Rebuttal #3

STATION # 00
4/26/91

The key to making money in the stock market is to buy into weakness and to sell into strength.

Do you remember Union Carbide when their plant exploded in India; killing over 250,000? India sued Union Carbide for over in 3 billion in damages. The stock dropped from $50 a share down to $18 sat there for over a year.

Our analyst _____ is fat, bald, and dresses like shit, but he is one of the most astute minds on wall st.

He told us buy Union Carbide between 18 and 21 The litigation will be settled and the fundamentals of the company dictate much higher prices.

6 months ago, I began buying the stock between 18 and 21 in anticipation of a settlement. 3 months ago they settled. The first day the stock was up 5 dollars the next day up 6 dollars. We had a 60% return virtually overnight. I saw it happen with Texaco, I was a sheep and was scared to buy; when the stock ran to $50 I kicked myself in the ass.

The same thing with RJR, I only bought a touch and when it traded from 25 to 106 I almost died

But you know something, I got rich on Union Carbide and there is no way Im letting you miss Kodak. Once litigation is settled we're looking for at least 75 dollars a share

Stop-Loss close

Let me ask you this ——— Are you familiar with stop losses. If we went with a stop loss 3 points below the market price - what this does ——— is totally limit your downside risk. Everyone can see the upside potential, but the astute investors, the Carl Icahns, the Donald Trumps - they consider the downside risk. Im very Conservative and preservation of your capital is of the utmost importance to me.

Let me ask you this question (assume the sale) we buy (100) ——— shares and the stock trades down 2-3 points, which I dont see happening, and you lose (300) ——— Is it going to make you a poor man. The stock trades from (price) - 75. you make ——— Is that going to make you rich?

Of course not sir - you'll make some money - maybe a trip to the Bahamas but it wont have an impact on your net worth.

- No one is getting rich or poor - But it will do one thing - it will establish a track record. The size of the trade will always be up to you. But the price and timing need to be mine. Give me one shot on my timing alone. If we are buyers at ——— and sellers at 75 over the next 4-6 weeks I think you'll be very impressed.

Fair Enough.

000428

TOO RISKY

We are talking about kodak, a 100 yr old company. A+ rated for safety by S+P. A film youve been using all your life, Bayer Aspirin, Sterling Drug. All owned by kodak, just to name a few. we are talking about one of the most financially sound investments on Wall St. Every fundamental and technical factor is in our favor. These are all great reasons to purchase kodak, none of which apply, only litigation..

SEND INFO.

Receiving and reading it in 3 days is not going to make you money. "working on my timing will." There is no one that knows this stock better than me. I look for fundamentally sound companies that I can combine with a near term event, In this case litigation.

Im hearing people all over wall st speaking about kodak in terms that I haven't heard in years. It's the strongest story in months. The decision to buy kodak has been ~~bee~~ made, not just by me, but by some of the top analysts at Shearson Lehman, Merrill Lynch, kidder Peabody + Bear Stearns

000429

Call Me Back

1) If this was an OTC stock trading 20,000 shares a day I would call you next year. Eastman Kodak trades about 1 million shares a day. There are 100 reasons to buy Kodak <u>now</u>. I'm buying it because of <u>litigation</u>. You must position yourself <u>BEFORE</u> the end of litigation. When you read about it in the paper, it's too late.

2) I would rather not play phone tag - you call me, I call you + so forth - It works against you. The whole reason of my call was to give you an advantage of <u>exact timing</u> + <u>pricing</u>. That's been our program at Stratton, thats why we're so successfull.

3) My clients retain me for my expertise in the market, meaning, pricing + timing.

Let Me Have Your

I have many numbers. I'll give you my home #, my car phone #. _____ my 800 # I have many people who want to call me back. You will put in the back of your mind, not because you dont like the idea, but because you're a busy man and I'm a busy man. And even if you do remember to call me back, by the time we're finished playing telephone tag, the stock will be up 3 or 4 points.

NO $ - Not Liquid

I understand your not liquid. I have over 500 clients, and sometimes they're not liquid and other times they're flush with cash.

_____, Let me ask you, if you were liquid, is this the type of situation you would get involved with? And honestly, if you had the liquidity, roughly how many shares would you be taking today?

Do this, work smaller than you normally would, pick up _____ shares, cash outlay of about _____ Its a short term hold, Im not looking to tie up your money for a long period of time. We'll be out of this stock in 4-6 weeks tops.

→ If I brought you into Texaco at 30 and took you out at 57. and into RJR Nabisco at 25 and out at 106, you would find the money, you know that and I know that. Do this, as a matter of principal, pick up the firm minimum - 100 shares on my pricing and timing and let me show you how I can perform for you. Fair Enough!

Let ME WATCH THE STOCK

Watching the stock is an academic exercise. If you dont own it, you wont watch it. Who follows investments they dont own? What establishes a track record is seeing a buy confirm at _____ and a sell confirm at 75. Work with me on my pricing

0110431

Kodak Juice

Eastman Kodak controls 80% of the photographic market, film sales are up 7%, chemical sales up 30%, they recently acquired Sterling Drugs for 5 Billion Dollars. They are the makers of Bayer, Panadol + kidney dialysis machines. They do 18 billion in sales, A+ rated, 100 year old company and just rated 24th of 1000 top companies in Business Week. I can give you 100 reasons to buy Kodak. - My reason is litigation!

STRATTON BENEFITS

We're not a Merrill Lynch or Shearson Lehman, we choose not to be. If we wanted to do a TV commercial we could. But here at Stratton, our reputation is by word of mouth. we dont require you to purchase 2,000 or 3000 shares to do business like a major wirehouse would. we dont need to work large, we're willing to work small at the start of a relationship because we know we're right.

My philosophy is to work small, hit a base hit, come back with another idea, hit another base hit., and then another. After I've shown you winner after winner, after winner, and the bases are loaded, you're going to want to step up to the plate and swing for the grand slam

Give me one shot, let me start the relationship with a base hit. Do this, open an account for 100 shares, its just a matter of some basic information.

Ask my wife

——— I bet you make #10-20,000 dollar business decisions everyday. Im sure you didnt get to where you are today by consulting your wife on everyday decisions.

Let me check it out

This is Eastman Kodak, we have access to the best and most current information. I can show you a view of the market you will not have seen before unless you were here. Were bringing you opportunity, not history and Im concerned because you must realize you cant check out the kind of advice Im giving you, performance speaks, I want to show you results.

000433

OBJECTION : LOCAL BROKER

Im not looking to interfere with your local broker. (Im Glad he's doing well for you) To tell you the truth, Im not looking to BE your local broker [redacted] and I can't Im going to be the broker to make you. Maybe one day we will shoot golf together, maybe our wives will even go out to dinner

But for now I work on wall street where the pulse of the market is. where ~~the~~ receive the information first hand

I HAVE OTHER BROKERS

EVEN IF YOU DO BUSINESS WITH ALOT OF OTHER BROKERS, IM SURE NONE OF THEM ARE OF MY CALLIBER & YOU KNOW WHAT, ITS NOT JUST ABOUT (STOCK). YOU DONT KNOW WHO YOURE TALKING TO, YOU COULD BE TAPING INTO & PIPELINE HERE THAT WILL AFFECT YOUR NET WORTH OVER THE LONG TERM. HOLD THIS STOCK THROUGH THE SETTLEMENT OF LITIGATION & ANALYZE YOUR PERCENTAGE GAIN AGAINST YOUR OTHER BROKERS. IF YOURE NOT TOTALLY SATISFIED FIRE ME AS YOUR BROKER, & HAVE YOUR FUNDS WIRED BACK. HOWEVER WHEN THIS STOCK TRADES HIGHER, LIKE I THINK IT WILL, BE PREPARED TO WORK BIGGER DOWN THE ROAD.

- 0110434