

CONGRATULATIONS



Janney Montgomery Scott LLC and Stedmark Partners congratulate

Mark R. Eskin

Executive Vice President/Wealth Management

Edward S. Blumenthal

Executive Vice President/Wealth Management

for being recognized by Barron's as two of America's
Top 1,000 Financial Advisors (and Top 40 in Pennsylvania)

The article appears in *Barron's* February 16, 2013 cover story entitled,

"America's Top 1,000 Financial Advisors."

This national recognition honors both Mark and Ed as leaders in the industry, and is a well-deserved testament to their dedication to their clients and practice.

We salute their accomplishment, and are proud to have them on our team.

February 19, 2013

Dear Clients and Friends:

I am very pleased to inform you that your Janney Financial Advisors, Mark Eskin and Ed Blumenthal, have been named to *Barron's* 2013 list of "Top 1,000 Advisors" in the U.S. This prestigious recognition is awarded annually to the nation's most accomplished financial advisors. With this honor, Mark and Ed join an elite group of advisors whose dedication to exceeding clients' expectations sets the standard for excellence, which I'm confident comes as no surprise to you.

Barron's criteria for this honor are aligned with our firm's areas of focus. Janney's mission is to achieve the highest standard of success in financial relationships. We do this by having top quality Financial Advisors available to build strong and enduring relationships with important clients like you—relationships built on integrity, experience and trust. I certainly agree with *Barron's* conclusion that Mark and Ed represent the best of what our profession has to offer.

We are proud, and fortunate, to have Mark and Ed as part of the Janney team. Please join me in congratulating them on this well-earned honor.

Finally, thank you for entrusting Janney with your financial affairs. We appreciate, and value, our relationship with you.

Sincerely,

A handwritten signature in black ink, appearing to read "T. Scheve", written in a cursive style.

Timothy C. Scheve
President and Chief Executive Officer