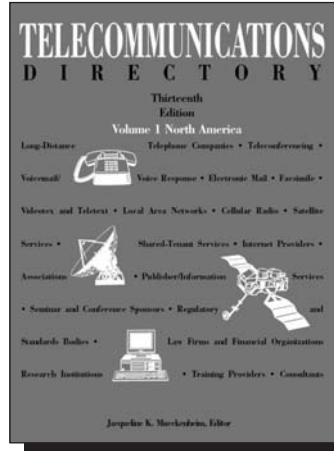


Telecommunications Directory

Looking to reach telecommunication companies? There's no better way than with a list from Gale's *Telecommunications Directory*. Select from over 27,000 names with the majority being professionals from international telecommunications companies.

- ◆ Reach professionals in countries such as:
 - ◆ Europe
 - ◆ Asia
 - ◆ Africa
 - ◆ U.S.
- ◆ This high quality list is great for marketing to telecommunications companies that specialize in:
 - ◆ Telecommunications Equipment Manufacturing
 - ◆ Voice Communications Services
 - ◆ Multimedia Broadcast/Production
 - ◆ Local Exchange Carrier
 - ◆ Consultants
 - ◆ And Much More!



The *Telecommunications Directory* is updated regularly. Contact a DM2 Account Executive for up-to-the-minute counts.

Size of List: 27,658
Base Price: \$85/M

Selections (Additional Cost/M)

Geographic Analysis:	
State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Business Type	\$15/M
Employee Size	\$10/M
One Per Location	\$10/M
Sales Volume	\$10/M
SIC Code	\$15/M
Service Category	\$10/M
Telephone Numbers	\$30/M

Multi-Channel Pricing

Mailing/Telemarketing: \$190/M

State	ZIP Code	Individuals
ME	039-049	26
NH	030-038	22
VT	050-059	11
MA	010-027	232
RI	028-029	15
CT	060-069	100
New England		1.5% 406
NY	100-149	351
NJ	070-089	188
PA	150-196	136
Middle Atlantic		2.4% 675
OH	430-458	108
IN	460-479	75
IL	600-629	178
MI	480-499	107
WI	530-549	113
East North Central		2.1% 581
MN	550-567	130
IA	500-528	205
MO	630-658	73
ND	580-588	44
SD	570-577	35
NE	680-693	81
KS	660-679	76
West North Central		2.3% 644
DE	197-199	5
MD	206-219	130
DC	200-205	155
VA	220-246	266
WV	247-268	25
NC	270-289	60
SC	290-299	39
GA	300-319	138
FL	320-349	128
South Atlantic		3.4% 946
KY	400-427	54
TN	370-385	56
AL	350-369	61
MS	386-397	23
East South Central		0.7% 194
AR	716-729	23
LA	700-714	28
OK	730-749	56
TX	750-799	223
West South Central		1.2% 330
MT	590-599	35
ID	832-838	21
WY	820-831	6
CO	800-816	114
NM	870-884	20
AZ	850-865	63
UT	840-847	29
NV	889-898	22
Mountain		1.1% 310
AK	995-999	47
WA	980-994	82
OR	970-979	51
CA	900-961	750
HI	967-968	9
Pacific		3.4% 939
United States		18.2% 5,025
U.S. Territories		0.1% 20
Canada		1.0% 283
Mexico		1.0% 289
Other International		79.7% 22,041
APO/FPO		—
Unknown		—
Total		100.0% 27,658

SEE ALSO:
CED
CommVerge (Former Subscribers)
DecisionMaker® IT Marketplace Database
Fiberoptic Product News
Wireless Design & Development
Wireless Week

Minimum Order: 5,000 Names
 1 year unlimited usage available
 Prices subject to change without notice
 Call for any additional costs, conditions and terms.

Telecommunications Directory

<u>Service Category</u>	<u>Sales Volume</u>	
Advertising/Marketing	50	Less than \$1 Million 1,229
Associations	302	\$1 Million-\$9 Million 1,784
Audiotex	33	\$10 Million-\$49 Million 2,375
Cellular Communications	1,359	\$50 Million-\$249 Million 3,855
Conferences & Exhibitions	48	\$250 Million-\$1 Billion 3,503
Consultants	1,042	More than \$1 Billion 4,839
Data Communications Services	467	
Distance Learning	238	
Electronic Mail Services	134	
Electronic Mail Software	430	Less than 20 1,896
Facsimile Services	44	20-49 662
Internet Access Provider	277	50-99 406
Internet-Related Services	45	100-249 406
Law Firms/Financial Organizations	101	250-499 229
Local Area Networks	239	500-999 176
Local Exchange Carrier	1,399	More than 1,000 125
Microwave Networking Systems/Services	44	
Multimedia Broadcast/Production	2,308	
Personal Communications Network	101	
Publisher/Information Services	312	
Regulatory/Standards Organization	110	
Research	92	
Satellite Services	984	
Telecommunications Equipment		
Manufacturing	8,541	
Telecommunications Industry Supply		
Services	593	
Teleconferencing Audio Services	49	
Teleconferencing Audio/Video Services	417	
Teleconferencing Equipment Suppliers	486	
Telegram Services	50	
Training Organizations	74	
Transactional	35	
Videotex/Teletext/Interactive	494	
Voice Communications Services	4,581	
Voicemail/Voice Processing	39	

Employee Size

Business Type

Association	330
Government	1,634
Non-profit	554
Private	9,761
Public	12,262