

UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

## ANNUAL AUDITED REPORT FORM X-17A-5 PART III

OMB APPROVAL				
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FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	51/01/2012	AND ENDING 12	2/31/2012
	MM/DD/YY		MM/DD/YY
	GISTRANT IDENTIFI	CATION	
NAME OF BROKER-DEALER: Archip	elago Trading Se	rvice, Inc.	OFFICIAL USE OI
ADDRESS OF PRINCIPAL PLACE OF BUS	SINESS: (Do not use P.O. I	Box No.)	FIRM I.D. NO
100 South Wacker Drive, Suite	1800		· ·
	(No. and Street)	· · · · · · · · · · · · · · · · · · ·	
Chicago	Illinois		60606
(Citv)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF PI Peter Lailos	ERSON TO CONTACT IN	REGARD TO THIS RE	EPORT (212) 656 - 8609
			(Area Code – Telephone Nu
B. ACC	OUNTANT IDENTIF	ICATION	
INDEPENDENT PUBLIC ACCOUNTANT	vhose opinion is contained	-	
300 Madison Avenue	(Name – <i>if individual, state last,</i>		10004
300 Madison Avenue	New York	NY	10001
300 Madison Avenue		NY SECURITIES AND EX	(Zip Code)
(Address)	New York	NY SECURITIES AND EX	
(Address)	New York	NY SECURITIES AND EX REC	
(Address)	New York	NY SECURITIES AND EX REC	(Zip Code)
(Address) CHECK ONE: Certified Public Accountant	New York (City)	NY SECURITIES AND EX REC MAR 0	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

## OATH OR AFFIRMATION

ny knowledge and belief the accompanying financial sta Archipelago Trading Services, Inc.			, a:
f March 1	20 13 , are tr	ue and correct. I further sy	
leither the company nor any partner, proprietor, princip			
lassified solely as that of a customer, except as follows			•
	····		
		0	1
CHRISTINE KELLEY-RYBKIN		A f f all	
Notary Public, State of New York No. 01/CE5202730	ł.	it fall	
Commission Expires March 23, 2013	/-	Signature	
	Financial &	Operations Principal	
$N_{1}$ , $10_{1}$ $0$		Title	·
Muchie Pollen Edan -			
Notary Public			
This report ** contains (check all applicable boxes):			
<ul> <li>(a) Facing Page.</li> <li>(b) Statement of Financial Condition.</li> </ul>		,	
(c) Statement of Income (Loss).			;
(d) Statement of Changes in Financial Condition.	Dente and an Oala	Description 1 Constant	
<ul> <li>(e) Statement of Changes in Stockholders' Equity o</li> <li>(f) Statement of Changes in Liabilities Subordinate</li> </ul>			
(g) Computation of Net Capital.			
(h) Computation for Determination of Reserve Requ			
<ul> <li>X (i) Information Relating to the Possession or Contr</li> <li>☐ (j) A Reconciliation, including appropriate explanat</li> </ul>			ule 15c3-1 and the
Computation for Determination of the Reserve I	equirements Unde	r Exhibit A of Rule 15c3-3	5.
(k) A Reconciliation between the audited and unauc	ted Statements of	Financial Condition with r	espect to methods o
consolidation. (1) An Oath or Affirmation.			
(m) A copy of the SIPC Supplemental Report.			
(n) A report describing any material inadequacies for	id to exist or found	to have existed since the da	te of the previous au
*For conditions of confidential treatment of certain po	tions of this filing.	see section 240 $17a-5(e)$	?)
	iono of this fitting,	<i>see seetten 270.174 5(0)</i> (5	

SEC Mail Processing Section

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Washington, DC

# Archipelago Trading Services, Inc.

Financial Statements and Supplementary Information Pursuant to Rule 17a-5 of the Securities and Exchange Act of 1934 December 31, 2012



# Archipelago Trading Services, Inc.

Financial Statements and Supplementary Information Pursuant to Rule 17a-5 of the Securities and Exchange Act of 1934 December 31, 2012

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Schedule II:	Statement Regarding Rule 15c3-3 of the Securities and Exchange Commission



#### **Independent** Auditor's Report

To the Stockholder of Archipelago Trading Services, Inc:

We have audited the accompanying financial statements of Archipelago Trading Services, Inc (the "Company"), which comprise the statement of financial condition as of December 31, 2012, and the related statements of operations, changes in stockholder's equity, and cash flows for the year then ended.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Archipelago Trading Services, Inc at December 31, 2012 and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

PricewaterhouseCoopers LLP, PricewaterhouseCoopers Center, 300 Madison Avenue, New York, NY 10017 T: (646) 471 3000, F: (813) 286 6000, www.pwc.com/us



#### **Other Matter**

Our audit was conducted for the purpose of forming an opinion on the financial statements taken as a whole. The information contained in Supplementary Schedules I and II is presented for purposes of additional analysis and is not a required part of the financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. The information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves and other additional procedures, in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements taken as a whole.

PricewaterhousefoopenllP

March 1, 2013

## Archipelago Trading Services, Inc. Statement of Financial Condition As of December 31, 2012

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(\$ in thousands, except share data)

Assets		
Cash and cash equivalents	\$	7,643
Receivables from brokers, dealers, and customers (net of		•
aliowance for doubtful accounts of \$57)		353
Deferred tax asset		870
Other		20
Total assets	\$	8,886
	-	
Liabilities and Stockholder's Equity		
Liabilities		
Payables to related parties	\$	883
Income tax payable		418
Other payables		310
Total liabilities		1,611
Commitments and contingencies (Note 5)		
Stockholder's equity		
Common stock, \$1 par; 7,500 shares authorized 5,000 shares		
issued and outstanding		5
Additional paid-in capital		3,650
Retained earnings		3,620
Total stockholder's equity		7,275
Total liabilities and stockholder's equity	\$	8,886

## Archipelago Trading Services, Inc. Statement of Operations Year Ended December 31, 2012

### (\$ in thousands)

Revenues	
Activity assessment fees	\$ 221
Commissions	3,736
Total revenues	 3,957
Expenses	
Section 31 fees	221
Employee compensation and benefits	537
Routing and liquidity charges	1,688
General and administrative	190
Total expenses	 2,636
Income before income tax provision	1,321
Income tax provision	467
Net income	\$ 854

## Archipelago Trading Services, Inc. Statement of Changes in Stockholder's Equity Year Ended December 31, 2012

(\$ in thousands)

	Commo Stock		Pa	itional id-in pital	 tained mings	Total
Balance as of December 31, 2011	\$	5	\$	3,640	\$ 2,766	\$ 6,411
Net Income		-		-	854	854
Capital contribution		-		10	-	10
Balance as of December 31, 2012	\$	5	\$	3,650	\$ 3,620	\$ 7,275

## (\$ in thousands)

Cash flows from operating activities	
Net income	\$ 854
Adjustments to reconcile net income to net cash used in operating activities:	
Provision for doubtful accounts	55
Deferred tax asset	(45)
Change in assets and liabilities	. ,
(Increase) decrease in operating assets	
Receivables from brokers, dealers and customers	240
Other	(20)
Increase (decrease) in operating liabilities	
Payables to related parties	(919)
Income tax payable	(2,213)
Other payables	(200)
Net cash used in operating activities	 (2,249)
Cash flows from financing activities	
Capital contribution	10
Net cash provided by financing activities	 10
Net decrease in cash and cash equivalents Cash and cash equivalents	(2,238)
Beginning of year	9,881
End of year	\$ 7,643

## Archipelago Trading Services, Inc. Notes to Financial Statements December 31, 2012

#### (\$ in thousands)

#### 1. Organization

Archipelago Trading Services, Inc. (the "Company"), a Florida corporation, is a registered brokerdealer with the Financial Industry Regulatory Authority ("FINRA"). The Company is a wholly-owned subsidiary of Arca-GNC Acquisition, LLC, a Delaware limited liability company, which is in turn a wholly-owned subsidiary of Archipelago Holdings, Inc. (the "Parent"). The Parent became a whollyowned subsidiary of NYSE Euronext ("NYX"). The Parent owns and operates NYSE Arca LLC ("ArcaEx"), formerly Archipelago Exchange, for trading of equities and the Pacific Exchange for trading of options.

The Company's principal activities consist of the operation of an Alternative Trading System ("ATS") designed particularly to facilitate trading of small-cap securities typically traded on the Over-the-Counter Bulletin Board market.

The Company does not carry security accounts for customers or perform custodial functions relating to customer securities, and, accordingly, is exempt from the provisions of Rule 15c3-3 of the Securities and Exchange Commission ("SEC").

The Company clears all transactions through Archipelago Securities, LLC (the "Clearing Broker"), a wholly-owned subsidiary of the Parent.

#### 2. Significant Accounting Policies

#### **Basis of Presentation**

The accompanying financial statements are prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP").

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

#### **Revenue Recognition**

Commissions and related brokerage and clearing expenses related to customer transactions are recorded on a trade date basis. Commissions are earned on a per trade basis, based on shares transacted, and are recognized as transactions occur. For each transaction executed, there is an associated liquidity payment or routing charge paid.

#### **Cash and Cash Equivalents**

The Company considers all highly liquid investments with original maturities of three months or less to be cash equivalents. Investments in money market funds are considered to be cash equivalents. The carrying value of such cash equivalents approximates their fair value due to the short-term nature of these instruments. Cash equivalents at December 31, 2012 included \$7,578 invested in money market funds that are governed under Rule 2a-7 of the Investment Company Act of 1940. The Company's cash equivalents are held at an individual U.S. financial institution, which potentially exposes the Company to counterparty risk. Interest income is accrued as earned.

#### (\$ in thousands)

#### **Receivables from Brokers, Dealers and Customers**

Receivables consist of accrued commissions for trade executions and amounts due from the Clearing Broker. The Company maintains an allowance for doubtful accounts based upon the estimated collectability of accounts receivable. Additions to (reductions of) the allowance are charged to (reversed against) bad debt expense, which is included in general and administrative expense in the statement of operations.

#### **Estimated Fair Value of Financial Instruments**

The Company discloses the fair value of financial instruments, including assets and liabilities recognized in the statement of financial condition. Management estimates that the fair value of financial instruments recognized in the statement of financial condition (including cash and cash equivalents, receivables, payables and accrued expenses) approximates their carrying value. When measuring fair value, the Company indentifies three levels of inputs that may be used to measure fair value:

- Level 1: Quoted prices for identical instruments in active markets. Level 1 fair values generally are supported by market transactions that occur with sufficient frequency and volume to provide pricing information on an ongoing basis.
- Level 2: Observable inputs other than Level 1 prices, such as quoted prices for similar instruments, quoted prices in markets that are not active, and inputs to model-derived valuations that are directly observable or can be corroborated by observable market data.
- Level 3: Unobservable inputs supported by little or no market activity and often requiring significant management judgment or estimation, such as an entity's own assumptions about the cash flows or other significant components of value that market participants would use in pricing the asset or liability.

As of December 31, 2012, our cash equivalents of \$7,578 that are classified as Level 1 include investments in money market funds, for which there are quoted prices in active markets.

#### **Income Taxes**

Certain income and expense items are accounted for in different periods for income tax purposes than for financial statement purposes. Provisions for deferred taxes are made in recognition of these timing differences.

The Company accounts for income taxes using an asset and liability approach that requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of events that have been recognized in the Company's financial statements or tax returns.

#### 3. Related Party Transactions

The clearing fees paid by the Company to the Clearing Broker for the year ended December 31, 2012 amounted to \$38 and are included in Routing and liquidity charges in the accompanying statement of operations. The Parent employs corporate, marketing, and information technologies staff to support the Company. Under a contract, required by FINRA, the Parent provides the Company with operational and support services. The contract is the Parent Subsidiary Expense Agreement, whereby the Parent shall provide all material hardware, software and personnel

#### (\$ in thousands)

necessary to facilitate the operation of the ATS and to provide certain other corporate and business services. The estimated amounts of these expenses totaled approximately \$500.

The agreement was revised effective December 18, 2007 and provides for the Company's expenses and liquidity needs to be met by the Parent without expectation of repayment. Customary and reasonable direct expenses attributable to the Company are recorded as expenses in the Company's financial statements. The Parent retains ownership and control of all such employed hardware, software and personnel and the Company is dependent on the Parent providing the services in order for the Company to carry out its operations.

As part of operations certain cash receipts/disbursements are received and paid to through related parties. As of December 31, 2012, the Company has \$883 of a payable related to these transactions recorded in payables to related parties on the statement of financial condition.

#### 4. Credit Risk

In the normal course of business, the Company's activities involve the execution of securities transactions for broker-dealers, which are cleared and settled by the Clearing Broker. Pursuant to the clearing agreement, the Company is required to reimburse the Clearing Broker for any losses incurred due to a counterparty's failure to satisfy its contractual obligations. Therefore, the Company is exposed to risk of loss in the event of the customer's or broker's inability to meet the terms of their contracts. Should the customer or broker fail to perform, the Company may be required to complete the transaction at prevailing market prices. Customer trades pending at December 31, 2012 were settled without an adverse effect on the Company's financial statements taken as a whole.

The Company has credit risk related to transaction fees that are billed to customers on a monthly basis, in arrears. The Company's exposure to credit risk can be directly impacted by volatile securities markets that may impair the ability of counterparties to satisfy their contractual obligations. The Company seeks to control its credit risk through a variety of reporting and control procedures and by applying uniform credit standards maintained for all activities with credit risk.

#### 5. Commitments and Contingencies

The Company has agreed to indemnify its clearing broker for losses that it may sustain from customer accounts introduced by the Company. However, in the Company's experience there have not been claims or losses pursuant to these contracts, and the Company expects the risk of loss to be remote. As such, the Company has not recorded any liability related to this indemnification. The Company is unable to quantify the potential exposure related to the indemnification as it constantly fluctuates based on the number and size of the unsettled transactions outstanding and the difference between the contractual trade price and the current fair value of the stock underlying the unsettled transactions.

## Archipelago Trading Services, Inc. Notes to Financial Statements December 31, 2012

#### (\$ in thousands)

#### 6. Income Taxes

The income tax provision for the year ended December 31, 2012 consisted of:

<b>Current</b> Federal State	\$ 459 14
Deferred Federal State Income tax provision	\$ (4) (2) 467

As of December 31, 2012, the Company had approximately \$2,193 of net operating loss carryforwards which are set to begin to expire in 2021 through 2022.

The Company's 2009-2012 tax year remains subject to examination by the relevant tax authorities.

#### 7. Regulatory Requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1 (the rule also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1). Under Rule 15c3-1, the Company is required to maintain minimum net capital equal to the greater of \$5 or 6- 2/3% of aggregate indebtedness. As of December 31, 2012, the Company had net capital of \$5,421 which was \$5,314 in excess of its required net capital of \$107. The ratio of the Company's aggregate indebtedness to net capital was 0.30 to 1.

#### 8. Subsequent Events

Events and transactions subsequent to the date of the statement of financial condition have been evaluated by management for purpose of recognition or disclosure in these financial statements through March 1, 2013, the date that these financial statements were available to be issued.

## Supplementary Information

## Archipelago Trading Services, Inc. Computation of Net Capital Under Rule 15c3-1 of the Securities and Exchange Commission December 31, 2012

Schedule I

(\$ in thousands)	
Net capital	
Total stockholder's equity	\$ 7,275
Nonallowable assets, deductions and charges	
Receivables	(352)
Fidelity bond	(460)
Deferred tax assets and other	(890)
Total non allowable assets, deductions and charges	 (1,702)
Net capital before haircuts	5,573
Haircuts on cash equivalents	(152)
Net capital	\$ 5,421
Computation of aggregate indebtedness	
Total aggregate indebtedness from statement of financial condition	\$ 1,611
Computation of basic net capital requirements Minimum net capital required (the greater of \$5,000 or	
6-2/3% of aggregate indebtedness)	\$ 107
Excess net capital	\$ 5,314
Ratio of aggregate indebtedness to net capital	 0.30 to 1

There is no material difference between total member's equity on the statement of financial condition and the computation of net capital compared to our amended FOCUS filing on March 1, 2013.

The Company is exempt from Rule 15c3-3 of the Securities and Exchange Commission under paragraph (k)(2)(ii) of that Rule.



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#### **Report of Independent Accountants**

To the Stockholder of Archipelago Trading Services, Inc.:

In accordance with Rule 17a-5(e)(4) of the Securities Exchange Act of 1934, we have performed the procedures enumerated below with respect to the accompanying General Assessment Reconciliation (Form SIPC-7) of the Securities Investor Protection Corporation (SIPC) of Archipelago Trading Services, Inc. for the year ended December 31, 2012, which were agreed to by Archipelago Trading Services, Inc., the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and the Securities Investor Protection Corporation (collectively, the "specified parties") solely to assist the specified parties in evaluating Archipelago Trading Services, Inc.'s compliance with the applicable instructions of Form SIPC-7 during the year ended December 31, 2012. Management is responsible for Archipelago Trading Services, Inc.'s compliance with those requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

The procedures we performed and our findings are as follows:

- 1. Compared the listed assessment payments on page 1, items 2B and 2F of Form SIPC-7 with the respective cash disbursement records entries, as follows:
  - a. A SIPC-6 payment of \$2,979 made by Archipelago Trading Services on July 31, 2012 was traced to the respective bank wire detail. No difference was noted.
  - b. A SIPC-7 payment of \$2,140 made by Archipelago Trading Services on March 1, 2013 was traced to the respective bank wire detail. No difference was noted.
- 2. Compared the Total Revenues amount reported on the audited Statement of Operations for the year ended December 31, 2012 (rounded, in thousands) to the Total revenue amount of \$ 3,957,174 (rounded, in thousands) reported on page 2, item 2a of Form SIPC-7 for the year ended December 31, 2012. No differences were noted.
- 3. Compared any adjustments reported on page 2, items 2b and 2c of Form SIPC-7 with the supporting schedules and working papers, as follows:
  - a. Compared the deduction amount reported on page 2, item 2c(3), of Form SIPC-7T in the amount of \$1,909,445 (rounded, in thousands) to the sum of Section 31 fees of \$221,438 and Routing and liquidity charges of \$1,688,007 per the audited Statement of Operations of Archipelago Trading Services, Inc. for the year ended December 31, 2012 (rounded, in thousands). No differences were noted.
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers obtained in procedure 3, as follows:
  - a. Recalculated the mathematical accuracy of the SIPC Net Operating Revenues on page 2, line 2d and the General Assessment @ .0025 on page 2, line 2e of \$2,047,729 and \$5,119 respectively of the Form SIPC-7. No differences were noted.

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We were not engaged to and did not conduct an examination, the objective of which would be the expression of an opinion on the Company's preparation of Form SIPC-7 in accordance with the applicable instructions. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of management and the board of directors of Archipelago Trading Securities, Inc., the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and the Securities Investor Protection Corporation and is not intended to be and should not be used by anyone other than these specified parties.

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PricewaterhouseCoopers LLP

March 1, 2013



To the Stockholder of Archipelago Trading Services, Inc:

In planning and performing our audit of the financial statements of Archipelago Trading Services, Inc (the "Company") as of and for the year ended December 31, 2012, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (the "SEC"), we have made a study of the practices and procedures followed by the Company, including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by Rule 17a-13
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls, and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's previously mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control and the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies,

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in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the company's financial statements will not be prevented or detected and corrected on a timely basis.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined previously.

We understand that practices and procedures that accomplish the objectives referred to in the second and third paragraphs of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at December 31, 2012 to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the Financial Industry Regulatory Authority, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

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March 1, 2013



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