

This announcement is under no circumstances to be construed as an offer to sell or as a solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus and the related Prospectus Supplement.

**New Issue**

**August 15, 2011**

**\$200,000,000**

**Mattingly**



**Oil Company**

**Mattingly Oil Company**

**7 1/8 % Series due August 15, 2041**

**First and Refunding Mortgage Bonds**

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**Price 98.425%**

(Plus accrued interest from August 15, 2011)

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Copies of the Prospectus and the related Prospectus Supplement may be obtained in any State from the undersigned where it may lawfully offer these securities in such State.

**Citicorp Securities, Inc.**


1. What is the maturity date of the bonds?
2. What is the stated rate of interest on the bonds?
3. Are the bonds term or serial bonds?
4. Are the bonds being issued at a premium or a discount? Explain.
5. Is the effective rate of interest to be paid by the issuer more or less than the stated rate of interest?
6. What type of assurance, if any, is the issuer offering to purchasers regarding the issuer's capability of retiring the bonds at maturity?

## HOMEWORK PROBLEM 1-2

This announcement is neither an offer to sell nor a solicitation of an offer to buy these securities.  
The offer is made only by the Prospectus.

New Issue December 12, 2011

? Shares



Common Stock

Price \$ ? Per Share

Copies of the Prospectus may be obtained in any State in which this announcement is  
circulated only from such of the undersigned as may lawfully offer these securities in such State.

Shown above is a partial tombstone announcing the availability of stock of Jive Software. From the Internet, access Jive Software from the Edgar database and answer the questions below.

To Access the EDGAR database:

Type in <http://www.sec.gov>

1. on left side, click on "Filings & Forms"
2. under "Filings & Forms" click "Search for Company Filings"
3. on the next page, click "Company or fund name, ticker symbol, etc."
3. on the next page, for the company name, enter "Jive Software" and press "Find Companies"
4. on the next page, on the right side for "Filing Type" enter 424B4 and click "Search" on right side of page
5. Under "Format", click the "Documents" for the 2010-12-16 filing date
6. on the next page, click on the type "424b4"
7. the next page will be the prospectus for Jive Software
8. use of the "Table of Contents" might be helpful in answering the questions on the following page

Questions to be answered:

1. What is the par value of the stock being issued?
2. What is the public offering price per share?
3. Of the public offering price per share, how much, per share, will Jive Software receive?
4. How many shares of stock are being offered in total?
5. Was there a single underwriter or was there a syndicate? If there was a syndicate, how many shares did each of the top four underwriters agree to acquire and sell?
6. What does the company plan to do with the proceeds of the stock issuance?
7. Were there any financial statements in the Prospectus? If there were, did any independent party audit the statements and express an opinion on the reliability of the information? If yes, what was the name of the auditors?

## HOMEWORK PROBLEM 1-3

Using the Yahoo web site (finance.yahoo.com) as the source of information, determine the January 4, 2012, closing price on a United States exchange for the following securities:

Cisco Systems common stock

Berkshire Hathaway, Class A common stock

Home Depot common stock

Ford Motor Company common stock

Microsoft common stock

Barnwell Industries, Inc. common stock

To obtain stock quotes from Yahoo:

1. enter part of company name at "Get Quotes"
2. click on particular company
3. on the left side of the screen, under "Quotes", click "Historical Prices"
4. on the next screen, obtain the "close" price for the particular stock as of January 4, 2012

## HOMEWORK PROBLEM 1-4

The July 28, 1993 issue of *The Wall Street Journal* reported the following:

### IBM Posts \$8.04 Billion 2nd-Period Loss, Halves Dividend, Plans 35,000 Job Cuts

NEW YORK- Seeking to inflict all the pain of his turnaround plan in a single massive stroke, International Business Machines Corp. Chairman Louis V. Gerstner Jr. announced an \$8.9 billion pretax charge and a program to shed 35,000 more workers and shutter buildings around the world.

IBM also slashed its dividend in half, its second cut this year, and posted a second-quarter net loss of \$8.04 billion, or \$14.10 a share. The \$8 billion quarterly loss, its worst ever, occurred primarily to pay for early retirements. The results included an operating loss of \$40 million, or eight cents a share. The \$40 million loss from operations was less than expected and reflected the continuing free fall in mainframe-computer sales and a small profit from personal computers.

At a news conference here, Mr. Gerstner said he believes the latest cuts are finally the last IBM will end, after seven years of hacking away at it employees and overhead. "We have got to get behind us this Chinese water torture we've been going through quarter after quarter," he said.

Mr. Gerstner's moves continue one of the greatest bloodlettings in business history. Once the most invincible power in the world's fastest-growing industry, IBM's empire crumbled at a breathtaking rate as it yielded the personal computer revolution to nimbler rivals.

Vainly struggling to stanch its decline, IBM has now taken a staggering \$28 billion in charges and sliced its work force nearly in half since 1985 -- moving to ax 180,000 jobs in all.

IBM's stock, after plunging to 18-year lows last week, rose \$3.25, or 7.7% on yesterday's news to close at \$45.625 in New York Stock Exchange composite trading.

An excerpt from an internet news article appearing November 7, 2011 is shown below:

### U.S. Stocks Extend Losses

Monday, November 7, 2011  
Vincent Mao - Investors.com

**Broadsoft (BSFT)** was off its session low, but still down in big volume. Earlier Monday, the telecom software maker trounced views as its Q3 earnings surged 375% to 38 cents a share. Analysts had expected just 22 cents. Sales climbed 60% to \$35.7 million. It also guided Q4 profit and revenue mostly in line with views.

Required:

Assume that you are a stockbroker for Akers & Akers. These articles confuse a client of yours (an investor). Your client believes that the stock price should move in the same direction as your profits -- if profits go up, your stock price goes up, etc. The investor has called you asking for an explanation of the changes in stock price reported above. How would you respond?