

ANNUAL REPORT  
AND PROXY STATEMENT

1996

TO THE SHAREHOLDERS OF

Getz &  
Associates  
Incorporated

**Getz & Associates, Incorporated**

Letter from the President

**The Letter from the President to the Shareholders of Getz & Associates, Incorporated, for the year 1996 is available in print from the Corporation upon request.**

**The Annual Report to the Shareholders of  
Getz & Associates, Incorporated  
and the Results of the Fourth Quarter of the Corporation's Fiscal Year**

**12738 Saddlemaker Court  
Maryland Heights, Missouri 63043-2834**

**INTRODUCTION**

The intention of the combined Quarterly and Annual Report to the Shareholders of the Corporation is to inform you and update you on the actions that your Corporation has taken during the past year and to allow you to review the finances, better understand the decisions of the officers, and allow you to ask additional and informed questions about points you deem important as a Shareholder of the Corporation. Generally, most of the points, ideas, and comments contained in the Annual Report are for the benefit of the Shareholders and should provide you with a feeling of the direction of the Corporation and the ideas which drive its investment and retailing strategies. The first sections provide a discussion of the past year through the President's Letter to the Shareholder (previous), followed by a general overview of the Corporation, the quarter's and year's finances, and other discussions. At the end of the report, you will find a detailed analysis of the Corporation's finances in chart form, along with important notes that clarify many of the otherwise unrepresented items within the figures of these charts. If you have any questions or comments, please feel free to direct them to the Corporation and we will do the best we can to answer your concerns. We thank you for the time you will take to read this report and appreciate your continuing interest in your Corporation.

**OVERVIEW OF RESULTS AND FUTURE CONSIDERATIONS**

The close of the New York Stock Exchange on December 10, 1996, essentially brought to an end the first full year of operation of Getz & Associates, Incorporated, and although the Corporation's stock finished off of the highs reached during the year, I think it is still more than fair to claim our initial year a success. Not only has the Corporation grown far larger than had been at first expected, but income proved to be far higher and investments far more successful than even I had initially hoped, and integration of a retail operation into the Corporation provided the roots for a second area of growth beyond the investment window. Combined, these factors among others left the Corporation's initial Shareholders with an impressive 52.5% return on investment, a measure that both I and the Corporation are happy to be able to claim for our investors.

Yet the Corporation's promise still lies in the future. Now that the bull market of the early 1990s seems to be on less stable ground than before -- virtually no second-term president has even presided over solid economic growth -- risks in the investment markets appear to grow as investors become more and more skittish about the short-term economic outlook and the constant predictions of imminent market corrections or crashes. Even so, virtually all of the Corporation's investments are in good positions, not only to continue to rise if the bull market continues ahead, but also to weather an economic downdraft or market fall. All but one of the Corporation's investments carries a price to earnings ratio at or below the historical market average at a time when most P/E ratios are considered far too high relative to the historical mean. Most have solid annual earnings growth and an unquestionable track record, and most are still growing, all but three having planned or completed an acquisition in the past year. These final points are the most important, for as Warren Buffett may say, it is the company -- not the stock -- that one must look at.

Investments and securities markets, however, are no longer the sole focus of the Corporation. The registration of the World Wide Stamp Company name as a Getz & Associates company brought in the new and exciting world of Internet retailing. While sales to date have remained minimal and profits thin, promise is in store. The company's independent web page will provide collectors with an extensive listing of available products, a simple method of ordering, and the ability to quickly and easily contact World Wide directly, all in a setting that is available twenty four hours a day, seven days a week. World Wide's registration with many Internet search engines, including Yahoo, Lycos, Webcrawler, and others, has already brought potential customers to the web site from outside the relatively small America On-line sales

world, from which the company operates. And since scripophily, the collecting of stock, bond, and other financial certificates has yet to make a great presence on the Internet, World Wide will become one of the largest direct retailers for such materials on the Internet when the home page is complete, providing easy access to more than 500 listed certificates. In what can be a relatively high-margin retail business, the Corporation is working for the best of retail success.

Investments, though, do still remain the primary focus of the Corporation, and investment expansion requires even larger amounts of investment capital raised from the sale of additional shares of the common stock. Investors are the life-blood of the Corporation and the ability to find new Shareholders will determine the short-term growth of the Corporation. At all times, the management of the Corporation is constantly working towards the goal of expanding investment, dedicated to growth and the ability of the Corporation to continue to expand and take advantage of the multitude of opportunities before us.

Following this brief note, you will find the complete financial information concerning the Corporation for the year just ended. This is a wealth of information on the Corporation, the details of its finances, and the intricacies of just a few of its operations and interests. Despite the wealth of information herein, it would be nearly impossible to specify every goal and to answer every question in one blind shot, and for this reason I encourage you to ask questions, understand, and become involved in the life of your Corporation. As interested persons, it is partially your own responsibility to ensure that those in charge are running your company to your specifications and in such a way that you believe profitable and worthy. Although I cannot guarantee that every suggestion I may hear will be implemented, I will certainly take the time to discuss with you the ramifications of any suggestion and see that the Corporation is run in such a way I think is best for the Shareholders, but not without the Shareholder's input.

Getz & Associates hopes that the coming year will be filled with more of the successes found in 1996, for both the Corporation and its Shareholders. The executive management of your Corporation wishes that you have the happiest of holiday seasons and a most successful new year.

Sincerely,

Carlton A. Getz  
President, Getz & Associates, Incorporated

#### **QUARTERLY AND ANNUAL RESULTS**

The fourth quarter of 1996 was another astounding quarter for the Corporation. Income continued to rise and outpace expenses, more orders for the retail operations came through and were finalized, additional shares of the Common Stock were sold to new and current Shareholders, and the Common Stock, beaten in the previous quarter, edged up slightly as many of the Corporation's investments strengthened. These unique events, coupled with all of the previous successes of the Corporation throughout 1996, have brought the Corporation to the successful close of its first fiscal year, an astounding one that offers promise and hope far into the future.

The Corporation finished the fourth quarter with net profits of \$55.48 on income of \$77.14 and expenses of \$21.66, excluding extraordinary gains. Income continued to rise, derived mostly from dividend income on investments (57.2%) and interest on cash held by the Corporation (25.2%), although retail sales also accounted for a large portion (17.5%) of the quarter's earnings. Expenses were primarily centered around retail operations (71.1%) and mailing expenses (28.1%), although the Corporation is working on reducing these expenses through more efficient use of direct deposit of dividends and fewer revisions of account agreements required to add new officers. Including extraordinary income of \$24.96, derived from capital gains distributions received from the Corporation's investment in the Templeton World Fund, net profits rose to \$80.44 on income of \$102.10 and expenses of \$21.66. The proceeds from this distribution were used to purchase additional shares of the Templeton World Fund.

For the year, the Corporation finished with a net loss of \$54.06 on income of \$193.69 and expenses of \$247.75, before extraordinary items. As is typical of the Corporation, income was primarily derived from investment sources such as dividends (51.8%) and interest on cash held (31.7%) as well as from retail

operations (16.5%). Expenses concentrated around licensing fees (61.4%), postal charges (14.8%), retail operations (11.3%), and supplies required for general business (10.5%). Including extraordinary income from capital gains by sale of investments of \$1,593.96 and tax expenses of \$100.00, the Corporation recorded a year profit of \$1,439.90 on income of \$1,787.65 and expenses of 347.75. The Corporation continues to work to maximize income and reduce expenses as much as possible. Use of direct deposit for dividends will decrease the postage expense required for depositing funds via post. Additionally, many of the supplies and licensing fee expenses incurred during the last year are one-time expenses which will not occur again. Generally, expenses for coming years are expected to decrease as many of the general requirements and initial business costs are paid and filings completed.

The Corporation ended the fourth quarter and its first fiscal year with assets of \$13,661.65 and liabilities of \$102.30, compared to assets of \$12,642.77 and liabilities of \$109.11 at the end of the year's third quarter. Assets consisted of investments (\$10,106.33), cash accounts (\$3,435.72), and cash-equivalent assets (\$119.60), while liabilities continued to consist entirely of long-term debt (\$102.30) related to the initial expenses required for registration and licensing of the Corporation. Part of the gain in assets related to gains on investments, as many of the Corporation's investments broke out of losses and into healthy investment returns during the fourth quarter. Additionally, asset growth was spurred by the sale of an additional 74,4459 shares of the Common Stock to new and current Shareholders, raising just under \$625.00 in new capital for investment.

#### **INVESTMENT STRATEGY & THE CORPORATION'S INVESTMENTS**

At the end of the fiscal year, the Corporation held investments in the shares of seven independent companies and two independent mutual funds, as listed in the *Portfolio Analysis* section of the reports at the end of the Annual Report. The Corporation believes that each of these investments fit the general requirements for the Corporation and are, in most respects, good investments for long-term growth. A short description of each of these investments follows, along with the reasoning of the Corporation in holding the investment. Also, please remember that Shareholders may at any time inspect the records of the Corporation and may request to review the financial information and reports that the Corporation has on any of its current (or prospective) investments. Annual reports, quarterly reports, and other information for these companies is available and maintained by the Corporation.

**Atmos Energy Corporation** - (NYSE: ATO; WSJ: "ATMOS Eng") - Atmos Energy Corporation is a major natural gas supplier in the southern and western United States. A company with some 650,000 customers, it is expected to be one of the survivors of the utility industry's consolidation phase currently under way. Atmos' recent agreement to acquire United Cities Gas Company (NASDAQ: UCIT) will nearly double its size and help ensure solid performance over the long term. With a reasonable price to earnings ratio and solid earnings, the Corporation believes that Atmos represents an excellent investment for long-term growth. Although not considered one of the Corporation's top performers, Atmos' good dividend rate compensates for slow growth. All dividends paid on Atmos stock are reinvested in Atmos shares at a discount over market price.

**Central Maine Power Company** - (NYSE: CTP; WSJ: "CentlMePwr") - Central Maine Power, a profitable but previously troubled Maine utility, recently finished a reorganization necessary to help adapt to the new power industry of competition over regulation. While costs associated with its partial ownership of the Maine Yankee nuclear power plant continue to depress earnings, the company has maintained a growing customer base and shows the potential for year over year profit improvement. Central Maine Power's heavy reliance on hydroelectric power also makes it a relatively environmentally friendly power company. With a P/E ratio below 10 and the promise of improvement as troubles are resolved, the Corporation believes that Central Maine Power is a good company and will gain substantial ground over the long-term while returning a healthy 7.5% dividend to the Corporation in the meantime.

**Comair Holdings, Incorporated** - (NASDAQ: COMR; WSJ: "Comair") - Comair Holdings, the parent of the United States' largest commuter airline, is a dynamic company that has recorded nothing but growth since its inception as a single plane local carrier. Allied with Delta Airlines as a "Delta Connections"

carrier and linking the entire eastern and central United States, Comair has recently updated many of its propeller aircraft with new 60-seat Canadair jets, setting boarding and earnings records along the way. Comair also operates a cargo division, investment division for extra cash needed for airline operations, and a flight school. The Corporation believes that, despite its modest dividend, the dynamics of the company offer the possibility of large returns over the long-term.

**Franklin AGE High Income Fund** - (AGEFX) - The Franklin AGE High Income Fund invests in lower rated corporate bonds and debentures in order to return a dividend rate in the region of 10% annually. Although not considered a growth investment of any sort, strength in the bond market over the long term may allow some capital gains through this investment. However, the Corporation's primary intent in this investment is operational income, and the Corporation derives most of the cash required for daily expenses from income earned on the Corporation's relatively small investment in the fund's shares.

**K-Mart Corporation** - (NYSE: KM; WSJ: "Kmart") - K-Mart Corporation is one of the largest discount retailers in the United States. Despite its colorful history, K-Mart in recent years has been plagued by competition from Wal-Mart stores and has posted, at best, shaky gains in earnings and unreliable income. While K-Mart still generates small profits in most quarters, many investors have lost confidence in the company as a growth opportunity and have sold down the stock as a result. However, the Corporation believes that the new management's plans to get K-Mart back on track, which include new stores, better products, and a refinancing of its massive debts, are reliable and will be well-executed. While not necessarily the best short-term or even psychological investment, the Corporation believed that K-Mart will become a winner over the long-term and has, to date, returned a decent 36% on the Corporation's original investment.

**Magna Group, Incorporated** - (NYSE: MGR; WSJ: "MagnaGp") - Magna Group, Incorporated, recently changing from the NASDAQ to the New York Stock Exchange, is the holding company for Magna Bank of Saint Louis and other related divisions dealing with financial services. Magna, a growing and highly profitable Missouri, Illinois, and Iowa bank, recently completed the acquisition of Iowa's second largest bank holding company. Solid earnings over the past several quarters have continued to drive profitability higher and the company's dividend rate continues to increase. Strong loans and deposits have also provided Magna with a solid financial background and below-average loan default rates. These factors have combined to make the Corporation believe that Magna's long-term outlook is highly profitable and will continue to reward investors. The Corporation carries its checking accounts with Magna and handles many financial dealings through the company.

**Optical Cable Corporation** - (NASDAQ: OCCF; WSJ: "OpticalCbl") - Optical Cable Corporation is perhaps the Corporation's prize investment to date. This high-growth optical cable and fiber optics manufacturer has set growth records for each month of the last year, often gains above 50%. Optical sees sales quadrupling within the next four years as foreign sales continue to rise and visibility increases within the United States. One of the most successful initial public offerings in the United States during 1996, the Corporation believes that the long-term outlook of Optical Cable Corporation is excellent and, while the stock's high P/E ratio and market dynamics may hurt values in the short term, there can be no better an underlying company for a stock than Optical Cable Corporation. The Corporation holds Optical Cable stock as a reliable long-term investment as earnings continue to grow.

**Pulte Corporation** - (NYSE: PHM; WSJ: "Pulte") - Pulte Corporation is the United States' largest home-builder, and recognized as one of the best, despite the fact that it controls only some 3.5% of the U.S. home-building market. In a very fragmented industry, Pulte specialized in residential development, particularly of custom-designed homes and neighborhoods of quality with a personal touch in every house. Strong earnings continue to propel this stock forward and the Corporation views Pulte as an excellent long-term investment. Some of Pulte's major operations are in Arizona, Florida, and other high-growth regions, although the company's operations span some 35 different states.

**Templeton World Fund - (TEMWX)** - The Templeton World Fund is the Corporation's only investment representing stocks and bonds outside of the United States. While many of the fund's major holdings are United States companies, the bulk of the fund's investments are outside the country. The fund is also well-diversified and represents a wide range of industries from each continent. The Corporation holds this investment as a secure investment in overseas markets that allows for some protection against a solely U.S. market decline. However, as many world markets move in tandem to the New York Stock Exchange, this alone is not a reason for holding an international investment. Growth opportunities in other nations are best taken advantage of through funds of this kind when the individual investor does not have easy or direct access to the financial information of foreign companies.

Each of these securities and investments are considered by the Corporation of the highest quality, and although the Corporation may, from time to time, actively review and on occasion sell certain investments, that is the result of market changes and the ever-evolving marketplace in which such securities are traded. As of year end, the Corporation had undertaken a full review of each of the investments that the Corporation holds in order to reassess the value of each to the Corporation. At this time, the Corporation has made no decisions, but generally feels comfortable with its current holdings and, rather than selling current investments, continues to search for new possible opportunities that may lie just around the corner.

In general, the Corporation's investment strategy continues to be one of searching for companies with strong growth and high potential over the long term. While the Corporation does not apply any set of criteria to an investment in its reviews, the Corporation does take into account the individual standing and consideration of each potential investment. The Corporation believes that investments are not simply a review of the stock and a reputation of a company, but instead the promise that a company holds for the future with regard to its plans and present position as well as financial considerations both now and over the long-term. While some investments that the Corporation has made may not seem the wisest choices, please note that the Corporation has independently reviewed each of these investments and determined them to be, in fact, of a quality necessary for Corporation investment. The Corporation is dedicated to long term investment growth with a manageable and reasonable level of investment risk.

When investing in funds, the Corporation attempts to take advantage of opportunities that would otherwise not necessarily be open to the Corporation due to the inability to reach markets or supply the capital necessary for an independent investment in a security. While the Corporation does make judgments on each of its investments, the Corporation does not make decisions without a large amount of information and extensive research. If you have questions on this process, please do not hesitate to ask.

#### **RETAIL OPERATIONS & RETAIL STRATEGY**

The Corporation's retail operations, maintained under the name of World Wide Stamp Company, are still in the early stages of development. To date, the Corporation has limited World Wide, virtually by default due to the operating environment of the Corporation's on-line services, to the members of the Internet service America On-line. While this has proven in the past both profitable and worthwhile, the Corporation has recognized the need to expand beyond this rather limited set of parameters into the wider regions of the Internet in general. It is for these reasons that the Corporation expects an increase in the future sales volume of the Corporation's retail division and has dedicated a great deal of time two expansion of the company's on-line operations and recognition.

This effort has two parts. First, the primary focus of the Corporation's retail operations over the near and long term will be concentrated around the company's web site on the Internet, from which it is expected that most sales and information requests will eventually be derived. The site, currently under construction, will eventually hold a complete listing of the Corporation's available collectibles, as well as substantial information on the availability of collecting supplies, prices, ordering information, and many other special offers for collectors. While some parts of the home page have been completed, others will not be finished for some time simply due to the sheer amount of work required to transcribe information from paper form to the computer for placement on the Internet. While the Corporation can provide no solid guarantee or deadline for the completion of the project, especially since it is a continuing and evolving site, the Corporation hopes to have most of the page fully functioning by the end of February, 1997.

The second requirement for success in the Internet retail sales region is visibility. The need for people to visit the page is obvious, and the method of getting people from outside of the America On-line

world is through listings on various web search engines. To this extent, the Corporation has listed World Wide Stamp Company on several Internet search engines, including Lycos, Yahoo, WebCrawler, and others. To date, these listings have brought potential customers from outside of the America On-line sales region, indicating an early success and the need for the quick completion of the retail operation's web site for customer use.



**Balance Sheet (Includes Unrealized Gains)**  
**As of December 10, 1996**

**Assets**

CASH & ACCOUNTS:	Qtr. One	Qtr. Two	Qtr. Three	Qtr. Four
Cash On Hand:	\$14.33	\$20.08	\$11.21	\$11.90
Corporate Checking: (6)	\$0.00	\$3,225.63	\$1,015.54	\$1,023.97
Cash Reserves:	\$623.28	\$26.37	\$2,387.03	\$2,399.85
Cash Equivalents:	\$100.00	\$0.00	\$0.00	\$0.00
Other Cash & Accounts:	\$0.00	\$0.00	\$0.00	\$0.00
<b>CASH &amp; ACCOUNTS:</b>	<b>\$737.61</b>	<b>\$3,272.08</b>	<b>\$3,413.78</b>	<b>\$3,435.72</b>

**INVESTMENTS**

Brokerage Account:	\$1,787.50	\$7,275.00	\$7,853.12	\$8,785.62
Direct Investments:	\$718.08	\$4,784.49	\$1,259.15	\$1,320.71
<b>TOTAL INVESTMENTS:</b>	<b>\$2,505.58</b>	<b>\$12,059.49</b>	<b>\$9,112.27</b>	<b>\$10,106.33</b>

**OTHER ASSETS**

Cash Equivalent:	\$10.00	\$10.00	\$6.72	\$9.60
Retail Division Assets:	\$0.00	\$0.00	\$0.00	\$0.00
Other Assets:	\$0.00	\$0.00	\$110.00	\$110.00
<b>TOTAL OTHER ASSETS: (4)</b>	<b>\$10.00</b>	<b>\$10.00</b>	<b>\$116.72</b>	<b>\$119.60</b>

Assets: (5) **\$3,253.19** **\$15,341.57** **\$12,642.77** **\$13,661.65**

**Liabilities & Equity**

**LIABILITIES:**

Accounts Payable: (7)	\$0.00	\$0.00	\$0.00	\$0.00
Long-Term Debt:	\$122.73	\$115.92	\$109.11	\$102.30
<b>TOTAL LIABILITIES:</b>	<b>\$122.73</b>	<b>\$115.92</b>	<b>\$109.11</b>	<b>\$102.30</b>

**EQUITY:**

Shareholder's Equity:	\$3,130.46	\$15,225.65	\$12,533.66	\$13,559.35
<b>TOTAL EQUITY:</b>	<b>\$3,130.46</b>	<b>\$15,225.65</b>	<b>\$12,533.66</b>	<b>\$13,559.35</b>

Total Liabilities & Equity: **\$3,253.19** **\$15,341.57** **\$12,642.77** **\$13,661.65**

**Shareholder's Data: (8)**

	Qtr. One	Qtr. Two	Qtr. Three	Qtr. Four
Number of Shares Outstanding:	637	1455	1545	1615.4459
Net Asset Value Per Share:	\$4.91	\$10.46	\$8.11	\$8.39
Net Gain (Loss) Per Share:	(\$0.59)	\$5.55	(\$2.35)	\$0.28

**Profit & Loss Statement**  
**Fourth Quarter - (September 11, 1996 - December 10, 1996)**

INCOME:	Qtr. One	Qtr. Two	Qtr. Three	Qtr. Four	Year - 1996
Interest Income: (1)	\$2.40	\$10.33	\$18.11	\$19.50	\$61.34
Dividend Income: (1)	\$0.00	\$13.94	\$32.37	\$44.14	\$100.35
Realized Gain (Loss):	\$0.00	\$0.00	\$1,569.00	\$24.96	\$1,593.96
Retail Operations:	\$0.00	\$0.00	\$18.50	\$13.50	\$32.00
Other Income:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>TOTAL INCOME:</b>	<b>\$2.40</b>	<b>\$24.27</b>	<b>\$1,637.98</b>	<b>\$102.10</b>	<b>\$1,787.65</b>
<b>EXPENSES:</b>					
Fees:	\$95.00	\$50.00	\$7.00	\$0.00	\$152.00
Mailings:	\$18.43	\$11.60	\$0.64	\$6.08	\$36.75
General Expenses:	\$2.77	\$0.05	\$0.85	\$0.00	\$5.05
Supplies:	\$6.07	\$0.00	\$21.04	\$0.19	\$25.92
Taxes (All Types): (2)	\$0.00	\$0.00	\$100.00	\$0.00	\$100.00
Retail Operations:	\$0.00	\$0.00	\$12.64	\$15.39	\$28.03
Other Expenses: (3)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>TOTAL EXPENSES:</b>	<b>\$122.27</b>	<b>\$61.65</b>	<b>\$142.17</b>	<b>\$21.66</b>	<b>\$347.75</b>
<b>TOTAL INCOME (EXPENSE):</b>	<b>(\$119.87)</b>	<b>(\$37.38)</b>	<b>\$1,495.81</b>	<b>\$80.44</b>	<b>\$1,439.90</b>

**Portfolio Analysis**

(Includes unrealized gains and losses; as of December 10, 1996.)

Shares	Company	Symbol	Cost	Current	Gain (Loss)	Return
11.28	Atmos Energy Corp.	ATO	\$255.33	\$260.99	\$5.66	2.22%
50	Central Maine Power	CTP	\$645.25	\$581.25	(\$64.00)	-9.92%
100	Comair Holdings, Inc.	COMP	\$2,491.50	\$2,437.50	(\$54.00)	-2.17%
183.566	Franklin AGE Income	AGEFX	\$525.00	\$526.83	\$1.83	0.35%
100	Kmart Corporation	KM	\$797.50	\$1,087.50	\$290.00	36.36%
45	Magna Group, Inc.	MGR	\$1,086.25	\$1,321.87	\$235.62	21.69%
150	Optical Cable Corp.	OCCF	\$375.00	\$1,837.50	\$1,462.50	390.00%
50	Pulte Corporation	PHM	\$1,320.25	\$1,543.75	\$223.50	16.93%
32.48	Templeton World Fund	TEMWX	\$535.40	\$538.63	\$3.23	0.60%
<b>Totals:</b>			<b>\$8,031.48</b>	<b>\$10,135.82</b>	<b>\$2,104.34</b>	<b>26.20%</b>

***Notes Concerning the Financial Statements:***

*-- The Profit & Loss Statement*

NOTE 1: Shareholders may notice that, for the "Interest Income" and "Dividend Income" categories of the Profit & Loss Statement, totaling the quarterly results does not lead to the totals shown in each category for the year as a whole. Since the Corporation must mail quarterly reports by a certain date, all interest or dividends credited to the Corporation before the end of the quarter, yet reported to the Corporation after the quarterly reports are due, cannot be included in the quarterly reports. Additionally, due to the accrued accounting method under which the Corporation must operate, these credits cannot be accounted for in the next quarterly report since they must be recorded in the Corporation's books on the date that the transaction took place. However, please note that these errors always cause an understatement of earnings reported to the Shareholders. The Corporation is working in order to find a better method of accounting and receiving notification of credits so that such errors do not persist or are at least kept to a minimum.

NOTE 2: In previous reports, the Corporation has accounted for taxes as an extraordinary loss and has not otherwise accounted for the expense related to taxes to date. At this time, the Corporation expects to pay a lump sum of taxes sometime in the first quarter of 1997 to reflect these non-payments. However, after this fiscal year, the Corporation will better be able to estimate taxes owed on income and will thus begin to account for taxes on a quarterly basis. Taxes paid on regular dividend, interest, sales income, or sales taxes, will be accounted for as a general expense. Taxes associated with extraordinary income, such as capital gains from the sale of an investment, will be treated as extraordinary expenses. This will give a greater degree of continuity to the quarterly fiscal reports to the Shareholders as well as more accurate profit and loss information.

NOTE 3: Interest on the Corporation's liabilities (long-term) has not been generally accounted for in the profit and loss statements of the Corporation. To date, interest paid on the Corporation's outstanding debt has been deducted, incorrectly, from the total debt owed and has not been accounted for as an expense. As of the end of the first fiscal year, these figures will be revised and interest on the Corporation's debt will be accounted for individually in the Profit and Loss Statement as an expense of the Corporation. The current interest rate on the long-term liabilities of the Corporation is 3.5%.

*-- The Balance Sheet*

NOTE 4: The assets listed in the Balance Sheet of the Corporation are broken down into three general categories. All of these categories generally deal with items that are "cash-equivalent", or assets that can be exchanged for an exact and known amount of cash at any time due to their nature, such as a postage stamp. These do not constitute all of the assets of the Corporation. The Corporation maintains in its possession some items, such as binders, packaging envelopes, papers, and other supplies used for retail and general operations, that are material possessions and "assets" but cannot be reasonably or easily valued. For reasons of simplicity and to prevent the overstatement of the assets of the Corporation, such materials have been deemed valueless, and thus although included in the asset total of the Corporation, do not change the value of the Corporation's assets. Any proceeds from the sale of such items, if necessary, would be in addition to the stated assets of the Corporation.

NOTE 5: Shareholders should generally be aware that the asset total of the Corporation could be considered overstated. In the event that most or all of the Corporation's assets were liquidated, such as in a liquidation of the Corporation by the Shareholders, a substantial amount would be used in the fees required to sell certain assets and close certain accounts, as necessary. In such an event, the assets of the Corporation would be adversely affected in terms of value and would decrease the value of each share of the Common Stock outstanding. The Corporation does not foresee any such action but wishes to make Shareholders aware of this fact.

NOTE 6: The minimum balance that the Corporation must maintain on the Corporate Checking Account held with Magna Bank of Saint Louis is \$1,000.00. The Corporation intends to maintain this minimum balance at all times, although adverse events could result in the expense of funds below this minimum that could result in undesirable service charges.

NOTE 7: The Corporation's short-term credit, "Accounts Payable", is supplied through Boatmen's Credit Card Bank of New Mexico, a division of Boatmen's Bank of Saint Louis. While Boatmen's Bank is currently undergoing a purchase by NationsBank of Charlotte, Virginia, the Corporation does not expect any adverse effects from this merger. The credit is supplied to the Corporation free of charge, with the exception of the applicable interest on any balance carried. The Corporation does not intend to carry any balance at any time, although under adverse events where cash is required, a balance may be carried which may result in the undesirable payment of interest on this debt by the Corporation. The maximum credit that the Corporation may carry at any point in time is \$3,000.00.

NOTE 8: The Corporation has certain contracts with interested persons for the provision of certain services. The Corporation has a current contract outstanding with Mr. Carlton Getz, who is President, Secretary, and a Director of the Corporation, as well as a Shareholder, for the provision of Internet access for the Corporation's retail division. The Corporation pays a rate of \$1.00 per month to Mr. Getz for unlimited access. Additionally, the entire long-term debt of the Corporation outstanding is owed to Mr. Getz. The Corporation has had past contracts for indebtedness with Mr. Getz which have been resolved without incident and without penalty to the Corporation. In the past, the Corporation has found such arrangements, when necessary or desirable, quite beneficial to the Corporation and its Shareholders.