

OVER 600,000 BUSINESS BUYERS COULD FIND YOU SITTING ON THEIR DESKS.



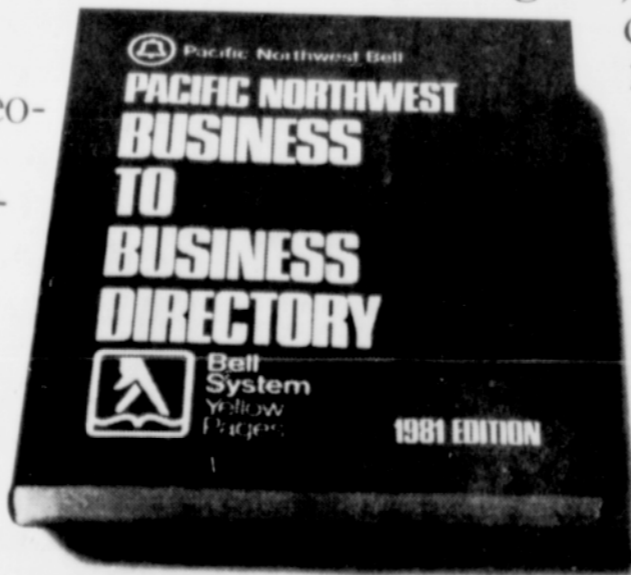
Even the people who could never see you now won't be able to miss you.

If you buy an ad in the new Pacific Northwest Business-to-Business Directory from Pacific Northwest Bell.

It's strictly business.

A reference guide for people making business buying decisions. And a potent advertising medium for anyone doing business with them.

All in all, it reaches the people who make 90% of the business buying decisions in the Pacific Northwest.



There are two editions.


350,000 Washington copies will be distributed July, 1981, to businesses from Bellingham to Longview, plus Spokane. 250,000 Oregon

copies will be distributed to businesses between Medford, Oregon and Vancouver, Washington, beginning December, 1981.

Along with your regular listing, you can buy an ad in either or both. Just by calling 1-800-452-3755 toll free.

Of course, it's up to you. You can sit in your client's lobby or practically sit in his lap.

WHERE BUSINESS FINDS BUSINESS.™

 Pacific Northwest Bell