



**2001**

**annual**

**report**

# letter from the president

**This year has been exciting for TMI. We were able to transform our strictly consulting company to provide our clients with dependable and timely list processing services. We recently were approved by the United States Postal Service to provide Change of Address services (*via FASTforward*). We have also led the industry in acquiring the newest additions to state telephone suppression lists.**

**We have also challenged to industry to restructure the pricing for services. While cost per thousand records processed was the standard, this encouraged bypassing processes that seemed insignificant or unnecessary, but were actually important for a quality job. Updates to marketing database were limited in an effort to lower costs, but this reduced the effectiveness and quality of the data. TMI's strategy has always been provide a platform that allow for industry best practices and a single comprehensive price that allows the client to make decisions on business needs not price per thousand. Our clients have truly embraced this strategy and have given nothing but positive comments. We will continue to forge ahead with this strategy.**

**The future looks great. We will be releasing a workstation version of Fast-Count DBMS. The new product will be a cost effective solution for large scale analysis with minimal Information Technology resources. Look for this by product in 3<sup>rd</sup> quarter.**

**Sincerely,**



**Timothy J. Martis**

**President**

# board of directors

**Ravin Asar**  
**ABN AMRO**

**David Blomberg**  
**Computer Strategy Coordinators**

**Timothy Martis**  
**TMI**

**Wayne Benard**  
**Acxiom Corporation**

**Thomas Mallie**  
**First USA**

**Gary Theis**  
**TMI**

# corporate information

## **TMI**

**8 E Galena Blvd, Ste 100**

**PO Box 7061**

**Aurora, IL 60507-7061**

**(630)264-2013**

**[www.tmidm.com](http://www.tmidm.com)**

**[www.fastertimes.com](http://www.fastertimes.com)**

## **Auditors**

**Murphy & Ver Halen**

**808 N Lake St**

**Aurora, IL 60506**



# financial data

## Balance Sheet Fiscal Year End June 30, 2001

	Assets	
<b>Current Assets</b>		
Cash	40,351	
Accounts Receivable	335,333	
Receivables	13,530	
Est. Tax - Federal	3,032	
Est. Tax - State	<u>1,313</u>	
<b>Total Current Assets</b>		<b>393,615</b>
<b>Fixed Assets</b>		
Furniture & Fixtures	6,485	
Computer Equipment	76,414	
Computer Software	59,006	
Machinery & Equipment	7,881	
Lease Improvements	10,412	
Depr. - Furn. & Fixtures	(6,179)	
Depr. - Computer Equipment	(42,466)	
Depr. - Computer Software	(46,522)	
Depr. - Mach. & Equipment	(7,881)	
Amort. - Lease Improvements	(2,582)	
Depr. - Mach. & Equipment	(7,881)	
Depr. - Mach. & Equipment	(7,881)	
Depr. - Mach. & Equipment	<u>(7,881)</u>	
<b>Net Fixed Assets</b>		<b>54,588</b>
<b>Total Other assets</b>	<b>0</b>	
<b>Total assets</b>		<b><u>448,204</u></b>

# financial data

## Balance Sheet Fiscal Year End June 30, 2001

### Liabilities & Capital

#### Current Liabilities

Credit Cards	2,815	
Pensions Payable	<u>52,991</u>	
Total Current Liabilities		55,807

#### Long Term Liabilities

N/P Synergy Resources	<u>4,009</u>	
Total Long Term Liabilities		<u>4,009</u>

#### Total Liabilities

59,816

#### Capital

Common Stock	<u>1,000</u>	
Total Paid in Capital	1,000	
Current Earnings	323,908	
Retained Earnings	<u>63,479</u>	
Total Capital		<u>388,387</u>
Total Liabilities & Capital		<u>448,204</u>

