



**Reminder:** If your portfolio contains investments that you obtained prior to working with Winans International, it is the responsibility of the client to make sure that we have the cost basis information (date bought & total cost) for those investments. If we don't have that information, the columns on your Portfolio Overview entitled "Cumulative Gains %" and "Cumulative Gains \$" are only calculated as of the date we started managing your account.

Karen Blair 04/15/03