

**MOODY'S.**

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**OTC  
INDUSTRIAL  
MANUAL**

**1987**

Liabilities:		
Notes payable	1,478	4,517
Accts. etc. pay.	14,135	12,967
Income tax	6,842	6,912
Div. payable	822	733

Total current	23,277	25,129
Long-tm. debt	6,800	2,800
Def. inc. tax	4,326	2,587
Def. compensation	2,286	1,910
Cl. A stk. (\$0.10)	456	456
Cl. B stk. (\$0.10)	374	374
Cap. in exc. par. val.	12,932	31,048
Retained earnings	93,792	80,499
Reacquired stk.	dr8,729	dr8,580

Total	134,463	118,107
Net current assets	43,276	31,048
Deprecia.	14,346	12,423
Shs. at cost: 1980, 908,652; 1979, 897,162.		
Restated for comparative purposes.		

**Long Term Debt:** Outstg., Mar. 31, 1979, \$2,800,000 5 3/4% industrial revenue bonds, due 1989.

The requirements of the bond indenture include the maintenance by the Co. of minimum consolidated net worth of \$45,000,000 and net working capital of \$20,000,000.

**Capital Stock: 1. Class A com. par \$0.10:** Auth., 10,000,000 shs.; outstg., Mar. 31, 1979, 3,665,269 shs.; in treasury, 897,162 shs.; par \$0.10.

Has no voting rights.  
Has preference as to divs.  
Convertible into class B: Upon affirmative vote of holders of two-thirds of outstg. class B com. shs., all Class A com. shs. will be converted into Class B shs. on sh. for sh. basis.

Dividends:					
1972	\$.00 1/2	1973	\$.00 1/4	1974	\$.00 5/10
1975	\$.05	1976	\$.05 1/4	1977	\$.05
1978	\$.08	1979	\$.08 1/2	1980	\$.09 1/2
1981	0.50				

To Apr. 1.  
Transfer Agent: First Jersey National Bank, Jersey City, N.J.

Offered: (275,000 class A com. shs.) at \$20 a sh. on June 15, 1971 thru Lehman Brothers Inc. and associates.

(1,000,000 shs. at \$24.50 a sh. on Jan. 26, 1973 thru Lehman Bros., Inc. and associates. Offering did not represent new financing.

**NASDAQ Symbol: BLOC A.**  
Price Range: 1980 1979 1978 1977 1976  
High 15 1/4 18 1/2 13 1/4 14 1/4 13 1/2  
Low 11 1/4 11 1/2 11 11 11 8 1/2

**2. Class B com. par \$0.10:** Auth., 10,000,000 shs.; outstg., Mar. 31, 1979, 3,740,000 shs.; reserved for conversion of class A com., 128,000 shs.; par \$0.10.

Has voting rights with no preemptive rights.  
Entitled to divs. only after such divs. are declared on class A com.

May convert class A into class B. See class A, above.

**BLUE CHIP STAMPS**  
History: Incorporated in California on Feb. 3, 1968 as successor to business formed in 1956.

On Jan. 3, 1972 acquired 67% of outstg. stk. of See's Candy Shops, Inc. and thru tender offer and private purchases increased holdings to 99% on Dec. 3, 1973.

From Mar. 3, 1973 thru Jan. 1977, increased ownership in Wesco Financial Corp. from 21.9% to 80.1%.

In Apr. 1977 acquired Buffalo Evening News for cash.  
In 1977, acquired 25% of equity Pinkerton's Inc. (Increased to 32% in 1978).

**Business:** Trading stamp service; incentive programs; manufactures and sells candy, newspaper publication.

**Property:** Co. leases office and warehouse space in Los Angeles, Cal. Most of Co.'s redemption stores are on leased premises.

**Subsidiaries:** See's Candy Shops, Inc. (100%); Mutual Savings (80%); Precision Steel (80%); and Buffalo Evening News, Inc. (100%).  
Affiliate: Pinkerton's, Inc. (34%).

**Officers**  
C.T. Munger, Chmn.  
D.A. Koepffel, Pres.  
W.K. Klepper, Vice-Pres.  
J.B. Reed, Vice-Pres.  
F.P. Kinsinger, Vice-Pres.  
Stanford Lipsley, Vice-Pres.  
K.E. Wittmer, Vice-Pres.  
R.H. Bird, Vice-Pres. & Chief Fin. Off.  
E.P. Paulson, Sec. & Contr.  
J.L. Jacobson, Treas.

**Directors**  
Z.W. Griffin, Ron Stever  
R.H. Bird, A.J. Wolf  
W.E. Buffett, D.A. Koepffel  
C.T. Munger

**Auditors:** Price Waterhouse & Co.  
**General Counsel:** Burke, Williams & Sorenson.

**No. of Stockholders:** Apr. 16, 1979, 2,013.  
**Executive Office:** 5801 South Eastern Avenue, Los Angeles, CA 90040. Tel.: (213) 685-8615.

<b>Consol. Income Acct., 52 wks. to (\$000 omitted):</b>		
Revenues	12/27/80	12/29/79
Redemp. etc. cost	219,299	199,222
Sell, etc. exp.	125,013	119,189
Interest, etc.	67,985	63,622
Income taxes	6,133	5,039
Minority int.	7,215	3,369
Secur. gain	570	1,495
Equty earn.	2,381	495
<b>Net Income</b>	5,625	6,795
Prev. ret. earn.	20,389	15,526
	121,989	107,706
	1,243	1,243
Retain. earn.	141,135	121,989
<b>Earn. com. sh.</b>	\$3.94	\$3.00
<b>Yr. end com. sh.</b>	5,179,900	5,179,000
Deprec. & amort.	\$5,191,000	\$4,578,000
Warehouse, Inc. acq. Feb. 28, 1979.	\$43,000	\$38,000
Warehouse, Inc. acq. Feb. 28, 1979.	\$83.48	\$1979, \$2.76; 1978, \$2.62 before sec. gains.

<b>Consolidated Balance Sheet, as of (\$000 omitted):</b>		
Assets	12/27/80	12/29/79
Cash & equiv.	20,061	15,229
Mkt. secur.	134,191	122,802
Receiv. net	13,858	13,177
Prepaids	16,333	14,414
Prepays	13,476	14,765
Prop. etc. net.	52,684	49,220
Exc. cost acq.	14,674	15,146
Invest.	29,027	36,810
Ord. equity secur.	4,163	
Total	298,367	285,726
Liabilities:		
Accts. etc. pay.	20,153	18,615
Unred. trad. stamps	64,053	67,524
Notes payable	43,028	48,902
Income taxes	5,688	3,423
Minorities	19,903	19,068
Com. stk. (\$1.)	5,179	5,179
Pd-in capital	1,579	1,579
Retain. earn.	141,135	121,989
Secur. val. allow.	dr2,351	dr570
Total	298,367	285,726
Lower, etc. (info) or mkt.	27,706	23,624
Invest. in Wesco Financial Corp.		
Net unrealized loss on mkt. equity secur.		

**Auditor's Report:** The following is an excerpt from the Report of Independent Auditors, Price Waterhouse & Co., as it appeared in 1978 Annual Report.

"As explained in Note 10 to the accompanying consolidated financial statements, during 1977 a subsidiary of the Company was named defendant in an action seeking damages for alleged violations of the antitrust laws. The outcome of this action cannot currently be determined. If this action should ultimately result in a liability or in liquidation of the subsidiary, appropriate provision will be made in the consolidated financial statements at the time such liability or loss is ascertained, and prior years' consolidated financial statements will not be restated.

In our opinion, subject to the effects of such adjustments, if any, as might have been required had the outcome of the uncertainty referred to in the preceding paragraph been known, and, in 1978, based upon our examination and the report of other independent accountants, the consolidated financial statements examined by us present fairly the financial position of Blue Chip Stamps and its subsidiaries at December 27, 1980 and December 29, 1979, and the results of their operations and the changes in their financial position for each of the three fiscal years in the period ended Dec. 27, 1980, in conformity with generally accepted accounting principles consistently applied.

**Long Term Debt:** Outstg. Dec. 27, 1980, \$43,028,000 various notes payable.  
**Capital Stock: com. par \$1:** Auth., 7,000,000 shs.; outstg., Dec. 29, 1980, 5,179,000 shs.; par \$1.

Beckshire Hathaway, Inc. owns 31 1/2% of outstg. shs.  
Par changed from \$0.33 1/4 to \$1 Nov. 4, 1969 by 5-for-1 split.

Has one vote per sh. with right of cumulative voting for directors. No preemptive rights.  
Dividends paid:  
On \$0.33 1/4 par shs.:  
1968 ..... \$1.99 ..... \$0.15  
On \$1 par shs.:  
1969 ..... \$0.03 1970 ..... 0.22 1971-80 ..... \$0.24

Transfer Agents and Registrars: Bank of America, N.T. & S.A., San Francisco.  
Offered: (621,600 shs.) see debs. above.  
Offered: (687,549 shs. at \$16.50 a sh. on Dec. 17, 1969 thru Merrill Lynch, Pierce, Fenner & Smith, Inc. and associates. Offering did not represent new financing.  
**NASDAQ Symbol: BL U.E.**  
Price Range: 1980 1979 1978 1977 1976  
High ..... 25 25 1/4 22 1/4 17 1/2  
Low ..... 16 1/2 17 1/2 15 1/2 15 1/4 6 1/4

**BLUE JAY ENERGY CORP.**  
History: Incorporated in Delaware on Dec. 1, 1980.

**Business:** Engaged in the acquisition, exploration, development and operation of oil and gas properties.

**Property:** Has interests in oil and gas properties in Noble County, Oklahoma; Kingfisher County, Oklahoma; Logan County, Oklahoma; Gains County, Texas. Co. also leases office space in Bala Cynwyd, Pa. and Denver, Colo.

**Officers**  
R.M. Bernstein, Pres.  
B.E. Mares, Vice-Pres.  
P.W. Kendall, Sec. & Treas.

**Directors**  
R.M. Bernstein, H.W. Leonard  
R.L. Jennings, B.E. Mares  
P.W. Kendall, A.E. Miller  
M.A. Krause, B.R. Fering

**Auditors:** Cohen, Engel & Co.  
**General Counsel:** Goodman & Bewig  
**No. of Employees:** May 12, 1981, 1

**Address:** 100 Presidential Blvd., Bala Cynwyd, PA 19004. Tel.: (215) 664-7288.

**Statement of Operations for period Dec. 1, 1980 (date of inception) to Dec. 31, 1980 (in \$):**  
Gen. & admin. exp. .... (300)  
**Net loss** ..... (300)

**Balance Sheet, as of Dec. 31, 1980 (in \$):**  
Assets  
Cash ..... 1,488  
Accts. receiv. .... 5,000  
Stk. sub. receiv. .... 6,450

Total curr. .... 12,938  
Organization costs ..... 500  
Defer. stk. offering costs ..... 14,717

Total ..... 28,155  
Liabilities:  
Accts. pay. .... 22,005

Total curr. .... 22,005  
Com. stk. (\$0.01) .... 6,450  
Accum. deficit ..... (300)

Total ..... 28,155  
Net curr. assets ..... 29,067

**Pro Forma:** Pro forma financial statements reflect financial position and results of operations and changes in financial position of Company and Jan. 1981 Properties as of Jan. 1981. Properties had been acquired by Company as of Oct. 1, 1978 (start of production). Acquisition will be treated as a reorganization accounted for in a manner similar to a pooling of interests.

**Pro Forma Statement of Operations, years ended Dec. 31 (in \$):**  
1980 1979  
Oil & gas rev. .... 208,781 191,946  
Well oper. costs ..... 57,778 35,321  
Taxes ad. licenses ..... 14,775 15,708  
Gen. & admin. .... 5,300 5,000  
Windfall profit tax ..... 9,121  
Depletion ..... 241,617 253,921  
Net (loss) ..... (119,110) (116,004)

sh. .... (\$0.03) (\$0.03)  
**Balance Sheet, as of Dec. 31, 1980 (in \$):**  
Assets: Pro Forma Actual  
Cash ..... 1,488 1,488  
Accts. receiv. .... 5,000 5,000  
Stk. sub. receiv. .... 6,450 6,450

Total curr. .... 12,938 12,938  
Oil & gas prop. net ..... 1,836,461  
Unproved prop. .... 48,000  
Organization costs ..... 500 500  
Defer. stk. offering costs ..... 14,717 14,717

Total ..... 1,612,616 28,155  
Liabilities:  
Notes & accts. pay. .... 698,005 22,005  
Total curr. .... 698,005 22,005  
Com. stk. (\$0.01) .... 34,450 6,450  
Capital surplus ..... 880,461  
Accum. deficit ..... (300) (300)

Total ..... 1,612,616 28,155  
Net curr. assets ..... 688,607 29,067  
Depletion ..... 606,354

**Capital Stock: Com. par \$0.01:**  
Auth., 15,000,000 shs. outstg., May 12, 1981, 7,365,000 shs.; par \$0.01.

Entitled to one vote per sh. with non-cumulative voting for directors. No preemptive rights.

Transfer Agent: Rocky Mountain Stock Transfer Agency, Inc.  
Offered (3,000,000 shs.) at \$1.00 per sh. (precedes Dec. 31, 1981; \$1.16 Co. \$0.90 per sh.) on May 12, 1981 thru Columbine Securities, Inc.; Coughlin & Co., Inc. and associates.

**BLUEFIELD SUPPLY CO.**  
History: Incorporated in West Virginia, Apr. 11, 1921, and acquired entire capital stock of Clark Hardware & Furniture Co. and since has organized the Rish Equipment Companies and Dixie Appliance Co. (see below).

On Feb. 1, 1963 acquired Virginian Electric, Inc. (sold in Apr. 1971).

On Aug. 1, 1973 acquired G.N. Crawford Equipment Co. in Monroeville, Pa. for 5,552 shares.

On May 1, 1974, acquired Greene Hardware & Supply Co.

**Business:** Distributors of mine, mill, electrical and contractors supplies and equipment, also hardware, heating and plumbing supplies, hospital supplies, appliances and television in Bluefield and Huntington, W. Va. and Roanoke, Va. and surrounding area.

Has wholesale hospital supply house in Bluefield and Ripley, operated as Skyland Hospital Supply Division, and wholesale appliance house in Bluefield, Huntington, W. Va., Roanoke, Va. and Kingsport, Tenn., operated as Mason-Dixon Distributors, a division of the company.

**Property:** Company operates facilities located as follows:

Ohio	West Virginia
Cincinnati	Clarksburg
Cleveland	Parkersburg
Youngstown	St. Albans
Cadiz	Huntington
Columbus	Beckley
Sixteenville	Bridgeport
Toledo	Ripley
Pennsylvania	Bluefield
Monroeville	Virginia
Maryland	Coleburn
Frostburg	Salem
Tennessee	Kingsport
Kingsport	Norfolk
	Richmond

**Subsidiaries**

Rish Equipment Co.  
Industrial Tractor Co. (Div.)  
Dixie Appliance Co.  
Crawford Equipment Co.

**Officers**

C.I. Johnston, Jr., Chairman  
B.W. Harvey, Pres. & Chief Exec. Off.  
J.E. Gillenwater, Exec. Vice-Pres. & Chief Admin. Off.  
R.L. Scales, Vice-Pres., Sec. & Treas.  
M.A. Pendry, Vice-Pres. & Contr.

**Vice-Presidents**

T.E. Rhodes  
N.R. Walker

**Directors**

C.E. Cauthen  
M.A. Corte  
J.E. Gillenwater  
Harman Woodward  
W.K. Bentley  
C.I. Johnston, Jr.  
A.S. Kemper, Jr.  
T.C. Hamill

Auditors: Arthur Young & Co.

General Counsel: Richardson, Kemper, Hancock & Davis.

Annual Meeting: In Apr.

No. of Stockholders: Dec. 31, 1980, 2,000.

No. of Employees: Dec. 31, 1980, 1,027.

Main Office: 100 Bluefield Ave., Bluefield, WV 24701. Tel: (304)325-6131.

**Consolidated Income Account, years ended Dec. 31 (\$'000 omitted):**

	1980	1979	1978
Net sales	116,765	129,822	132,060
Other income	1,718	1,980	1,742
Total	118,482	131,802	133,802
Cost of sales	91,944	101,901	105,866
Sell. etc. exp.	17,808	17,808	15,844
Gen. taxes	2,271	2,164	1,982
Deprec.	1,379	1,452	1,220
Interest	3,775	3,343	2,904
Income taxes	464	2,437	2,850
Net profit	631	2,698	3,135
Prev. ret. earn.	35,367	34,173	32,541
Dividends	1,316	1,503	1,503
Retained earn.	34,682	35,367	34,173
Earn. com. sh.	30,50	32 15	32 50
Yr. end com. sh.	1,252,902	1,252,902	1,252,902

**Consolidated Balance Sheet, as of Dec. 31 (\$'000 omitted):**

Assets:	1980	1979
Cash	2,711	2,218
Receiv., net	13,153	15,767
◻M/dse. inventory	46,528	56,726
Prepay., etc.	814	997
Total current	63,206	75,708
◻Net prop.	11,565	12,441
Misc. assets	631	565
Total	75,402	88,714
Liabilities:		
Notes, etc., pay.	13,045	24,438
Accts. payable	5,138	5,081
Accruals, etc.	1,503	1,680
Fed. inc. tax	417	439
Lse. oblig. due	444	357
Total current	20,548	31,996
Notes payable	14,544	15,570
Cap. lse. oblig.	738	885
Def. inc. tax	807	814

Com. stock (\$2)	2,599	2,599
Pd. in surplus	1,979	3,979
Retained earn.	34,682	35,367
◻Reacq. stk.	d496	d496
Total	75,402	88,714
Net curr. assets	42,658	43,712
◻Defr. exp.	8,278	7,158
Lower cost (fifo) or replace. mkt. at cost	◻246,448	shs. at cost

**Long Term Debt:** Outstanding Dec. 31, 1980, \$15,282,313 (excluding current portion) comprised of:

(1) \$1,325,000 6 3/4% promissory notes payable \$150,000 each Dec. 1, 1975-80 and \$325,000 each Dec. 1, 1981-87; balance due June 1, 1988.

(2) \$3,950,000 8% notes payable \$100,000 1974-1980; \$250,000 1981-1988 and \$530,000 1989-1992.

(3) \$1,255,000 6 3/4% lease obligation underlying industrial revenue bonds due 1993.

(4) \$1,650,000 8.06% lease obligation underlying industrial revenue bonds due 1995.

(5) \$4,950,000 8 1/2% notes payable \$200,000 1977-80; \$250,000 1981-92; \$550,000 1993-96.

(6) \$738,104 capital lease obligations.

(7) \$414,149 other notes payable.

(Note: Above 1979 income account reflects change in method of allocating manufacturing overhead costs to certain categories of inventory; such change decreased net loss by \$366,000 (\$0.18 a sh.). In addition Co. revised its estimates of net realizable values of certain categories of inventory (such revisions reflect primarily a change in conditions and not a change in acctg.) which reduced net loss by approx. \$112,000 (\$0.05 a sh.).

**Balance Sheet, as of July 31 (\$'000 omitted):**

Assets:	1979	1978
Cash & equiv.	133	418
Receiv., net	474	3,834
◻Inventories	6,735	4,612
Tax claim	28	2,987
Prepays., etc.	180	73
Total curr.	11,350	11,924
◻Net prop., etc.	8,028	8,524
Other assets	178	194
Total	19,556	20,642

**Liabilities:**

Notes, etc., pay.	2,504	641
Accts., etc., pay.	2,535	2,376
Total curr.	5,039	3,017
Long-um. debt.	5,488	5,542
Def. inc. tax	204	59
Com. sh. (\$0.10)	2,962	2,962
Add. paid-in cap.	2,962	2,962
Retain. earn.	5,862	8,857
Total	19,556	20,642

Net curr. assets 11,350  
Net tang. com. sh. 6,312  
◻Depr., etc. 6,405

Lower cost (fifo) or mkt.

**Auditor's Report:** The following is an excerpt from the Report of Independent Auditors Arthur Anderson & Co., as it appeared in 1979 Annual Report.

"In our opinion, the financial statements referred to above present fairly the financial position of Bodin Apparel, Inc. and subsidiaries as of July 31, 1979 and 1978, and the results of their operations and the changes in their financial position for the years then ended, in conformity with generally accepted accounting principles, which, except for the change in 1979 (with which we concur) in the method of allocating manufacturing overhead costs to certain categories of inventory as indicated in Note A to the consolidated financial statements, have been applied on a consistent basis.

**Long Term Debt:** Outstg. July 31, 1979, \$5,487,913 consisting of (excluding current portion):

(1) \$2,996,566 10% mtg. notes payable through Fed. 2001.

(2) \$2,500,000 9 1/4% revolving credit & term loan agreement payable through May 22, 1983.

(3) \$241,347 other notes payable.

**Subsequent Financing:** In Dec. 1979 Co. received a \$7,000,000 long term and revolving line of credit from Walter E. Heller & Co.

**Capital Stock: Com. par \$0.10:**

2,040,728 sh.s.; outstg. July 31, 1979, 2,040,728 sh.s.; reserved for options, 186,940 sh.s. par \$0.10.

\$0.10 par sh.s. split 3-for-2 on Mar. 1, 1973.

Has one vote per sh., with non-cumulative voting for directors. No preemptive rights.

**Dividends Paid:**

1972 \$0.07 3/4  
1973 " " 0.20  
1974 " " 0.20  
1975 " " 0.40  
1976 " " 0.40  
1977 " " 0.40  
1978 " " 0.40

On \$0.10 par sh.s. after 3-for-2 split: 1973 0.20 1974-77 0.40 1978 .80 1979-80 Nil

Accrued (as of 4,000 sh.s.) at \$13.50 a sh. (proceeds to Co. \$12.40 a sh.) on Jan. 11, 1972 thru Thomson & McKinnon Auchincloss Inc. and associates. Proceeds for retirement of outstg. indebtedness, Federal income taxes, improvements and working capital.

**Transfer Agent & Registrar:** Southeast Banks Trust Co., N.A., Miami, Fla.

Price Range: 1980 ◻ 1979 1978 1977 1976  
High 1.00 1.00 1.00 1.00 1.00  
Low 1/2 4/8 3/8 4/8 4/4  
◻ 1979 and prior. ASE.

**BOGERT OIL CO.**

**History:** Co. formerly Dick Bogert, Inc., was incorporated on Jan. 15, 1979 in Oklahoma.

**Business:** Engaged in oil and gas exploration and development activities, sponsors oil and

◻ Executives: Arthur Young & Co.

General Counsel: Greenberg Traurig Hoffman & Co.

Executive Office: 3500 N.W. 79th St., Miami, FL 33147. Tel: (305)836-9500.

**Officers**

R.R. Weiser, Chmn.  
E.M. Abramson, Chmn. Exec. Comm.; & Chief Exec. Off.  
Ted Bodin, Vice-Chmn.  
E.L. Feldman, Pres. Chief Oper. Off.  
R.L. Merens, Senior Vice-Pres.  
M.A. Krongold, Vice-Pres.  
Arthur Lewson, Vice-Pres.  
Leonard Litof, Vice-Pres.  
Gerd Shulman, Treas., Sec. & Chief Fin. Off.

**Directors**

R.W. Morell  
E.M. Abramson  
Kenneth Reskin  
R.L. Merens

Auditors: Arthur Andersen & Co.

General Counsel: Greenberg Traurig Hoffman & Co.

Executive Office: 3500 N.W. 79th St., Miami, FL 33147. Tel: (305)836-9500.