS?**

10 A. No. As explained in Mr. Burnett's direct testimony, Dex has equivalent publishing  
11 agreements with more than one hundred independent and competitive local  
12 exchange carriers, in addition to QC.

13 **Q. WITH HOW MANY OTHER LOCAL EXCHANGE CARRIERS DOES DEX**  
14 **HAVE PUBLISHING AGREEMENTS IN WASHINGTON?**

15 A. Dex currently has publishing agreements with eight ~~nine~~ competitive local exchange  
16 carriers<sup>5</sup> in Washington and two ~~one~~ incumbent local exchange carriers, Inland  
17 Telephone Company and Midvale Telephone Exchange. Additionally, Dex has  
18 listing agreements with thirteen ~~eleven~~ other incumbent local exchange companies  
19 in Washington, to include their listings in Dex directories, although Dex does not  
20 have the accompanying obligations as it does

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<sup>5</sup> Allegiance Telecom, AT&T, MCIMetro, Ameritel/Reconex (formerly Sterling International dba 1800 RECONEX), Now Communications, Sterling International Funding, dba 1800 RECONEX, Sprint, Teligent, Time Warner Telecom and Worldcom.