



**CONFIDENTIAL PER PROTECTIVE ORDER IN WUTC DOCKET NO. UT-040788**

Adjustment to Sales and Marketing Costs billed by Verizon NW to Verizon Long Distance to reflect Fair Market Value  
 (Note: Bell Atlantic Communications Inc. is dba Verizon Long Distance ("VLD"))

Exhibit No. C (TWZ-16C)  
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REVISED 1/14/05  
 Revision Pattern

Number of VLD sales contacts billed by VZ-NW during each month of Test Year  
 Source: Verizon-NW Responses to WUTC Staff Data Request No. 509, Confidential Attachment 509C

Bill Date	Sales Contacts Activity	# of Sales Contacts	Invoice Reference
1	Oct-02		As reported on Oct-02 invoice
2	Nov-02		As reported on Nov-02 invoice
3	Dec-02		As reported on Dec-02 invoice
4	Jan-03		Used average of Sep-02 through Nov-02, since no data provided
5	Feb-03		As reported on May-03 invoice
6	Mar-03		As reported on May-03 invoice
7	Apr-03		As reported on May-03 invoice
8	May-03		As reported on May-03 invoice
9	Jun-03		As reported on Jun-03 invoice
10	Jul-03		As reported on Jul-03 invoice
11	Aug-03		As reported on Aug-03 invoice
12	Sep-03		As reported on Sep-03 invoice
13	Total		

14. "LD" rate - ACTUAL SALES (units sold)  
 15. Success Rate (line 14 / line 13)  
 16. Billed Rate per Sales Contact on FDC Basis \*  
 17. Effective Billed Rate per Actual Sale  
 18. FMV of LD Customer acquisition cost (per sale)  
 19. FMV to FDC Adjustment RATE (line 18 / line 17)  
 20. Washington State SAM Exp. on FDC basis (NWH-5)  
 21. Washington State Alloc. Exp. on FMV basis (ln. 20 \* 19)

Note \*

Total Invoiced sales costs of VLD CSSC Sales, Ordering and Customer Inquiry Service billed by VZ-NW during each month of Test Year  
 Source: Verizon-NW Response to WUTC Staff Data Request No. 509, Confidential Attachment 509C

Bill Date	Sales Activity	Billed Amount	Invoice Reference
22	Oct-02		As reported on Oct-02 invoice
23	Nov-02		As reported on Nov-02 invoice
24	Dec-02		As reported on Dec-02 invoice
25	Jan-03		Used average of Sep-02 through Nov-02, since no data provided
26	May-03		As reported on May-03 invoice
27	Feb-03		As reported on May-03 invoice
28	Mar-03		As reported on May-03 invoice
29	Apr-03		As reported on May-03 invoice
30	May-03		As reported on May-03 invoice
31	Jun-03		As reported on Jun-03 invoice
32	Jul-03		As reported on Jul-03 invoice
33	Aug-03		As reported on Aug-03 invoice
34	Sep-03		As reported on Sep-03 invoice
35	Total		

Contains Verizon-NW Confidential Data Subject to Proprietary Agreement in WUTC Docket No. 040788