



# Now is the Best Time Ever to Buy!!

Benj Gallander

There is no question in my mind about this. Zero. I think it is fair to say that I can even be emphatic. Absolutely, decidedly, assuredly. Let me repeat myself for what is hopefully good measure: *Now is the best time ever to buy!!!!* Please note that I have doubled the number of exclamation marks because I am even more excited than before. I am so aflame that you can feel free to call it a “Benj Mania”™.

What to buy, you ask? Aye, my friends, therein be the rub.

Let us look at what we might know. And perhaps, with some of the relevant pieces of the puzzle illuminated, the picture will be clearer.

Interest rates are dangling near forty-year lows. They cannot go much lower. Even if they do, they are so close to bottom that the difference is irrelevant.

Stock markets around the world are near historic highs. Inflation is exceptionally low.

In the same way that any deflation was considered by many to be dangerous, the mere spectre of an interest rate hike is being portrayed in many quarters as a calamity. This is also not true. It is the degree of interest rate hikes that might prove hazardous, not simply a point or two.

It is a presidential year for our neighbours due south. George Jr. will do almost anything possible to be re-elected, which means he wants an economy that, if not prosperous in reality, is at least prosperous in the mind of John Q. Public.

The Canadian economy still remains dependent on the American one, so the economic health of the United States is crucial to us.

The media today portrays mere events as manias and the government and public react accordingly. This causes fortunes to be spent fighting ghosts—money that could be used far more productively.

Commodity prices have skyrocketed, even given the recent pullback. This has been accompanied by steel. Much of this is because of China and the “more developing world”. I prefer to subdivide into “developing” and “more developing”. After all, it would be sad to consider that a country

such as Canada, or Iceland, is not still blooming. (Which leads to the aside: If heaven exists, does it develop, or remain perfectly static?)

Real estate has gone up like crazy, and some major brokerages and real estate brokers are assuring us that this is not a mania. If this sector is not bubblicious, it is doggone crazy.

It will be very difficult to eliminate terrorism when the promise is paradise and more virgins than Sundays in the year. And weapons can be obtained in many countries at the local “grocer”. Therefore, to some degree, terrorism will always be among us, and always justifiable to some, although

## CURRENT CONTRA PORTFOLIO

### TSX

Clairvest (CVG)	Claude (CRJ)	Corriente (CTQ)
Cygnal (CYN)	Donnelley RR (RRD)*	High Liner (HLF)
Hudson’s Bay (HBC)	Kelman (KTI)	Leitch (LTV)
Sodisco (SOD)		

### U.S.

Analysts (ANLY)	Franklin Covey (FC)	Japan Equity (JEQ)
KLM (KLM)	Nashua (NSH)	Network Equip (NWK)
Novell (NOVL)	Penn Treaty (PTA)	Service (SRV)
Stewart (STEI)	StrideRite (SRR)	Theragenics (TGX)
Worldwide (SZ)	Xanser (XNR)	

## PORTFOLIO CHANGES

### Bought

TSX	Purchase Price	Initial Sell Target
Cygnal	\$1.51	\$4.54
Leitch	\$4.86	\$23.24

### U.S.

	Purchase Price	Initial Sell Target
Analysts	\$2.92	\$10.84
Franklin Covey	\$1.55	\$11.24
Penn Treaty	\$1.61	\$12.24
Theragenics	\$5.11	\$11.34

### Sold

TSX	Purchase Price	Sale Price
Aur	\$1.90	\$7.25
Corriente	\$0.86	\$4.74 (15%)

\*Previously Moore Wallace

they might call it righteousness or other claptrap. The point is that the longer something endures, the more normal it becomes and the less people react to it.

The earth's resources are finite. Therefore, a stabilization and even a decrease in population is much better than a populace continually growing. Additional education will lead to a further fall-off in population growth. Investment decisions will have to include this factor, although currently it is of no real importance.

Generosity is good, and rarely is there too much of it.

Which leads back to the question: What to buy?

As a contrarian, part of my task is to find the woe-be-gone, the ignored, the plighted. Where am I finding that now? What sectors are people avoiding? Where is the proverbial blood running in the streets? Unfortunately, there is not one significantly kowtowed area that I can currently identify, which means that I cannot find a place to garner a healthy return that seems reasonably obvious.

That severely limits the efficacy of my investing system. It is not at all like 2000 moving through mid-2002 when I was stocking up on airlines and commodities and Japan and technology stocks. There is very little that is exciting.

The conclusion: even with many pieces of the puzzle, not enough can be joined to offer me a clear view of what the combination represents.

However, as many advertisements and experts will indicate, *Now is the best time ever to buy!!!!* Matilda, sing a little louder...

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