

APPLICABLE ONLY TO CORPORATE ISSUERS:

As of June 30, 1994 there were $30,498,650$ shares of common stock, no par value, outstanding.

## ST. JOE PAPER COMPANY

INDEX

Page No.

PART I Financial Information:
Consolidated Balance Sheet -
June 30, 1994 and December 31, 1993

Consolidated Statement of Income and Retained Earnings Three Months and Six months ended June 30, 1994 and 1993

Consolidated Statement of Cash Flows Six months ended June 30, 1994 and 1993

## ST. JOE PAPER COMPANY

## CONSOLIDATED BALANCE SHEET

(Dollars in thousands)

| ASSETS | $\begin{gathered} \text { June } 30 \\ 1994 \\ \text { (Unaudited) } \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 1993 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  |  |  |  |  |
| Current Assets: |  |  |  |  |
| Cash and cash equivalents |  | \$ 45,177 | \$ | \$ 48,304 |
| Short-term investments |  | 66,745 |  | 66,307 |
| Accounts receivable |  | 80,185 |  | 74,127 |
| Inventories |  | 62,708 |  | 69,398 |
| Other assets |  | 27,967 |  | 25,720 |
| Total Current Assets |  | 282,782 |  | 283,856 |
| Investment and Other Assets: |  |  |  |  |
| Marketable securities |  | 179,271 |  | 159,523 |
| Other assets |  | 42,251 |  | 40,170 |
| Total Investments and Other Assets |  | 221,522 |  | 199,693 |
| Property, Plant and Equipment, Net |  | 1,020,364 |  | 1,007,722 |
| Total Assets |  | 1,524,668 |  | \$ 1, 491, 271 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Current Liabilities: |  |  |  |  |
| Accounts payable | \$ | 40,596 | \$ | \$ 41,515 |
| Accrued liabilities |  | 31,566 |  | 27,838 |
| Income taxes payable |  | 4,426 |  | 2,737 |
| Long-term debt due within one year |  | 23,828 |  | 21,309 |
| Total Current Liabilities |  | 100,416 |  | 93,399 |
| Accrued Casualty Reserves and Other Liabilities |  | 11,951 |  | 11,063 |
| Long-Term Debt due After One Year |  | 38,304 |  | 38,947 |
| Deferred Income Taxes and Income Tax Credits |  | 210,524 |  | 205,531 |
| Minority Interest in Consolidated Subsidiaries |  | 245,942 |  | 238,878 |
| Stockholders' Equity: |  |  |  |  |
| Common stock, no par value; 60,000,000 shares authorized; 30,498,650 shares |  |  |  |  |
| Retained earnings |  | 8,714 864,248 |  | 8,714 851,511 |
| Net unrealized gains on debt and marketable equity securities |  | 44,569 |  | 43,228 |
| Total Stockholders' Equity |  | 917,531 |  | 903,453 |
| Total Liabilities and Stockholders' Equity |  | 1,524,668 |  | \$ 1, 491, 271 |

See accompanying notes.

```
        ST. JOE PAPER COMPANY
        CONSOLIDATED STATEMENT OF INCOME AND RETAINED EARNINGS
                        (Unaudited)
```

    (Dollars in thousands except per share amounts)
    | Three Months |  | Six Months |  |
| :---: | ---: | ---: | ---: |
| ended | June 30 | ended |  |
| 1994 | 1993 | 1994 | 1993 |
| 65,886 | $\$ 150,548$ | $\$ 333,254$ | $\$ 297,246$ |
| 138,182 | 134,183 | 272,173 | 260,837 |
| 27,704 | 16,365 | 61,081 | 36,409 |
|  |  |  |  |
| 13,731 | 14,126 | 28,088 | 29,032 |
| 13,973 | 2,239 | 32,993 | 7,377 |
|  |  |  |  |
| 531 | 826 | 1,065 | 1,055 |
| 2,329 | 2,005 | 4,833 | 4,780 |
| $(1,005)$ | $(2,419)$ | $(1,968)$ | $(3,398)$ |

Gain on sales and other dispositions of property,









Income Applicable to Minority
Interest in Consolidated
$\begin{array}{lllll}\text { Subsidiaries } & 2,367 & 2,035 & \text { 8,870 } & \text { 4,398 }\end{array}$
Income before Cumulative Effect of
$\begin{array}{lllll}\text { Change in Accounting Principle 7,627 } 753 & \text { 15,787 } 215\end{array}$
Cumulative Effect of Change in
Accounting Principle for
$\begin{array}{lllll}\text { Income Taxes -- } & --- & \text { 20,518 }\end{array}$
$\begin{array}{lllllllll}\text { Net Income } & \$ 7,627 & \$ & 753 & \$ & 15,787 & \$ 24,733\end{array}$
Beginning of Period 858,146 847,423 851,511 824,968
Dividends 1,525 1,525 3,050 3,050
Retained Earnings at End of Period \$ 864,248 \$ 846,651 \$ 864,248 \$ 846,651
Per Share Data:

| Dividends | $\$$ | 0.05 | $\$$ | 0.05 | $\$$ | 0.10 | $\$$ | 0.10 |
| :--- | ---: | ---: | :--- | ---: | :--- | ---: | :--- | :--- |
| Income before Cumulative <br> Effect of Change in |  |  |  |  |  |  |  |  |
| Accounting Principle | $\$$ | 0.25 | $\$$ | 0.02 | $\$$ | 0.52 | $\$$ | 0.13 |
| Cumulative Effect of Change <br> in Accounting Principle | $\$$ | --- |  | -- |  | --- |  | 0.68 |
| Income | $\$$ | 0.25 | $\$$ | 0.02 | $\$$ | 0.52 | $\$$ | 0.81 |

Number of Common
Shares Outstanding 30,498,650 30,498,650 30,498,650 30,498,650
See accompanying notes.
- 4 -

| ST. JOE PAPER COMPANY <br> CONSOLIDATED STATEMENT OF CASH FLOWS <br> (Unaudited) <br> llars in thousands except per share am |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash Flows from Operating Activities: |  |  |  |  |
| Net Income | \$ | 15,787 | \$ | 24,733 |
| Adjustments to reconcile net income to cash provided by operating activities: |  |  |  |  |
| Cumulative effect of a change in accounting principle |  | --- |  | $(20,518)$ |
| Depreciation and depletion |  | 31,095 |  | 32,197 |
| Minority interest in income |  | 8,870 |  | 4,398 |
| Gain on sale of property |  | (759) |  | (891) |
| Increase in deferred income taxes |  | 4,993 |  | 6,257 |
| Changes in operating assets and liabilities: |  |  |  |  |
| Accounts receivable |  | $(6,058)$ |  | 9,537 |
| Inventories |  | 6,690 |  | 3,136 |
| Other assets |  | $(4,328)$ |  | $(15,273)$ |
| Accounts payable, accrued liabilities and casualty reserves |  | 3,697 |  | 9,224 |
| Increase in income taxes payable |  | 1,689 |  |  |
| Cash Provided by Operating Activities |  | 61,676 |  | 52,800 |
| Cash Flows from Investing Activities: |  |  |  |  |
| Purchases of property, plant and equipment |  | $(47,506)$ |  | $(45,857)$ |
| Purchases of investments |  | (80, 986 ) |  | $(23,821)$ |
| Proceeds from sales of property |  | 4,529 |  | 4,950 |
| Proceeds from sales of investments |  | 61,194 |  | 18,775 |
| Cash Used in Investing Activities |  | $(62,769)$ |  | $(45,953)$ |
| Cash Flows from Financing Activities: |  |  |  |  |
| Net change in short-term borrowings |  | 2,514 |  | 896 |
| Dividends paid to stockholders |  | $(3,050)$ |  | (3, 050) |
| Repayment of long-term debt |  | (638) |  | (983) |
| Dividends paid to minority interest |  | (860) |  | (846) |
| Cash Used in Financing Activities |  | $(2,034)$ |  | $(3,983)$ |
| Net Increase (Decrease) in Cash and Cash Equivalents |  | $(3,127)$ |  | 2,864 |
| Cash and Cash Equivalents at Beginning of Period |  | 48,304 |  | 42,137 |
| Cash and Cash Equivalents at End of Period | \$ | 45,177 | \$ | 45, 001 |
| Supplemental Disclosure of Cash Flow Information: |  |  |  |  |
| Cash paid during the year for certain |  |  |  |  |
| Interest | \$ | 1,871 | \$ | 1,827 |
| Income taxes | \$ | 10,927 | \$ | 875 |

1. In the opinion of the Company, the accompanying unaudited consolidated financial statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly the financial position as of June 30, 1994 and December 31, 1993 and the results of operations and cash flows for the three and six month periods ended June 30, 1994 and 1993.
2. The results of operations for the three and six month periods ended June 30, 1994 and 1993 are not necessarily indicative of the results that may be expected for the full year.
3. Inventories at June 30, 1994 and December 31, 1993:

|  |  | June 30 |  |
| :--- | :---: | :---: | :---: |
|  |  | 1994 | December 31 |
|  |  |  | 1993 |

4. The Company and its subsidiaries are involved in litigation on a number of matters and are subject to certain claims which arise in the normal course of business, none of which, in the opinion of management, is expected to have a material adverse effect on the Company's consolidated financial position or results of operations.

The Company has retained certain self-insurance risks with respect to losses for third party liability, property damage and group health insurance provided to employees.

The Company is subject to costs arising out of environmental laws and regulations, which include obligations to remove or limit the effects on the environment of the disposal or release of certain wastes or substances at various sites. It is the Company's policy to accrue and charge against earnings environmental cleanup costs when it is probable that a liability has been incurred and an amount is reasonably estimable. As assessments and cleanups proceed, these accruals are reviewed and adjusted, if necessary, as additional information becomes available.

The Company is currently a party to, or involved in, legal proceedings directed at the cleanup of two Superfund sites. The Company has accrued its allocated share of the total estimated cleanup costs for these two sites. Based upon management's evaluation of the other potentially responsible parties, the Company does not expect to incur additional amounts even though the Company has joint and several liability. Other proceedings involving environmental matters such as alleged discharge of oil or waste material into water or soil are pending against the Company.

It is not possible to quantify future environmental costs because many issues relate to actions by third parties or changes in environmental regulation. However, based on information presently available, management believes that the ultimate disposition of currently known matters will not have a material effect on the financial position or liquidity of the Company, but could be material to the results of operation of the Company in any one period. As of June 30, 1994 and December 31, 1993, the aggregate environmental related accruals were $\$ 6.7$ million. Environmental liabilities are paid over an extended period and the timing of such payments cannot be predicted with any confidence.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF CONSOLIDATED FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Net Sales and Operating Revenues for the quarter ended June 30, 1994 increased $\$ 15.3$ million (10.2\%) compared to the same 1993 period. Net sales and operating revenues for the six months ended June 30, 1994 increased $\$ 36.0$ million (12.1\%) compared to the same 1993 period.

Cost of Sales and Operating Expenses increased $\$ 4.0$ million (3.0\%) for the quarter ended June 30, 1994 compared to the June 30, 1993 quarter which were $83.3 \%$ of net sales and operating revenue for the 1994 quarter and $89.1 \%$ for the 1993 quarter. The cost of sales and operating expenses for the six months ended June 30, 1994 were up $\$ 11.3$ million (4.3\%) compared to the same 1993 period and were $81.7 \%$ of net sales and operating revenues in 1994 and $87.8 \%$ in 1993.

Selling, General and Administrative Expenses for the second quarter of 1994 were down $\$ 0.4$ million (2.8\%) compared to the corresponding 1993 quarter. These expenses for the year to date were down \$0.9 million (3.3\%) compared to 1993.

Operating Profit for the quarter ended June 30, 1994 compared to the same 1993 period for the Company was higher by $\$ 11.7$ million (524.1\%) and for the six months period by $\$ 25.6$ million (347.2\%).

The operating results for the Company by industry segments for the comparable three month and six month periods follows (in millions of dollars).

FOREST PRODUCTS

Quarter Ended June 30, 1994

|  | \%Increase <br> (Decrease) |  |
| ---: | :---: | :---: |
| 1994 | 1993 |  |
| 93.0 | $\$ 77.9$ | 19.4 |
| 85.4 | 80.3 | 6.3 |
|  |  |  |
| 7.3 | 7.3 | 0.3 |
| 0.4 | $(9.7)$ | 103.7 |


|  | 1994 | 1993 | \%Increase <br> (Decrease) |
| :--- | ---: | ---: | ---: |
| Net Sales and Operating Revenue | $\$ 177.5$ | $\$ 157.0$ | 13.1 |
| Cost of Sales and Operating Expenses | 167.8 | 157.0 | 6.9 |
| Selling, General and Administrative |  |  |  |
| $\quad$ Expense | 14.7 | 15.9 | $(7.5)$ |
| Operating Profit (Loss) | $(5.0)$ | $(15.9)$ | 68.5 |

Net sales and operating revenue in the Company's paper mill for the six month 1994 period were up $15.2 \%$ due to an increase in tons sold to outside customers of $19.8 \%$, while the average selling price from the same 1993 period remained the same. Revenue from sales of crest white were up $13.3 \%$ with revenue from crest white sales amounting to $58 \%$ of total sales, which was up from $56 \%$ in 1993. Sales by the Company's container operations for the six month period this year over 1993 were up $11.1 \%$ on an increase of $10.8 \%$ in tons sold and a small $0.2 \%$ increase in selling price per ton. Timber revenue on sales to outside customers by our land company was up $47.1 \%$ on an increase in tons sold of $41.4 \%$ and a $4.0 \%$ increase in per ton selling price.

The cost of sales and operating expenses at the mill for the six months period ended June 30 th decreased $3 \%$ on a per ton basis compared to last year but due to the increased volume these costs were up primarily in the area of repair materials, shipping department, operations fees, water treatment and workmen's compensation insurance.

Production at the mill was up $5.1 \%$ for the six month period of 1994 over like 1993 period as the average daily production was up $9.4 \%$ which overcame a four day reduction in days operated. The revenue was helped this period by the increase in sales volume particularity in the crest white tons sold and the $\$ 30$ a ton increase in linerboard prices in March 1994. There has been another $\$ 40$ per ton increase in linerboard prices in July 1994, which will improve third quarter results. The backlog of orders in our container operations have been at record highs the last several weeks.

TRANSPORTATION

Quarter Ended June 30, 1994

|  |  | \%Increase <br> (Decrease) |
| ---: | ---: | :---: |
| 1994 | 1993 |  |
| $\$ 44.8$ | $\$ 43.2$ | 3.7 |
| 32.6 | 33.3 | $(2.1)$ |
|  |  |  |
| 4.1 | 4.5 | $(9.9)$ |
| 8.1 | 5.3 | 51.7 |

Net Sales and Operating Revenue
Cost of Sales and Operating Expenses Selling, General and Administrative Expenses
Operating Profit
19941993 \%Increase

1993 (Decrease)
\$87.9 \$ $86.5 \quad 1.7$
64.4 66.2 (2.7)
$8.4 \quad 8.3 \quad 1.2$
$15.1 \quad 12.0 \quad 26.0$

Net sales and operating revenue for the six month period increased 1.8\% at Florida East Coast Railway Company (FEC). This increase reflects the continued general improvement in the economy. Rail traffic volumes in rock and other types of carloads were up. Rock carloads for the first six months of 1994 were up $10.9 \%$, other carloads up 1.7\%, intermodel units and automotive carloads were down from 1993. Apalachicola Northern Railroad Company (ANRR) net revenue was flat for the six months 1994 period compared to 1993.

Cost of sales and operating expenses for the FEC decreased $3.3 \%$ for the six month period of 1994 and selling, general and administrative expenses were up $1.6 \%$. There were small expense increases in employee wages, including fringe benefits, depreciation and property taxes. ANRR operating expenses for this six month period were up $4.9 \%$ and selling, general and administrative expenses were down $9.2 \%$. The main operating expenses at ANRR that were up for this six month period are maintenance on the track, material and labor and repair of freight train cars.

SUGAR

Quarter Ended June 30, 1994

|  |  | \%Increase <br> (Decrease) |  |
| :--- | ---: | ---: | ---: |
| Net Sales and Operating Revenue | 1994 | 1993 |  |
| Cost of Sales and Operating Expenses | 14.6 | $\$ 12.8$ | 14.1 |
| Selling, General and Administrative | 11.6 | 11.8 | $(2.0)$ |
| $\quad$ Expenses | 0.8 | 0.8 | $(0.9)$ |
| Operating Profit | 2.3 | 0.3 | 786.9 |

Six Months Ended June 30, 1994

Net Sales and Operating Revenue Cost of Sales and Operating Expenses Selling, General and Administrative Expenses
Operating Profit
\$ 28.0 \$ $24.9 \quad 12.6$
$22.4 \quad 21.4 \quad 4.5$
$1.8 \quad 1.8 \quad 3.5$
$3.8 \quad 1.7 \quad 124.3$

Net sales and operating revenue in the Sugar segment were up for the six month period due to an increase in tons sold of $10.2 \%$ and a $2.2 \%$ increase in sales price per ton.

Cost of sales and operating expenses per ton were down $3.5 \%$ caused by a decrease in dead season expenses this year and an increase in sales of molasses. Molasses is a by-product of the production of raw sugar and is accounted for as reduction in the cost of sales and operating expense.

COMMUNICATIONS

Quarter Ended June 30, 1994

Net Sales and Operating Revenue
Cost of Sales and Operating Expenses Selling, General and Administrative Expenses

19941993 | \%Increase |
| :---: |
| (Decrease) |

Operating Profit

| $\$ 7.7$ | $\$ 7.7$ | 0.1 |
| ---: | ---: | ---: |
| 4.6 | 5.1 | $(9.5)$ |
|  |  |  |
| 1.1 | 1.0 | 8.3 |
| 2.0 | 1.6 | 26.2 |

Six Months Ended June 30, 1994
Net Sales and Operating Revenue $\quad \$ 15.1$ \$ 15.0 .4
Cost of Sales and Operating Expenses $\quad 9.3 \quad 9.8 \quad$ (4.9) Selling, General and Administrative Expenses
$\begin{array}{lll}2.2 & 2.1 & 4.4\end{array}$ $\begin{array}{llll}\text { Operating Profit } & 3.6 & 3.2 & 14.3\end{array}$

Net sales and operating revenue for the Communications segment were slightly higher for the six month period the result of access line growth.

Cost of sales and operating expenses were lower due primarily to the curtailment of an extensive outside plant maintenance program initiated in mid 1992. Selling, general and administrative expenses had a slight increase in the 1994 six months period from the like 1993 period that was attributable to an ongoing billing and customer service software conversion.
$\left.\begin{array}{lrrc} & & & \begin{array}{c}\text { \%Increase } \\ \text { (Decrease) }\end{array} \\ \text { Net Sales and Operating Revenue } & 1994 & 1993 & \\ \text { Cost of Sales and Operating Expenses } & & 6.2 & \$ 9.6\end{array}\right)(35.1)$

Six Months Ended June 30, 1994

Net Sales and Operating Revenue Cost of Sales and Operating Expenses Selling, General and Administrative Expenses
Operating Profit
\$ 25.7 \$ $15.1 \quad 70.2$
$9.2 \quad 7.6 \quad 20.2$
$1.0 \quad 1.0 \quad(0.8)$
$15.5 \quad 6.4 \quad 141.0$

In the Real Estate segment of the Company, Gran Central, Florida East Coast Industries, Inc.'s real estate subsidiary, had a 148.2\% increase in net sales and operating revenue for the first six month period of 1994. This increase was attributable to sales of real estate being higher by $\$ 12.5$ million and rental income being up $\$ 1.5$ million. Southwood Properties, the Company's real estate division, had a decrease in net sales and operating revenue of $\$ 3.4$ million from less property and timber sales.

Expenses at Gran Central increased $29.6 \%$ in the six month period of 1994 over 1993 and continue to be caused by increased depreciation, property taxes and casualty insurance. Expenses at Southwood were down $\$ 0.6$ million as the cost of property sold was less on the decrease in realty sales.

Other Income for the quarter ended June 30, 1994 was up $\$ 1.5$ million (99.1\%) as compared to the same 1993 period. For the six months ended June 30, 1994, other income was up $\$ 0.7$ million (11.8\%) compared to the same 1993 period. The increase in the six months results occurred in dividend income and the net of interest income less interest expense, being up 61.3\%.

Taxes for the second quarter were up \$6.0 million (647.4\%) and $\$ 10.3$ million (224.8\%) for the six month period. The effective tax rate for the six month period is $37.5 \%$ for 1994 and $34.6 \%$ for 1993. This increase in tax expense is the direct result of increased income.

Net Income Before Cumulative Effect Of Change In Accounting Principle for the second quarter of 1994 of $\$ 7.6$ million was $\$ 6.9$ million more than the same 1993 period or up $912.9 \%$. The six month period ended June 30, 1994 shows an increase of $\$ 11.6$ million or up $274.5 \%$. The earnings per share for the six month period ended June 30, 1994 of $\$ 0.52$ is $\$ 0.39$ more than the like 1993 period.

Financial Position
The company continues to have a strong current asset position. Current assets were $\$ 282.8$ million, down $\$ 1.1$ million or $0.4 \%$ from December 31, 1993. The Company's working capital ratio at June 30, 1994 was 2.8 to 1, a decrease from December 31, 1993 when it was 3.0 to 1.

The Company had a net increase in property, plant and equipment at June 30, 1994 of $\$ 12.6$ million over the December 31, 1993 balance. The Company's net investment in marketable securities has increased $\$ 19.7$ million compared to December 31, 1993. This is primarily attributable to the investment of proceeds received from Gran Central's sales of real estate in the first quarter. The Company has a minimum amount of long-term debt. The noncurrent long-term debt at June 30, 1994 of $\$ 38.3$ million was $\$ 0.6$ million less than at December 31, 1993. There were no other significant changes in the Balance Sheet at June 30, 1994 over December 31, 1993.

Stockholder's equity at June 30, 1994 was $\$ 917.5$ million or $\$ 30.08$ per share an increase of $\$ 14.1$ million or $\$ 0.46$ per share over $\$ 903.5$ million or $\$ 29.62$ per share at December 31, 1993.

Item 1. Legal Proceedings
No change from Form 10-K for the year ended December 31, 1993

Item 4. Submission of Matters to a Vote of Security Holders
At the Company's annual meeting of shareholders, held on May 10, 1994 the following persons were elected as Directors of the Company:
J. C. Belin
R. E. Nedley
H. L. Brainin
R. B. Newton, Jr.
E. C. Brownlie
W. L. Revell
T. S. Coldewey
R. E. Taylor
R. H. Dent
W. T. Thompson, III
E. T. Ford
W. L. Thornton
S.D. Fraser
J. D. Uible

Item 5. Other Information
The Company is not aware of any other matters of significance to be reported hereunder.

Item 6(a). Exhibits
NOTICE OF ANNUAL MEETING held on
May 10, 1994

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

St. Joe Paper Company
(Registrant)

## S. D. Fraser

Vice President and Director
D. M. Groos

Comptroller

August 8, 1994
Date

TO THE HOLDERS OF COMMON STOCK OF ST. JOE PAPER COMPANY

## NOTICE OF ANNUAL MEETING

The Annual Meeting of Shareholders of St. Joe Paper Company will be held on Tuesday, May 10, 1994, at 10:30 A.M. Eastern Daylight Savings Time, at the Commerce-Dockside Room, Marina Hotel and Convention Center at St. Johns Place, 1515 Prudential Drive, Jacksonville, Florida. The meeting will be held to consider and act upon the following matters, namely:

1. To elect a Board of fourteen (14) directors for the ensuing year and until their successors are duly elected and qualified.
2. To transact such other business as may properly come before the Meeting or any adjournment or adjournments thereof.

Shareholders of record at the close of business on March 31, 1994 are entitled to notice of and to vote at the Annual Meeting.

All shareholders are cordially invited and urged to attend the meeting in person. The holders of a majority of the outstanding shares entitled to vote at the Meeting, present in person or by proxy, shall constitute a quorum.

This notice and the accompanying proxy material contains important information regarding the Company and matters to be acted on at the Annual Meeting.

BY ORDER OF THE BOARD OF DIRECTORS

RONALD A. ANDERSON
SECRETARY

IT IS IMPORTANT THAT YOUR SHARES BE REPRESENTED AT THE MEETING. WHETHER OR NOT YOU PLAN TO ATTEND THE MEETING, PLEASE COMPLETE AND RETURN THE PROXY IN THE ENCLOSED ENVELOPE PROMPTLY.

