

# EDMP, INC. Quarterly Review

## PRESIDENT'S MESSAGE

Calendar year 1994 is half over. The metaphor of the proverbial glass being half-full or half-empty seems most appropriate. If we focus on stock prices, especially growth stock prices, we may see a glass which appears half-empty. However, if we focus on the fundamentals of the businesses we own, then surely we will see a glass which is half-full.

At EDMP, Inc. we keep gleefully singing the same sweet song. Invest in quality, pay a reasonable price and hold long enough for earnings to create wealth. This song is a true classic, and we never tire of hearing it. I strongly believe that one of our most important responsibilities is helping our clients enjoy this catchy tune.

Regarding our portfolio, there was quite a lot to sing about last quarter. With only a few exceptions our portfolio companies had an extraordinary quarter. We saw stock splits, dividend increases, share buyback programs, new acquisitions, debt reduction and of course solid earnings growth (see portfolio review section for details). Long-term this will inevitably translate into superior and safe performance.

In conclusion, I see an improving economy and very bright business prospects for the foreseeable future. As always, there will be pot holes in the road to navigate around from time to time. Technology and information processing will be the forces that drive our future. Our current GDP calculations do not account for the power and future prosperity of America's leadership. Eventually, they will have to. Of course, with a growing population worldwide, basic consumer goods companies will also prosper. Since we are well diversified in all these areas, I remain totally confident of our future financial success. Remember, earnings determine market price, always have, always will.

Sincerely,



Charles C. Carnevale  
President