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[COPY]

MARK: WE'VE ADVERTISED FOR AT LEAST THE LAST 10 PLUS YEARS, AND WE DO IT BECAUSE IT BRINGS US BUSINESS.

ANNOUNCER: **MARK JENSON OF "WASHINGTON COUNTY TRACTOR" IN BRENHAM AND "W. C. TRACTOR, NAVASOTA" IS TALKING ABOUT THE BRENHAM/NAVASOTA/HEMPSTEAD TELEPHONE DIRECTORY, FROM DOWNEY PUBLISHING. MARK, HOW DO YOU KNOW PEOPLE ARE SEEING YOUR ADS?**

MARK: BECAUSE WHEN THEY COME IN, AND YOU DISCUSS THE EQUIPMENT PURCHASE WITH 'EM, YOU ASK 'EM WHERE THEY'RE AT, AND THE QUESTIONS COMES UP, "HOW DID YOU FIND OUT ABOUT US?" AND THEY MENTION THEY FOUND US THERE IN THE ADVERTISING.

ANNOUNCER: **WELL, THEN, IT SOUNDS LIKE OTHERS ARE USING THE DOWNEY BOOK, BUT HOW 'BOUT YOU?**

MARK: OH, YES, I USE IT AT HOME, I CARRY ONE IN MY TRUCK, BECAUSE IT COVERS THE WHOLE AREA. I DON'T HAVE TO CARRY SEVERAL BOOKS TO FIND WHAT I NEED.

ANNOUNCER: **BACK TO ADVERTISING...HOW'S THE SERVICE FROM THE DOWNEY FOLKS?**

MARK: THE PEOPLE THAT CALL ON US HAVE BEEN GREAT. THEY'RE A VERY HELPFUL AND VERY KNOWLEDGEABLE, A VERY PROFESSIONAL GROUP.

ANNOUNCER: **MARK, WHAT'S THE BEST THING YOU CAN SAY ABOUT THE DOWNEY DIRECTORY?**

MARK: THAT IT'S IN THE CUSTOMERS' HANDS WHEN YOU NEED TO BE FOUND.

ANNOUNCER: **THANKS, MARK!**

JINGLE CLOSE: *EVERYTHING YOU NEED, IN ONE TELEPHONE DIRECTORY,
DOWNEY DELIVERS!*

ANNOUNCER: **THE BRENHAM/NAVASOTA/HEMPSTEAD TELEPHONE DIRECTORY,
FROM DOWNEY PUBLISHING!**