

Applicant: Van Sant and Mewshaw, Inc.	SEC File Number: 801- 41651	Date: 03/11/2009
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Van Sant and Mewshaw, Inc.		52-1780661
Item of Form (identify)	Answer	
Part II, 1, A	<p>The majority of the services that Van Sant and Mewshaw, Inc. provide are “investment supervisory services”, i.e., providing to clients continuous investment advice and management involving securities based upon the individual needs, circumstances, goals, objectives, available capital, age, and degree of sophistication of each client. Van Sant and Mewshaw, Inc. may also provide to clients as an incidental part of its advisory business “financial planning” services regarding matters not involving securities, such as advice on insurance, tax-deferred annuities, budget management and tax, financial and business planning. These “financial planning” services will constitute only a small portion of the advisory services provided. Except in extraordinary circumstances, Van Sant and Mewshaw, Inc. will not charge a separate fee to clients for any “financial planning” advice rendered, and clients will be informed in advance of services whether Van Sant and Mewshaw, Inc. intends to so charge a separate fee.</p>	
Part II, C, 1-3	<p>Van Sant and Mewshaw, Inc. charges its clients fees for “Investment Supervisory Services” based upon either (i) a percentage of the assets under management, (ii) an hourly charge, or (iii) a fixed fee not dependent upon the amount of assets or number of hours spent. The determination of which fee calculation method to use for a client’s account will depend upon the needs and amount of assets and time involved regarding each individual client. For example, a client receiving a pension plan or lump sum distribution might retain Van Sant and Mewshaw, Inc. to establish an investment account and then require no further services from the Firm, in which case it is likely that such a client would be charged a fixed, flat fee.</p> <p>If a client is charged a fee based upon a percentage of assets, Van Sant and Mewshaw, Inc.’s basic fee is one percent (1%) per annum of assets under management, subject to negotiation within a range of between three-eighths percentage (.375%) per annum and two percent (2%) per annum. Van Sant and Mewshaw, Inc.’s basic hourly charge would be \$180.00, subject to negotiation within a range of between \$150.00 and \$180.00 per hour. A client might be charged more or less than the basic fee or basic hourly charge based upon the type of investments in a client’s account and the amount of time and effort likely to be required to manage and monitor the account and communicate with the client.</p> <p>The amount of any fixed fee charged a client would be negotiable depending upon the circumstances of the client and the amount of time and effort likely to be required by Van Sant and Mewshaw, Inc. for that client’s account. No particular range for fixed fees has been established either explicitly or by practice.</p> <p>Clients charged a fee based upon a percentage of assets will either have the fees deducted from their brokerage account with written permission in their Van Sant & Mewshaw, Inc. management contract or be billed in advance for each quarter based upon the market value of the clients’ account at the end of the immediately preceding quarter. If a client chooses to have their fee deducted from their brokerage account, a statement of the fee to be deducted will be sent to the client from Van Sant and Mewshaw, Inc. at the same time the transmission is made to the brokerage firm. The fee deduction will be seen on the client’s brokerage account statement which will be issued at least quarterly. Clients whose fees are charged on an hourly basis will be billed at the end of each month for services rendered during that month and payment will be due within thirty (30) days of receipt of invoice. A client who agrees to pay a fixed fee for services may be required to pay a deposit in advance of services and will be billed for the remaining balance upon completion of services, with payment due within thirty (30) days of receipt of invoice.</p>	
Part II, D	<p>Information, summaries and synopses of some Firm recommendations, general economic forecasts, and/or market commentaries entitled “Common Sense Advisor” are produced on a periodic basis, and are available to clients and prospective clients at no charge. These reports represent summaries of generally available public information from nationally recognized business periodicals, magazines, newspapers, investment publications, annual reports, electronic databases, and other public sources, combined with commentary by principals of the firm.</p> <p>Any client may terminate its agreement with Van Sant and Mewshaw, Inc. for any reason whatsoever at any time. Upon termination of the agreement, all prepaid fees will be fully refundable except that a prorated fee will be retained by Van Sant and Mewshaw, Inc. which represents payment for bona fide advisory services actually rendered.</p>	
Part II, 2, G	<p>Van Sant and Mewshaw, Inc. provides investment advice to IRA’s and other retirement savings plans.</p>	

Complete amended pages in full, circle amended items and file with execution page (page 1).

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Part II, 5	Van Sant and Mewshaw, Inc. will require that those individuals involved in determining or giving investment advice to client (i) have a college degree with a business-related or finance-related major, or comparable business, financial, or investment experience, and (ii) completes any on-the-job training program required by the Firm.	
Part II, 6	<p>Robert F. Mewshaw DOB 06/10/52</p> <p>Education: University of Baltimore, Baltimore, MD Bachelor of Arts, 1975 Series 3: Commodities Exam, NASD, 12/13/89 Series 7: Registered Representative, NASD, 06/16/81 Series 8: Branch Manager, NASD, 09/12/87 Series 24: General Securities Principal, NASD, 12/05/92 Series 63: Uniform State Securities Exam, NASD, 05/22/84 Series 65: Uniform Investment Advisor Law Exam, 08/20/91</p> <p>Business: Van Sant and Mewshaw, Inc., Lutherville, MD, President, 05/98 through present Van Sant and Mewshaw, Inc., Lutherville, MD, Vice President, 08/92 through 08/98 PaineWebber, Inc., Hunt Valley, MD, Vice President, 07/89 through 07/92 Smith Barney, Harris Upham, Baltimore, MD, Second Vice President, 03/84 through 07/89 Legg Mason Wood Walker, Inc., Newark, DE, Investment Broker, 01/81 through 03/84</p> <p>Alexander F. Barron DOB 05/24/62</p> <p>Education: Tanenbaum College, Jerusalem, Israel, Bachelor of Arts, 1984 Series 7: Registered Representative, NASD, 1987 Series 65: Uniform Investment Advisor Law, 1992 Series 24: General Securities Principal, NASD, 1998</p> <p>Business: Van Sant and Mewshaw, Inc., Lutherville, MD, Investment Counsellor, 12/92 through present Smith Barney, Baltimore, MD, Financial Advisor, 09/87 through 12/92 Thompson McKinnon, Baltimore, MD, Institutional Representative, 12/86 through 7/87</p> <p>Bryan M. Thaler DOB 11/10/72</p> <p>Education: Towson University, Towson, MD, Bachelor of Science, 1997 Series 7: Registered Representative, NASD, 1997 Series 65: Uniform Investment Advisor Law Exam, 1997</p> <p>Business: Van Sant and Mewshaw, Inc., Lutherville, MD, Investment Counsellor, 01/98 through present American Express Financial Advisors, Linthicum, MD, Financial Advisor, 11/97 through 01/98</p> <p>Raymond F. Faby DOB 02/12/58</p> <p>Education: McDonogh School, Owings Mills, MD, 1976 Franklin & Marshall College, Lancaster, PA, Bachelor of Arts, 1980 Wharton Senior Management School, Philadelphia, PA, 1997 Series 3: Commodities Exam, NASD, 10/05/1994 Series 7: Registered Representative, NASD, 09/20/1980 Series 8: Branch Manager, NASD 12/30/1993 Series 63: Uniform State Securities Exam, NASD, 10/02/1980 Series 65: Uniform Investment Advisor Law Exam, NASD, 03/15/1993</p>	

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	<p>Raymond F. Faby (continued)</p> <p>Business: Van Sant and Mewshaw, Inc., Lutherville, MD, Investment Counsellor, 03/09 through present Deutsche Bank Alex Brown, Baltimore, MD, Managing Director, 02/07 through 02/09 Morgan Stanley, Lutherville, MD, Area Manager, 06/93 through 02/07 Smith Barney, Lutherville, MD, Senior Vice President, 04/86 through 06/93 Merrill Lynch, Baltimore, MD, Vice President, 06/80 through 04/86</p>	
Part II, 7, B	<p>Van Sant and Mewshaw, Inc., for compensation, may provide expert witness testimony and consulting and other services in connection with securities arbitration proceedings and similar types of cases. The Firm estimates that it will provide the services described herein with approximately one (1) proceedings or cases per calendar year.</p>	
Part II, 9, E	<p>The principals of Van Sant and Mewshaw, Inc. are not prohibited from buying or selling for themselves securities that they recommend that clients buy or sell, respectively. There are no restrictions or disclosures used in these transactions; however, these transactions would occur on an infrequent basis and would involve a nominal amount of securities purchased or sold by the principals of the Firm. In addition, Van Sant and Mewshaw, Inc. requires that these trades be reviewed by an executive officer of the Firm to ensure that no conflicts of interest are present and that the trades comply with all SEC and State securities laws, rules, and regulations.</p>	
Part II, 12A-1, 12A-2	<p>The majority of Van Sant and Mewshaw, Inc.'s accounts will be managed on a discretionary basis and for those accounts only Van Sant and Mewshaw, Inc. will have the authority to determine, without obtaining specific client consent, the securities and amounts thereof to be bought or sold. The limitations on Van Sant and Mewshaw, Inc.'s authority will be established by the client at the client's initial meeting with Van Sant and Mewshaw, Inc. (and at any subsequent meeting or via correspondence or telephone) based upon the client's individual investment needs, goals, and objectives. Van Sant and Mewshaw, Inc. may not exercise its discretion except in accordance with and within the parameters of the client's needs, goals, and objectives.</p>	
Part II, 12, B	<p>Van Sant and Mewshaw, Inc. recommends that its clients use Charles Schwab & Co., Inc. ("Schwab") as broker. Schwab is the largest discount commercial broker in the United States and offers a low commission structure in combination with excellent service. The services provided by Schwab are a factor in the Firm's suggestion that clients use Schwab, which services will ordinarily include providing monthly and at least quarterly account statements to clients. Schwab will also provide Van Sant and Mewshaw, Inc. with computer software services whereby the Firm can place orders and obtain up-to-date review of client's accounts. Van Sant and Mewshaw, Inc. will pay a separate fee to Schwab for these software services and clients will not be charged therefore.</p> <p>Schwab will not provide any research services to Van Sant and Mewshaw, Inc. Schwab will make available to the Firm's clients, investment-related brochures of a generic and educational nature. In addition, Van Sant and Mewshaw, Inc. will inform its clients that said clients may request from Schwab, research reports on any Standard and Poor's company, at no cost to either the Firm or the client.</p> <p>Based upon the above, in general, clients will not pay commissions higher than those obtainable from other brokers in return for Schwab's services because Schwab's low commission structure is fundamental to its operation.</p> <p>Van Sant and Mewshaw, Inc. will suggest that its clients use Schwab as broker and any client who so agrees will enter into a written agreement or agreements with Schwab. Clients will be expressly informed, however, that they are not required to select Schwab and may inform the Firm of any other broker and/or custodian that they wish to use. Van Sant and Mewshaw, Inc. will not, in any manner whatsoever, require that clients select Schwab as broker or as a custodian upon entering into an advisory agreement with the Firm.</p>	

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Schedule F of
Form ADV

Continuation Sheet for Form ADV Part II

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Part II, 13, B	<p>Van Sant and Mewshaw, Inc. may enter into a Solicitation Agreement with an Investment Advisory Representative (Series 65 licensed) as an independent contractor. Such agreements are fully disclosed to potential clients prior to signing a Van Sant and Mewshaw, Inc. Investment Advisory contract. Independent contractors associated with Van Sant and Mewshaw, Inc. will be compensated by receiving a percentage of the Investment Advisory quarterly fee assessed to the account. The client's fee charged to the account under this arrangement will be no higher than the fees charged to an account that is not obtained through a Solicitation Agreement.</p>	

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