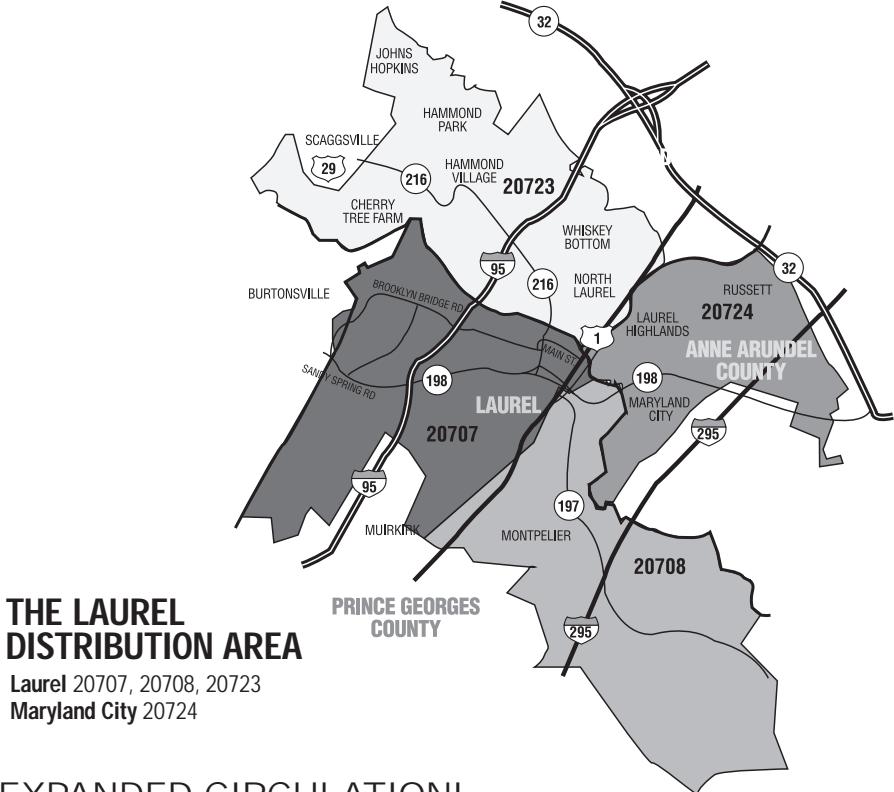


THE BLACK BOOK

THE 2006 LAUREL
PHONE BOOK

first published in 1981, is
now over 25 years old and
distributed to over 40,300
homes and businesses
in Laurel.



EXPANDED CIRCULATION!

TOTAL DISTRIBUTION: 40,300

MONTH OF DELIVERY:
Starts October 2005

LAUREL PHONE BOOK MARKET

- 67% have attended college
- 57% own homes
- 63% have lived in residence five years or less
- 56% are married and 58% have children in household
- Gender: 49% male, 51% female
- Median age is 34
- Median household income is \$64,009

AGE	
18-20	3.3%
21-24	5.0%
25-34	18.8%
35-44	19.0%
45-49	7.2%
50-54	5.9%
55-59	4.7%
60-64	3.6%
65-74	4.2%
75-84	2.1%
85+	0.7%

HOUSEHOLD INCOME	
\$15,000-\$24,999	6.1%
\$25,000-\$34,999	10.1%
\$35,000-\$49,999	15.6%
\$50,000-\$74,999	23.4%
\$75,000-\$99,999	16.3%
Over \$100,000	23.2%

Source: Claritas Inc., 2004; U.S. Census Data.