

## **Firm Brochure**

(Part 2A of Form ADV)

**Cincinnati Asset Management, Inc.  
8845 Governor's Hill Drive, Suite 230**

**Cincinnati, OH 45249**

**513.554.8500**

**513.554.8509**

**www.cambonds.com**

**dstolper@cambonds.com**

This brochure provides information about the qualifications and business practices of Cincinnati Asset Management, Inc. If you have any questions about the contents of this brochure, please contact us at: 513.554.8500, or by email at: [dstolper@cambonds.com](mailto:dstolper@cambonds.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission, or by any state securities authority.

Additional information about Cincinnati Asset Management, Inc. is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

Cincinnati Asset Management, Inc. is a registered investment advisor. Registration does not imply a certain level of skill or training.

September 12, 2012

i

Cincinnati Asset Management, Inc

Field Code Changed

## Material Changes

---

### Annual Update

The Material Changes section of this brochure will be updated annually when material changes occur since the previous release of the Firm Brochure.

---

### Material Changes since the Last Update

The U.S. Securities and Exchange Commission issued a final rule in July 2010 requiring advisers to provide a Firm Brochure in narrative “plain English” format. The new final rule specifies mandatory sections and organization.

---

### Full Brochure Available

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: 513.554.8500 or by email at: [dstolper@cambonds.com](mailto:dstolper@cambonds.com).

## Table of Contents

<b>Material Changes</b> .....	<b>ii</b>
Annual Update .....	ii
Material Changes since the Last Update.....	ii
Full Brochure Available.....	ii
<b>Advisory Business</b> .....	<b>1</b>
Firm Description .....	1
Principal Owners .....	1
Types of Advisory Services .....	1
Tailored Relationships .....	2
Types of Agreements.....	2
Financial Planning Agreement.....	2
Advisory Service Agreement .....	2
Retainer Agreement.....	2
Investment Management Agreement .....	3
Tax Preparation Agreement.....	3
Hourly Planning Engagements .....	3
Asset Management .....	3
Termination of Agreement .....	3
<b>Fees and Compensation</b> .....	<b>3</b>
Description .....	3
Fee Billing .....	5
Other Fees .....	6
Expense Ratios.....	6
Past Due Accounts and Termination of Agreement .....	7
<b>Performance-Based Fees</b> .....	<b>7</b>
Sharing of Capital Gains.....	7
<b>Types of Clients</b> .....	<b>7</b>
Description .....	7
Account Minimums.....	7
<b>Methods of Analysis, Investment Strategies and Risk of Loss</b> .....	<b>7</b>
Methods of Analysis.....	7

Investment Strategies .....	8
Risk of Loss .....	9
<b>Disciplinary Information .....</b>	<b>11</b>
Legal and Disciplinary .....	11
<b>Other Financial Industry Activities and Affiliations .....</b>	<b>11</b>
Financial Industry Activities .....	11
Affiliations .....	11
<b>Code of Ethics, Participation or Interest in Client Transactions and Personal Trading .....</b>	<b>11</b>
Code of Ethics .....	11
Participation or Interest in Client Transactions .....	11
Personal Trading .....	12
<b>Brokerage Practices .....</b>	<b>12</b>
Selecting Brokerage Firms .....	12
Best Execution .....	12
Soft Dollars .....	13
Cross Transactions .....	13
Order Aggregation .....	14
<b>Review of Accounts .....</b>	<b>14</b>
Periodic Reviews .....	14
Review Triggers .....	15
Regular Reports .....	15
<b>Client Referrals and Other Compensation .....</b>	<b>15</b>
Incoming Referrals .....	15
Referrals Out .....	16
Other Compensation .....	16
<b>Custody .....</b>	<b>16</b>
Account Statements .....	16
Performance Reports .....	16
Net Worth Statements .....	16
<b>Investment Discretion .....</b>	<b>16</b>
Discretionary Authority for Trading .....	16

Deleted: 1

Deleted: 14

Deleted: 14

Deleted: 15

Deleted: 15

Deleted: 15

Deleted: 15

Deleted: 15

Limited Power of Attorney.....	<u>17</u>	Deleted: 16
<b>Voting Client Securities .....</b>	<b><u>17</u></b>	Deleted: 16
Proxy Votes.....	<u>17</u>	Deleted: 16
<b>Financial Information .....</b>	<b><u>17</u></b>	Deleted: 16
Financial Condition .....	<u>17</u>	Deleted: 16
<b>Business Continuity Plan .....</b>	<b>17</b>	
General .....	17	
Disasters .....	17	
Alternate Offices .....	<u>18</u>	Deleted: 17
Loss of Key Personnel .....	<u>18</u>	Deleted: 17
<b>Information Security Program .....</b>	<b><u>18</u></b>	Deleted: 17
Information Security .....	<u>18</u>	Deleted: 17
Privacy Notice .....	<u>18</u>	Deleted: 17

## Advisory Business

---

### Firm Description

Cincinnati Asset Management, Inc. ("CAM") was founded in 1989.

CAM provides investment management service to individuals, pension and profit sharing plans, trusts, estates, charitable organizations, small businesses, insurance companies, and mutual funds. This service generally involves the management of separate, diversified portfolios of fixed income securities, preferred stocks, ETFs and other securities based on one or more of the investment strategies developed and offered by us (i.e. Investment Grade, High Yield, Short Duration, Broad Market, Combined).

Portfolios generally, but not exclusively, consist of investment grade bonds, below investment grade bonds, or a mixture of both depending on the strategy selected by clients and their financial advisors. The service will include the execution of the strategy by selecting appropriate investments and placing orders for the purchase and sale of such securities. Most fixed income securities are traded in the over-the-counter markets and market conditions dictate the availability and prices of such securities on any trading day including the ability to buy or sell a particular security. CAM's process of investing portfolios is deliberate and may take up to six months to obtain suitable securities at appropriate prices; likewise, portfolio liquidations may take ten business days or longer in order to obtain sales prices and achieve optimum value for clients.

CAM is strictly a fee-only investment management firm. The firm does not sell annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or other commissioned products. The firm is not affiliated with entities that sell financial products or securities. No commissions in any form are accepted. No finder's fees are accepted.

We do not act as a custodian of client assets. The client always maintains asset control. CAM places trades for clients under a limited power of attorney which restricts us to trading securities solely on a cash basis for all clients.

---

### Principal Owners

No one person owns 25% or more of CAM; however William S. Sloneker, Chairman and Managing Director, and two family members collectively own 44% of CAM.

---

### Types of Advisory Services

We provide investment supervisory services, also known as asset management services and manage investment advisory accounts not involving investment supervisory services. All accounts are comprised primarily, but not exclusively, of fixed income securities.

The majority of CAM's assets under management are generated from our participation in Wrap Fee Programs at broker-dealers. All accounts, whether Wrap accounts or accounts managed outside Wrap Programs, are managed similarly depending on the Strategy selected by the client (investment grade, non-investment grade, or mixture of the two).

We receive a portion of the Wrap fee for our services from the Wrap Program Sponsor and we bill non-Wrap accounts directly.

As of March 13, 2012, CAM managed approximately \$1,794,500,000 in assets for approximately 4200 clients. All assets are managed on a discretionary basis.

---

**Tailored Relationships**

The fixed income strategies (investment grade corporate bonds, corporate bonds rated below investment grade, and a mixture of the two) are documented in our client relationship management system. Clients may impose restrictions on investing in certain securities or types of securities.

Agreements may not be assigned without client consent.

---

**Types of Agreements**

The following agreements define the types of typical client relationships.

---

**Financial Planning Agreement**

CAM does not provide financial planning services.

---

**Advisory Service Agreement**

CAM advisory services are limited to the management of securities portfolios, primarily, but not exclusively, comprised of fixed income securities.

Although the Advisory Service Agreement, called an Investment Management Agreement, is an ongoing agreement and constant adjustments are required, the length of service to the client is at the client's discretion. The client or CAM may terminate an Agreement by written notice to the other party. At termination of an Advisory Agreement, we bill for unpaid fees on a pro rata basis through the date of termination. The portfolio market value at the completion of the prior full billing period is used as the basis for the fee computation, adjusted for the number of days prior to termination.

---

**Retainer Agreement**

CAM does not enter into Retainer Agreements for its investment management business.

---

**Investment Management Agreement**

Our Investment Management Agreements and the fees associated with those Agreements are described in the Fees and Compensation section below.

---

**Tax Preparation Agreement**

We do not provide tax preparation services.

---

**Hourly Planning Engagements**

This item is not applicable.

---

**Asset Management**

Assets are invested primarily in investment grade corporate bonds, non-investment grade corporate bonds, and a mixture of the two based on the investment strategy selected by the client. Purchases and sales of securities are made through a number of broker-dealers with which CAM attempts to negotiate the most favorable execution price. CAM does not receive any cash compensation from these broker-dealers; however, CAM may receive research and other services from these broker-dealers in order to broaden its own research activities. CAM does not have any directed trade arrangements or "soft dollar" arrangements.

Investments may also include: common and preferred stocks, commercial paper, convertible and other "hybrid" securities, certificates of deposit, ETFs, MLPs and U. S. government securities. Initial public offerings (IPOs) of equities are not purchased; however, new issues of bonds are purchased for client accounts.

---

**Termination of Agreement**

Clients, either directly or through their financial advisors, may terminate any of our investment management agreements at any time by notifying us in writing. We expect payment of the pro rata fees for the period of the investment advisory engagement prior to notification of termination. If the client made an advance payment of fees, we will refund any unearned portion of the advance payment.

We may terminate upon thirty days advance notice any of the investment management agreements by notifying the client in writing. If the client made an advance payment, we will refund any unearned portion of the advance payment.

## **Fees and Compensation**

---

**Description**

Our fees are based on a percentage of assets under management. Occasionally, we may enter into an agreement to analyze a prospective Asset

Management client's existing portfolio. We charge the client for the service based on the complexity of the work involved.

Fees are negotiable depending on the size of the account under management. CAM receives a portion of the fees charged by a Wrap Program Sponsor. When CAM is a "sub-advisor" in those accounts (known as a Single Contract account), fees are negotiated with the sponsor for all its clients and are based on the particular Strategy being managed.

Fees charged on accounts that may be in a Sponsor's Wrap Program but with which we maintain a direct relationship with the client (known as a Dual Contract account), and fees for non-Wrap accounts are generally as follows (based on the market value of managed assets):

<u>Strategy</u>	<u>Account Size</u>	<u>Fee</u>
<u>High Yield Corporate Bond</u>	Under \$250,000	.75%
	Over \$250,000 to \$500,000	.75%
	Over \$500,000 to \$1,000,000	.60%
	Over \$1,000,000 to \$5,000,000	.55%
	Over \$5,000,000 to \$10,000,000	.50%
<u>High Yield Enhanced</u>	Under \$500,000	Not available
	Over \$500,000 to \$1,000,000	.60%
	Over \$1,000,000 to \$5,000,000	.55%
	Over \$5,000,000 to \$10,000,000	.50%
<u>Investment Grade Corporate Bond</u>	Under \$1,000,000	.30%
	Over \$1,000,000 to \$10,000,000	.275%
	Over \$10,000,000 to \$25,000,000	.20%
<u>Broad Market Corporate Bond</u>	Under \$300,000	Not available
<i>(consists of 1/3 High Yield Strategy and 2/3 Investment Grade Strategy)</i>	\$300,000 to \$500,000	.45%
	\$500,000 to \$1,000,000	.45%
	\$1,000,000 to \$5,000,000	.425%
	Over \$5,000,000 to \$10,000,000	.35%

<u>Short Duration Strategy</u>	Under \$250,000	Not available
<i>(consists of bonds rated AAA/Aaa</i>	\$250,000 to \$500,000	.45%
<i>to B3/B- with a target average credit</i>	Over \$500,000 to \$1,000,000	.45%
<i>rating of BBB/Baa and a target</i>	Over \$1,000,000 to \$5,000,000	.425%
<i>duration of 3. Up to 50% of the bonds</i>	Over \$5,000,000 to \$10,000,000	.40%
<i>in the Strategy may be rated below</i>	Minimum annual fee is \$1,000	
<i>investment grade)</i>		

Short Duration Investment Grade Only Same schedule as Short Duration Strategy immediately preceding

Short Duration High Yield Only Same schedule as Short Duration Strategy immediately preceding.

The minimum size may be waived for all Short Duration Strategies in certain circumstances.

Combined Strategy This Strategy consists of a blend of investment grade and high yield bonds. The blend of investments may be changed annually by the client. There is a required minimum of \$100,000 in each of the Investment Grade and High Yield Strategies. The minimum may be waived in certain circumstances. Fees are calculated based on the above schedule for the weighted investment blend selected.

Fees on accounts over \$10,000,000 are negotiated.

Fees for investment advisory services may be reduced depending upon the aggregate market value of the client's prospective investments originating or expected to originate from a client's broker or financial consultant. Clients should recognize that their broker or financial consultant may in these circumstances charge a higher fee for their services in light of CAM's reduced fee.

---

### **Fee Billing**

Investment management fees are generally payable quarterly in arrears on high yield, broad market, short duration and combined strategies and semi-

annually in arrears on investment grade strategy. CAM may impose minimum annual fees of up to \$1,000 depending on the type of account, and CAM may require a minimum account size.

Wrap Program Sponsors calculate and pay CAM quarterly based on the established fee schedule for the various programs. These payments are calculated by the Wrap Program sponsors and are made either in arrears or in advance depending on the program.

Custodians (other than Wrap Program sponsors) may charge the clients' accounts and pay CAM directly only if the clients have consented in advance to the direct payment from their investment account.

Where a client has selected a custodian broker-dealer that is not a Wrap Program Sponsor in which CAM is an approved manager, such custodian may impose a transaction fee on each purchase or sale of securities when that transaction is not executed by that broker-dealer. Such fees are associated with the administrative costs incurred by the custodian and are separate from the investment advisory fees charged by CAM.

Purchases and sales of securities by and from a client's account are generally not subject to mark ups or mark downs, brokerage or commissions except as described in the section below titled "Brokerage Practices".

CAM and its employees do not accept compensation for the purchase or sale of securities.

---

**Other Fees**

Custodians may charge transaction fees on purchases or sales of certain securities and funds (see above). These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security. Custodians do not typically charge transaction fees on client accounts within their respective Wrap Programs.

CAM, in its sole discretion, may waive its minimum fee and/or charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

New Advisory Service Agreement fees are calculated on a formula basis presented above.

---

**Expense Ratios**

This is not applicable to CAM.

---

**Past Due Accounts and Termination of Agreement**

CAM reserves the right to stop work on any account that is more than 90 days overdue in the payment of fees.

## **Performance-Based Fees**

---

**Sharing of Capital Gains**

CAM has no performance-based fee agreements.

## **Types of Clients**

---

**Description**

We generally provide investment advice in the form of portfolio management service to individuals, pension and profit sharing plans, trusts, estates, charitable organizations, small businesses, insurance companies, and mutual funds,

Client relationships vary in scope and length of service.

---

**Account Minimums**

The minimum account size is \$100,000 for the Investment Grade, and High Yield Strategies; \$300,000 for the Broad Market Strategy; \$250,000 for Short Duration Strategies; and \$200,000 for Combined Strategies. Certain Wrap Program Sponsors have established higher minimum account size for High Yield accounts offered in their Wrap Programs.

CAM has the discretion to waive the account minimum. Accounts of less than the minimum established amount may be set up when the client and the advisor anticipate the client will add additional funds to the accounts bringing the total to the respective minimum within a reasonable time. Other exceptions will apply to employees of CAM and their relatives, or relatives of existing clients.

## **Methods of Analysis, Investment Strategies and Risk of Loss**

---

**Methods of Analysis**

Fundamental corporate credit research is performed by our research and portfolio management personnel. This involves a thorough understanding of the industry in which a company operates and the impact of economic variables affecting the industry and the company. Financial information, including publicly available financial statements, is inspected. The

company's future prospects are assessed and the value of its debt securities is evaluated relative to their market value.

The main sources of information include filings with the Securities and Exchange Commission, industry research reports prepared by others, financial newspapers and magazines, inspections of corporate activities, research materials prepared by others, corporate rating services, company press releases and discussion with management as appropriate.

---

### **Investment Strategies**

All Strategies focus on capital preservation as a primary objective. We adhere to a philosophy that stresses downside protection in seeking investment opportunities of companies that are currently out of favor with investors but poised to improve .

The Investment Grade Strategy is usually comprised of 20-25 approximately equal weighted positions. Up to 30% of the portfolio may be invested in bonds rated below A3/A- but all bonds purchased must be rated investment grade by at least one credit rating agency (Baa3, BBB-, or BBB-). Industry concentration usually does not exceed 30% of the portfolio. A weighted average maturity in the 6-8 year range is generally maintained. Portfolio turnover averages approximately 25-30% per year. Securities held are typically those of North American companies and foreign companies with significant North American operations or subsidiaries of foreign companies based in the U.S. Securities are all denominated in US dollars.

Although clients may direct us to exclude certain securities from purchase, all portfolios are assembled in like manner. Due to the characteristics of fixed income markets, not all securities are available at all times nor are they available at an attractive price at all times. As a result, individual portfolios may hold different securities; nevertheless they will be similar in quality, maturity and industry exposure.

The High Yield Strategy is usually comprised of 30-40 approximately equal weighted positions. Unless specifically directed by the client, bonds purchased will be rated no lower than B3/B-/B-. We may purchase preferred stocks in the High Yield portfolio, but do not exceed 15% exposure in most periods. Industry exposure is usually limited to 15% of a portfolio. Seasoned portfolios have an average maturity typically in the 6-8 year range. Turnover averages 35-45%, although it may be higher during certain periods. Not all securities are available for purchase at all times nor are they available at an attractive price at all times; therefore, portfolios may hold different securities or purchase the same security at a different price, although portfolios will be similar in quality, maturity and industry exposure. Clients may direct us to exclude certain securities from their portfolios.

The Enhanced High Yield Strategy has the same characteristics of the High Yield Strategy except that it may include approximately 20% in securities

rated below B3/B-/B-. These securities usually have credit ratings in the CCC category.

The Broad Market Strategy is comprised of 2/3 Investment Grade Strategy and 1/3 High Yield Strategy. The characteristics and profile of this Strategy reflect those of its composition.

The Short Duration Strategy is usually comprised of 20-25 positions for smaller portfolios (\$250,000-\$300,000) and 30-35 positions for larger portfolios. This Strategy combines Investment Grade bonds and High Yield bonds in an approximate 50/50 mix to achieve a weighted average investment grade credit weighting. Bonds are those that are held in either the Investment Grade or High Yield Strategies or shorter-term bonds of those companies whose longer-dated bonds are held in our other Strategies. A duration of 3 is targeted for this Strategy.

The Short Duration Investment Grade Only Strategy is usually comprised of 10-15 positions in Investment Grade bonds. A duration of 3 is targeted for this Strategy.

The Short Duration High Yield Only Strategy is usually comprised of 10-15 individual positions in securities rated B3/B-/B- or higher. A duration of 3 is targeted for this Strategy.

The Combined Strategy is a combination of the Investment Grade and High Yield Strategies in a proportion set by the client or his advisor. A minimum of \$100,000 must be maintained in each of the two separate Strategies. The balance between the two Strategies may be changed annually at client discretion.

Other. We occasionally manage other client portfolios that, at the direction of the client, include fixed income securities that we do not usually purchase for our standard Strategies. These portfolios include U.S. Government securities and Inflation Protected Securities.

---

### **Risk of Loss**

All investment programs have certain risks that are borne by the investor. All of our Strategies share the same types of risks, with the degree of risk depending on the type of Strategy, as discussed below. Our investment approach constantly keeps the risk of loss in mind.

Investors face the following investment risks:

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline. Our Short Duration Strategy, theoretically, will have less interest rate risk (the changing shape of the yield curve as well as changing interest rates will impact bond prices at various maturities) than our other Strategies. High Yield bonds have generally been less sensitive to changes in interest rates than have Investment Grade bonds.
- **Market Risk:** The price of a bond may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** When any type of inflation is present, a dollar next year will not buy as much as a dollar today, because purchasing power is eroding at the rate of inflation.
- **Currency Risk:** CAM does not invest in non-US dollar denominated issues.
- **Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate).
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.
- **Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.
- **Financial Risk:** Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value. This risk is more pronounced among non-investment grade rated companies (high yield portfolios).

## Disciplinary Information

---

### Legal and Disciplinary

The firm and its employees have not been involved in legal or disciplinary events related to past or present investment clients.

## Other Financial Industry Activities and Affiliations

---

### Financial Industry Activities

CAM is an independent registered investment advisor. We have no other Financial Industry Activities.

---

### Affiliations

CAM has no relationships or arrangements with any *related persons*, (as defined in item 10.C of the Instructions to Form ADV) that create a conflict with clients. *Related persons* include among others the following: broker / dealers, investment companies, other investment advisors or financial planners, banking or thrift institutions, accountant or accounting firms, lawyers and law firms, insurance companies or insurance agencies, pension consultants, real estate broker or dealer.

## Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

---

### Code of Ethics

The employees of CAM have committed to a Code of Ethics governing personal purchases and sales of securities, insider information obtained relative to companies in which we invest and general business conduct. We are committed to compliance with US Securities Laws and Regulations and ethical business dealings with clients and others. The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

---

### Participation or Interest in Client Transactions

CAM, its employees and related parties may only buy or sell fixed income securities through accounts managed by CAM. An internal procedure and review assures that the interests of all non-affiliated Clients are placed above those of CAM and its related parties. In all transactions, securities bought or sold are first allocated fully to non-affiliated Clients with any remainder being then allocated to CAM, its employees and related parties,

Whenever possible we combine the suitable quantities of securities for all clients including related parties into a single transaction (buy or sell). We

think this practice results in the best trading execution because of the increased transaction size.

---

**Personal Trading**

The Chief Compliance Officer of CAM is C. David Mencer, a Managing Director of CAM. He reviews all employee trades each quarter. His trades are reviewed by William S. Sloneker, Chairman. These personal trading reviews ensure that the personal trading of employees does not affect the markets, and that clients of the firm receive preferential treatment. Since most employee trades are small, the trades do not affect the securities markets.

## Brokerage Practices

---

**Selecting Brokerage Firms**

CAM does not have any affiliation with product sales firms.

In certain circumstances, CAM will suggest a custodian/broker-dealer to a client. Factors considered in making such recommendation include the clearance and settlement capabilities of the broker; CAM's knowledge of the financial stability of the broker-dealer and CAM's knowledge of the actual or apparent operation problems of the broker-dealer. The majority of trades in client accounts are executed on an institutional basis. As a result of this practice, very few orders or transactions will be placed with the client's custodian/broker-dealer. In the event that a transaction is executed through the custodian/broker-dealer, every attempt will be made to secure the best transaction price for the trade.

---

**Best Execution**

Our primary objective in placing portfolio transactions is to obtain the best combination of price and execution. To achieve this objective, it is our practice whenever possible, to combine for execution as a single transaction all orders for the purchase or sale of a particular security for the accounts of all clients for whom the transaction would be appropriate. Broker-dealers are instructed to execute the trade on an institutional or "net" basis. In these transactions a commission is not charged by the broker-dealer. The cost of the trade is the difference between the execution price and the broker-dealer's cost.

If a transaction is settled on a "broker-to-broker" basis certain clients may incur a nominal expense charge levied by the client's custodian to defray the custodian's postage and handling costs.

The best net price giving effect to all transaction costs is normally an important factor in placing portfolio transactions but a number of other judgmental factors may also enter into the decision. These include our knowledge of current security prices and transaction costs; the nature of the security being traded; the size of the transaction; the desired timing of the trade; the activity existing and expected in the market for a particular security; confidentiality; the execution, clearance and settlement capabilities of the broker-dealer and our knowledge of the actual or apparent operational problems of any broker-dealer. Recognizing the value of these factors, a trade may be executed at a transaction cost in excess of that which another broker might have charged for effecting the same transaction.

---

**Soft Dollars**

A wide range of research services are received from broker-dealers, including information on securities markets, the economy, individual companies, statistical information, accounting and tax law interpretations, technical market action, pricing and appraisal services and credit analysis. Research services are received primarily in the form of written reports, telephone contact, personal meetings with security analysts, corporate and industry spokesperson, economist, academicians, and government representative and access to various on-line computer data banks. All of these services are generally available to institutional buyers such as CAM.

We utilize the majority of these services without charge to us or commitments written or otherwise as a supplement to third party research services which we purchase directly.

Section 28(e) of the Securities Exchange Act of 1934 provides a safe harbor from breaches of fiduciary duty under Section 206 of the Investment Advisors Act of 1940 for investment advisors who execute client transactions through broker-dealers at higher mark ups, mark downs and commission rates than are otherwise obtainable in return for brokerage and research services. A product or service serves a research function if it "provides lawful and appropriate assistance to the investment advisor's investment decision making process." In selecting brokers/dealers to execute transactions and as a part of evaluating the best execution available, we consider the "brokerage and research services" provided to us and determine in good faith that the mark ups, mark downs or commissions incurred are reasonable in relation to the services provided. In these circumstances the mark ups, mark downs or commissions incurred may be greater than those incurred if the transactions were executed through other broker-dealers.

The arrangements described in the preceding paragraph are generally referred to as "Soft Dollar" benefits. Soft Dollar benefits are used to the benefit of all clients, not just the clients who paid for the benefits, and no attempt is made to allocate such benefits only to those who paid.

When we use Soft Dollars to obtain research, CAM benefits since we do not have to produce or purchase that research. This may create an incentive to select or recommend a broker-dealer based upon receipt of research, rather than on our clients' interest in receiving most favorable execution.

During our latest fiscal year ended December 31, 2011 there were no products or services acquired with Soft Dollars.

---

**Cross Transactions**

From time to time, CAM may effect cross transactions where CAM is the advisor to both the selling client account and the buying client account in a transaction in the same security on the same day through the same broker. In such transactions, the selling account has a need to dispose of the specific security for a variety of reasons, while the buying account has a need for such security in the account and the security in CAM's view is appropriate for such account. In such cross transactions, CAM may be considered to have conflicting loyalties to both accounts that it represents, although CAM does not receive any additional compensation for the transaction because it does not act as a broker-dealer and CAM has no financial interest in the transaction as a principal. CAM recognizes its fiduciary obligations to both accounts under Section 206 of the Advisers Act and such transactions are effected in the context of current market conditions. A client may revoke authorization to effect cross transactions at any time by providing written notice to CAM.

---

**Order Aggregation**

Most trades are aggregated and are effected with the broker-dealer offering best pricing. In the event of an individual client account liquidation where aggregation is not feasible, clients may receive a lower price on the sale of a security, reflecting the nature of retail versus institutional market pricing.

## **Review of Accounts**

---

**Periodic Reviews**

Accounts are under constant review by one or more members of the Investment Committee. This review involves the quality and continued appropriateness of each security in the portfolio, the mix of investments in view of the stated objectives, and the portfolio's compliance with investment

policies. The Investment Committee is comprised of CAM's Managing Directors Sloneker, Stolper, Mencer, Hale, Gardner and Balestra.

---

**Review Triggers**

Contributions or withdrawals of ten percent or more of portfolio assets trigger a review by a Managing Director to re-determine standard position size. We also reexamine issuer concentrations at the same time.

---

**Regular Reports**

Clients receive periodic communications on at least an annual basis. Investment Management clients investing in high yield bonds receive quarterly statements; clients investing only in investment grade securities receive semi-annual statements; all clients that are not tax exempt (e.g. IRAs) receive a year end report disclosing interest income received and capital gains and losses incurred. These reports are written and present, among other information, account holdings, cost and market value of securities held, portfolio characteristics including yield to maturity, current yield and average weighted credit ratings. Portfolio performance returns gross and net of CAM management fees are also presented along with appropriate benchmark comparisons. Types of reports and frequency may be negotiated and provided as agreed upon by CAM and the client.

In certain relationships involving Wrap Programs, the Wrap Sponsor has assumed the responsibility for all communications to the client.

## **Client Referrals and Other Compensation**

---

**Incoming Referrals**

CAM has been fortunate to receive many client referrals over the years. The referrals came from current clients, estate planning attorneys, accountants, employees, personal friends of employees and other similar sources. CAM has entered into written arrangements from time-to-time by which certain persons or firms will solicit investment advisory clients for CAM. The compensation for such services will be the payment of a portion of the investment advisory fees received by us from each person solicited who becomes a client of CAM. Clients who are obtained pursuant to a solicitation arrangement are notified of this arrangement in advance. Such clients are charged no additional amount by us for the cost of obtaining their accounts over the investment management fees set forth in the Investment Advisory Agreement and described elsewhere herein. The solicitation arrangements are cancellable by either the solicitor or CAM at any time and the termination of the arrangement will terminate any future payments to the solicitor stemming from existing clients.

---

**Referrals Out**

CAM does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

---

**Other Compensation**

This does not apply to CAM.

## Custody

---

**Account Statements**

All assets are held at qualified custodians selected by each client. The custodians provide account statements directly to clients at their address of record at least quarterly. The client should carefully review these statements. In addition, when the client receives quarterly, semi-annual and annual reports from CAM, the client should carefully compare the account statements received from CAM with those received from the custodian.

---

**Performance Reports**

Clients are urged to compare the account statements received directly from their custodians to the performance report statements provided by CAM.

---

**Net Worth Statements**

This does not apply to CAM.

## Investment Discretion

---

**Discretionary Authority for Trading**

CAM accepts discretionary authority to manage securities accounts on behalf of clients. We have the authority to determine, without obtaining specific client consent, the securities to be bought or sold, the amount of the securities to be bought or sold, the total amount of such purchases and sales, the broker-dealers through which the transactions will be effected and the prices at which transactions will be executed. Our authority may be subject to conditions imposed by the client, e.g., where the client restricts or prohibits transactions in certain types of securities.

The client approves the custodian to be used and the commission rates, if any, paid to the custodian. We do not receive any portion of the transaction fees or commissions paid by the client to the custodian.

Discretionary trading authority facilitates placing trades in your accounts on your behalf so that we may promptly implement the investment policy that you have approved in writing.

---

**Limited Power of Attorney**

A limited power of attorney is a trading authorization for this purpose. You sign a limited power of attorney so that we may execute the trades that you have approved.

## Voting Client Securities

---

**Proxy Votes**

Since CAM only invests in fixed income securities (bonds and preferred stocks) on behalf of clients, the Firm does not vote or give advice on any matters relating to shareholders of any company.

A copy of CAM's proxy voting policy is available upon request.

## Financial Information

---

**Financial Condition**

CAM does not have any financial impairment that will preclude the firm from meeting contractual commitments to clients.

A balance sheet is not required to be provided because we do not serve as a custodian for client funds or securities, and we do not require prepayment of fees of more than \$1,200 per client, and six months or more in advance.

## Business Continuity Plan

---

**General**

We have a Business Continuity Plan in place that provides detailed steps to mitigate and recover from the loss of office space, communications, services or key people.

---

**Disasters**

The Business Continuity Plan covers natural disasters such as snow storms, hurricanes, tornados, and flooding. The Plan covers man-made disasters such as loss of electrical power, loss of water pressure, fire, bomb threat, nuclear emergency, chemical event, biological event, T-1 communications line outage, Internet outage, railway accident and aircraft accident. Electronic files are backed up daily and archived offsite.

---

**Alternate Offices**

Alternate offices are identified to support ongoing operations in the event the main office is unavailable. It is our intention to contact all clients within five days of a disaster that dictates moving our office to an alternate location.

---

**Loss of Key Personnel**

CAM's Managing Directors have sufficient cross-functional experience to assure the continuity of the Firm should one or more of them leave or be disabled.

## **Information Security Program**

---

**Information Security**

CAM maintains an information security program to reduce the risk that your personal and confidential information may be breached.

---

**Privacy Notice**

CAM is committed to maintaining the confidentiality, integrity and security of the personal information that is entrusted to us.

The categories of nonpublic information that we collect from you may include information about your personal finances, information about transactions between you and third parties, and information from consumer reporting agencies, e.g., credit reports. We use this information to help you meet your personal financial goals.

With your permission, we disclose limited information to attorneys, accountants, and mortgage lenders with whom you have established a relationship. You may opt out from our sharing information with these nonaffiliated third parties by notifying us at any time by telephone, mail, fax, email, or in person. With your permission, we share a limited amount of information about you with your brokerage firm in order to execute securities transactions on your behalf.

We maintain a secure office to ensure that your information is not placed at unreasonable risk. We employ a firewall barrier, secure data encryption techniques and authentication procedures in our computer environment.

We do not provide your personal information to mailing list vendors or solicitors. We require strict confidentiality in our agreements with unaffiliated third parties that require access to your personal information, including financial service companies, consultants, and auditors. Federal and state securities regulators may review our records and your personal records as permitted by law.

Personally identifiable information about you will be maintained while you are a client, and for the required period thereafter that records are required to be

maintained by federal and state securities laws. After that time, information may be destroyed.

We will notify you in advance if our privacy policy is expected to change. We are required by law to deliver this *Privacy Notice* to you annually, in writing.