



**October 16, 2002**

**Dear Valued Client,**

We have just completed extensive research of the stock markets over the **last 100 years** and have reached some telling conclusions:

1. All of the major stock declines have been less than 2 ½ years. In fact, it has now been 2 ½ years since the market peak in March 2000.
2. The stock market has had powerful rallies of at least 80% following all major market declines. We think there is a strong possibility of this happening over the next several years as long as interest rates remain low, and the money supply continues to grow.

(Please see the enclosed charts of the Dow Jones Industrial Average during the Great Depression, World War II, the 1973-74 bear market and present day.)

Simply put, we should let history be our guide! Although history does not repeat itself exactly, there is good reason to believe that there is "a light at the end of the tunnel."

I look forward to seeing you early next year, and feel free to call us if you have any questions.

**Sincerely,**

**Kenneth G. Winans  
President & Founder**



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