



## Focused Taxable Composite

QUARTERLY PROFILE  
3<sup>rd</sup> QUARTER 2007

### Investment Strategy and Goal

The *Focused Taxable Composite* seeks long term capital appreciation by investing in companies which, in MCM's judgment, offer value relative to their long term potential and the market as a whole. Using a multi-cap approach, the composite is able to invest in companies of all sizes, although most companies have market capitalization in excess of \$500 million. Our overall goal is to consistently outperform the S&P 500 index.

### Investment Philosophy

- **Flexibility to pursue relative value wherever it is identified** – With a multi-cap approach, opportunities don't have to be overlooked due to market-cap restrictions and companies don't have to be sold simply because they have grown too large.
- **Portfolio management** – Our bottom-up approach allows us to build portfolios one company at a time, with a primary focus on identifying reasonably valued companies that offer strong quantitative and qualitative characteristics. With this approach, sector weights are determined by the underlying relative value of the companies within each sector.
- **Relative value approach** – We constantly review our current holdings against opportunities in the broader market. This approach often leads to a balance between growth and value companies, depending on market valuations.

### Period Performance

	<i>Year-to-date</i>	<i>3 Year</i>	<i>5 Year</i>	<i>Since Inception</i> <i>10/1/98</i>
<b>Focused Taxable Composite</b>	12.59%	14.85%	16.88%	12.38%
S&P 500 Index	9.13%	13.14%	15.45%	6.30%

\*Past performance does not guarantee future results. Numbers are net of fees. 3 year, 5 year, and inception percentages are annualized figures.

### Composite Highlights

#### *INCREASED POSITIONS:*

➤ **Amgen:** is a biotech and pharmaceutical company in an industry that has been beaten up and in our opinion is ready to rebound. Earlier in the year, the Food and Drug Administration restricted the dosage levels of Amgen's popular anti-anemia drug Aranesp. The company has been fighting back and it appears the FDA will be less restrictive than they were 6 months ago. Since Aranesp and a shorter acting version: Epogen comprise nearly half of Amgen's revenue, we think this will have a significant positive impact on the stock. We continue to add shares as we feel Amgen is a good value. They have been reducing expenses, thereby increasing margins on their products. In addition, Amgen's sales abroad will benefit from the falling dollar. **Sprint/Nextel:** is a company that is in the middle of a reorganization that will hopefully increase focus on core strategies and greater profitability. **Starbucks** continues to be an attractive stock despite a small dip in its stock price. We look for global growth to propel the stock higher and believe a 3% price increase will offset higher costs. We also initiated a relatively small position in **American International Group (AIG)**, which is a global insurer and re-insurer with an inexpensive PEG ratio valuation.

#### *ADDITIONAL ACTIVITY:*

➤ During the 3<sup>rd</sup> quarter we took profits from two energy companies: **Global Industries** and **National Oil Well Varco**. While we remain bullish on the energy sector as a whole and continue to maintain long positions in these stocks, we felt that now was a good time to take down some money from these investments and diversify into other sectors, such as health care. We also sold a relatively small amount of shares of **Goldman Sachs** to take profits and reduce exposure to the financial sector and the subprime meltdown. Goldman has returned solid gains for our portfolio and continues to comprise about 3.4% of our assets.



## Top Ten Holdings

Intel	5.4%
Cisco	5.3%
National Oilwell Varco	5.1%
Costco	4.6%
General Electric	4.5%
Amgen	4.0%
Qualcomm	4.0%
Sprint Nextel	3.9%
Johnson & Johnson	3.6%
BP PLC	3.6%

## Market Cap Segmentation (excludes cash)

Small (< 1.5 Billion)	0.14%
Mid (1.5 Billion – 10 Billion)	1.45%
Large (> 10 Billion)	98.41%

## Sector Weights

Sector	Focused Taxable Composite	S&P 500	+ / -
Consumer Discretionary	15.5%	9.7%	+5.8%
Consumer Staples	1.2%	9.5%	-8.3%
Energy	18.2%	10.8%	+7.4%
Financials	10.0%	20.7%	-10.7%
Health Care	13.7%	11.7%	+2.0%
Industrials	10.7%	11.4%	-0.7%
Information Technology	24.0%	15.9%	+8.1%
Materials	2.1%	3.1%	-1.0%
Telecommunications	3.9%	3.7%	+0.2%
Utilities	0.0%	3.5%	-3.5%
Cash	0.7%	0.0%	+0.7%

Data presented represents a percent of the total market value of the Focused Taxable Equity Composite, including cash. As of September 30, 2007, cash represented 0.9% of the total composite. This information is presented as supplemental and complements the Annual Disclosure Presentation located at the bottom of this page.

Mengis Capital Management, Inc., has prepared and presented this report in compliance with the Global Investment Performance Standards (GIPS®). Mengis Capital Management, Inc. is a registered investment advisor. The firm maintains a complete list and description of composites, which is available upon request. Performance prior to November 28, 2001 occurred while the portfolio manager was employed at a prior firm and was the only individual responsible for selecting the securities to buy and sell. Compliance with the Association for Investment Management and Research Performance Presentation Standards (AIMR-PPS®, the predecessor to GIPS) was verified at the prior firm, beginning February 1, 1998. As represented by management, the performance from the predecessor firm conforms to the GIPS guidelines with regard to portability of investment results. Focused Taxable Equity Composite contains fully discretionary taxable equity accounts and for comparison purposes is measured against the S&P 500 Index. Sector weightings observed in the Focused Taxable accounts vary significantly from those in the S&P 500 Index. In addition, from time to time, the Focused Taxable accounts will generally have 20-30 holdings as compared to the S&P 500 Index (composed of 500 different stocks). For certain time periods, the composite may be more concentrated than the benchmark. Due to the limited number of holdings relative to this index, the investment risks associated with concentration are significantly greater for the Focused Taxable accounts than it is for the index used for comparison. The minimum account size for the Focused Taxable Equity Composite is \$50,000. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. At present, there are 14 accounts being managed consistent with the discipline referred to as "Focused Taxable." Mengis Capital Management, Inc. currently manages over 50 other portfolios on a discretionary basis. These portfolios are not managed according to the Focused Taxable methodology and the results in these accounts will vary, both positively and negatively, from those experienced by the Focused Taxable accounts. Information regarding the performance achieved in these accounts is available upon request. The U. S. dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. Beginning January 1, 2002, gross returns are reduced by investment advisory fees and other expenses that may be incurred in the management of the account. Prior to January 1, 2002, accounts in the composite were charged an all inclusive wrap fee. Pure gross returns for this period are shown as supplemental information and are stated gross of all fees and transaction costs; net returns are reduced by all actual fees incurred. The standard management fee is a maximum of 2.00% on all assets. Additional information regarding policies for calculating and reporting returns is available upon request. There has been no material change in personnel responsible for the investment management of this composite. The Focused Taxable Equity Composite was created October 1, 1998. Past performance is not indicative of future results. Investments are subject to market fluctuations and investors could lose some or all funds invested.

	Total Firm Assets (thousands)	Composite Assets		Accounts at Year End	Asset-Weighted Annual Return		S&P 500	Annual Composite Dispersion
		US Dollars (thousands)	% of Firm Assets		Gross	Net		
2006	97,596	15,637	16%	16	14.66%	13.50%	15.80%	1.1%
2005	89,242	15,206	17%	12	9.55%	8.49%	4.88%	1.1%
2004	85,368	11,016	13%	9	17.70%	16.51%	10.88%	1.2%
2003	86,803	8,414	10%	13	30.04%	28.79%	28.69%	1.1%
2002	61,896	4,072	7%	10	(24.82%)	(25.44%)	(22.10%)	2.2%
2001*	45,728	1,848	4%	8	(9.74%)	(11.16%)	(11.88%)	4.4%
2000*		1,404	2%	6	35.90%	33.49%	(9.11%)	N.A.
1999*		481	1%	5 or fewer	25.13%	22.35%	21.04%	N.A.
1998*		137	<1%	5 or fewer				

- N.A. - Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year.

- \*Information presented pertains to portfolios managed by the portfolio manager while affiliated with a prior firm. Their presentation conforms to AIMR-PPS guidelines regarding the portability of investment results.

- S&P 500 Index performance returns reflect gross dividends reinvested into index. S&P Index performance returns through September 30, 2001, were obtained from Bloomberg; index performance returns for periods after September 30, 2001, were calculated using data from FT Interactive Data.

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