Annual Report 1988 National Securities Clearing Corporation



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In spite of a decline in transaction and share volume in 1988, NSCC continued to recognize that the cost of maintaining and improving its systems is modest in comparison to the risks of not being prepared to handle peak volume periods. Over the years, processing efficiency has increased as marketplaces report trades to NSCC as compared trades through automated trading systems. In 1988, 66% of NYSE transactions were reported to NSCC as locked-in, up from 52% in 1986.

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pen and effective dialogue between NSCC and the securities industry in 1988 enabled NSCC to implement several system enhancements developed to increase participants' processing efficiency. Continued cooperation with the industry will allow NSCC to foresee and respond to participants' needs over the next decade as they meet the challenges presented by the growth in derivative markets and the globalization of markets.

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David M. Kelly President and Chief Executive Officer

Bernard L. Madoff Chairman of the Board

## **To Our Participants**

As one reflects on 1988, it is clearly evident that many changes occurred in the marketplaces. The events of October 1987 resulted in a predicted decline in volume and hastened the pace of change within the securities industry. NSCC revenues were down over 11% and transaction and share volume declined 31% and 18%, respectively. At the same time, the average size of a trade increased by 19% supporting the much-heralded decline in retail participation.

The industry devoted more attention to increasing cost efficiencies and reducing risks as many appeared to be headed for a different future in the ever-changing financial services business. While NSCC has long focused on increasing capacity levels and expanding our product base, it was apparent in 1988 that better use of technology is critical for this industry to operate profitably at lower volumes.

NSCC has benefitted greatly from working closely with the markets and participants we serve. Cooperation will continue to be important in a market where change and competition are on the rise. In fact, as markets become more global, it is essential that capital markets, regulatory and clearance and settlement functions work together to understand what globalization means to our business. The industry is already working together on a global basis with a view toward establishing clearance and settlement standards within markets and for cross-border transactions. These efforts are supported by The Group of Thirty and the Fédération Internationale des Bourses de Valeurs which provide forums for discussion and direction. The markets are prepared to meet the challenges ahead and NSCC will work tirelessly to support their efforts.

#### The Year in Review

The year proved to be one of great challenge for NSCC. One of the positive results of the October 1987 events was a renewed effort within the industry to take greater advantage of systems automation and to reduce risk. NSCC worked closely with the NYSE, Amex and NASD to move toward comparison on Trade Date with total trade resolution by the end of Trade Date Plus One, a process with significant interdependencies. NSCC has redesigned its listed and OTC comparison systems to support the NYSE's, Amex's and NASD's efforts to implement on-line correction systems.

Participation in Fund/SERV, NSCC's automated order entry, confirmation and settlement system for mutual funds, increased with 48 broker/dealers and 38 fund groups, representing approximately 600 funds, using the system. The mutual funds process was enhanced with the development of a Networking system which provides for the electronic transfer of information between broker/dealers and fund groups. Networking was implemented on a pilot basis in September and continues to meet developmental milestones.

## To Our Participants (continued)

The Automated Customer Account Transfer (ACAT) service continued to enjoy broad support and has become the standard for asset transfers between brokers. The system was enhanced to facilitate the processing of options positions, and NSCC began work on changes that will enable the transfer of limited partnerships. Development of a link between ACATs and Fund/SERV to allow the transfer of mutual fund assets between broker/dealers in a controlled and automated environment is also under way.

NSCC's Municipal Bond System expanded with a netting program for when-issued municipals. By year end, participants could process all when-issued trades of DTC-eligible issues in CNS. The 127 participants in the pilot represent over 65% of the total when-issued volume processed by NSCC and we hope to expand that base. In 1989, we plan to offer regular-way netting based on the results of an extensive study of regular-way municipal bond trading.

International Securities Clearing Corporation (ISCC) continued to establish bilateral clearing and custody links with other international clearing and depository organizations. The process of developing these links involves a significant amount of learning as we become familiar with the local practices, systems and technology that exist in foreign markets. In 1988, ISCC's link with The International Stock Exchange in London became bilateral. In addition, ISCC established a clearing link with Cedel in Luxembourg and custody links in Japan and Singapore and began work on a link with France.

Participants in Government Securities Clearing Corporation (GSCC), established in 1986 through cooperative efforts by the government securities industry, elected the first Participant Shareholder Board of Directors following the sale of stock in May 1988. The Board will work closely with GSCC in determining the future advancements in the technology for processing and settling government securities transactions. GSCC implemented its automated comparison system in August and plans to make netting services available to participants in 1989.

In closing, we would like to thank our Board of Directors and staff, our participants and the staff at SIAC and DTC for their continued support and efforts in a year that saw much restructuring and cost cutting within the industry, but also presented increased opportunities to work together for positive change.

Bernard L. Madoff Chairman of the Board David M. Kelly President and Chief Executive Officer

## About NSCC

NSCC is the nation's leading provider of post-trade clearance and settlement services for corporate securities, municipal bond, UIT and mutual fund transactions to the broker/dealer, bank and mutual funds communities. Over 1,800 brokers, dealers, banks and other financial institutions use NSCC's services as direct participants, as regional participants through the Regional Interface Operations or as indirect participants through Correspondent Clearing and Special Representative relationships.

NSCC provides these services through a nationwide network of branch offices, electronic interfaces with other clearing corporations and a variety of data transmission capabilities including tape input, cpu-to-cpu links and PC access for some applications.

## **Branch Offices**

### National Securities Clearing Corporation

Corporate Office 55 Water Street New York, New York 10041 (212) 510-0400

Boston One Boston Place Boston, Massachusetts 02108

Chicago 135 South LaSalle Street Chicago, Illinois 60603

*Dallas* Plaza of the Americas TCB Tower Dallas, Texas 75201

Denver Dominion Plaza 600 17th Street Denver, Colorado 80202 Detroit 3153 Penobscot Building Detroit, Michigan 48226

*Jersey City* One Exchange Place Jersey City, New Jersey 07302

Los Angeles 727 West 7th Street Los Angeles, California 90017

Minneapolis IDS Center 80 South 8th Street Minneapolis, Minnesota 55402

St. Louis One Mercantile Tower St. Louis, Missouri 63101

San Francisco 250 Montgomery Street San Francisco, California 94104 Seattle 1525 Fourth Avenue Seattle, Washington 98101

*Toronto* Two First Canadian Place Toronto, Ontario, Canada M5X 1A9

### International Securities Clearing Corporation

Corporate Office 55 Water Street New York, New York 10041 (212) 510-0400

#### Government Securities Clearing Corporation

Corporate Office 55 Water Street New York, New York 10041 (212) 510-0400

## **NSCC Board of Directors**

In a year marked by lower volumes and industry cutbacks, NSCC relied heavily on the expertise and experience of the members of its Board of Directors to provide guidance and direction in the Board's decision-making processes. The Board worked closely with senior management at NSCC over the year in establishing corporate objectives and guiding product development and operational planning.

Thirteen members of the 17-member Board, including Bernard L. Madoff who will complete his term as Chairman in May 1989, are elected from participant firms. The other members of the Board are David M. Kelly, President and CEO of NSCC, and three Shareholder Directors designated by the New York Stock Exchange, American Stock Exchange and National Association of Securities Dealers: Richard A. Grasso, Paul G. Stevens and C. Richard Justice, respectively.

In late 1988, the Nominating Committee began the annual electoral process by inviting participants to propose names of prospective directors to succeed Herbert I. Levitt, who is resigning in May 1989, and J. Kevin Kenny, Bernard L. Madoff, Richard J. Stream and Wilbert A. Thiel whose terms expire in May. After reviewing suggestions from participants, the Nominating Committee nominated James M. Avena, Cantor Fitzgerald & Co., Inc.; Bruce E. Geismar, Bear, Stearns & Co. Inc.; David W. Niemiec, Dillon, Read & Co. Inc.; and Darryl L. Pope, Edward D. Jones & Co. to serve three-year terms as Participant Directors. Mr. Thiel was nominated to serve an additional oneyear term to complete Mr. Levitt's term. The nominees will be elected at the Board's Annual Meeting in May 1989.

Bernard L. Madoff<sup>12</sup> Chairman of the Board Sole Proprietor Bernard L. Madoff

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U.S. Savings League

oses Lobbying Clout

William P. Behrens<sup>9</sup> General Partner Ernst & Company

Richard A. Grasso<sup>14</sup> President & COO Neu<sup>,</sup> York Stock Exchange, Inc.

Gates H. Hawn<sup>8</sup> Chief Executive Officer Pershing Division of Donaldson, Lufkin & Jenrette Securities Corporation

Leonard V. Haynes<sup>11</sup> Senior Executive Vice President Shearson Lehman Hutton Inc.

C. Richard Justice<sup>3</sup> Executive Vice President National Association of Securities Dealers, Inc.

David M. Kelly<sup>6</sup> President & CEO National Securities Clearing Corporation

J. Kevin Kenny<sup>5</sup> President & CEO J.J. Kenny Co., Inc.

Herbert I. Levitt<sup>4</sup> Limited Partner Spear, Leeds & Kellogg

Ronald W. Readmond<sup>2</sup> Managing Director Alex. Brown & Sons Incorporated

David L. Roscoe III Senior Vice President Morgan Guaranty Trust Company of New York

Howard A. Shallcross Senior Vice President & Director of Operations Merrill Lynch, Pierce, Fenner & Smith Inc.

Paul G. Stevens Executive Vice President American Stock Exchange, Inc.

Richard J. Stream<sup>10</sup> Managing Director Piper, Jaffray & Hopwood Incorporated

Fenton R. Talbott<sup>13</sup> Managing Director The First Boston Corporation

Wilbert A. Thiel<sup>1</sup> Executive Vice President. Treasurer The Chicago Corporation

Ronald D. Upton<sup>7</sup> Executive Vice President Irving Trust Company

Not Pictured: David L. Roscoe III Howard A. Shallcross Paul G. Stevens



Le Board of Directors of NSCC offers guidance and support to NSCC in its mission to develop innovative systems and services which address the financial industry's needs for cost-effective, low-risk, high-volume trade processing.





Vith the continuing globalization of the securities markets, ISCC's Board of Directors supports ISCC's strategy to develop links with clearing and depository organizations in other countries and to provide locally accessible clearance and settlement capabilities for U.S. firms dealing in foreign securities and foreign firms dealing in U.S. securities.



## **ISCC Board of Directors**

The Board of Directors of ISCC offers support and guidance to ISCC in its two-fold mission to provide locally accessible clearing services for non-U.S. securities to U.S. participants by establishing links with clearing and depository entities in other countries and to provide links into NSCC and The Depository Trust Company (DTC) for more efficient and standardized handling of U.S. issues listed overseas or involved in cross-border trading.

Comprised of senior executives from participant firms, ISCC's Board members bring a wealth of knowledge of global securities markets to ISCC. This knowledge and experience have proven invaluable in the establishment of clearing and custody links with The International Stock Exchange in London and Cedel in Luxembourg as well as the establishment of custody links with the Central Depository (Pte.) Ltd. in Singapore and Japan Securities Clearing Corporation in Tokyo.

Four directors resigned from the Board in 1988 as a result of changes in their corporate affiliations. The NYSE appointed Donald J. Solodar and the Amex appointed Ivers W. Riley to fill the vacancies left by resigning directors Christopher Keith and Mark T. Smith, respectively. Sal Ricca, SPC Securities Services Corp., was elected to replace C. Robert P. Meyjes who resigned in May 1988. Nicola L. Caporale resigned from the Board in December; his seat on the Board has not been filled.

Gerard P. Lynch, Chairman of the Board since November 1987, oversees the 14-member Board.

Gerard P. Lynch<sup>4</sup> Chairman of the Board Managing Director Morgan Stanley & Co. Incorporated

Joseph Anastasio<sup>12</sup> Senior Operating Officer Salomon Brothers Inc

Nicola L. Caporale General Partner Goldman, Sachs & Co. (Resigned in December 1988)

Joseph L. Gitterman III<sup>2</sup> Managing Partner LaBranche & Co. C. Richard Justice<sup>11</sup> Executive Vice President National Association of Securities Dealers, Inc.

David M. Kelly<sup>10</sup> President & CEO International Securities Clearing Corporation

Bernard L. Madoff<sup>7</sup> Sole Proprietor Bernard L. Madoff

Stephen E.J. Raven<sup>1</sup> Chairman Charles Fulton (1DB) Limited

Michael T. Reddy<sup>5</sup> Senior Vice President Merrill Lynch, Pierce, Fenner & Smith Inc.

Sal Ricca<sup>3</sup> Managing Director & COO SPC Securities Services Corp. Ivers W. Riley<sup>9</sup> Senior Executive Vice President American Stock Exchange, Inc.

David L. Roscoe III<sup>8</sup> Senior Vice President Morgan Guaranty Trust Company of New York

Donald J. Solodar Senior Vice President Capital Markets Group New York Stock Exchange, Inc

Fenton R. Talbott<sup>6</sup> Managing Director The First Boston Corporation §

Not Pictured: Nicola L. Caporale Donald J. Solodar



be first Participant Shareholder Board of Directors of GSCC is responsible for overseeing the operation of GSCC's automated comparison and netting systems and for determining the future system enhancements and technological advancements in the processing and settlement of government securities.



## **GSCC Board of Directors**

In early 1988, GSCC offered shares in the company through a private placement offering. The stock sale provided the government securities community with the opportunity to be eligible to sit on the Board of Directors and thereby help shape GSCC's direction at the same time that it provided working capital for GSCC as it develops its operations. NSCC retains a 20% ownership interest in GSCC.

In August, GSCC participants elected the first Participant Shareholder Board of Directors. Nominations for the Board were made by participants in accordance with the Shareholder Agreement.

The 15-member Board consists of six dealers, three brokers, three clearing agent banks (Participant Shareholder Directors), two representatives from NSCC and one officer of GSCC. The 12 Participant Shareholder Directors each serve three-year terms. In 1991, Participant Shareholder Directors will be elected to serve one-, two- or three-year terms so that one-third of the Board will be replaced every year. The Board has established three standing committees: Executive, Audit and Finance and Membership and Standards.

In January 1989, GSCC elected Bruce R. Lakefield to serve as Chairman for a one-year term. Mr. Lakefield brings many years of experience in the government securities community to the GSCC Board.

Bruce R. Lakefield<sup>13</sup> Chairman of the Board Executive Vice President Shearson Lehman Government Securities, Inc.

Jorge A. Brathwaite<sup>5</sup> Senior Vice President The Bank of New York

Allen B. Clark<sup>7</sup> Vice President Manufacturers Hanover Trust Company

Frank D. Cuoco, Jr.<sup>14</sup> Executive Vice President Garban Ltd.

Herbert Friedman<sup>1</sup> Managing Director Salomon Brothers Inc Peter E. Gall<sup>12</sup> Senior Vice President & Treasurer Discount Corporation of New York (Resigned in December 1988)

Edward J. Geng<sup>11</sup> President Fundamental Brokers, Inc.

David M. Kelly<sup>4</sup> President and CEO National Securities Clearing Corporation

Leonard C. Monteleone Vice President RMJ Securities Corp.

Charles A. Moran<sup>10</sup> President and COO Government Securities Clearing Corporation

Alexander Neamtu<sup>3</sup> Principal Morgan Stanley & Co. Incorporated William D. Riley<sup>9</sup> Managing Director The First Boston Corporation

Howard A. Shallcross<sup>6</sup> Senior Vice President & Director of Operations Merrill Lynch, Pierce, Fenner & Smith Inc.

M. Andrew Threadgold<sup>2</sup> Managing Director J.P. Morgan Securities Inc.

Ronald D. Upton<sup>8</sup> Executive Vice President Irving Trust Company (Resigned in February 1989)

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Not Pictured: Leonard C. Monteleone Sal Ricca Managing Director & COO SPC Securities Services Corp. (Appointed in February 1989)

## **Consolidated Balance Sheet**

National Securities Clearing Corporation

	December 31,	
(In thousands)	1988	1987
Assets		
Current Assets:		
Cash and cash equivalents	\$ 53,539	\$ 28,628
Temporary investments at cost (approximates market)	90,402	108,996
Accounts receivable, net	5,558	5,767
Settlement accounts reveivable	3,183	4,746
Other current assets	970	1,318
Total current assets	153,652	149,455
Clearing fund	224,207	244,669
Fixed assets, less accumulated depreciation of		
\$1,964 and \$1,553 at December 31, 1988 and 1987, respectively	1,125	1,286
Deposits and other noncurrent assets	7,275	7,490
Total assets	\$386,259	\$402,900
Liabilities and Shareholders' Equity		
Current Liabilities:		
Accounts payable	\$ 7,247	\$ 7,440
Settlement accounts payable	68,206	44,574
Other	5,787	6,967
Total current liabilities	81,240	58,981
Clearing fund:		
Participants' cash deposits	65,908	85,312
Other participant deposits	224,207	244,669
	290,115	329,981
Notes payable	3,250	3,250
Commitments and contingent liabilities (See Note 5)		
Shareholders' Equity:		
Common stock authorized, issued and outstanding; 30,000 shares of \$.50 par value	15	15
Capital in excess of par	885	885
Retained earnings	10,754	9,788
	11,654	10,688
Total liabilities and shareholders' equity	\$386,259	\$402,900

The accompanying Notes to Consolidated Financial Statements are an integral part of this statement.

# Consolidated Statement of Income and Retained Earnings

National Securities Clearing Corporation	For the year ended		
	December 31,		
(In thousands)	1988	1987	
Revenue from clearing services	\$70,852	\$72,335	
Interest income	3,868	3,990	
Total revenues	74,720	76,325	
Expenses:			
Securities Industry Automation Corporation processing expenses	40,004	39,761	
The Depository Trust Company fees	15,370	15,464	
General and administrative	16,105	16,241	
Regional facility fees	1,668	1,674	
Total expenses	73,147	73,140	
Income before income taxes	1,573	3,185	
Provision for income taxes	607	1,297	
Net income	966	1,888	
Retained earnings, beginning of year	9,788	7,900	
Retained earnings, end of year	\$10,754	\$ 9,788	

The accompanying Notes to Consolidated Financial Statements are an integral part of this statement.

## Consolidated Statement of Cash Flows

National Securities Clearing Corporation		For the year ended December 31,		
		1988	ecen	1987 nDer 31,
(In thousands)		1/00		1707
Increase (Decrease) in Cash and Cash Equivalents				
Cash Flows from Operating Activities:	¢ つ 1	8,691,768	¢n	96,837,283
Cash settlement received from participants				
Cash settlement paid to participants	(21	.8,672,729)	(2	96,852,535; 49,165
Clearing fund cash received from participants		24,199		
Clearing fund cash refunded to participants		(43,603)		(24,653)
Cash received from billings to participants		69,932		71,633
Cash paid to processing agents		(55,735)		(54,689)
Cash paid to suppliers and employees		(11,193)		(14,735)
Interest received		8,838		10,542
Interest remitted to participants		(4,862)		(4,792
Income taxes paid		(269)		(4,103
Cash rental concession received				1,203
Net cash provided by operating activities		6,346		14,319
Cash Flows from Investing Activities:				
Purchases of temporary investments		(158,160)		(186,624
Sales and redemptions of temporary investments		176,976		193,903
Purchases of software and fixed assets		(251)		(2,056
Net cash provided by investing activities		18,565		5,223
Net increase in cash and cash equivalents		24,911		19,542
Cash and cash equivalents at beginning of year		28,628		9,086
Cash and cash equivalents at end of year	\$	53,539	\$	28,628
Reconciliation of Net Income to Net Cash Provided by Operating Activities				
Net income	\$	966	\$	1,888
Adjustments to Reconcile Net Income to Net Cash Provided by				
Operating Activities:				
Depreciation and amortization		412		374
Increase in accrued interest receivable		(1,635)		(262
Amortization of premiums		1,628		2,022
Decrease (increase) in accounts receivable		209		(701
Decrease in settlement accounts receivable		1,563		830
Decrease (increase) in other current assets		390		(555
Increase in deferred tax asset		(42)		(908
(Decrease) increase in accounts payable		(193)		228
Increase (decrease) in settlement accounts payable		23,632		(16,100
(Decrease) increase in other liabilities		(1,180)		2,991
(Decrease) increase in clearing fund participants' cash deposits		(19,404)		24,512
Net cash provided by operating activities	\$	6,346	\$	14,319

The accompanying Notes to Consolidated Financial Statements are an integral part of this statement.

## Notes to Consolidated Financial Statements

National Securities Clearing Corporation

#### Note 1 Organization and Operations:

National Securities Clearing Corporation (NSCC—the Company), a clearing agency registered with the Securities and Exchange Commission (SEC), provides various services to the financial community, consisting principally of trade comparison, clearance and settlement. The Company's common stock is owned equally by the New York Stock Exchange, Inc. (NYSE), American Stock Exchange, Inc. (Amex) and the National Association of Securities Dealers, Inc. (NASD). The Company is controlled by an independent user Board of Directors which is responsible for its policies, operations and financing.

The Company is the sole shareholder of International Securities Clearing Corporation (ISCC), which was established in 1985 to support U.S. brokers, dealers and banks through bilateral linkages with central clearing and depository organizations in other countries.

The Board of Directors of the Company determines any additions to retained earnings it wishes to establish in a given year, having due regard to current and anticipated needs. The Company does not plan to declare dividends to shareholders, but has provided rebates on its billings to participants of \$2,416,000 and \$10,398,000 in 1988 and 1987, respectively. Revenue from clearing services is shown net of such rebates.

#### Note 2 Summary of Significant Accounting Policies:

Principles of consolidation: The consolidated financial statements include the accounts of the Company and its wholly owned subsidiary, ISCC. In 1987, the Company's consolidated financial statements also included the accounts of Government Securities Clearing Corporation (GSCC), a wholly owned subsidiary formed to provide automated comparison and netting services to brokers, dealers and banks trading in U.S. Government securities. On May 20, 1988, GSCC issued common stock to certain participants, which reduced NSCC's ownership interest to approximately 20%. The Company is accounting for its investment in GSCC subsequent to May 20, 1988 using the equity method of accounting. All significant intercompany accounts and transactions are eliminated in consolidation.

Cash and cash equivalents: The Company's investment policy allows for the investment of funds in overnight reverse repurchase agreements. Such agreements provide for the delivery versus payment of the underlying collateral of 102% to an independent custodian designated by the Company. Investments under reverse repurchase agreements amounted to \$40,000,000 and \$25,000,000 at December 31, 1988 and 1987, respectively.

Temporary investments: Temporary investments consist of U.S. Treasury securities maturing primarily in less than one year, and are carried at cost adjusted for amortization of premiums and accretion of discounts. Investments of \$44,400,000 and \$29,972,000 at December 31, 1988 and 1987, respectively, were held in an account for the exclusive benefit of participants to facilitate participants' compliance with customer segregation rules of the SEC.

Settlement accounts: Settlement accounts receivable and payable arise from one-day time lags in the cash settlement process between the Company and its participants and other registered clearing agencies. The nature of the Company's business involves significant money transfers on a daily basis, certain of which are executed via Federal Funds and given effect in the financial statements on the basis of one-day earlier Clearing House Funds.

*Notes payable:* Notes payable consist of \$3,250,000 of ten-year Notes issued by ISCC due June 15, 1996. The Notes bear interest at a rate of 9% per annum, and interest payments are made annually on June 15.

Income taxes: Provision is made for deferred income taxes applicable to revenues and expenses reported in the financial statements in periods which differ from those in which they are subject to taxation.

In December 1987, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 96, *Accounting for Income Taxes.* SFAS 96 mandates the liability method for computing deferred income taxes. The Company intends to adopt SFAS 96 during the year when adoption becomes mandatory. Adoption of the new Statement is not expected to have a significant effect on the Company's financial position or results of operations.

The Company and its wholly owned subsidiary file consolidated Federal, New York State and City income tax returns. The difference between the 38.6% effective tax for the year ended December 31, 1988 (40.7% for the year ended December 31, 1987) and the 34% federal statutory tax rate (40% for the year ended December 31, 1987), is primarily attributable to state and local taxes.

#### Note 3 Participant Deposits:

The rules of the Company require certain participants to maintain minimum clearing fund deposits based on calculated requirements. The consolidated clearing fund balance includes the NSCC and ISCC clearing funds, which are available to secure respective participant obligations and certain liabilities of NSCC and ISCC, should they occur. Clearing fund requirements and cash in excess of calculated requirements amounted to \$290,115,000 and \$329,981,000 at December 31, 1988 and 1987, respectively. Total clearing fund deposits held at December 31, 1988 consisted of \$65,908,000 in cash, \$44,702,000 in market value of securities issued or guaranteed by the U.S. Government, its states and their political subdivisions, and \$264,122,000 in letters of credit issued by authorized banks; comparative amounts as of December 31, 1987 were \$85,312,000, \$59,881,000 and \$318,902,000, respectively.

#### Note 4 Transactions with Related Parties:

*GSCC:* Effective May 20, 1988, the Company entered into an agreement with GSCC to provide various support services and office facilities. Charges under this agreement are based on the Company's cost of providing these services. The agreement formally expires in 1993; however, it will continue in effect unless notice of cancellation is given by either party. Costs under this agreement amounted to \$2,700,000 in 1988. At December 31, 1988, receivables from GSCC amounted to \$362,000.

*NYSE. Amex and NASD:* NSCC collects regulatory fees on behalf of NYSE, Amex and NASD. At December 31, 1988, amounts collected and not yet remitted were \$1,664,000 due to NYSE and \$138,000 due to NASD. At December 31, 1987, amounts due to NYSE were \$1,707,000 and amounts due to NASD were \$173,000.

## Notes to Consolidated Financial Statements (continued)

National Securities Clearing Corporation

SIAC and DTC: Under the terms of an agreement, the Securities Industry Automation Corporation (SIAC), an entity owned by NYSE and Amex, provides facilities, personnel and services in support of the Company's operations. SIAC charges NSCC for these services based on its direct, computer and overhead costs arising from providing such services. The agreement has no expiration date and continues in effect unless notice of cancellation is given by either party.

Prior to May 1, 1987, the Company rented certain office space from SIAC. Rental payments to SIAC amounted to \$203,000 in 1987. Effective May 1, 1987, the Company entered into a lease agreement directly with the landlord and subsequently sublet a portion of the space to SIAC. Rental payments received from SIAC amounted to \$1,547,000 in 1988 and \$1,016,000 in 1987.

NYSE, Amex and NASD own minority interests in The Depository Trust Company (DTC), whose facilities are used by the Company. DTC fees included \$12,070,000 and \$11,547,000, net of rebates, in 1988 and 1987, respectively, relating to charges for NSCC participants which the Company sponsors at DTC. NSCC passes through these charges directly to the sponsored participants. In addition, the Company rents certain office space from DTC. Rental payments amounted to \$795,000 and \$651,000 in 1988 and 1987, respectively.

Amounts payable at December 31, 1988 to SIAC and DTC were \$4,332,000 and \$351,000, respectively (\$3,768,000 and \$778,000, respectively, at December 31, 1987). Amounts receivable from SIAC at December 31, 1988 amounted to \$577,000.

#### Note 5 Commitments and Contingent Liabilities:

The Continuous Net Settlement (CNS) system interposes the Company between participants in securities clearance and settlement. The failure of participants to deliver securities to the Company, and the corresponding failure of the Company to redeliver the securities, results in open positions. Open positions are marked-to-market daily. Such marks are debited or credited to the involved participants through the settlement process. At the close of business on December 31, 1988, open positions due the Company approximated \$568,000,000 (\$727,000,000 at December 31, 1987), and open positions due by the Company to participants approximated \$406,000,000 (\$539,000,000 at December 31, 1987) for unsettled positions and \$162,000,000 (\$188,000,000 at December 31, 1987) for securities borrowed through the Company's Stock Borrow Program.

In connection with an agreement ISCC has with The International Stock Exchange (ISE) in London, ISCC guarantees the settlement obligations of its members at ISE. ISCC's members collateralize such obligations by depositing clearing fund amounts with ISCC as required pursuant to the ISCC Member's Agreement.

Under the terms of the agreement with SIAC noted above, the Company is contingently liable in the event of cancellation for computer equipment leases in the amount of \$5,551,000 at December 31, 1988. This contingent liability under the current agreement decreases to zero in 1991.

Additionally, in connection with SIAC's contemplated establishment of a dual processing site, the Company has entered into an agreement indemnifying NYSE, the guarantor, for NSCC's proportionate share of proposed long-term lease obligations. The Company's contingent liability under this agreement is approximately \$2,000,000 per annum through 1998.

At December 31, 1988, future minimum annual rental payments under all noncancellable operating leases were as follows:

\$ 3,525,000
3,497,000
2,940,000
2,804,000
2,990,000
11,616,000
\$27,372,000

Total sublease rentals of \$3,555,000 are to be received over the three-year period 1989 through 1991 under noncancellable subleases at December 31, 1988. Rental expense amounted to \$1,973,000 and \$1,628,000, which is net of rental reimbursements of \$1,547,000 and \$1,016,000 in 1988 and 1987, respectively.

#### Note 6 Pension Plan:

The Company has a trusteed noncontributory defined benefit pension plan covering substantially all employees. Benefits under this plan are generally based on employees' years of service and compensation during the years immediately preceding retirement. The Company's funding policy is to make contributions under the plan that meet or exceed the minimum funding standards under the Employee Retirement Income Security Act of 1974 and the Internal Revenue Code of 1986, as amended. Pension cost for 1988 is summarized as follows:

Service cost	\$ 298,750
Interest cost	215,047
Actual return on plan assets	(84,716)
Net amortization and deferral	(45,487)
Total pension cost	\$ 383,594

Pension cost for the year ended December 31, 1987 amounted to \$374,842. The funded status of the plan at December 31, 1988 was as follows:

Actuarial present value of benefit obligations:	
Vested benefit obligation	\$ (953,564)
Nonvested benefit obligation	(180,459)
Accumulated benefit obligations	(1,134,023)
Effect of salary projections	(1,755,584)
Projected benefit obligation	(2,889,607)
Fair value of plan assets	2,141,763
Plan assets less than projected benefit obligation	(747,844)
Unrecognized net gain	(201,766)
Unrecognized transitional liability	453,4 <u>43</u>
Accrued pension cost	\$ (496,167)

The expected rate of return on plan assets was 8% in 1988. The discount rate and rate of increase in future compensation levels used in determining the actuarial present value of accumulated benefit obligations were 9% and 8%, respectively, in 1988.

National Securities Clearing Corporation

# Price Waterhouse

153 East 53rd Street New York, NY 10022

February 21, 1989



To the Board of Directors and Shareholders of National Securities Clearing Corporation

In our opinion, the accompanying consolidated balance sheet and the related consolidated statements of income and retained earnings and of cash flows present fairly, in all material respects, the financial position of National Securities Clearing Corporation and its subsidiary at December 31, 1988 and 1987, and the results of their operations and their cash flows for the years then ended in conformity with generally accepted accounting principles. These financial statements are the responsibility of the company's management; our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements in accordance with generally accepted auditing standards which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for the opinion expressed above.

Price Waterhouse

## **Corporate Officers**

#### **NSCC Officers**

Bernard L. Madoff Chairman of the Board

David M. Kelly President and CEO

Robert A. Schultz Executive Vice President

Robert J. Woldow Executive Vice President, General Counsel and Secretary

Walter H. Cushman Senior Vice President

John F. Elberfeld Senior Vice President

Armand Keim Senior Vice President

Marvin B. Koehler Senior Vice President and Treasurer Steve M. Labriola Senior Vice President

Sandy Manata Senior Vice President

Thomas K. McCarthy Vice President / Director of Operations

Karen L. Saperstein Vice President/ Director of Legal and Associate General Counsel

Henry J. Belusa Vice President

Catherine Craig Chaudhuri Vice President

John D. Fitzgerald Vice President

David F. Hoyt Vice President and Assistant Secretary

Jeffrey F. Ingber Vice President

Michael J. Kelleher Vice President Richard P. Kent Vice President

Kevin F. Maloney Vice President

Michael M. Molloy Vice President

Neil Outcault Vice President

William H. Thomas Vice President

## **ISCC Officers**

Gerard P. Lynch Chairman of the Board

David M. Kelly President and CEO

Richard W. Myers Executive Vice President and COO

Mary Ann Callahan Vice President Marvin B. Koehler Chief Financial Officer and Treasurer

Robert J. Woldow Secretary and General Counsel

### **GSCC Officers**

Bruce R. Lakefield Chairman of the Board

David M. Kelly Vice Chairman and CEO

Charles A. Moran *President and COO* 

Thomas F. Costa Senior Vice President

Frederick B. Roemer First Vice President

Janet R. Ferrante Vice President

John F. Elberfeld Chief Financial Officer and Treasurer

## **Participating Organizations**

(as of December 31, 1988)

**ABD** Securities Corporation Adams, Harkness & Hill, Inc. Adler, Coleman & Co., Inc. Advest, Inc. Agora Securities, Inc. J. Alexander Securities, Inc. Fred Alger & Company Incorporated Allen & Company Incorporated Allen Securities Corp. Alpine Associates Amalgamated Bank of New York American Securities Corporation American Stock Exchange Clearing Corporation Amster & Co. Arnhold and S. Bleichroeder, Inc. Asiel & Co. **BHF** Securities Corporation BT Brokerage Corporation Julius Baer Securities Inc. Baird, Patrick & Co., Inc. Robert W. Baird & Co., Incorporated Bank of Montreal, New York Branch The Bank of New York The Bank of New York-Brokers Clearance Bankers Trust Broker Clearing Unit Bankers Trust-Clearance Bankers Trust Company Bankers Trust/Investment Services Barclays Bank International Limited George K. Baum & Co. Bear, Stearns & Co. Inc. Bear, Stearns Specialist Beauchamp & Co. Beckman & Co., Inc. Benton & Company Sanford C. Bernstein & Co., Inc. Bidwell & Company Blackmore & Co., Inc. Charles M. Blair & Co., Inc. William Blair & Company Blinder, Robinson & Co., Inc. Bocklett & Co. Boston Stock Exchange Clearing Corp. Barrett & Company Bodell Overcash Anderson & Co., Inc. **Buell Securities Corp.** Cantella & Co. (Retail) Datek Securities Corp. Diamant Investment Corp. F. W. Doyle & Co. Gage-Wiley & Co., Inc. Gowell Securities Corporation (Retail) Instant Funds Incorporated Investors Discount Corporation Kimball & Cross Linsco Corp. Merrimack Valley Investment Inc. H. M. Payson & Co. Shelter Rock Securities Corp. Winslow Investment Company Arthur W. Wood Company

Boston Stock Exchange Specialist Account ABD Securities Corp. BHF Securities Corp. Blodgett & Co. Cantella & Co. The Chicago Corporation Dean Witter Reynolds Inc. Dietrich & Company William Ferris & Co., Inc. Ganoudis Securities, Inc. Garden State Securities. Inc. Gowell Securities Corp. Hawthorne Securities Corp. K. and S., Inc. King, Keller & Co. Meadowbrook Securities, Inc. Merrill Lynch Specialists Inc. National Financial Services Corp. Ocean Hill Equities, Inc. PaineWebber Specialists, Inc. Pershing Division of Donaldson, Lufkin & Jenrette Securities Corporation Prescott, Ball & Turbin, Inc. J. C. Bradford & Co. Branch, Cabell & Co. Broadcort Capital Corporation Brounoff, Claire & Co., Inc. Alex. Brown & Sons Incorporated Brown Brothers Harriman & Co. Brown & Company Securities Corporation Brown, Lisle/Cummings, Inc. P.R. Burke & Co. Burns Fry Hoare Govette Inc. Burns, Pauli & Co., Inc. Cable, Howse & Ragen D. A. Campbell Company, Inc. Campbell, Waterman, Inc. Canadian Depository for Securities Limited Andras Research Capital Inc. Brawley Cathers Limited Alfred Bunting & Company Ltd. **Burns Fry Limited** Canarim Investment Corporation Ltd. Connor, Clark & Company Ltd. Darier Canada Inc. Deacon Morgan McEwen Easson Limited Dean Witter Reynolds (Canada) Inc. Deragon Langlois Ltd. Disnat Investment Inc. First Canada Securities Corporation First Marathon Securities Limited Geoffrion, Leclerc Inc. Gordon Capital Corporation Greenline Investor Services Inc. Guardian Trust Company Lafferty, Harwood & Partners Ltd. Levesque, Beaubien Inc. Loewen, Ondaadtje, McCutcheon & Co. Ltd. MacDougall, MacDougall & MacTier Ltd.

McCarthy Securities Limited

McNeil, Mantha, Inc. Merit Investment Corporation

Midland Doherty Limited Nesbitt Thomson Deacon Inc. Odlum Brown Limited Pemberton Securities Inc. Pictet (Canada) and Company, Limited **RBC** Dominion Securities Inc. Richardson Greenshields of Canada Limited ScotiaMcLeod Inc. Thomson Kernaghan & Co. Ltd. Walwyn Stodgell Cochran Murray Limited Wood Gundy Inc. Yorkton Securities Inc. Canadian Imperial Bank of Commerce Cantor Fitzgerald & Co., Inc. Cantor Fitzgerald Corporate Brokers, Inc S. B. Cantor & Co., Inc. Capital Shares, Inc. Carr Securities Corp. Carr & Thompson, Inc. Carroll McEntee McGinley Securities, Inc. Cenpac Securities Corporation Challenge Securities, Inc. J. W. Charles Securities, Inc. Chase Dealer & Investment The Chase Manhattan Bank, N.A. Chase/Syndicate Chemical Bank Chemical Bank/CSI The Chicago Corporation S. W. Childs Management Corp. The Cincinnati Stock Exchange Citibank Dealer-Municipal Operations Citibank/IFI Custody Citibank, N.A. Citibank-Private Banking Division Citicorp Scrimgeour Vickers International, Inc. Citizens and Southern Securities Corporation Coast Options Inc. Commerzbank Capital Markets Corporation Common Back Office Inc. Conklin, Cahill & Co. The Connecticut Bank and Trust Company, N.A./Municipal Bond Dealer Department The Connecticut Bank and Trust, N.A. Coughlin & Co., Inc. County NatWest Securities Corporation USA

Cowen & Co. Craig-Hallum, Inc. Craigie Incorporated Cresvale International. Inc. Crowell, Weedon & Co. Custodial Trust Company DLJ Capital Markets Dain Bosworth Incorporated Daiwa Securities America Inc. Daugherty, Cole Inc. Davenport & Co. of Virginia, Inc. D. A. Davidson & Co. Inc. Shelby Cullom Davis & Company Dean Witter Reynolds Inc. deCordova, Cooper & Co. Deltec Securities Corporation Deutsche Bank Capital Corporation Dillon, Read & Co. Inc. **Dillon Securities** Doft & Co., Inc. Dominick & Dominick, Incorporated Drexel Burnham Lambert Incorporated E. I. Loan Services Easton & Co. A. G. Edwards & Sons, Inc. Einhorn & Co. Eppler, Guerin & Turner, Inc. Equity Securities Trading Co., Inc. Ernst & Company Exchange Services, Inc. Execution Services Incorporated Fagenson & Company, Inc. Fagenson & Company, Inc.-Retail Fahnestock & Co., Inc. Fechtor, Detwiler & Co., Inc. Fernandez, Bartsch & Mirra Financial Clearing & Services Corporation Financial Network Investment Corporation First Alabama Investments, Inc. First Albany Corporation First Birmingham Securities Corporation The First Boston Corporation First Manhattan Co. First of Michigan Corporation First Options of Chicago, Inc. First Southwest Company First Wachovia Brokerage Service Corporation Robert Fleming Inc. Fossett Corporation Walter N. Frank & Co. Wm. V. Frankel & Co., Inc. Freeman Securities Company, Inc. Freeman Welwood & Co., Inc. French American Banking Corp. Albert Fried & Company Fundamental Corporate Bond Brokers, Inc. J.W. Gant & Associates, Inc. Geldermann Securities, Inc. Geldermann Securities, Inc. (Retail) Gintelco, Inc.

Goldman, Sachs & Co.

Gordon & Co. Gradison & Company Incorporated **Greenfield Partners** Oscar Gruss & Son Incorporated Halcyon Investments Hanifen, Imhoff Inc. J. F. Hartfield & Co., Inc. The Heitner Corporation Henderson Brothers, Inc. Herzog, Heine, Geduld, Inc. Hill, Thompson, Magid & Co., Inc. J. J. B. Hilliard, W. L. Lyons Inc. Hopper Soliday & Co., Inc. Howard, Weil, Labouisse, Friedrichs Incorporated Wayne Hummer & Co. Huntleigh Securities Corporation IBJ Schroder Bank & Trust Co. INC Trading Corporation Icahn & Co., Inc. Illinois Company Investments, Inc. Ingalls & Synder Interstate/Johnson Lane Corporation InvestNet Corporation Irving Trust Company Irving Trust/Investment/Dealer **JMS Execution Services** Benjamin Jacobson & Sons Janney Montgomery Scott Inc. Jefferies & Co., Inc. Jesup & Lamont Clearing Corp. Johnston, Lemon & Co. Incorporated Edward D. Jones & Co. Josephthal & Co. Incorporated S. A. Judah & Co., Inc. K K & Company Kalb, Voorhis & Co. Kaufmann, Alsberg & Co., Inc. H. Kawano & Co., Inc. Kellner, DiLeo & Co. Kellogg Equities Execution Kemper Clearing Corp. J. J. Kenny Trading, Inc. Kidder, Peabody & Co. Incorporated C. L. King & Associates, Inc. Koonce Securities Inc. Henry Krieger & Co. LIT America, Inc. LIT America, Inc./DOT LaBranche & Co. Emmett A. Larkin Co., Inc. Lashco, Inc. Lasker, Stone & Stern Laterman & Company C. J. Lawrence, Morgan Grenfell, Inc. Lawrence, O'Donnell, Marcus & Co. Lazard Freres & Co. Lewco Securities Corp. S. B. Lewis & Company Liberty Street Trust Company

MKI Securities Corp. **MN** Services MS Securities Services Inc. Mabon, Nugent & Co. MacAllaster Pitfield Mackay Inc. Bernard L. Madoff Manufacturers and Traders Trust Company Manufacturers Correspondent **Clearing Services** Manufacturers Hanover Securities Corporation Manufacturers Hanover Trust Company Manufacturers Hanover Trust Company-Municipal Dealer Operations Marcus Schloss & Co., Inc. Marine Midland Bank-New York Market Investment Services Corp. Marketing One Securities, Inc. Mayer & Schweitzer, Inc. McCourtney-Breckenridge & Company McDaniel Lewis & Co. McDonald & Company Securities, Inc. C. L. McKinney & Co., Inc. M. J. Meehan & Co. Mellon Securities Trust Co. Mercator Partners Mericka & Co., Inc. Merrill Lynch, Pierce, Fenner & Smith Inc. Merrill Lynch, Pierce, Fenner & Smith Inc.-Securities Lending Midland Doherty Inc. Midwest Clearing Corporation Bartlett & Co. Equitable Securities Corporation Howe, Barnes & Johnson, Inc. Kessler Asher Clearing Inc. Lomas Securities USA, Inc. The Ohio Company **Montgomery Securities** Morgan Guaranty Trust Company of New York J. P. Morgan Securities Inc. J. P. Morgan Securities Inc .-Fixed Income Division Morgan, Keegan & Company, Inc. Morgan, Olmstead, Kennedy & Gardner Incorporated Morgan Stanley & Co. Incorporated MuniciCorp of California Murphey Favre, Inc. Murphey, Marseilles, Smith & Nammack, Inc. Murphy & Durieu NB Clearing Corporation NASD Market Services Inc. National Financial Services Corporation National Westminster Bank N.J. National Westminster Bank USA Neuberger & Berman

New Japan Securities International, Inc. New Windsor Associates, L.P.

Newhard, Cook & Co. Incorporated

Newbridge Securities Inc.

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The Nikko Securities Co. International, Inc. Nippon Kangyo Kakumaru International, Inc. Nomura Securities International, Inc. The Northern Trust Company-Trust Income Collections John Nuveen & Co. Incorporated O'Connor & Associates O'Connor Securities Offerman & Co., Inc. Olde Discount Corporation Oppenheimer & Co., Inc. Outwater & Wells, Inc. Pacific Brokerage Services, Inc. Pacific Stock Exchange Specialist Account **ABD** Securities Corporation AGF Securities Inc. Adams-Fastnow Company, Inc. Bateman Eichler, Hill Richards Incorporated The Chicago Corporation Crowell, Weedon & Co. D. A. Davidson & Co., Inc. Donaldson, Lufkin & Jenrette Securities Corporation Easton & Co. Garat & Co. Goldberg Securities, Inc. Shiels Hoelscher & Co. Hopkins, Harbach & Co. Jefferies & Company, Inc. K. J. Keeley & Co. Inc. Ronald E. Melville, Inc. Merrill Lynch Specialists Inc. Mitchum Jones & Templeton Inc. LAQ-PSE LA SCOREX PQ-PSE SF SCOREX PaineWebber Specialists Inc. Post 63 Partners Seidler Amdec Securities Inc. Shearson Lehman Brothers, Inc. TCW Inc. Wedbush Securities, Inc. Weeden & Co. L.P. Don C. Whitaker Inc. L. W. Wilson & Co., Inc. Yamaichi International (America), Inc. PaineWebber Incorporated S. C. Parker & Co., Inc. Pembroke Clearing Corporation Pershing Division of Donaldson, Lufkin & Jenrette Securities Corporation

Pflueger & Baerwald Inc. Carl H. Pforzheimer & Co. Piper, Jaffray & Hopwood Incorporated Porter, White & Yardley, Inc. Preferred Technology, Inc. Prescott, Ball & Turben, Inc. Prudential-Bache Securities Inc. Purcell, Graham & Co. Q & R Clearing Corporation E. J. Quinn & Co., Inc. F. P. Quinn & Co. **RAF** Financial Corporation **RBC** Dominion Securities Corporation R.F.G.Co. R.J. Stock Lending **RSF** Partners T. J. Raney & Sons, Inc. Rauscher Pierce Refsnes, Inc. Raymond, James & Associates, Inc. W. H. Reaves & Co., Inc. Refco Securities, Inc. Refco Securities, Inc./Stock Loan Regional Clearing Corp. Reich & Co. Inc. **Richardson Greenshields Securities** Inc M. Rimson & Co., Inc. Robb, Peck, McCooey Clearing Corporation Robertson, Colman & Stephens Rodman & Renshaw, Inc. Roney & Co. Roosevelt & Cross, Incorporated Rose & Company Investment Brokers, Inc. L. F. Rothschild and Co. Incorporated Roulston Research Corp. Ryan, Beck & Co. SBCI Swiss Bank Corporation Investment banking Inc. Sage Clearing Corporation Sage, Rutty & Co., Inc. Salomon Brothers Inc M. A. Schapiro & Co., Inc. Charles Schwab & Co., Inc. ScotiaMcLeod (USA) Inc. Scott & Stringfellow, Inc. Seasongood & Mayer Securities Settlement Corporation Security Pacific Clearing & Services Corp. Security Pacific Loan Group Morton Seidel & Co., Inc. Seligman Securities, Inc. Shatkin Investment Corp. Shatkin-Lee Clearance Shatkin-Lee Securities Co. Shearson Lehman Hutton Inc. Smith Barney, Harris Upham & Co. Incorporated Smith, Moore & Co. Smith New Court, Carl Marks Inc. Southwest Securities Incorporated Spear, Leeds & Kellogg Spear Securities & Co., Inc.

## Participating Organizations (continued)

(as of December 31, 1988)

State Street Bank and Trust Company, N.A. R. J. Steichen & Co. Stern & Kennedy M. L. Stern & Co., Inc. Sterne, Agee & Leach, Inc. Stifel, Nicolaus & Company Incorporated Stock Clearing Corporation of Philadelphia BHC Securities, Inc. Susquehanna Investment Group StockCross, Inc. Stokes, Hoyt & Co. Stone & Youngberg Street Securities Co. I. Streicher & Co. The Stuart-James Company, Inc. Sutro & Co. Incorporated Henry F. Swift & Co. Swiss American Securities, Inc. Thomson McKinnon Securities Inc. Timber Hill, Inc. The Toronto-Dominion Bank Transatlantic Securities Company Tucker, Anthony & R. L. Day, Inc. **UBS** Securities Inc. Underwood, Neuhaus & Co., Incorporated Unified Management Corporation United Missouri Bank of Kansas City, N.A. United States Trust Company of New York Universal Securities Corporation Vail Securities Investment, Inc. Van Kampen Merritt Inc. W & D Securities, Inc. WSCC-Mutual Funds WSI Stock Loan Wachtel & Co., Inc. Wagner, Stott & Co. Wagner Stott Clearing Corp. Wagner Stott Clearing Corp./Cohen Feit & Co. Wall Street Clearing Company Wall Street Equities, Incorporated Wall Street Trust, A Bank of New York Division S. G. Warburg & Co., Inc. Waterhouse Securities Inc. Weber, Hall, Sale & Associates, Inc. Wechsler & Krumholz, Inc. Wedbush Securities, Inc. Weiss, Peck & Greer H.G. Wellington & Co., Inc. Wells Fargo Bank, N.A. Wheat, First Securities, Inc. Thomas F. White & Co., Inc. Williams Securities Group, Inc. Wilshire Associates Wolfe & Hurst Bond Brokers, Inc. Wood Gundy Corp. Yamaichi International (America), Inc. Ziegler Thrift Trading, Inc.

#### For Municipal Comparison Only

Acker, Wolman Securities Corp. Allied Bank of Texas M. E. Allison & Co., Inc. American Municipal Securities Inc. American National Bank-St. Paul American National Bank & Trust Company of Chicago American Security Bank, N.A. (Washington, D.C.) AmSouth Bank, N.A. BancTexas Dallas N.A. Bank IV Wichita, N.A. Bank of America, BISD Dealer-Portfolio Bank of Boston Connecticut Bank of California Bank of Hawaii Bank of New England, N.A. Dealer Bank Bank of Oklahoma, N.A. Bank One, Indianapolis, N.A. Bank South, N.A. (Atlanta) Bankers' Bank of Wisconsin Bankers Trust Company Adams, McEntee & Company **BGK** Securities Co. Cantor, Fitzgerald & Co., Inc --Retail Dealer Carty & Company, Inc. Citizens First National Bank of New Jersey Citizens Trust Company Crestar Bank Duncan-Williams, Inc. Faherty, Aliaga & Co., Incorporated First Commercial Bank of Little Rock First Interstate Bank of Nevada, N.A. First Wisconsin National Bank of Milwaukee Fleet National Bank Grigsby, Brandford & Co., Inc. The Leedy Corporation Midlantic National Bank E. A. Moos & Co. Incorporated National City Bank, Cleveland Pacificorp Capital Securities, Inc. D. A. Pincus & Co., Inc. R. Seelaus & Co., Inc. Southeastern Municipal Bonds, Inc. Sterling, Grace Municipal Securities Corporation Strahsmeier Securities Co. The Summit Trust Company Tollner & Bean, Inc. Wheeler Municipals Corp. Bankers Trust Company-Investment Dealer

Barnett Bank of Jacksonville, N.A. Barr Brothers & Co., Inc. BayBank Boston, N.A. Branch Banking & Trust Co. K. R. Butler, Inc. C & S National Bank/Dealer Cain Brothers, Shattuck & Company Cal State Securities Corp. Cantor, Fitzgerald Municipal Brokers, Inc. Cape Cod Bank & Trust Co. Capital Markets Corporation Carolan & Co., Inc. Centerre Bank, N.A. St. Louis Central Bank of Denver Central Bank of the South The Central Trust Co. N.A. Cincinnati Chapdelaine & Co. Chase Lincoln First Bank, N.A. Chemical Bank-Municipal Dealer Citicorp Securities Markets, Inc. Citizens Fidelity Bank & Trust Company (Louisville, KY) City National Bank, Beverly Hills, California Colorado National Bank of Denver Comerica Bank-Detroit Commerce Bank of Kansas City, N.A. Commerce Bank of St. Louis, N.A. Commercial National Bank of Peoria Connecticut National Bank-Investment Dealer Conners & Company R. W. Corby & Company, Inc. Country Club Bank, Kansas City Crews & Associates, Inc. Dahlke & Company, Inc. Denver National Bank-Investment Dept. Deposit Guaranty National Bank, Jackson, MS The Depository Trust Company First National Bank of Louisville Manufacturers National Bank of Detroit-Municipal Bond Dept. Star Bank, N.A. Wachovia Bank & Trust Company, N.A. Ladd Dinkins & Company Discount Corporation of New York Municipals Doley Securities Inc. Dominion Bank, N.A. (Roanoke, VA) Douglas & Co. Municipals, Inc. Harry Downs & Co., Inc. Clifford Drake & Company, Inc. Duke McElroy & Company, Inc. Egan, Marrin & Rubano, Inc. Ehrlich-Bober & Co., Inc. Equibank, N.A. Essex Company W. N. Estes & Company, Inc. European American Bank The Exchange National Bank of Chicago Fidelity Bank, N.A. The Fifth Third Bank First American Bank of Georgia, N.A.

First American National Bank-Nashville First Bank (N.A.) Milwaukee First Charlotte Corporation First Citizens Bank & Trust Company First City National Bank of Houston-Safekeeping First Commercial Bank First Fidelity Bank, N.A. New Jersey/Municipal Dealer First Interregional Equity Corp. First Interstate Bank of Arizona, N.A. First Interstate Bank of California-Dealer Bond Department First Interstate Bank of Denver, N.A. First Interstate Bank of Oklahoma City-Investment Division First Interstate Bank of Oregon, N.A. First Interstate Bank of Washington-Bank Investment Department First Missouri Bank & Trust Company First National Bank in Palm Beach-Bond Department First National Bank of Boston-Dealer First National Bank of Chicago First National Bank of Commerce (New Orleans) First National Bank of Maryland First National Bank of Minneapolis-Bond Dealer First National Bank of Springfield The First National Bank & Trust Co. of Tulsa-Investment Division First of America Bank-Detroit, N.A. First Security Bank of Utah, N.A. First Southern Securities, Inc. First Tennessee Bank, N.A. First Union National Bank of Florida Florida National Bank (Jacksonville) Fox Reusch & Co., Inc. The Frazer Lanier Company Frost National Bank-Bond Dept. GIMB Glickenhaus & Co. Glickenhaus-New Jersey A. F. Green & Co., Inc. Halliburton & Associates, Inc. Halpert and Company, Inc. J. B. Hanauer & Co. Harper, McLean & Company Chester Harris & Co., Inc. Hattier, Sanford & Reynoir William R. Hough & Co. The Huntington National Bank Hutchinson, Shockey, Erley & Co. Independent State Bank of Minnesota Indiana National Bank Irving Trust Company The First National Bank in Albuquerque The Provident Bank United Bank of Arizona

**JMC Securities**, Inc. Johnston, Brown, Burnett & Knight, Inc. Lex Jolley & Co., Inc. Joe Jolly & Co., Inc. Kirchner, Moore & Company W. L. Knox & Company LaSalle National Bank/Dealer Operations Lebenthal & Co., Inc. David Lerner Associates, Inc. Liberty National Bank and Trust Company (Louisville, KY) Liberty National Bank & Trust Company Investment Dept. (Oklahoma City; OK) MBank Austin N.A. M&I Marshall & Ilsley Bank Manufacturers Hanover Trust Company Alamo National Bank The Arizona Bank Banco Popular de Puerto Rico BankOhio National Bank Bank of Virginia Bankers Trust of South Carolina Boatmen's National Bank of St. Louis **Central Fidelity Bank** Central Fidelity Bank-Investments Central Fidelity Bank (Lynchburg, VA) Corpus Christi National Bank The First National Bank of Shreveport First National Bank of South Carolina First Union National Bank Hibernia National Bank in New Orleans Imperial Bank (Los Angeles) Landmark First National Bank **Old Stone Corporation** Pittsburgh National Bank South Carolina National Bank Southeast Bank, N.A. Southtrust Bank of Alabama, N.A. Sovran Bank, N.A. Sovran Bank, N.A.-Trading Account UnibancTrust United Bank and Trust Company Manufacturers and Traders Trust Co .-Muni Trading & Safekeeping Marine Bank, N.A. (Milwaukee) Marine Midland Bank-New York First National Bank of Toms River, NJ Second National Bank of Saginaw United Jersev Bank Mark Twain National Bank (St. Louis, MO) Hugo Marx & Co., Inc. Masterson & Company McLaughlin, Piven, Vogel Inc. McLiney and Company Mellon Bank (East), N.A. Mellon Bank, N.A. Mercantile Bank, N.A. Merchants National Bank & Trust Company of Indianapolis Merit Financial Corporation

Meuse, Rinker, Chapman, Endres & Brooks N. D. Meyer & Co., Inc. Michigan National Bank of Detroit, Miller & Schroeder Financial Inc. Municipal Investors Service, Inc. NCNB National Bank of Florida NCNB Texas National Bank of Commerce Trust & Savings Association-Dealer National Bank of Detroit Newman and Associates, Inc. Norstar Bank, N.A./Buffalo Norstar Bank of Upstate New York (Albany) Norwest Investment Services O'Brien & Shepard, Inc. Oregon Bank J. A. Overton & Co. Park Investment Corporation Philadelphia National Bank-Corestates Capital Markets Group Rainier National Bank Rhode Island Hospital Trust National Bank Rickel & Associates Rogers & Lamb SSB-Bank Portfolio Scheetz, Smith & Company, Inc. Schmidt Securities, Inc. Seattle First National Bank Seattle Northwest Securities Corporation . SecuriCorp, Inc. Security Bank of Kansas City Security Pacific Clearing & Services Corp. Adams, Block & Coe Securities Allison, Rosenblum & Hannahs, Inc. James Baker & Company Berghoff, Marsh & Company A.F. Best Securities, Inc. Bryan, Worley & Co., Inc. Capitol Municipal Securities, Inc. Chilton & O'Connor, Inc. Langdon P. Cook & Co. Incorporated Dayton, Kahn, Heppe, Hancock & Co. Dolphin & Bradbury Incorporated A. Webster Dougherty & Co. Incorporated Drizos Investments, Inc. R. W. Ellwood & Co., Inc. Emmet & Co., Inc. FinSer Investment Company First Eastern Bank, N.A. First Miami Securities Gibraltar Securities Co. Griffin, Kubik, Stephens & Thompson, Inc.

Hammond & Botzum, Incorporated Henry/Kearns Municipals, Inc. A. D. Jack & Company McGowan, O'Meara & Company, Inc. Mid-State Securities Corp. National Bank of Commerce (Birmingham, AL) National Bank of Commerce (Memphis, TN) One National Bank-Investments Leo Oppenheim & Co., Inc. Pacific Securities Inc. Plansmith Securities, Inc. **R** H Investment Corporation RMG Capital L.P. Arch W. Roberts & Co. Russell, Rea & Zappala, Inc. Scharff & Jones, Inc. Spelman & Co., Inc. Townes & Co., Inc. Vining-Sparks Securities, Inc. Michael A. Weisser, Inc. Westcap Securities, Inc. A. H. Williams & Co., Inc. B. C. Ziegler & Company Ziegler Securities, Inc. Security Pacific National Bank Shawmut Bank-Investment Division Shawmut Worcester County Bank, N.A. Signet Bank/Virginia Simmon's First National Bank of Pine Bluff Herbert J. Sims & Co., Inc. Sisung Securities, Inc. R. W. Smith & Associates, Inc. Society National Bank Sovran Bank/Central South J. W. Sparks Municipals, Inc. Stoever, Glass & Co. Inc. Texas American Bank, N.A./Fort Worth Texas Commerce Bank, N.A. Texas Independent Bank Third National Bank in Nashville Thorn, Alvis, Welch, Inc., Investment Securities Thornton, Farish & Gauntt Titus & Donnelly Inc. Trust Company Bank-Investment **Banking Division** Trustmark National Bank U.S. Bank of Washington National Association UnibankTrust Company Union Bank-Treasury Department Union Planters Investment Bankers Group United Bank of Denver, N.A. United States Bank of Oregon/Dealer Valley National Bank of Arizona St. Denis J. Villere & Co. Wall Street Trust, A Bank of New York Division Jefferson Guaranty Bank Maryland National Bank NCNB National Bank of North Carolina-a/c Cape Securities

Wells Fargo Bank, N.A.-Funding Group Westpac Banking Corporation R. D. White & Co., Inc. Whitney National Bank of New Orleans Wolfe & Hurst Bond Brokers, Inc.-Muni Division Worthen Bank & Trust Co., N.A., (Little Rock, AR)

#### **Fund Members**

Alliance Fund Distributors, Inc. American Capital Marketing Inc. American Funds Distributors, Inc. Amev Distributors Carnegie Fund Distributors, Inc. Colonial Investors Service Center, Inc. Criterion Distributors, Inc. Delaware Service Company, Inc. **Dreyfus Service Corporation** Eaton Vance Distributors, Inc. Federated Securities Corp. **Flag Investors Funds** Flagship Funds Inc. Franklin Distributors, Inc. **GT Global Financial Services** Home Group Funds Investment Trust of Boston Distributors, Inc. Kemper Financial Services, Inc. Keystone Massachusetts Distributors Inc. Lord, Abbett & Co. MFS Financial Services Company MetLife State Street Investment Services, Inc. Midvale Securities Corp. Nuveen Securities & Co. Incorporated Oppenheimer Fund Management, Inc. Phoenix Equity Planning Corporation Pilgrim Distributors Corp. The Pioneer Group, Inc. Plymouth Investments Division of Fidelity Distributors Corporation Putnam Financial Services, Inc. Quest for Value Distributors Seligman Marketing, Inc. Templeton Funds Distributor, Inc. Van Eck Securities Corporation Van Kampen Merritt Inc. B. C. Ziegler & Company