

# ALVERY BARTLETT GROUP

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Dear Client,

I. A Review (for more information our market letters are available at [www.alveryb.com](http://www.alveryb.com))

- At the time of our market commentary letter dated March 28<sup>th</sup>, 2007, the S&P was trading at 1417 and we suggested that a possible final summer-fall burst to 1535-1550 was possible.
- At the time of our market commentary letter dated August 2<sup>nd</sup>, 2007, the S&P was trading at 1472. The market had already hit a high of 1555 on multiple occasions in mid July, and in our letter we reiterated our belief that a 20% decline was possible in the near future.
- At the time of our market commentary letter dated September 5<sup>th</sup>, 2007, the S&P was again trading at 1472. Following what we felt was "overly zealous and politically influenced" Federal Reserve behavior, we changed our downside objectives from a previously stated 20% decline to a 30% decline. We were concerned about the "moral hazard" created by government intervention and that the "bold and clumsy efforts to rescue" could result in aggravating an already difficult situation. We were particularly concerned with government efforts to interfere with a reliable 25 year cycle low (anticipated to occur in late 2007) in which the market made lows in 1907, 1932, 1957, and 1982. Our worry was that the cost of an effort to avoid or delay this anticipated cycle low with such a small probability for success was not necessarily prudent. The market went on to make an intraday high of 1576 on October 11<sup>th</sup>, 2007.
- At the time of our market commentary letter dated March 28, 2008, when the S&P was trading at 1315, the overall market had only declined by 16%, but the financial sector had declined by 50-60%. At that time, we were prepared to allow for the fact that the market had put in an intermediate bottom of sorts, but worried that each time the market was set up for a capitulation there was more government intercession. These interventions were nothing short of daunting. It seemed that with each one, the government got less bang for its buck. The general market had not reached our 30% decline objective and was still precluded from having the capitulation necessary to reveal its true value. Given that we had not yet seen free market pricing, we were still unconvinced that the final low was in place. We postulated that the market needed a full and complete capitulation to cement a memorable bottom. We wrote that "it would almost be better it seems if the market

Prices as of November 14, 2008 Close	
30 Year Treasury Bonds (CBT)	118-17/32 4.23% Yield
Dow Jones Industrial Average	8497
S&P 500 Index	873.29
Dec. Crude Oil Futures	\$57.04
Dec. Natural Gas Futures	\$6.31
Dec. Gold Futures	\$742.50

were to take out the previous four lows of note and have its temper tantrum so that we can see what ugliness, if any, lingers beneath the Federal Reserve support."

- At the time of our market commentary letter dated April 9<sup>th</sup>, 2008, the S&P 500 was trading at 1354, and we resent, for emphasis, a paragraph from our March 2008 letter focused on the need for a "quick and scary cleansing so that the market could look beyond the news and refocus on its next growth phase."

## II. A Call to Action (Jan 2008)

- In our market commentary of January 11<sup>th</sup>, 2008, after the S&P had begun its decent and was at a price of 1401, we suggested the purchase of the S&P 500 Index ETF (NYSE symbol: SPY, which trades at roughly 1/10 the value of the cash index) on a capitulation decline. We called upon our clients and prospects to prepare for such a break by entering a "good until cancelled" order to purchase the SPY at substantially lower numbers. We suggested that the number would be raised and lowered based on developments as they occurred.
- On or about June 20<sup>th</sup>, 2008, the S&P was trading at 1315. For those of you who responded to our call to action, we entered our first open order to purchase the SPY at \$98.50 or the price equivalent of 985 on the S&P 500.
- On or about October 7<sup>th</sup>, 2008, while the S&P 500 was trading at 1057, we recommended that those of you who entered orders with us at \$98.50 change your order to \$83.20 (832 on the S&P). On October 8<sup>th</sup>, 2008, the central banks of the U.S., England, Europe, Canada, Sweden, Switzerland, and China, coordinated an international interest rate cut. On October 10<sup>th</sup> the market made an intraday low of 839 before staging a spectacular two day rally to 1044. To date, the low of 839 was only marginally pierced on November 13<sup>th</sup> making a low of 818 (just below our previous SPY buy number of 832). The presidential election has come and gone. The financial news has worsened and coordinated international government interventions have reached levels that can be best described as draconian and inconceivable.
- Given that we still have many concerns about the market pricing and have yet to see a full fledged capitulation, we have lowered our price objectives twice more. In essence, we have entered what Art Cashin of UBS calls a "crazy bid." No one really knows what lurks on the other side of the October 10<sup>th</sup>, 2008, 839 S&P 500 Index low.

## III. A Second Call to Action

- For those of you who have not yet called to authorize a trade, I would strongly encourage you to do so. Opening an account is simple enough and funding it up front, although not required, is certainly prudent. Entering a "crazy bid" is not necessarily to be confused with an opinion that the market is going to that number. It is simply an effort to catch an important low if pricing gets out of control. One cannot assume that having an order entered will ever guarantee a fill. Government intervention, exchange limits, trading holidays, futures trading before the cash market

opens, and fast market execution rules could all prevent fills even if markets reach levels in line with our objectives. These structural execution issues should not dissuade us from trying. Our custom has been to change these orders from time to time based on these current technical situations and the exchange limits. If you do enter into this program with us, you can expect occasional emails requesting your approval to change the order. You will need to respond to those emails as quickly as possible as we are not willing to take or prepared to request permission for discretion on your order. For those of you who have recently discovered conservatism, you should note that these orders are in the neighborhood of 50-60% off the highs of the equity markets which were made approximately a year and a half ago.

IV. General Market Commentary is pending, and can be expected in the near future.

Sincerely,

Alvery A. Bartlett, Jr.

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