UNIVERSITY OF RICHMOND

STUDENT MANAGED INVESTMENT FUND

- THE 1998-1999 SPIDERFUND ANNUAL REPORT -

THE E. CLAIBORNE ROBINS SCHOOL OF BUSINESS

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LETTER FROM THE GENERAL MANAGER

Dear Advisory Board Members and Faculty:

The Student Managed Investment Fund experienced a volatile year that saw the Fund value drop more than 20% during the summer, then rebound to an overall gain of 8.7%. As of March 31, 1999 the Growth Fund returned 19.6%, while the Value Fund lost 7.9%. Assets under management have grown from $248,514.94 to $270,109.26 during the 1998-1999 fiscal year.

Although the Value Fund failed to outperform its benchmark, the experience and lessons learned by both Funds far outweigh any monetary returns we could have accomplished. For the first time ever, we actively managed the Fund for the entire year, instead of solely during the school year as previous years had done. This active management during the summer reduced losses we may have experienced due to last summer's correction. Although our losses over the summer were significant, our goal of staying fully invested paid off as the fund has increased over 40% from its summer lows.

Besides having active summer management, we have made operational modifications that we feel will benefit the Fund in the future. We moved the New York trip to the fall semester in order to utilize the trip as a recruiting tool in addition to the educational benefits it offers. One of our Value managers, Bogdan Fleschiu, completely revamped our website to assist the managers, the Advisory Board, and our Faculty Advisors in following the performance and status of the Fund.

Finally, the most beneficial change was moving the new manager selection process up one month to incorporate a one-month training period for the new managers. With the selection process completed by March 1st, the transition will go much smoother, as the new managers will be better informed concerning the fund and its holdings. This change has gone well, and we have been working extensively with the new managers over the past month.

Through the challenging selection process that included applications, interviews, and company reports, we selected the new managers. Jeremy Blackman will serve as General Manager. The Growth Fund will be managed by David Allebach, Rob Anderson, Laurie Ogle, Chris Pannell, and Marley Walsh. The Value Fund Managers are Jim Brecker, Jesse Davis, Rob Ethington, Graham McGirr, and Brad O'Dell. We are confident these managers will uphold the standards of the fund and continue improving the program.

In closing, we would like to thank you all for the time you have put into this past year's fund, but more importantly for the experience you have given us. We cannot imagine a program at the undergraduate level that enables students to utilize the skills learned in the classroom more than the Student Managed Investment Fund. It has been an unforgettable year that has afforded us skills that will ultimately prove beneficial throughout our careers.

Sincerely,

Ryan L. Gable
General Manager

OVERVIEW AND HISTORY

The Student Managed Investment Fund provides valuable exposure to applied financial management and security analysis. Managers gain real world experience in topics and theories that are discussed in the classroom. The Spider Fund is the capstone to investment studies in a sequence of courses developed by the Finance department.

The Student Managed Investment Fund was created in 1993 to provide a "hands-on" experience in research, investing, portfolio management, as well as understanding the fundamental forces of the stock market. The Board of Trustees started the program with a transfer of funds from the University's endowment. In the fall of 1995, the total Fund portfolio was worth $144,122 and is currently valued at $270,109.26.

Managers are chosen through a rigorous selection process that encompasses an application, formal interview, and written research report. The existing managers make all decisions with oversight from the Finance department faculty. Once selected, managers take courses in an "investment track" consisting of Financial Management, Investments, Security Analysis & Portfolio Management. The managers also receive three hours of academic credit for their participation in the Fund. Managers meet at least once a week to evaluate the status of the Fund and any other administrative duties that are pertinent to its success.

The Investment Fund is completely equity based and is split into a value and growth account. This year, the Growth and Value teams were comprised of five managers. The General Manager actively participates in both funds and ensures the professional management of the Fund as a whole.

Managers act as security analysts and portfolio managers. Through many different research sources, information is gathered in an attempt to lead to a buy or sell decision. Practical investment knowledge, through field trips, internships, and a close working relationship with market professionals, enhanced the educational experience for the Fund managers.

The Fund maintains working relationships with alumni and other professionals in the financial services industry, acting as mentors for the managers of the portfolio. The managers work with faculty advisors from the Finance department as well as with an Advisory Board consisting of investment professionals in the Richmond community.

As each year passes, the fund has continued to grow financially and administratively. Through high caliber students, determination, and professional conduct the Spider Fund will maintain one of the most unique and prestigious programs offered at the University of Richmond.

1998 - 1999 SMIF Advisory Board Members

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THE E. CLAIBORNE ROBINS
SCHOOL OF BUSINESS

GROWTH FUND

- *THE 1998-1999 SPIDERFUND ANNUAL REPORT* -

UNIVERSITY OF RICHMOND

GROWTH FUND PHILOSOPHY

The Growth Fund invests in strong companies with proven potential, within industries that are outperforming the market, as measured by the S&P 500 and the NASDAQ indexes. These companies are expected to outperform their industry peers as well. We believe that the stock market is inefficient, and that our management will help the portfolio outperform our market benchmarks.

GROWTH FUND STRATEGY

A strategic framework enables the fund to select equities and manage the portfolio according to a defined chain of events. We employ a top-down investment strategy, in which we assess the global economy down to the national economy, considering how these economies affect industries. We then consider the top growing sectors and their strongest industries. Finally, we consider companies within these industries with growth and performance expectations superior to their peers.

GROWTH FUND TACTICS

The tactical process of our management begins once relevant economic variables, such as monetary policy, current industry legislation and regulation, and key economic indicators have been identified. We select industries and companies expected to outperform in the forecasted economic environment for further consideration and review.

Industry performance is measured against the S&P 500. Our industries will be growing at a higher rate than our benchmark. Within these industries, companies are selected based on the following variables:

1. 1-3 year earnings growth of 20 % or more.
2. An ability to gain more market share.
3. Improving margins.
4. High relative strength.
5. Issues trading above their 200-day, and preferably above their 50-day moving averages.

Managers consult a variety of resources for their research. S&P Stock and Industry Reports, First Call Research Direct and News, Bloomberg, the Internet, and other media all contribute to a manager's growth potential assessment. Business professionals, professors, and the Advisory Board have all been resources as well. We continually assess the position of the portfolio. Price targets have helped us to determine when to sell, buy, or reassess a holding.

GROWTH FUND TRANSACTIONS
March 31, 1998 through March 31, 1999

Company	Ticker	Shares	Date of Purchase	Price	Transaction Amount	Shares	Date of Sale	Price	Transaction Amount	HPR
Air Touch	ATI	200	3/31/98	$48.94	9,787.50	200	12/9/98	$58.13	11,625.00	18.77%
Amer. Management Sys.	AMSY	300	3/31/98	27.50	8,250.00	300	6/9/98	25.19	7,556.25	-8.41%
Analytical Surveys	ANLT	250	3/31/98	51.25	2,812.50	250	4/28/98	33.75	8,437.50	-34.15%
Atlantic Coast Airlines	ACAI	500	3/31/98	24.00	12,000.00	300	9/23/98	25.00	7,500.00	4.17%
						200	11/12/98	23.50	4,700.00	-2.08%
Borders	BGP	200	3/31/98	34.06	6,812.50	100	10/21/98	25.06	2,506.25	-26.42%
						100	1/28/98	17.06	1,706.25	-49.91%
Capital One	COF	100	3/31/98	78.88	7,887.50	50	7/21/98	121.63	6,081.50	54.20%
						50	7/27/98	111.50	5,575.00	41.35%
Electronic Arts	ERTS	200	3/31/98	46.94	9,387.50	200	12/9/98	45.88	9,175.00	35.67%
Gateway 2000	GTW	200	3/31/98	46.75	9,350.00	200	5/15/98	50.00	10,000.00	6.95%
Home Depot	HD	200	3/31/98	33.81	6,762.50	100	10/21/98	43.50	4,350.00	28.66%
						100	12/21/98	58.50	5,850.00	73.03%
Omega Health	OHI	200	3/31/98	39.00	7,800.00	200	7/29/98	29.25	5,850.00	-25.00%
Omnicare	OCR	300	3/31/98	39.63	11,887.50	300	6/15/98	32.88	9,862.50	-17.03%
Orthodontic Centers	OCA	500	3/31/98	21.69	10,843.75	500	6/3/98	19.00	9,500.00	-12.39%
Vantive Corp.	VNTV	300	3/31/98	36.50	10,950.00	300	5/4/98	30.75	9,225.00	-15.75%
VWR Scientific	VWRX	250	3/31/98	35.31	8,828.00	250	5/27/98	30.13	7,531.25	-14.69%
WorldCom	WCOM	200	3/31/98	43.06	8,612.50	100	10/21/98	51.25	5,125.00	19.02%
Compaq	CPQ	300	5/18/98	29.50	8,850.00	300	12/21/98	44.00	13,200.00	49.15%
3Com	COMS	200	6/2/98	23.81	4,762.50	200	10/21/98	31.00	6,200.00	30.18%
Reynolds Metals	RLM	200	6/8/98	58.19	11,638.00	200	10/12/98	55.88	11,175.00	-3.98%
3Com	COMS	100	6/9/98	26.44	2,644.00					
Biochem	BCHE	300	7/1/98	26.50	7,950.00	300	11/19/98	22.00	6,600.00	-16.98%
Action Sports	ACTN	100	7/15/98	37.75	3,775.00					
Provident Bankshares	PBKS	300	7/17/98	29.38	8,814.00					
3Com	COMS	100	7/29/98	25.50	2,550.00	200	2/10/99	31.56	6,312.00	22.11%
Action Sports	ACTN	100	8/7/99	28.88	2,888.00					
Compuware	CPWR	100	9/2/98	52.25	5,225.00					
Microsoft	MSFT	50	9/3/98	98.81	4,940.50					
Warner Lambert	WLA	100	9/9/98	70.00	7,000.00					
Conseco	CNC	100	9/23/98	35.25	3,525.00					
Conseco	CNC	100	9/30/98	32.00	3,200.00	200	2/1/99	29.94	5,988.00	-10.96%
Mindspring	MSPG	100	10/1/98	39.00	3,900.00	100	12/10//9	72.00	7,200.00	84.62%
Capital One	COF	100	10/1/98	98.00	9,800.00	100	12/17/98	110.00	11,000.00	12.24%
Cisco Systems	CSCO	100	11/24/98	75.75	7,575.00					
Global Crossings	GBLX	100	11/24/98	37.63	3,762.50	100	1/13/99	39.88	3,987.50	5.98%
Citigroup	C	100	11/24/98	51.13	5,113.00					
Merril Lynch	MER	100	11/24/98	78.13	7,813.00	100	12/14/98	64.69	6,469.00	-17.20%
Zila	ZILA	300	12/10/98	10.19	3,057.00	300	1/20/99	5.38	1,614.00	-47.20%
Qwest Comm.	QWST	200	1/14/99	53.06	10,612.00					
Merck	MRK	50	1/14/99	146.75	7,337.50					
Compuware	CPWR	100	1/20/99	63.25	6,325.00					
Dell	DELL	100	1/20/99	85.38	8,538.00					
Biogen	BGEN	100	1/20/99	89.88	8,988.00					
At Home	ATHM	100	1/20/99	110.00	11,000.00					
At Home	ATHM	50	1/26/99	106.94	5,347.00					
Merck	MRK	50	1/26/99	136.25	6,812.50					
America Online	AOL	50	1/28/99	173.00	8,650.00					
Delia*s	DLIA	200	3/3/99	19.25	3,850.00					
Quiksilver	ZQK	100	3/3/99	37.75	3,775.00					

SECTOR WEIGHTINGS AND INDUSTRY ALLOCATION (3/31/99)

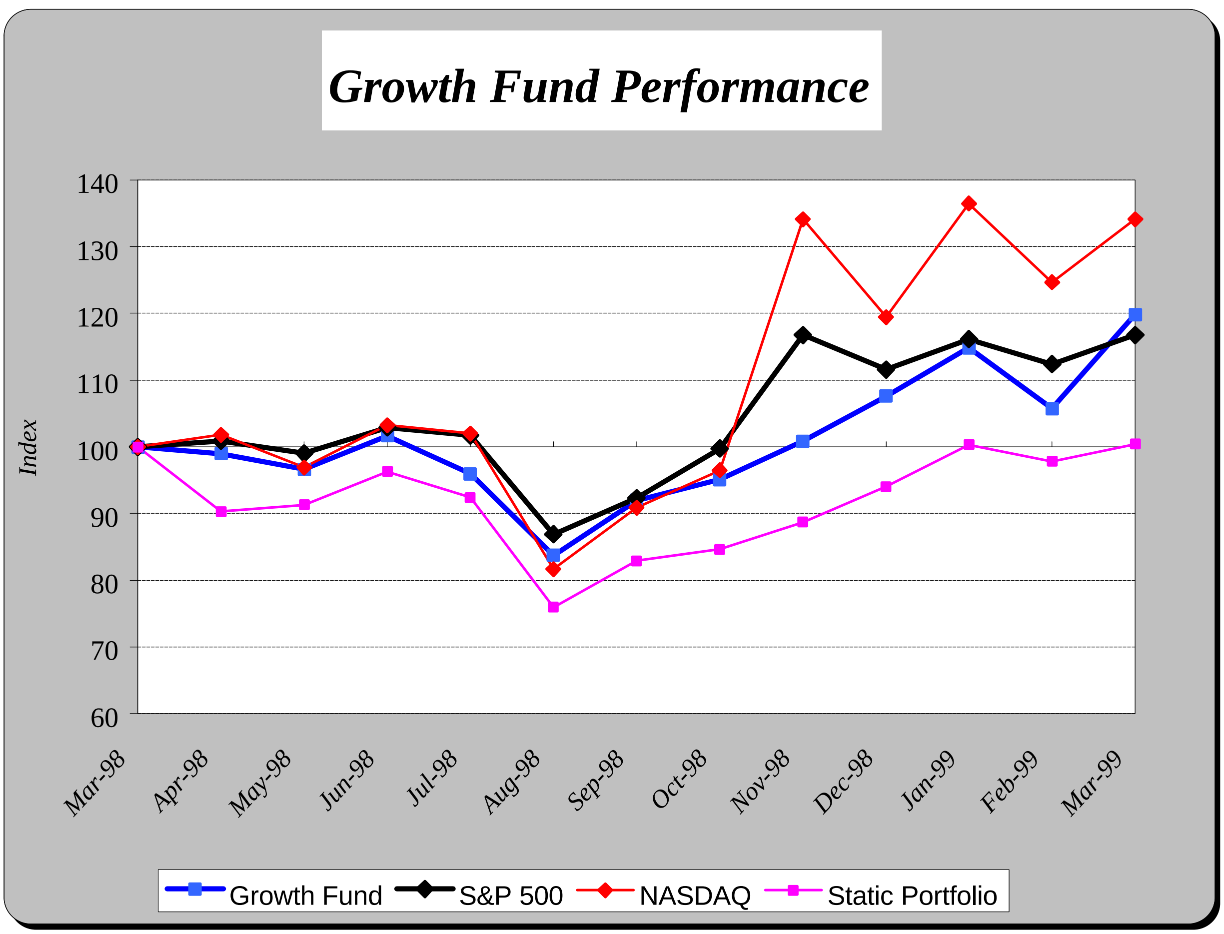
Exchange	Ticker	Industry	Sector	Value	Totals	
NYSE	C	Insurance (Life)	Financial	$ 6,387.50	$ 6,387.50	
NASDAQ	PBKS	Regional Banks	Financial	7,837.50	$ 7,837.50	
					$ 14,225.00	**7.94%**
NASDAQ	MSFT	Computer Software	Technology	8,962.50		
NASDAQ	CPWR	Computer Software	Technology	9,550.00	$ 18,512.50	
NASDAQ	CSCO	Computer Networks	Technology	10,956.25	$ 10,956.25	
NASDAQ	DELL	Computer Hardware	Technology	12,262.50	$ 12,262.50	
NYSE	AOL	Internet Software	Technology	14,700.00		
NASDAQ	ATHM	Internet Software	Technology	23,625.00	$38,325.00	
					$ 80,056.25	**44.66%**
NASDAQ	DLIA	Retail (Catalog & Mail Order)	Services	6,300.00	$ 6,300.00	
NASDAQ	QWST	Telecommunications	Services	14,418.74		
NASDAQ	WCOM	Telecommunications	Services	8,856.25	$23,275.01	
					$ 29,575.01	**16.50%**
NYSE	ZQK	Apparel/Accessories	Consumer Cyclical	4,225.00	$ 4,225.00	
NASDAQ	ACTN	Recreational Products	Consumer Cyclical	6,025.00	$ 6,025.00	
					$ 10,250.00	**5.72%**
NYSE	MRK	Major Drugs	Healthcare	16,025.00		
NYSE	WLA	Major Drugs	Healthcare	6,625.00	$22,650.00	
NASDAQ	BGEN	Biotechnology & Drugs	Healthcare	11,431.25	$11,431.25	
					$ 34,081.25	**19.01%**
NYSE	GE	Conglomerate	Conglomerate	11,062.50	$11,000.00	
					$ 11,062.50	**6.17%**
			Total Value	**$ 179,249.99**		**100.00%**

GROWTH FUND CURRENT HOLDINGS (3/31/99)

Stock	Shares	Received		Market Price	Market Value	HPR	$ Change
ACTN	200	$33.3125	$6,662.50	$30.1250	$6,025.0000	**-9.57%**	($637.50)
AOL	100	86.5000	8,650.00	147.0000	14,700.0000	**69.94%**	6,050.00
ATHM	150	108.4688	16,270.32	153.0000	22,950.0000	**42.90%**	6,979.68
BGEN	100	89.8750	8,987.50	114.3125	11,431.2500	**27.19%**	2,443.75
C	100	51.2500	5,125.00	63.8750	6,387.5000	**24.63%**	1,262.50
CPWR	400	28.8750	11,550.00	23.8750	9,550.0000	**-17.32%**	(2,000.00)
CSCO	100	75.7500	7,575.00	109.5625	10,956.2500	**44.64%**	3,381.25
DELL	300	42.6875	12,806.10	41.3750	12,262.50	**-4.24%**	(543.60)
DLIA	200	19.2500	3,850.00	31.5000	6,300.0000	**63.64%**	2,450.00
GE	100	111.2500	11,125.00	110.6250	11,062.5000	**-0.56%**	(62.50)
MRK	200	70.8125	14,162.50	80.1250	16,025.0000	**13.15%**	1,862.50
MSFT	100	49.4063	4,940.63	89.6250	8,962.5000	**81.40%**	4,021.88
PBKS	300	29.3750	8,812.50	26.1250	7,837.5000	**-11.06%**	(975.00)
QWST	200	53.0625	10,612.50	72.0938	14,418.7600	**35.87%**	3,806.26
WCOM	100	43.0625	4,306.25	88.5625	8,856.2500	**105.66%**	4,550.00
WLA	100	70.0000	7,000.00	66.2500	6,625.0000	**-5.36%**	(375.00)
ZQK	100	$37.7500	$3,775.00	$42.2500	$4,225.0000	**11.92%**	$450.00
			$141,942.20		**$179,249.99**	**23.00%**	**$32,664.22**
				CASH	**$146.73**		
				PORTFOLIO	**$179,396.72**		
				RECEIVED	**$149,704.99**		
				YTD RET.	**19.83%**		

	4/1/98	**3/31/99**	
Index	**Opening Level**	**Close**	**YTD Return**
S&P 500	**1101.75**	**1286.37**	**16.76%**
Nasdaq	**1835.68**	**2461.4**	**34.09%**
GROWTH			**19.83%**

GROWTH FUND MONTHLY BALANCES *March 31, 1998 through March 31, 1999*			
DATE	**EQUITY**	**MONEY MARKET**	**TOTAL**
31-Mar-98	$ 141,991.55	$ 7,713.44	$ 149,704.99
30-Apr-98	$ 131,746.86	$ 16,399.63	$ 148,146.49
31-May-98	$ 110,787.50	$ 33,838.37	$ 144,625.87
30-Jun-98	$ 111,218.75	$ 40,971.93	$ 152,190.68
31-Jul-98	$ 122,678.89	$ 20,993.36	$ 143,627.25
31-Aug-98	$ 93,225.00	$ 32,1501.79	$ 125,375.79
30-Sep-98	$ 122,340.62	$ 15,328.47	$ 137,669.09
31-Oct-98	$ 113,168.75	$ 30,418.63	$ 143,587.38
30-Nov-98	$ 133,818.75	$ 17,132.44	$ 150,951.19
31-Dec-98	$ 83,259.37	$ 77,850.36	$ 161,109.73
31-Jan-99	$ 161,287.50	$ 10,654.75	$ 171,942.25
28-Feb-99	$ 135,406.25	$ 22,896.58	$ 158,302.83
31-Mar-99	$ 179,249.99	$ 146.73	$ 179,396.72



GROWTH FUND ECONOMIC FORECAST

The U.S. economy has continued to resist the problems abroad due to factors that will likely persist for some time. The major factors assisting the economy have been unemployment, inflation, and interest rates that are hovering at historically low levels. All of these factors led to GDP growth of 3.9% in 1998 (including a 6.1% growth rate in the 4th quarter), and analysts expect 1999 growth to remain at a healthy level of 2.4%.

Such robust growth promises to keep U.S. unemployment low. Thirteen million new jobs have been created since 1993, of which 2/3 pay above the median wage. Increasing jobs and wages have boosted real income and consumer spending. Increased consumer spending is a factor that has historically led to inflation, yet inflation has actually decreased during this period.

The combination of strong economic growth and low unemployment may be putting pressure on inflationary expectations and interest rates. Low interest rates have been the key to the recent rebound in the stock market and optimism about future earnings growth. In February, however, the news of surprising economic growth ended the gentle decrease of interest rates, boosting rates to their highest level since August 1998. Once again the fear of inflation could cause the Federal Reserve to begin to raise interest rates.

In short, although many question how long the U.S. can remain immune from the world's economic troubles, it is ironic that our strong economy itself may suppress stock market growth. Only time will tell if domestic economic strength will be resilient enough, but as long as low inflation, interest rates and unemployment can continue to coexist, domestic prosperity will prevail.

GROWTH FUND INDUSTRY OVERVIEW

SPECIALTY RETAIL *(Action Performance Group)*

The specialty retail industry is comprised of many diverse sectors, and therefore has many factors we find attractive. While intense competition in this industry will hurt most firms, some will prevail due to their competitive position. Companies like Home Depot are benefiting from the strong economy and widening margins, while companies such as Action Performance are benefiting from rapid sales growth and expanding product lines. We sold Home Depot after experiencing a 29% and 73%, Borders hit its stop order at $25, and we still hold Action Performance due to its positive outlook for the future.

BIOTECHNOLOGY/PHARMACEUTICALS *(Biogen, Merck, & Warner Lambert)*

The environment for this industry is positive and positioned for strong growth. The industry benefits from a stable price environment and international market expansion, especially in developing nations where healthcare is an underdeveloped industry. FDA regulations are now more conducive to efficient and rapid approval due to the new reform legislation last year. The growing number of Medicare patients enrolled into HMO's with prescription coverage bolsters drug sales. The industry benefits from business diversification, a growing senior citizen population, and growth in the quality of healthcare through increased R&D spending. The diversified healthcare product industry is poised for strong growth in the near future and has a record of proven earnings. The industry has exhibited that it can maintain a strong level of support in volatile market conditions and maintains the fundamental strength to achieve above average returns.

INTERNET SERVICES *(America Online & At Home)*

This industry is still evolving and there is considerable uncertainty. Service Providers have been merging with portal companies, and e-tailing companies have been growing rapidly. Investment strategy for this industry has been to stay with the market leaders that are established, have brand name recognition, and are on the forefront of quality, which is perceived as the future of the Internet. Content and access speed are the two most important qualities for a company in this industry. Access speed is being enhanced with the development of broadband technology, but it is slow coming to the market. As a result, content is the most important for a company at this stage. Content is not only what the company offers to the consumer, but also what the consumer gives back to the site. For example, the customer ratings on e-Bay and reviews on Amazon.com represent content. Content brings customers back repeatedly to the same site. Big names and large market caps are the safe investments in the industry at this point.

TELECOMMUNICATIONS *(MCI Worldcom, Qwest)*

The primary forces that will impact the Telecommunications industry will be competition and expansion. Legislation will allow competition to enter local markets, which will eventually facilitate an expansion in the market. Many of the regional Bells will be able to offer long distance service to local markets by late 1999. As competitive forces enter this industry, many companies will be looking to expand investment into new technologies and markets. Opportunities exist in international markets where telecommunications infrastructure is underdeveloped. Many developing countries have a need for a telecommunications system, these opportunities represent potential catalysts for revenue and earnings growth in the industry. The outlook for the industry is positive with growth continuing as the market expands due to competitive price pressure. The winners in this industry will take the initiative to diversify into new technologies and new markets.

COMPUTER SOFTWARE & SERVICES *(Microsoft, Compuware)*

The computer software and services markets are two of the fastest growing segments of the computer industry. The PC software segment is attractive due to higher PC shipments. PC software sales should continue to rise strongly in 1999-2000 with products for Windows platforms growing at the expense of competitors. Revenues for all versions of Windows and related software should rise rapidly in 1999-2000 aided by the introduction of Windows98 last June. The database market is slowing down, but is still being driven by the need to access, manipulate and display increasing amounts of information from different computing environments. Opportunities exist for software relating to the Internet market, including electronic commerce, Intranets and network security. Demand for computer services is strong, fueled by difficulties in integrating hardware from different vendors, advances in technology, complex network configurations and inefficiencies associated with maintaining in-house IT staffs. Computer software and service stocks have strong and stable growth characteristics: they have a high level of repeat business and long contract life cycles, leading to recurring revenue and earnings predictability.

RETAIL APPAREL *(Delia*s, Quiksilver)*

Consumer spending increased during the 4th quarter of 1998 as consumer confidence rebounded from its third quarter lows. The S&P retail industry has grown 26% over the S&P 500 index. Consumer spending should be kept high by relatively modest inflation and low interest rates, and apparel sales are expected to outpace other retail sectors in the short term. Margins will continue to increase in the short term due to lower costs from the Asian economies. The long-term outlook for apparel looks weak due to developing demographic trends. As the baby boomers, along with the rest of the population, get increasingly older, their tendencies will fall away from the latest fashion trends, and disposable income will be spent on other areas.

COMPUTER NETWORKING *(Cisco Systems)*

The outlook for the networking industry in 1999 is positive. Strong networking growth in Europe is expected to make up for Asian weakness. In addition, the Internet and Intranets have lead to greater demand for networking equipment. Internet Service Providers are spending millions of dollars on new equipment in order to meet customer demand for high-speed connectivity. The growth of PCs and the recent demand for linking them into local and wide area networks should also propel demand. Cisco and 3 Com, the two largest players in this industry should benefit from these trends and should continue to gain market share from the smaller players through mergers and acquisitions. Consolidation is expected to continue in this industry as voice and data networks merge.

COMPUTER HARDWARE *(Dell)*

Hardware sales are expected to grow 14% to 18% in 1999. Experts agree that PC demand will suffer due to the Asian crisis, but differ on the degree to which hardware sales will suffer. It is also unclear if Asia's slowdown will lead to less growth in Europe and the US, which would contribute to the decrease in hardware demand. Hardware sales should continue to benefit from the sub $1000 PC, as more first time users will try these machines to gain experience using the Internet, word processing, and spreadsheet applications. Insiders expect these first time users to upgrade to more state of the art hardware in the future. Another positive note is that Microsoft Windows NT 5.0 is set to be released in 1999. This “killer app” should help to increase PC sales, as consumers will want to take part in the newest technology. In addition, business spending should continue to drive the growth in computer hardware spending.

The computer hardware industry is composed of three categories: personal computers, multi-user systems, and workstations. PC growth is forecast to grow 15% through the year 2000. Demand should be driven by reduced prices on computers with performance capabilities meeting average user’s needs. In addition, the growth of the Internet will propel more consumers to purchase PCs in order to take advantage of the benefits that the World Wide Web offers. Finally, PC sales should also increase as emerging and consumer markets are penetrated. It is anticipated that the top five market share leaders will control 70% of the market by the year 2000. Dell and Compaq should benefit from these trends as the two largest players in this subsector of hardware. The multi-user systems area consists of supercomputers, mainframes, minicomputers, and servers. Spending on mainframes and minicomputers has been flat due to drastic reductions in the average selling prices. Server sales have increased as customers have begun to use servers for applications traditionally found on mainframes and minicomputers.

FINANCIAL SERVICES *(Provident Bankshares, Citigroup)*

Although third-quarter 1998 earnings were the worst posted by the industry in several years, 4th quarter numbers were strong and the long-term outlook for the industry remains favorable. Factors include the monetary unification in Europe, emergence of market based economies in Eastern Europe, and the need for funding of social security in developed nations. Adding to the positive outlook is the increased internationalization of financial markets and favorable demographics that suggest a higher savings rate.

In early October 1998, Travelers Group and Citicorp completed their merger to form one of the world’s largest and most diversified financial services firms. This huge merger changes the competitive landscape and puts pressure on other banks and brokerage firms to accelerate their plans for the future. Companies looking at possible acquisitions include Merrill Lynch, JP Morgan and Deutsche Bank. This is an industry that should undergo a great deal of change in the coming months and years.

ELECTRIC EQUIPMENT *(General Electric)*

The electric equipment industry is expected to continue to experience impressive earnings growth due to the strong US economy and cost reduction efforts. Companies in the industry are attempting to improve productivity. Leaner companies will be better positioned to deal with economic downturns in the future. Long term sales growth should be achieved through new product programs and international expansion plans. An international presence provides protection from shifts in local demand. Companies should continue to boost research and development efforts to bring new products to the market. The industry looks attractive and should continue to experience significant returns relative to the S&P.

I. Growth Fund Current Holdings

Action Performance Group

NASDAQ: ACTN

3/31/99 Close:	$30 1/8
Purchase Price:	$33 ¾
Purchase P/E Ratio:	24.24
52-Wk. Range:	17- 48.25

Target Price:	$50
5 Year Earnings Growth:	27%
# Shares Outstanding:	16.85 mil
Market Cap:	$591.85 mil

Company Description:

Action Performance designs and sells licensed motorsports collectible and consumer products. ACTN's products include die-cast scaled replicas of motorsports vehicles, apparel and souvenirs. Although the majority of ACTN's sales come from NASCAR products in the US, they recently acquired two companies in Europe to expand into the Formula One market, which is five times the size of the NASCAR market.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	0.08	0.26	0.46	**0.69**	**1.48**	0.42	**2.02**	**2.65**
ROE %	-	14.80	22.20	9.80	**21.00**	7.30	-	-
ROA %	-	12.00	19.00	7.10	**10.00**	2.80	-	-
P/E Ratio	-	32.70	28.00	42.20	**18.10**	21.40	17.45	13.30

Reasons For Purchase:

- ACTN controls more than 80% of the market share in its expanding business. NASCAR is the fastest growing sport in America, as viewers have increased more than 25% annually over the past 5 years.
- Action's sales and profit growth is promising. Fourth Quarter 1998 sales grew 67% and profits grew 35% from the year before. Earnings forecasts predict 34% and 31% growth for FY 1999 and 2000.
- Impressive Financials: Profit margin is 9.5%, ROE is 21%, and ROA is 10%. Earnings will continue to grow as ACTN utilizes its efficiency to capitalize on its internal growth as well as external growth through acquisitions.

America Online, Inc

NYSE: AOL

3/31/99 Close:	$147
Purchase Price:	$87
Purchase P/E Ratio:	346.11
52-Wk. Range:	14.125- 91.813

Target Price:	N/A
5 Year Earnings Growth:	50%
# Shares Outstanding:	458.1 mil
Market Cap:	$67,340 mil

Company Description:
Provides online services to consumers in the U.S., Canada, Europe, and Japan offering subscribers a wide variety of services, including electronic mail, conferencing, news, sports, Internet access, entertainment, weather, stock quotes, software, computing support, and online classes.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	0.02	(0.12)	0.07	**(1.30)**	**0.17**	(0.33)	0.64	0.96
ROE %	9.70	NC	8.20	NC	**25.30**	N/A	-	-
ROA %	6.60	NC	4.40	NC	**6.00**	(6.50)	-	-
P/E Ratio	150.00	NC	136.60	NC	**292.00**	N/A	261.6	162.8

Reasons for Purchase:
- AOL is the core Internet holding. It has the most brand recognition.
- 56 % market share, and growing.
- User friendly service is benefiting from numerous first-time Internet users.
- The most attractive and valuable prospect for merge partner with media or telecommunications company.
- Opportunity to add high-margin revenue streams from subscriptions, advertising, direct marketing, transactions, and daytime business services.

AT HOME CORP.

NASDAQ: ATHM

3/31/99 Close:	$157.50
Purchase Price:	$110
P/E Ratio:	NC
52-Wk. Range:	23.5- 163.5

Target Price:	$180
5 Year Earnings Growth:	68 %
# Shares Outstanding:	123.27 mil
Market Cap:	$18,860 mil

Company Description:
Provides Internet services using cable television infrastructure and leased digital telecommunications lines to consumers and businesses. Recently acquired Excite (Portal Company), for $7.5 Billion in Stock. At Home is backed by Telecommunications, Inc., which itself is being bought by AT&T.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	-	-	NE	**NE**	**(1.26)**	(0.89)	(0.10)	0.44
ROE %	-	-	NE	NE	**NE**	NE	-	-
ROA %	-	-	(73.40)	(136.30)	**(18.50)**	(13.10)	-	-
P/E Ratio	-	-	NE	NE	**NE**	NE	NE	363.64

Reasons to Buy:

- Will expand its consumer base with the acquisition of Excite.
- In position to become AOL's largest competitor.
- Exclusive rights through 2002 to deliver high-speed Internet access to over 60 million North Americans over the networks of 19 cable television operators.
- At Home is the forerunner for broadband technology, a faster way to access the Internet.

BIOGEN

NASDAQ: BGEN

3/31/99 Close:	$114.31
Purchase Price:	$89 7/8
Purchase P/E Ratio:	57.57
52-Wk. Range:	41- 105

Target Price:	$110
5 Year Earnings Growth:	41.20%
# Shares Outstanding:	75.11 mil
Market Cap:	$8,585 mil

Company Description:

Biogen is a biotechnology firm that researches, develops, and markets therapeutic products for various ailments. Some of the diseases that Biogen targets are inflammation, pulmonary diseases, kidney diseases and disorders, and central nervous system disorders. Biogen also licenses developed drugs to other companies from which it receives royalties. The firm has research agreements with several pharmaceutical companies, including Creative BioMolecules, CV Therapeutics, and Merck.

***Financial Statistics*:**

	1994	**1995**	**1996**	**1997**	**1998**	**Industry**	**1999E**	**2000E**
EPS $	(0.07)	0.08	0.53	**1.17**	**1.80**	0.18	2.54	3.04
ROE %	-	1.5	8.4	16.6	**19.2**	5.3	-	-
ROA %	-	1.2	6.4	11.0	**15.0**	3.8	-	-
P/E Ratio	-	384.3	70.5	31.1	**46.0**	170.3	41.33	34.54

Reasons For Purchase:

- Proven Earnings Track Record: Biogen has met or exceeded consensus estimates since Q4 1997.
- Sales grew 75% in the 4th quarter 1998.
- Deep Product Pipeline: In addition to three licensed products and one marketed in house, Biogen has 7 products under development for autoimmune diseases, heart failure, cystic Fibrosis, renal disease, and others.

CITIGROUP

NYSE: C

3/31/99 Close:	$63.88
Purchase Price:	$51.25
Purchase P/E Ratio:	21.09
52-Wk. Range:	28.5- 73.5

Target Price:	$60
5 Year Earnings Growth:	13.4 %
# Shares Outstanding:	2,256 mil
Market Cap:	$144,113 mil

***Company Description*:**
Citigroup is the world's biggest credit card company. Citigroup was created from the merger of Citicorp and Travelers Group. The combined company will offer credit card, banking, insurance, and investment services in nearly 100 countries. Citigroup also offers brokerage services through their subsidiary Salomon Smith Barney, mutual funds through another subsidiary, Primerica Financial, property/casualty insurance, retirement and real estate services.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	0.68	1.86	2.40	**2.54**	**2.43**	3.02	3.59	4.13
ROE %	-	16.90	18.70	16.00	**14.40**	12.40	-	-
ROA %	-	1.60	1.50	0.80	**0.90**	1.60	-	-
P/E Ratio	-	12.00	11.20	21.20	**20.40**	17.10	18.52	16.10

Reasons for Purchase:

- Projected earnings growth rate of 33.7% compared to an industry average of 12.10%
- ROE of 14.4% compared to an industry avg. of 12.4 %
- Recent merger is expected to be accretive to earnings sooner than originally thought.
- The sales growth rate is 36.0% and income has increased 87.10% versus the same quarter a year ago.

COMPUWARE CORPORATION

NASDAQ: CPWR

3/31/99 Close:	$23.88
Purchase Price:	$28.875
Purchase P/E Ratio:	57.75
52-Wk. Range:	17 15/16- 39 7/8

Target Price:	$50
5 Year Earnings Growth:	34 %
# Shares Outstanding:	367.51 mil
Market Cap:	$8,774 mil

Company Description:
The Farmington Hills, Michigan-based company, a maker of testing, development, and management software for mainframe computers (larger systems based on older technology),

is now making corporate-network software for similar applications. Compuware provides software conversion, systems analysis, and other professional services.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	0.17	0.17	0.13	**0.27**	**0.50**	0.59	0.86	1.15
ROE %	-	18.50	13.90	21.90	**27.40**	20.20	-	-
ROA %	-	11.80	8.00	12.90	**18.10**	12.30	-	-
P/E Ratio	-	27.20	22.10	29.10	**49.40**	82.10	27.25	20.38

Reasons For Purchase:

- Revenues grew 48% in 2Q99 to 366.56 million, led by growth in professional services**,** the company's highest margin area
- EPS of $.36 beat estimates of $.32 in the company's traditional weakest quarter
- Y2K revenues are only 15% of all revenues
- Increase in gross, net and operating margin due to a decrease in sales and marketing expenses
- CPWR is signing larger and longer deals with Fortune 500 companies including a 5 year, $500 million contract with Ford
- No one customer accounts for more than 10% of revenue

CISCO SYSTEMS

NASDAQ: CSCO

3/31/99 Close:	$109.56
Purchase Price:	$75.75
Purchase P/E Ratio:	37.9
52-Wk. Range:	41.13- 117.5

Target Price:	$150
5 Year Earnings Growth:	30 %
# Shares Outstanding:	1,597 mil
Market Cap:	$174,967 mil

Company Description:

Cisco is the leading supplier of products that link LANs and WANs. It has 85% of the market for routers (which tell messages where to go) and 35% of the market for LAN switches. Its other products include dial-up-access servers and network-management software. Cisco is using acquisitions (more than a dozen since 1995) to broaden its product line and is licensing products to increase the influence of its Cisco Internetwork Operating System (Cisco IOS) software in hopes of making it an industry standard. Strategic relationships with the industry's biggest players, including Microsoft and Intel, and with telecom giants such as Alcatel, GTE, and U S WEST are boosting Cisco's position in the networking industry.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	0.24	0.32	0.61	**0.68**	**0.84**	**0.41**	**1.46**	**1.80**
ROE %	N/A	30.05	32.50	24.40	**19.00**	**8.00**	**-**	-
ROA %	N/A	24.00	25.20	19.20	**15.10**	**5.90**	**-**	-
P/E Ratio	N/A	38.70	37.70	52.00	**76.00**	167.10	78.77	63.89

Reasons For Purchase:

- Shift in customer preference toward single vendors able to provide end-to-end networking solutions has helped Cisco gain market share (73% for routers).
- The company's aggressive acquisitions allow Cisco to acquire industry-leading technology, which helps it to maintain margins and beat earnings estimates.
- Cisco continually surpasses revenue and earnings forecasts by gaining market share from competitors.

DELL COMPUTERS

NYSE: DELL

3/31/99 Close:	$40.875
Purchase Price:	$40.25
Purchase P/E Ratio:	125.78
52-Wk. Range:	15 5/8- 55

Target Price:	$60
5 Year Earnings Growth:	52.5 %
# Shares Outstanding:	2,544 mil
Market Cap:	$105,270 mil

Company Description:

Dell Computer is one of the world's top PC makers and the world's #1 direct-sale computer vendor. Led by founder Michael Dell (the longest-tenured CEO of any major US computer company), who owns 16% of the company. Dell sells hardware and markets third-party software and peripherals. Products include notebooks, PCs, and network servers. Dell also markets a variety of peripherals and software for other manufacturers. More than 90% of its systems are sold to businesses and government entities. The company continues to expand services such as its Web site, expected to process half of Dell's transactions by the year 2000.

Financial Statistics:

	1994	**1995**	**1996**	**1997**	**1998**	**Industry**	**1999A**	**2000E**
EPS $	-	0.05	0.09	**0.17**	**0.32**	(0.30)	0.53	0.73
ROE %	-	-	28.10	65.90	**73.00**	NE	N/A	-
ROA %	-	-	12.70	17.70	**22.10**	(3.90)	N/A	-
P/E Ratio	-	-	9.50	23.00	**38.70**	NE	94.30	60.27

Reasons For Purchase:

- The growth rate for Dell in 1999 is expected to be 62.6% vs. the industry's 20.6%, vs. the S&P's 1.6%. The company is expected to produce strong earnings driven by its dominance in the direct sales market.
- Dell should gain from near term increases in corporate technology spending. Businesses will have to replace older machines that are not Y2K compliant
- Dell's built to order model is unique in the industry and allows Dell to have lower inventory levels than competitors and to pass on savings of reduced component parts to consumers. This model has allowed Dell to win market share from competitors.
- Annual sales and earnings increases of more than 40% for the past three years.

DELIA*S, INC.

NYSE: DLIA

3/31/99 Close:	$31.50
Purchase Price:	$19.25
Purchase P/E Ratio:	53.2
52-Wk. Range:	4 1/8- 36.25

Target Price:	$40
5 Year Earnings Growth:	35 %
# Shares Outstanding:	14.14 mil
Market Cap:	$445.4 mil

Company Description:

Sells casual apparel and related accessories, including jeans, shorts, t-shirts, dresses, swimwear, sunglasses, watches, costume jewelry and cosmetics, to girls and young women, mainly through mail order catalogs and sells soccer-related merchandise through catalogs and retail stores, and now the Internet.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	-	-	-	**0.22**	**0.34**	0.10	0.40	0.60
ROE %	-	-	-	10.9	**10.0**	2.80	-	-
ROA %	-	-	-	8.40	**6.80**	1.20	-	-
P/E Ratio	-	-	-	84.0	**81.3**	89.0	90.63	60.0

***Reasons for Purchase*:**

- Just established an online Yahoo! Store.
- Demographic trends favor Delia's as they have developed a brand footprint and stronghold with teenage girls, which are one of the fastest growing segments of the population.
- Stock has been gaining momentum in the recent months.

GENERAL ELECTRIC

NYSE: GE

3/31/99 Close:	$110.63
Purchase Price:	$111 1/4
Purchase P/E Ratio:	39.64
52-Wk. Range:	69- 114

Target Price:	$140
5 Year Earnings Growth:	15.02
# Shares Outstanding:	3,271 mil
Market Cap:	$361,871 mil

Company Description:

GE is a diversified industrial corporation whose products include appliances, lighting products, aircraft engines and plastics. GE also provides television, cable, Internet, distribution, engineering and financial services. Total revenues for the fiscal year ended 12/31/98, rose 11% to $100.47 billion. Net income rose 13% to $9.3 billion. Revenues reflect continued growth from global activities and product services. Earnings also reflect an improved operating margin.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	1.38	1.93	2.16	**2.46**	**2.80**	2.21	3.20	3.63
ROE %	-	22.2	23.4	23.7	**23.9**	19.9	-	-
ROA %	-	2.9	2.7	2.7	**2.6**	3.7	-	-
P/E Ratio	-	18.7	22.9	29.7	**36.4**	37.7	35.94	31.68

Reasons For Purchase:

- Strong long-term earnings growth of 12-18% offers an attractive long-term holding
- Industry superior ROE and earnings consistency
- Momentum over the recent months
- Strong management team and proven performance.

MERCK

NYSE: MRK

3/31/99 Close:	$80.13
Purchase Price:	$70 4/5
Purchase P/E Ratio:	37.9
52-Wk. Range:	55 3/4- 87

Target Price:	$85
5 Year Earnings Growth:	14%
# Shares Outstanding:	2,360 mil
Market Cap:	$189,107 mil

Company Description:

Merck is the number one drug-maker in the United States. Merck has developed drugs for high cholesterol, hypertension, eating disorders and heart failure as well as male baldness, Aids, migraine headaches, and arthritis. Merck is a top drug-maker for animals as well.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	1.17	1.32	1.57	**1.88**	**2.16**	1.72	2.46	2.77
ROE %	-	28.4	32.4	36.6	**41.0**	33.0	-	-
ROA %	-	14.0	16.00	17.90	**16.5**	14.1	-	-
P/E Ratio	-	24.9	25.5	28.2	**34.2**	45.0	32.01	28.42

Reasons For Purchase:

- Products pending approval: Vioxx, Merck's cox-2 inhibitor is on track at the FDA to be approved by May of 1999.
- Established dominance in industry: Merck is number one in the US and number two worldwide against Glaxo.
- Strong earnings growth and profitability relative to industry averages.

MICROSOFT CORPORATION

NASDAQ: MSFT

3/31/99 Close:	$89.63
Purchase Price:	$49.40625
Purchase P/E Ratio:	117.26
52-Wk. Range:	40 15/16- 92 5/8

Target Price:	$130
5 Year Earnings Growth:	25 %
# Shares Outstanding:	5,046 mil
Market Cap:	$452,273 mil

Company Description:

Microsoft is the world's #1 software company. Its software includes the Windows (95, 98, and NT) operating systems, Excel spreadsheets, word-processing programs (Word), and reference works (e.g., Encarta). The Microsoft Network provides online content, and its browser, Internet Explorer, rivals Netscape for market share. With NBC, the company operates cable news channel MSNBC. It also provides free e-mail and other services.

Financial Statistics:

	1994	**1995**	**1996**	**1997**	**1998**	**Industry**	**1999E**	**2000E**
EPS $	0.24	0.29	0.43	**0.66**	**0.84**	0.59	1.32	1.51
ROE %	-	27.2	31.7	35.2	**28.7**	20.2	-	-
ROA %	-	20.2	21.7	24.0	**20.1**	12.3	-	-
P/E Ratio	-	39.0	34.9	47.9	**78.50**	89.80	41.70	35.13

Reasons For Purchase:

- Microsoft operating systems run 90% of the PC’s currently in use
- MSFT stock has lagged recently in contrast to their historic outperformance over the S&P 500 and the NASDAQ 100
- Demand for new PC’s is looking stronger than ever
- OEM business, MSFT’s highest margin area, accounted for $4.716 billion in sales in FY98
- Margins showing continuing improvement due to fundamental changes in the business model
- Analysts recently increased 2Q99 EPS estimates up “at least” $0.05

PROVIDENT BANKSHARES

NYSE: PBKS

3/31/99 Close:	$26.13
Purchase Price:	$29.375
Purchase P/E Ratio:	17.9
52-Wk. Range:	18-36

Target Price:	$30
5 Year Earnings Growth:	11 %
# Shares Outstanding:	24.29 mil
Market Cap:	$635 mil

Company Description:

Provident Bankshares is the holding company for Provident Bank in Maryland. Total assets for the company exceed $4.8 billion and there are over 69 offices and locations situated throughout the Baltimore area.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	0.73	0.92	1.07	**1.01**	**1.54**	1.75	1.71	1.86
ROE %	-	9.8	11.7	9.3	**13.2**	14.7	-	-
ROA %	-	0.7	0.8	0.6	**0.8**	1.3	-	-
P/E Ratio	-	14.5	16.5	30.1	**16.2**	22.5	15.02	13.81

Reasons for Purchase:

- Analysts expect 10% loan growth, a stable net interest margin of 3.4%, 12-15% fee growth, and a 6-8% core expense growth over the next 2 years. Provident has also increased dividends for the past 18 quarters.
- The company appears to be a great takeover target, analysts believe a buyer would be willing to pay $50 per share. The most likely candidates at this point are BB&T, 1st Maryland, Bancorp, and Sun Trust.
- 2nd quarter EPS of $0.38 up from $0.33 last year on 11% loan growth and 44% fee income growth.
- Sales versus the previous quarter are up 16.80% while net income versus the previous quarter is up 81.80% compared to 0.10% for the industry.

QWEST COMMUNICATIONS

NASDAQ: QWST

3/31/99 Close:	$72.10
Purchase Price:	$43
Purchase P/E Ratio:	NC
52-Wk. Range:	22-79.14

Target Price:	$85
5 Year Earnings Growth:	40 %
# Shares Outstanding:	340.7 mil
Market Cap:	$24,564 mil

Company Description:

A facilities-based provider of multimedia communications, Qwest has one of the most developed infrastructures. Its goal is to become the world leader in the convergence of data, multimedia, Internet, and voice communications. The Qwest network will connect approximately 130 metropolitan areas coast-to-coast.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	-	-	(0.04)	**0.08**	**(3.02)**	1.53	0.21	0.74
ROE %	-	-	NC	3.80	**N/A**	20.9	-	-
ROA %	-	-	(2.60)	1.00	**N/A**	6.3	-	-
P/E Ratio	-	-	NC	425.0	**N/A**	32.4	342.85	97.30

Reasons for Purchase:

- Acquired LCI International, creating the 4th largest domestic long-distance company.
- Expanding its long-distance network into an 18,449 mile advanced fiber optic telecom network.
- Construction of network to be completed in mid-1999.
- The advanced technology of the network is expected to provide lower installation, operating and maintenance costs than fiber systems in commercial use today.
- Industry outlook above average.
- Growth of customers and network assets has resulted in 319 % gain in revenues.

MCI WORLDCOM INC

NASDAQ: WCOM

Latest Price:	$88.56
Purchase Price:	$43
Purchase P/E Ratio:	107.5
52-Wk. Range:	39- 94 5/8

Target Price:	$110
5 Year Earnings Growth:	30%
# Shares Outstanding:	1,833.33 mil
Market Cap:	$162,360 mil

***Company Description*:**
One of the largest telecommunications companies in the United States, serving local, long distance and Internet customers domestically and internationally.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	(0.48)	0.64	(5.56)	**0.40**	**(2.12)**	1.62	1.97	2.83
ROE %	NC	12.20	NC	2.80	**N/A**	13.1	-	-
ROA %	N/A	4.0	(11.0)	1.70	**N/A**	5.6	-	-
P/E Ratio	N/A	27.50	NC	75.50	**N/A**	48.0	45.17	31.44

Reasons for Purchase:

- The merger between MCI and WorldCom has produced a major player in Telecom industry.
- MCI WorldCom has strategic partnership with AOL, providing access to Internet subscribers.
- The first of the telecom companies to exploit the Internet.

WARNER LAMBERT

NASDAQ: WLA

Latest Price:	$66.25
Purchase Price:	$70
Purchase P/E Ratio:	49.26
52-Wk. Range:	49 9/16- 85 15/16

Target Price:	$85
5 Year Earnings Growth:	19.50 %
# Shares Outstanding:	822 mil
Market Cap:	$54,457 mil

Company Description:
Warner Lambert is a diversified pharmaceutical company that makes OTC drugs, human therapeutics, and other products such as Listerine, name brand chewing gums, and Halls. The company has been focusing on drugs with its most recent cholesterol lowering Lipitor and Rezulin, a diabetes drug. An issue of concern is an upcoming FDA trial to determine the outcome of some safety issues with Rezulin. The firm has recently announced an acquisition of biotech firm called Agouron.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	0.86	0.90	0.95	**1.04**	**1.48**	1.72	1.93	2.33
ROE %	-	32.9	30.5	30.70	**34.7**	33.0	-	-
ROA %	-	12.1	10.90	10.80	**13.6**	14.1	-	-
P/E Ratio	-	18.0	26.2	39.7	**50.7**	45.0	34.13	28.27

Reasons to Buy:
- Growth in Lipitor: Lipitor is the dominant cholesterol drug in the US and sales grew 73% in Q4 1998.
- Business Diversification: Although Pharmaceuticals is the strongest of its businesses, WLA is also diversified into consumer healthcare and confectionery lines.
- Building pipeline: The purchase of Agouron will build up WLA's product pipeline to further support its valuation.

QUIKSILVER, INC.

NYSE: ZQK

Latest Price:	$42.25
Purchase Price:	38 5/8
Purchase P/E Ratio:	30.74
52-Wk. Range:	13.5- 38 1/8

Target Price:	$50
5 Year Earnings Growth:	23.8%
# Shares Outstanding:	14.68 mil
Market Cap:	$620 mil

Company Description:
Quiksilver, Inc. designs, arranges the manufacture of, and distributes casual sportswear, swimwear, activewear, snowboardwear and related accessories for boys and girls under various labels. For the fiscal year ended 10/31/98, net sales increased 36% to $316.1 million. Net income increased 42% to $18 million. Revenues reflect improved product design and national marketing. Earnings also reflect improved international sales and higher selling prices in the women's division.

Financial Statistics:

	1994	1995	1996	1997	1998	Industry	1999E	2000E
EPS $	0.63	0.73	0.81	**0.9**	**1.23**	1.18	1.59	1.92
ROE %	-	14.5	14.5	13.3	**15.3**	12.8	-	-
ROA %	-	10.1	10.1	8.4	**8.4**	6.9	-	-
P/E Ratio	-	21.2	13.1	17.1	**16.7**	19.7	26.42	21.88

Reasons For Purchase:

- Using brand name recognition to break into more mainstream clothes.
- Roxy line for girls is very popular and successful.
- Trading on higher volume, stock has momentum.
- Launched new jeans with forward design- "denim clothes for the new milennium".

II. GROWTH FUND PREVIOUS HOLDINGS

AIR TOUCH COMMUNICATIONS (ATI) *Inherited Price:* $ 48.313
Sell Price: $ 58.125

ATI is the leading stand-alone provider of wireless communications services worldwide. It benefits from brand name recognition and a powerful alliance between MediaOne Group and ATI's worldwide cellular business. The market for wireless services abroad continues to expand, and ATI is a leading market shareholder internationally. ATI is the largest wireless provider in the U.S. We believed that after months of a static trading price, ATI's stock had been fully valued. This was the main reason for selling.

ATLANTIC COAST AIRLINES (ACAI) *Inherited Price*: $24
Sell Price: $25

A regional carrier operating as United Express, ACAI has a route system spanning the entire East Coast, from Maine to Florida. Together with code-share partner, United (UAL), ACAI has more daily flights out of Washington Dulles than all other carriers combined. Inherited as a short-term investment, we thought the stock to have already valued the phenomenal growth experienced by this company.

BORDER'S GROUP (BGP) *Inherited Price:* $34.0625
Sell Price: $25.0625

Border's is an operator of book and music stores and mall-based bookstores throughout the United States. BGP operates its stores under the Borders, Waldenbooks, and planet Music and CD Superstore names. BGP was a stock we inherited form last years fund. FY 1998 was impressive as revenue grew 17% and net income grew 415%. Higher sales were obtained through new store openings and increased same-store sales. Although the stock performed well at first, it decreased in price drastically due to the summer's correction and worries over internet-based competition hurting sales growth.

HOME DEPOT (HD) *Inherited Price:* $33.8125
Sell Price: $58.50

Home Depot is the industry leader in the do-it-yourself warehouse stores. Home Depot sells building materials and home improvement products in 679 stores and 5 EXPO Design Centers in the U.S. and 32 stores in Canada. We inherited this stock and sold it for a 51% gain. Our motivation behind selling HD were based on valuation, and not the quality of the company or its future outlook.

MINDSPRING (MSPG) *Purchase Price:* $39
Sell Price: $72

MSPG is an Internet Service Provider with the respect of the big players such as AOL and Yahoo!, and Amazon.com. It is well managed and was the first of many to actually turn a profit, where most companies are trading on projected future earnings. It concentrates on customer service and satisfied customers due to less access problems. The recent acquisition of Sprynet has been good news, although it could pose some short-term problems with Sprynet employees not used to a focus on customers. Mindspring was quick to reach our target price, and we decided to sell when it exceeded the target.

CAPITAL ONE (COF) *Purchase Price:* $88.4375
Sell Price: $114

The company uses massive databases to pick the best customers, find out what they want in the way of credit cards and other financial programs, and then deliver customized products. The company's main subsidiary is Capital One Bank, one of the US's top 10 credit card companies, which offers some 3,000 Visa and Master Card credit card products with different combinations of annual percentage rates, credit limits, finance charges, and fees. Capital One securitizes most of its credit card receivables. Its gigantic databases of consumer information have made the company "one of the savviest" credit card companies in the world as it targets customers and determines what products to offer them. COF was sold for a 29% gain because we felt as though it had been fully valued.

COMPAQ COMPUTERS (CPQ) *Purchase Price:* $29.50
Sell Price: $44

Compaq computer is the number one PC maker in the world controlling 12% of the market share, and the third largest computer firm after IBM and Hewlett Packard. CPQ was our first purchase made over the summer when the outlook for the PC market was bullish. We sold CPQ in the spring when we felt it became fully valued after hitting out target price.

3COM (COMS) *Purchase Price:* $25.25
Sell Price: $31

3Com is the number two maker of hardware that lets computers communicate with each other across networks. Acquisitions have broadened 3Com's product lines and expanded its customer base. The buying spree culminated in the company's 1997 purchase of #1 modem maker U.S. Robotics. We purchased the stock because the growth rate for 3 Com in 98/99 was expected to be 36.8 % vs. the industry's 8.7%, vs. the S & P's 1.6%. The Internet is experiencing amazing levels of growth and 3 Com will benefit from this surge. As more people begin to use the Internet for their shopping needs, businesses will need to increase their network infrastructures to maintain contact with their customers. In addition, 3 Com management believes that the stock price is undervalued at current levels and shareholders approved a 10 million share repurchase plan announced during the Q4 1998 Conference Call. We sold the shares because Cisco was gaining market share over 3 Com in the industry and because 3Com's earnings were suffering due to competitive pricing in the modem industry.

CONSECO INVESTMENTS (CNC) *Purchase Price:* $33.63
Sell Price: $29.94

Conceso is a financial services holding company, which engages in the development, marketing and administration of annuity, individual health insurance and individual life insurance products. Revenues rose 13% in 1998 reflecting recent acquisitions that will assist CNC's bottom line in the long-term. Conseco was sold after poor performance and to free up capital for the purchase of a more attractive financial services stock.

ELECTRONIC ARTS (ERTS) *Inherited Price:* $46.94
Sell Price: $45.88

Electronic Arts is an entertainment company that creates, markets and distributes interactive entertainment software for a variety of hardware platforms. Revenues increased over 30% in 1998 but earnings were hurt by recent acquisitions. ERTS was sold following negative news regarding production problems that would lead to the delayed release of future video game products.

ZILA, INC. (ZLA) *Purchase Price:* $10.8175
Sell Price: $5.375

Zila, Inc. is a biotechnology company that manufactures pharmaceutical, biomedical, dental, and nutritional products. The stock was bought under in anticipation of the FDA Approval of its OraTest product, which is used for the detection of oral cancer. This new drug application was on the FDA fast track for approval but unfortunately was not approved. The company did not present the adequate amount of data that they needed to pass the FDA approval. We therefore sold the stock at a loss due to lost confidence in management's ability to guide the company to success.

BIOCHEM PHARMACEUTICALS (BCHE) *Purchase Price:* $26.50
Sell Price: $22.00

BioChem Pharmaceuticals was purchased with confidence in its underlying fundamentals. The company developed the drug 3tc/Epivir for HIV and was waiting pending approval for its next major drug, Lamivudine, a treatment for Hepatitis B. Although the fundamentals of the company remain strong, the stock was purchased at too high a price and failed to add value to the portfolio.

REYNOLDS METALS COMPANY (RLM) *Purchase Price: $58.1875*
Sell Price: $55.875

RLM serves established and emerging world markets, such as the packaging and consumer, construction, distribution and automotive markets with a wide variety of aluminum, plastic and other products. We purchased RLM after the announcement of a 25% share repurchasing plan, massive restructuring plan, and the expectations of appreciating aluminum prices. RLM was sold after the downturn in the global economy hurt aluminum prices and RLM's short-term outlook.

ANALYTICAL SURVEYS INC. (ANLT) *Inherited Price:* $51.25
Sell Price: $33.75

ANLT, the world's #1 provider of computerized maps to geographic information system (GIS) makers, digitizes paper maps and aerial photographs and adds related information, such as utility rights-of-way, property lines, and roads, to create fully integrated electronic maps. Utilities and state and local governments, which use GIS to manage service territories and plot utility locations, account for most of the company's sales. We inherited ANLT from the previous managers and held it for almost a month. The company reported disappointing earnings in April 1998 and tripped our lower limit.

VANTIVE CORP. (VNTV) *Inherited Price:* $36.5625
Sell Price: $30.75

Vantive makes software that lets large corporations to automate services including customer support, defect tracking, sales, marketing, field service, quality assurance, and internal help desk functions. Companies use Vantive's software to track customer complaints, follow up on product information requests, and check the status of orders. The company sells its software directly to industries such as computer software (which accounts for about a quarter of sales), telecommunications, manufacturing, banking, and health care. This was another stock that we inherited in April.

VWR SCIENTIFIC PRODUCTS (VWRX) *Inherited Price:* $35.3125
Sell Price: $30.125

VWR Scientific is engaged in the distribution of medical equipment and supplies and the firm is one of the largest in the industry with a 20% market share. We inherited this stock from the previous year's managers and were quite high on it in the beginning. However, as biotech firms and other healthcare firms began to slip, we sold this stock to free up capital for other companies in faster growing industries.

AMERICAN MANAGEMENT SYSTEMS (AMSY) *Inherited Price:* $27.50
Sell Price: $25.1875

American Management Systems is an international business and information technology consulting firm, which is in the business to improve the performance on various organizations. The company targets markets in telecommunications, financial services, state and local governments and develops and integrates and licenses information systems and software for its clients. AMSY was sold over the summer when it triggered its lower limit.

GLOBAL CROSSING LTD. (GBLX) *Purchase Price:* $37.625
Sell Price: $39.875

Global Crossing Ltd. is a provider of global internet and long distance telecommunications facilities and services utilizing a network of undersea digital fiber optic cable systems. They became a publicly traded company in March 1998. We felt this was an excellent way to add more to our telecommunications holdings. Earnings were expected to grow 30-40% for the year and a projected 5-year growth rate of 20-30%. Another plus for GBLX is that they were one of the first fiber-optic companies to enter the European market. They compete with Q-West Communications in Europe and have begun expanding into Asia. We sold in January when we felt that buying in Q-West Communications was a better value in the industry.

ORTHODONTIC CENTERS OF AMERICA (OCA) *Inherited Price:* $21.6875
Sell Price: $19

OCA was an inherited stock from the previous year's portfolio. OCA is a company that serves 438 Orthodontic centers in the United States through Business operations, financial marketing, and administrative services. The stock was sold in the summer 1998 because it broke through our previously established lower limit.

OMEGA HEALTHCARE INVESTOR (OHI) *Inhertied Price:* $39
Sell Price: $29.25

OHI was an inherited stock from the previous year's portfolio. The company is a real estate investment trust that invests in income producing, long-term health care facilities. The stock was sold during the summer when it broke through our previously established lower limit.

OMNICARE, INCORPORATED (OCR) *Inherited Price:* $39.625
Sell Price: $32.875

OCR was an inherited stock from the previous year's portfolio. The company is a provider of pharmacy services for many long-term health care facilities such as nursing homes, retirement centers, and others. The stock was sold in the summer 1998 when it broke through our previously established lower limit.

MERRILL LYNCH (MER) *Purchase Price:* $78.125
Sell Price: $64.6875

Merrill Lynch provides investment, financing, insurance and related services to individuals and institutions globally through its broker, dealer, banking, insurance and other financial services subsidiaries. MER was purchased in the fall following a drop in the stock that we felt was unjustified. MER was sold over the Christmas holiday when it triggered its lower limit.

GATEWAY INC. (GTW) *Inherited Price:* \$46.75
Sell Price: *\$50*

Gateway develops, markets, manufactures and supports a broad line of desktop and portable PCs and PC-related products used by businesses and individuals. Sales rose 19% in 1998 and this impressive sales growth is sustainable over the near future. GTW's healthy financials include a ROE of almost 31% and a debt free balance sheet. GTW was sold during the summer's correction when it hit its lower limit.

THE E. CLAIBORNE ROBINS SCHOOL OF BUSINESS

VALUE FUND

- THE 1998-1999 SPIDERFUND ANNUAL REPORT -

UNIVERSITY OF RICHMOND

VALUE FUND PHILOSOPHY

Our philosophy is based on the concept that market inefficiencies exist. Following this assumption, we identify industries that have trailed their respective benchmarks and that have been unjustly discounted by the market. Only industries characterized by strong fundamentals and increasing growth potential are considered. Although we generally recognize industry leaders as the most attractive companies in which to invest our funds, smaller players have provided attractive opportunities for price appreciation.

VALUE FUND STRATEGY

We utilize a top-down investment strategy to select the stocks contained in our portfolio. By periodically reviewing economic reports (as found in *The Wall Street Journal, First Call, Federal Reserve Bank publications, and Conference Board's BoardView*), we are able to identify leading macroeconomic trends and factors influencing general market conditions for the near-, intermediate and long-term. Key variables observed include interest rates, inflation, leading economic indicators.

After synthesizing economic data, we identify industries that are unjustifiably underperforming the broader market. We use resources such as *S&P Industry Surveys and Reports, First Call, The Wall Street Journal,* and *CNBC market commentaries* to augment our industry research. The following criteria are applied to identify industry groups that are essentially out of favor with current investors and display above-average potential for rebound: strong fundamentals, improving outlook, positive earnings, increasing demand, and management initiatives.

VALUE FUND TACTICS

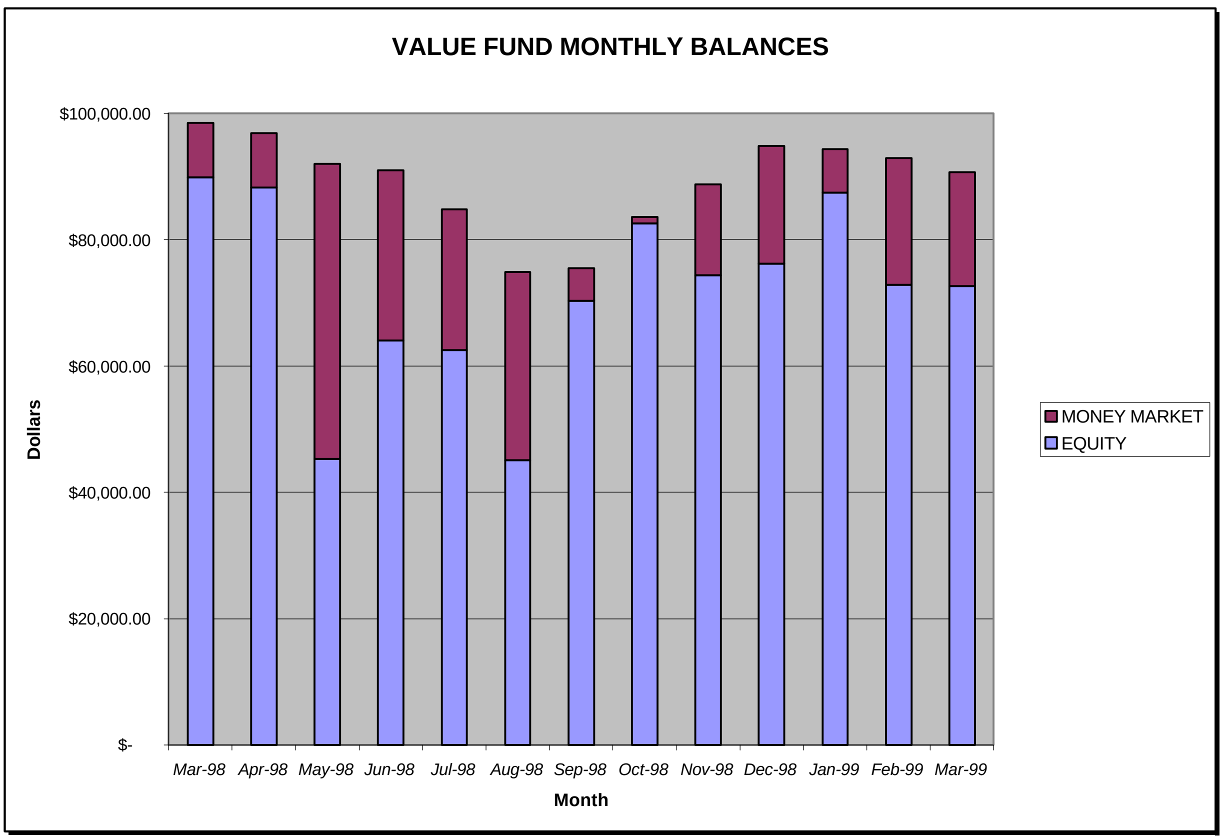
After identifying undervalued industries, various stock-screening tools are used as an instrument to search for desirable companies within our chosen industries. Parameters that we stress (in their respective order of importance to us) include Price/Earnings ratio, Price-to-Sales ratio, market capitalization, trading volume, beta, and price range. Once we have generated a list of potential stocks, we further research the fundamental and technical merits of the comapny. Fundamental analysis involves looking at such factors as return on assets, return on equity, earnings trends, forecasted growth, price/earnings ratio, and capital structure. Technical analysis encompasses trend identification, relative strength, support and resistance, and volume. Following this research method, we make buy recommendations. If we decide to purchase the stock, we then establish our sell discipline. Taking into account analysts' valuations and resistance levels, we set a target exit price.

A critical element of our managerial tasks is the constant evaluation of our holdings. This is done for two reasons: first, to make a hold/sell decision, and second, to ensure that each stock remains consistent with our philosophy. Lastly, we record daily prices and prepare weekly status reports to track our portfolio's performance.

VALUE FUND TRANSACTIONS
March 31, 1998 through March 31, 1999

Stock	Ticker	Shares Purchased	Date of Purchase	Buy @	Transaction Amount	Shares Sold	Date Sold	Sold @	Transaction Amount	HPR
Biochem	BCHE	300	4/1/98	24.19	$7,256.25	300	5/15/98	25.75	$7,580.71	4.47%
CDI Corp.	CDI	200	4/1/98	42.75	$8,550.00	200	6/10/98	34.19	$6,710.35	-21.52%
Case Corp.	CSE	100	4/1/98	68.13	$6,812.50	100	5/8/98	59.88	$5,901.30	-13.38%
Genuine Parts Co.	GPC	200	4/1/98	38.18	$7,635.00	200	5/28/98	34.00	$6,673.28	-12.60%
Gymboree Corp.	GYMB	200	4/1/98	25.88	$5,175.00	200	5/15/98	16.69	$3,252.39	-37.15%
Highwood Properties	HIW	200	4/1/98	35.31	$7,062.50	200	5/20/98	33.00	$6,475.58	-8.31%
Home Products Intl.	HPII	400	4/1/98	16.13	$6,450.00	400	5/27/98	11.63	$4,549.36	-29.47%
IHOP Corp.	IHOP	200	4/1/98	38.38	$7,675.00	200	7/13/98	44.25	$8,699.66	13.35%
Jones Apparel Group	JNY	100	4/1/98	27.53	$2,753.13	200	7/21/98	27.88	$5,462.39	98.41%
Officemax Inc.	OMX	300	4/1/98	17.88	$5,362.50	300	7/24/98	13.88	$4,060.88	-24.27%
Precision Castparts	PCP	100	4/1/98	59.19	$5,918.75	100	6/11/98	54.81	$5,395.06	-8.85%
Standard Register	SR	100	4/1/98	33.94	$3,393.75	100	3/23/99	28.19	$2,753.22	-18.87%
Universal Corp. VA	UVV	100	4/1/98	44.06	$4,406.25	100	5/18/98	35.00	$3,426.36	-22.24%
Zale Corp.	ZLC	300	4/1/98	28.88	$8,662.50	300	8/28/98	25.00	$7,358.31	-15.06%
AVX Corp.	AVX	300	6/4/98	18.19	$5,574.21	300	12/18/98	16.38	$4,801.93	-13.85%
Avery Dennison Corp.	AVY	100	6/22/98	51.13	$5,198.50					
Diamond Offshore	DO	200	7/15/98	36.25	$7,381.67	200	11/18/98	25.31	4955.80	-30.17%
Dycom Industries	DY	300	7/13/98	23.22	$7,090.86	150	1/13/99	34.38	$5,038.54	47.38%
						150	2/9/99	36.00	$5,279.04	54.34%
R & B Falcon Corp.	FLC	100	7/15/98	20.25	$2,081.00	100	11/18/98	10.81	1025.21	-46.60%
Richfood Holdings	RFH	300	6/16/98	23.06	$7,053.51					
SIPEX Corp.	SIPX	200	6/29/98	22.00	$4,497.61	200	11/3/98	28.75	$5,635.36	25.30%
Terex Corp.	TEX	200	6/22/98	27.63	$5,636.85					
Tommy Hilfiger	TOM	100	7/13/98	63.25	$6,411.00	100	12/16/98	54.00	$5,313.82	-17.11%
Food Lion Inc.	FDLNB	400	6/22/98	9.94	$4,080.95					
Intel Corp.	INTC	100	9/3/98	75.19	$7,604.75	100	11/11/98	101.69	$10,082.41	32.58%
MBNA Corp.	KRB	150	9/3/98	19.13	$2,934.78	150	2/9/99	23.75	$3,466.46	18.12%
Carnival Corp.	CCL	200	9/18/98	30.75	$6,269.02					
First Union Corp.	FTU	150	9/18/98	52.50	$8,019.76	50	12/10/98	63.25	$3,092.87	-61.43%
Allstate Corp.	ALL	100	10/2/98	41.63	$4,243.90					
BankAmerica Corp.	BAC	100	12/10/98	60.88	$6,173.50					
K Mart Corp.	KM	200	12/10/98	15.00	$3,080.97					
BE Aerospace Inc.	BEAV	200	1/13/99	16.88	$3,460.44					
AES Corp.	AES	100	1/26/99	35.81	$3,655.74					
Autozone Inc.	AZO	100	1/26/99	33.31	$3,402.77					
Walt Disney Corp.	DIS	100	1/26/99	34.94	$3,567.21					
First Union Corp.	FTU	50	1/26/99	56.75	$2,903.16					
Fleet Financial Grp.	FLT	200	11/13/98	40.50	$8,241.42					
3 Com Corp.	COMS	200	3/23/99	24.38	$4,978.25					

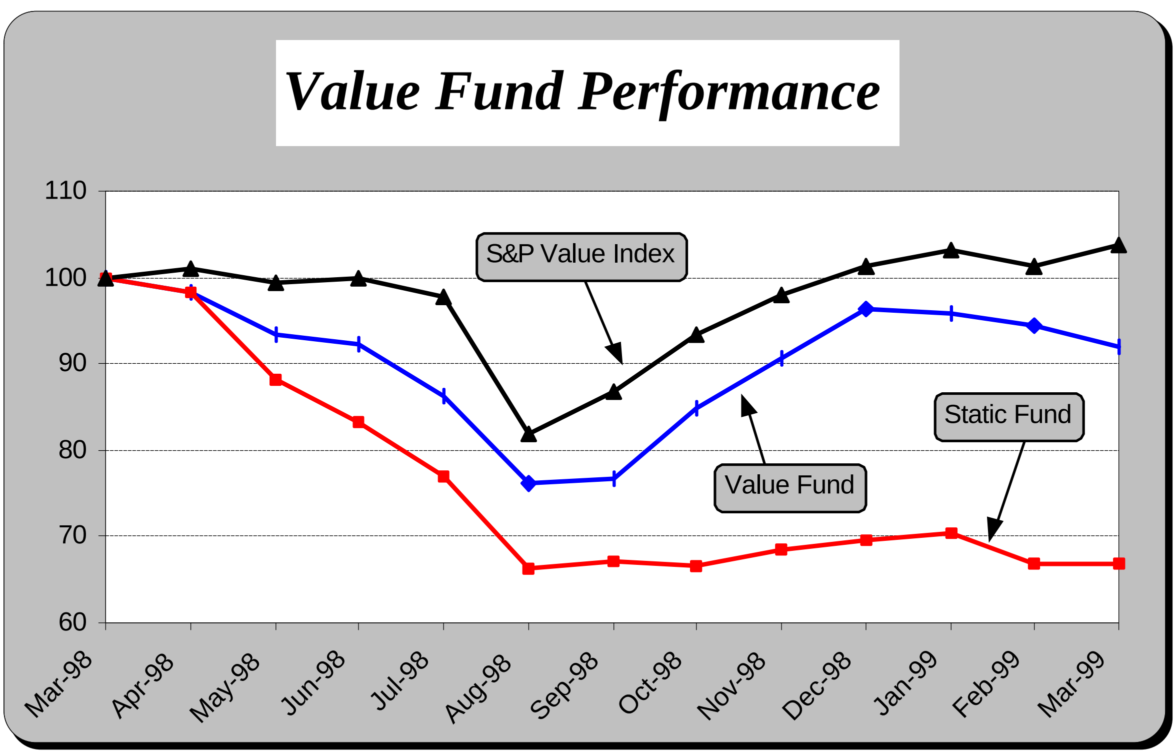
VALUE FUND MONTHLY BALANCES *March 31, 1998 through March 31, 1999*			
DATE	**EQUITY**	**MONEY MARKET**	**TOTAL**
31-Mar-98	$ 89,918.75	$ 8,614.00	$ 98,532.75
30-Apr-98	$ 88,231.25	$ 8,692.76	$ 96,924.01
31-May-98	$ 45,381.25	$ 46,715.68	$ 92,096.93
30-Jun-98	$ 64,043.75	$ 26,944.16	$ 90,987.91
31-Jul-98	$ 62,543.75	$ 22,337.49	$ 84,881.24
31-Aug-98	$ 45,100.00	$ 29,809.82	$ 74,909.82
30-Sep-98	$ 70,346.87	$ 5,147.41	$ 75,494.28
31-Oct-98	$ 82,640.62	$ 953.64	$ 83,594.26
30-Nov-98	$ 74,334.37	$ 14,439.05	$ 88,773.42
31-Dec-98	$ 76,253.12	$ 18,626.94	$ 94,880.06
31-Jan-99	$ 87,512.47	$ 6,783.86	$ 94,296.33
28-Feb-99	$ 72,903.12	$ 20,017.77	$ 92,920.89
31-Mar-99	$ 72,659.38	$ 18,053.17	$ 90,712.55



VALUE FUND
CURRENT HOLDINGS
MARCH 31,1999

Holdings	Ticker	Current Price	Shares	Value	P/E	Purchase Price
The AES Corporation	AES	37 1/4	100	$ 3,725.00	22.49	35 13/16
Allstate Corporation	ALL	37 1/16	100	3,706.25	9.25	41 5/8
Avery Dennison Corporation	AVY	57 1/2	100	5,750.00	26.95	51 1/8
AutoZone, Inc.	AZO	30 3/8	100	3,037.50	20.28	33 5/16
BankAmerica Corporation	BAC	70 5/8	100	7,062.50	23.79	60 7/8
B.E. Aerospace	BEAV	14 3/4	200	2,950.00	7.4	16 7/8
Carnival Corporation	CCL	48 9/16	100	4,856.25	35.27	30 3/4
3Com Corporation	COMS	23 5/16	200	4,662.50	22.06	24 3/8
Walt Disney Company	DIS	31 1/8	100	3,112.50	38.41	34 15/16
Food Lion, Inc.	FDLNB	9	400	3,600.00	15.84	9 15/16
Fleet Financial Group	FLT	37 5/8	200	7,525.00	14.83	40 1/2
First Union Corporation	FTU	53 7/16	150	8,015.63	18.11	53.9166
K-Mart Corporation	KM	16 13/16	200	3,362.50	15.90	15
Richfood Holdings, Inc.	RFH	21 9/16	300	6,468.75	17.35	23 1/16
Terex Corporation	TEX	24 1/8	200	4,825.00	7.33	27 5/8

Equity Holdings	**$ 72,659.38**
Money Market Account	**$ 18,053.17**
Total Value of the Value Fund Portfolio	**$ 90,712.55**



INDUSTRY OVERVIEW

INSURANCE: PROPERTY-CASUALTY *(Allstate)*

Industry ROE: 13.1% ***ROA: 1.8%*** ***P/E: 17.1***

Based on the outlook for lower interest rates, property-casualty insurance companies are an attractive industry. One reason is that about 70% of their assets are invested in bonds. Low inflation helps the loss reserves of most insurance companies, because the reserves are established to pay claims at some future date. Because an assumption about inflation is built into the reserves when they are established, lower actual rates of inflation can "free up" some of the reserves. The average P/E multiple of the stocks in this industry have recently been equal to about 55% of the market's multiple, one of the lowest valuations in a decade (with the average being 66%). Selected stocks present good values at their present levels.

Our near-term investment outlook for the property-casualty insurance industry is positive. The industry faces intense premium-price competition (brought on by overcapacity) and concerns remain over the adequacy of reserve levels. Also, third- and fourth quarter 1998 profits at many firms have been impaired by a high level of catastrophe losses. Still, opportunities exist among a handful of companies that have been able to carve out profitable niches within this highly competitive market. Written premiums for property-casualty insurers will likely rise around 4% in 1999, from the approximately $290 billion of net written premiums reported in 1998. These modest growth rates reflect price increases in select personal lines of coverage that are being offset by intense premium-price competition in most commercial lines (particularly workers' compensation and general liability). However, a broad based "turn in the cycle" (a sharp increase in premium prices) is not likely in the near future, and any recovery will probably result from consolidation in this industry.

DIVERSIFIED MACHINERY *(Terex Corp.)*

Industry ROE: 21.3% ***ROA: 5.4%*** ***P/E: 9.5***

The Capital Goods Industrial Machinery Industry has lagged the market during the past twelve months and is expected to stage a comeback in late 1999. The slowdown was a direct result of the problems overseas causing a slump in international shipments. A strong dollar also hurt heavy equipment and mining sales for U.S. firms overseas. While short-term this industry looks unfavorable, the long-term outlook indicates a turnaround and there exists a strong value opportunity. As Asia and other developing areas begin to see improved economic conditions, coupled with a weakening U.S. dollar, sales overseas should begin to increase for this segment of the industry. While U.S. and European demand for heavy equipment and cranes remains modestly positive moving into 1999, strong economic conditions remain favorable for the industry. U.S. housing starts are strong and firms are looking to modernize and expand capacity as the economy continues to grow.

OFFICE EQUIPMENT AND SUPPLIES MANUFACTURING *(Avery Dennison)*

Industry ROE: 2.9% ***ROA: .9%*** ***P/E: 70.1***

With the U.S. economy thriving and worldwide market conditions showing signs of stabilization and improvement, the industry should begin to see positive results. A major concern in the industry is the fierce competition and price erosion of its products. Companies have streamlined quality, product base and customer service in order to stay competitive. Although competitive pressures in the business have led to a reduction in margins, it has also been a positive as companies look towards consolidation, cost cutting, new products, and the development of niche markets to create value and growth.

A recent short-term concern in the industry has been recent inventory reductions of office supply stores, which in turn has affected industry revenues.. As these inventory corrections run their course, revenues will once again see improvement. The long-term outlook for the industry remains favorable as global economies improve and as new product introductions and restructuring stimulate new growth.

SPECIALTY RETAIL *(AutoZone)*

Industry ROE: 8.1% ***ROA: 3.3%*** ***P/E: 39.6***

The specialty retail industry has underperformed the market, but the short-run outlook for the industry remains positive. With the United States experiencing low inflation and low unemployment, consumers have more disposable income, consumer confidence is high. These factors translate into an increase in sales for specialty retailers.

Growth has occurred in many areas of the industry, particularly in the “superstore” segment. Large stores for office products, auto supplies, books and sporting goods, offering a larger selection and lower prices have become popular with consumers. This has negatively affected the small retailer, but growth is expected to continue in the “superstore” category due to strong consumer acceptance. In the “do-it-yourself” (DIY) auto parts segment of the industry, consolidation has become a major factor over the past few years. While mergers and acquisitions have made it possible for firms to enter key strategic markets throughout the United States, they have also resulted in high integration expenses. The long-term outlook is expected to be positive as these difficult conversion periods end, leaving restructured companies with rebounding earnings.

WHOLESALE AND RETAIL FOOD INDUSTRY *(Richfood Holdings & Food Lion)*

Industry ROE: 18% ***ROA: 3.9%*** ***P/E: 43.8***

The food retailing and wholesaling industry is undergoing a period of consolidation. This consolidation will likely continue and those companies with the strongest balance sheets will be the winners in the long-run. The food industry is one whose sales and profits are relatively immune from the global problems that have recently hurt companies' bottom lines. Due to extremely low margins, a low cost-structure is vital to financial success. Therefore, companies with the lowest cost-structures will prove profitable along with the consolidators. Although the industry trades at an average PE ratio of 44, some quality companies trade at multiples in the high teens and therefore offer value.

INDEPENDENT POWER PRODUCERS *(AES Corporation)*

Industry ROE: 15% ***ROA: 2.6%*** ***P/E: 18.7***

The independent power producing industry is one that benefits from predictable earnings growth driven by long-term contracts and favorable secular trends. Domestically, the deregulation of the utility industry has allowed companies to acquire utility companies that were off limits just years ago. Globally, formerly state-owned utility divestitures have presented IPP companies with a means to acquire sales at a relatively cheap price. These deregulation and privatization trends have led to predicted earnings growth of 20-25% over the next five years.

BANKING - MONEY CENTER *(BankAmerica)*

Industry ROE: 12.37% ***ROA: 0.84%*** ***P/E: 22.47***

Compared to the broad market, money center bank stocks underperformed in the late-summer market sell-off. These problems stemmed specifically from the Russian and Asian economic crisis. Many operations in Asia have been reduced dramatically since 1997. Through October 23, 1998 the money center bank index remained in the red with a 9.3% decline, as opposed to the S&P super 1500 index which saw a 7.8% increase. It was during this time that we purchased positions in money center banks.

The extent of losses was company-specific depending on the trading exposure in foreign emerging markets. As a group, money center banks continue to appear oversold as investors have dumped much of their holdings with the expectations of extensive losses. This provides money center banks with impressive price-earnings valuations. Many of which have not been this low since the beginning of 1996.

We expect this market to rebound slowly over time as spending and consumer confidence is restored. Dominating the short term will be bank mergers and acquisitions at BankAmerica, Bank One, and Citigroup, all of which are in the process of mergers.

The economical foundation that has made the industry structurally sound in the past remains intact: low interest rates and low inflation. In addition, strong capital levels have been amassed due to above average earnings over the past several years, which is crucial in the industry's recovery from loan losses. Efficiency improvements and diversification efforts are under way.

BANKING - REGIONAL *(First Union and Fleet Financial)*

Industry ROE: 18.25% ***ROA: 1.58%*** ***P/E: 21.48***

During October of 1998 the entire banking industry was sold off under worries of foreign debt default and has failed to fully rebound from the correction. While perhaps justified for certain industry participants, the regional sector maintained extremely low levels of foreign debt. This factor, coupled with strong domestic economic fundamentals, resulted in undervaluations for domestic regional banks. The acquisitions of First Union (FTU) and Fleet Financial Corporation (FLT) were based upon this premise. As expected, once the initial panic was over, the regional segment of the banking industry rebounded strongly, and we believe significant upside potential remains for the industry.

CONSUMER PRODUCTS - RETAIL *(K-Mart)*

Industry ROE: 20.25% ***ROA: 7.99%*** ***P/E: 40.74***

Consumer spending had slowed in the first three-quarters of 1998; however, a strong fourth quarter gave the retail industry a boost. The industry is highly competitive, making efforts to maximize cost reductions a key element for success. A popular strategy that has proved successful for many firms is the utilization of technology to make their distribution and inventory systems operate with greater efficiency. This allows companies to keep less merchandise in stock. Many companies have made moves to reduce the number of under-performing stores, while others have taken the extreme growth approach. Interest rates are at low levels, which combined with a low inflation rate, provides a solid operating background for the consumer retail industry. Operating margins rise due to lower input costs from Asian suppliers. Same store sales gains should push the industry to higher levels. The modest level of consumer uncertainty may play into the favor of those companies in the discount segment, such as Kmart, Wal-Mart, and Dayton Hudson's Target Stores. In the long-term, this industry's leaders will be those who have a presence in the emerging markets of the world. As those nations become more developed, the use of personal care items will continue to rise, offering companies who establish a market presence an excellent opportunity to achieve above average profit margins.

I. VALUE FUND CURRENT HOLDINGS

AES CORPORATION

INDEPENDENT POWER PRODUCERS

AES	1996	1997	1998	1999E	2000E
EPS	$0.81	$1.11	$1.70	$2.10	$2.80
ROE	17.30	9.30	14.00	14.50	NA
ROA	4.21	3.00	7.00	7.00	NA

P/E	22
EPS Growth Rate (5yr)	30
Beta	1.61
Market Cap ($bn)	7.05
52 week range	58 – 23
Purchase price	35 13/16
Current price	37 1/4
Target/Selling price	50

Company Description:

AES Corp. builds, owns, and operates co-generation power plants. AES is the largest IPP (Independent Power Producer) in the world with over 90 plants in 15 countries. Management strategy is to take advantage of recent deregulation of the utility business domestically and the privatization of formerly state-owned businesses globally.

Reasons to buy:

- Proven management and performance: 22% EPS growth annually since going public in 1991, projected 3-5 years EPS growth of 25-30%.
- Opened 14 new projects in 1998, management expects that number will increase in 1999, and has 126 future projects in their pipeline.
- Value: Relative to the S&P 500, which trades roughly 24 times 1999 earnings with growth of 7%, AES trades at 17.5 times '99 earnings which will grow 24%. AES trades at a 26% discount to the S&P 500, and a 43% discount to its growth rate.

ALLSTATE CORPORATION

INSURANCE - PROPERTY CASUALTY

ALL	1996	1997	1998	1999E	2000E
EPS	$2.31	$3.56	$4.02	$3.30	$3.56
ROE	15.40	20.10	20.70	16.00	NA
ROA	2.80	3.90	4.00	3.90	NA

P/E	9.4
EPS Growth Rate (5yr)	33.3
Beta	1.02
Market Cap ($bn)	30.87
52 week range	52 3/8 - 35
Purchase price	41 5/8
Current price	37 1/16
Target/Selling price	60

Company Description:

The Allstate Corporation, parent of Allstate Insurance Company, is the nation's largest publicly held personal insurance company, insuring one of every eight autos and homes in the country. Allstate is a major life insurer, as well. The company provides insurance for more than 20 million customers and has more than 15,000 agents in the U.S. and Canada.

Reasons to buy:

- ALL has been underperforming the industry and the market, even though earnings are ahead of expectations and its fundamental outlook remains better than the industry's => stock is undervalued.
- Long term stable earnings growth of approximately 12-14% and current P/E of 12.9x 1999 EPS makes ALL one of the cheapest large-cap stocks available => Price target of $60 is 18.5x 1999 earnings.
- Secure market share due to well recognized brand name and strong financial conditions and debt ratings.
- More efficient management resulted in a decrease in the expense ratio from 24% to 22%, and non-catastrophe loss ratio from 80% to 69%. As a result, large capital surpluses are expected (~$1billion or $1.20 per share), which resulted in a massive buy-back program (~$2 billion).
- Zero Asian or emerging markets exposure.

AVERY DENNISON CORPORATION

MANUFACTURING - OFFICE EQUIPMENT

P/E	25.18
EPS Growth Rate (5yr)	11.63
Beta	0.79
Market Cap ($bn)	6.33
52 week range	62 1/16 - 39 7/8
Purchase price	51 1/8
Current price	57 1/2
Target/Selling price	65 - 70

AVY	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	$1.63	$1.93	$2.15	$2.40	$2.73
ROE	8.80	10.00	10.42	8.99	NA
ROA	21.40	24.50	26.70	28.00	29.00

Company Description:

The Pasadena, California-based Company makes pressure-sensitive adhesives and other related materials. Some of its products are converted into labels through embossing, printing, stamping, and die cutting, and some are sold as base materials, tapes, and reflective sheeting. The company also makes school and office products such as notebooks, three ring binders, organizing systems, markers, glues, fasteners, business forms, tickets, tags, and imprinting equipment. Avery Dennison makes and sells its products from 200 manufacturing facilities and sales offices in about 40 countries.

Reasons to buy:

- Avery Dennison offers a diverse product line and plans on continued expansion into the international marketplace. This company is a strong and recognized industry leader in both the consumer product and pressure-sensitive material sectors.
- Avery has focused on improving the growth in its top-line products. This, along with margin expansion and continued share repurchases should boost Avery’s EPS growth to 15% by the end of 1999.
- Avery is currently undergoing a major restructuring plan that includes the consolidation of manufacturing and distribution facilities, along with employee reductions throughout its global operations. This, in addition to a 7 to 8% projection in sales growth in 1999, will drive the firm’s stock price to the upper $60 price range.

AUTO-ZONE, INC.

SPECIALTY RETAIL

AZO	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	$1.11	$1.28	$1.48	$1.70	$2.00
ROE	12.81	11.53	9.84		
ROA	21.57	20.10	19.17		

P/E	22.21
EPS Growth Rate (5yr)	14.4
Beta	0.84
Market Cap ($bn)	5.02
52 week range	38 - 20 1/2
Purchase price	33 5/16
Current price	30 3/8
Target/Selling price	41

Company Description:

AutoZone is the Home Depot of the specialty retail auto parts stores. As the largest retailer in this segment of the specialty retail industry, AutoZone has over 2,600 stores in 38 states. AutoZone is continuing to expand by catering to the do-it-yourselfer and the professional auto mechanic. These outlets sell after-market parts (alternators, waterpumps), maintenance items (oil, antifreeze) and accessories (stereos, floor mats). AutoZone sells both brand name and AutoZone brand name products.

Reasons to buy:

- Low Debt/Equity compared to the industry: .57 vs. .86
- In 1998, net sales for AutoZone grew 33% to $900.9 million. This rapid increase in sales has been the driver for an average five-year earnings growth rate of 17.58%.
- Lower P/E than the industry (Industry Ave: 33.9)
- AutoZone is the #1 retailer in the United States and is continuing to expand throughout the country. AutoZone has minimal risk in the international marketplace.

BANKAMERICA CORPORATION

BANKING - MONEY CENTERS

BAC	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	$3.37	$3.60	$3.64	$4.69	$5.47
ROE	17.50	14.50	11.30		
ROA	1.30	1.20	0.80		

P/E	23.81
EPS Growth Rate (5yr)	6.13
Beta	1.41
Market Cap ($bn)	119.99
52 week range	44.00 - 88.44
Purchase price	60 5/8
Current price	70 5/8
Target/Selling price	93

Company Description:

BankAmerica Corp. was formed through the merger of California based BankAmerica and North Carolina based NationsBank. The merger completes NationBank's goal for a coast-to-coast operating franchise. This results in the largest domestic banking institution, which controls in excess of $590 billion in assets. BankAmerica Corp. is a bank holding company whose banking and related services span nationwide. Prior to the NationsBank merger, BAC maintained full service banking operations in 22 states and the District of Columbia. The newly formed Bank of America will provide international corporate financial services for businesses transactions in 190 countries. BAC currently serves 30 million households, operates 5,000 banking offices, and 14,700 ATMs, ranking BAC the largest in the industry in all three categories.

Reasons to buy:

- The merger gives a competitive advantage in many areas of the retail banking industry. In addition, BankAmerica Corporation's global wholesale banking segment enjoys the largest market share in commercial paper, leveraged loan syndications, and non-investment grade lending.
- BAC retains the largest bank in market capital and revenue.
- The operating margin of BAC is higher than the industry average with 38.9% as opposed to 33%. At 11.9%, BAC's five-year revenue growth rate is higher than the industry's 9.6%, and the five-year earnings growth rate of 14.9% is higher than the industry's by 0.6%.

B.E. AEROSPACE INC.

FURNITURE & FIXTURES

P/E	7.4
EPS Growth Rate (5yr)	30
Beta	1.07
Market Cap ($bn)	0.467
52 week range	35 3/4 – 13
Purchase price	16 7/8
Current price	14 3/4
Target/Selling price	25

BEAV	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	($3.71)	$0.72	$1.30	$2.09	$3.19
ROE	-98.43	13.06	11.90	NA	NA
ROA	-14.77	2.97	5.20	NA	NA

Company Description:

BE Aerospace Inc. manufactures interior products for commercial and general aviation aircraft cabins. BEAV’s products include a variety of aircraft seating products, food and beverage preparation and storage equipment, cabin interior structures, oxygen systems, and entertainment.

Reasons to buy:

- Controls more than 50% market share in the industry. Analysts believe 9 out of the 10 biggest airlines are preparing to refurbish their planes, approximately 10,300 planes.
- Strong growth projections: 53% this year, 25-30% over next 3 years.
- Sales have increased at a 20% annual rate over past 5 years.
- Undervalued: PE of 7.4, Price to sales of .81, and near 52 week low.

CARNIVAL CRUISE LINES

CONSUMER CYCLICALS

CCL	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	$ .97	$ 1.12	$ 1.40	$ 1.65	$ 1.90
ROE	21.1	20.1	21.2	18	19
ROA	13.2	12.7	13.3	NA	NA

P/E	27
EPS Growth Rate (5yr)	17.3
Beta	1.21
Market Cap ($bn)	30.3
52 week range	43 – 22
Purchase price	30 3/4
Current price	48 9/16
Target/Selling price	50

Company Description:

Carnival Cruise Lines (CCL) is the largest cruise line operator in North America operating 39 cruise ships with capacity for about 45,000 passengers. They control about 36% of the cruise industry's passenger capacity. Carnival Cruise Lines owns Carnival, Holland America, and Windstar Cruises. In addition, they control 64% of Costa Crociere, an Italian line specializing in Mediterranean and Latin American voyages, and 68% of Cunard Line Limited, composed of Seaborn Cruise Line and Cunard which operate luxury cruise vessels. Furthermore, CCL also owns 26% of Airtours PLC, a British leisure travel company, and operates Alaskan land tours.

Reasons to buy:

- Cruise Line industry is one of the fastest-growing sectors in the leisure-travel industry.
- Stock has recently dipped as a result of exaggerated reaction to recent fire on the Ecstasy vessel and uneasiness to the future economic outlook, however, economy is still fairing well, disposable income is high, and bookings continue to be strong.
- CCL possesses a more diversified fleet and posts higher profit margins than the rest of the industry
- Between 1997 and 2001, revenues and EBITDA are expected to compound at rates of 14% and 17% respectively.
- Higher pricing trends will dominate bookings for 1999.
- Tremendous opportunity for market growth (89% of the population has never cruised)

3COM CORPORATION

NETWORK AND TELECOMMUNICATIONS

COMS	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	$1.01	$1.41	$0.67	$1.07	$1.25
ROE	18.20	24.60	1.10		
ROA	11.70	16.50	0.70		

P/E	22.27
EPS Growth Rate (5yr)	-22.48
Beta	1.78
Market Cap ($bn)	8.23
52 week range	22.44 - 51.13
Purchase price	24 3/8
Current price	23 5/16
Target/Selling price	32

Company Description:
COMS is a broad-based supplier of local area network (LAN) and wide area network (WAN) systems for the large enterprise, small business, home and service provider markets. As one of the world's preeminent suppliers of data, voice and video communications technology, COMS is leading the transition toward converged networking—the integration of voice, video and data capabilities across a single network interface medium.

Reasons to buy:
- COMS provides an outstanding opportunity to acquire a company with strong future growth prospects in the networking and telecommunications industry, as well as an acceptable valuation.
- The Fund secured a position in COMS in March, alleviating a large cash build-up. We believe the new managers will regard it as one of their exemplary holdings.
- Trading at a discount to the industry, COMS' short-term problems had to be overlooked somewhat. The company is expected to return to solid profitability levels with 1999 and 2000 Expected Earnings of $1.08 and $1.28 per share, respectively compared with 1998 Earnings of $0.08 per share.

WALT DISNEY COMPANY

ENTERTAINMENT - DIVERSIFIED

DIS	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	$0.65	$0.95	$0.89	$0.83	$1.00
ROE	7.5	11.4	9.5	NA	NA
ROA	3.3	5.2	4.5	NA	NA

P/E	42.07
EPS Growth Rate (5yr)	13.2
Beta	0.84
Market Cap ($bn)	63
52 week range	42.79 - 22.50
Purchase price	34 15/16
Current price	30 1/8
Target/Selling price	42

Company Description:
The Walt Disney Company is a worldwide entertainment company that operates in three main segments: Creative Content, Broadcasting, and Theme Parks and Resorts. The company has interests in television (ABC) and movie production, theme parks such as the Walt Disney World Resort, publishing, a cruise line, the internet, professional sports franchises, and five cable television stations including the Disney Channel and ESPN.

Reasons to buy:
- The company's recent deal with Infoseek provides it with an excellent opportunity to meet its customers via an emerging source—the Internet. This increased web presence should prove profitable over the next few years as technological advances aid in strengthening the company's customer loyalty.
- The number of brand names associated with the company provide significant stability for the company's future.
- Numerous high margin movies released by the company have contributed significantly to the company's profitability. Several full-length animated movies and other films due for release over the next 6-12 months are expected to maintain high margins.

FOOD LION INC.

RETAIL SUPERMARKETS

FDLNB	1996	1997	1998	1999E	2000E
EPS	$0.45	$0.50	$0.55	$0.64	$0.75
ROE	16.90	16.80	16.50	16.50	NA
ROA	11.30	11.60	12.50	13.00	NA

P/E	16
EPS Growth Rate (5yr)	12.5
Beta	0.21
Market Cap ($bn)	2
52 week range	$12 - $8
Purchase price	9 15/16
Current price	9
Target/Selling price	12

Company Description:

Food Lion Inc. operates retail food supermarkets in the southeastern United States. Food lion currently operates 1,157 retail food supermarkets and eight distribution centers in 11 states.

Reasons to buy:

- Fourth quarter 1998 same store sales increased 3.7%, which were 2 % ahead of expectations. Fourth quarter earnings grew 16% year over year, while year-end earnings grew 12 %.
- Food Lion is a value stock trading at 16.5 times 1999 earnings, which is a 30.5% discount to the S&P 500, and a 35% discount to its sector.
- We view Food Lion as a recession hedge during times of global and potential domestic distress. Food Lion has very little downside risk, hedging our portfolio against an economic downturn.

FIRST UNION CORPORATION

BANKING - REGIONAL

FTU	1996	1997	1998	1999E	2000E
EPS	$2.58	$2.80	$3.77	$3.99	$4.51
ROE	15.00	15.80	16.80		
ROA	1.10	1.20	1.20		

P/E	18.19
EPS Growth Rate (5yr)	6.54
Beta	1.03
Market Cap ($bn)	51.67
52 week range	40.94 - 65.94
Purchase price	52 1/2
Current price	53 7/16
Target/Selling price	72

Company Description:

First Union is a bank holding company for First Union National Bank and First Union Mortgage Corporation. The company provides a wide range of commercial and retail banking and trust services through full-service banking offices in 12 eastern states and Washington D.C. First Union also provides mortgage banking, leasing, securities brokerage, and other services.

Reasons to buy:

- FTU's management has built up quite possibly the best-positioned regional bank in the country. Through their acquisitions and internal growth they have become well diversified. This is one of management's main goals, as it will protect FTU from earnings volatility.
- They dominate the middle-market throughout their region. 40% of revenues come from the company's commercial banking and capital markets side, and this is expected to grow at roughly 15% a year.
- FTU has suffered recently due to its industry's foreign debt problems. FTU has less than one percent of assets overseas, and the stock was pushed down unjustifiably along with most regional banks. Shares have begun to reclaim ground and we believe this trend will continue as fears of foreign exposure are eliminated.

FLEET FINANCIAL CORPORATION

BANKING - REGIONAL

FLT	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	$1.99	$2.30	$2.60	$2.87	$3.18
ROE	17.60	17.70	17.60		
ROA	1.30	1.50	1.50		

P/E	14.8
EPS Growth Rate (5yr)	12.28
Beta	1.14
Market Cap ($bn)	21.27
52 week range	30.00 -46.81
Purchase price	40 1/2
Current price	37 5/8
Target/Selling price	51

Company Description:

FLT provides a broad range of financial services, ranging from consumer banking to various treasury services. FLT operates in Rhode Island, New York, Connecticut, Massachusetts, New Jersey, Maine, and New Hampshire. The company continues to expand both geographically and functionally, acquiring Columbia Management, Quick & Reilly, Advanta, and most recently is slated to acquire BankBoston, making the new entity *Fleet Boston,* the eighth largest banking institution in the country.

Reasons to buy:

- FLT shares suffered under international pressures. We feel that the valuation of FLT is vastly understated.
- Strategic acquisitions have helped increase and stabilize revenue growth in the past months and should continue on this trend. The acquisition of BankBoston is expected to be accretive to earnings by the end of 1999.
- We highlighted the Regional Banking industry as significantly undervalued and view FLT as an industry leader doing things independent of our industry criteria to further appreciate its share price.

KMART CORPORATION

DISCOUNT RETAIL

P/E	16.32
EPS Growth Rate (5yr)	38.4
Beta	1.08
Market Cap ($bn)	7.90
52 week range	10.75 - 20.88
Purchase price	15
Current price	16 1/16
Target/Selling price	21

KM	*1996*	*1997*	*1998*	*1999*	*2000E*
EPS	($1.08)	$0.44	$0.48	$1.03	$1.22
ROE	NA	4.50	4.70	NA	NA
ROA	(3.40)	(1.60)	1.80	NA	NA

Company Description:

Kmart is the world's second largest retailer, operating more than 2,100 Kmart, Big Kmart, and Super Kmart stores in the United States, Puerto Rico, the U.S. Virgin Islands, and Guam. KM began an overhaul of the company's strategy in 1994, after poor results forced management to rethink their approach. Among these changes is the introduction of the Super Kmart, in which a larger Kmart will be combined with a grocery store. In order to increase grocery margins, KM will likely attempt to either purchase or make a strategic alliance with a major food distributor. This will allow them to increase the profitability of their grocery items.

Reasons to buy:

- We expect robust sales for the retail industry, specifically apparel and low cost home items in the coming quarters, areas in which KM is extremely successful. The mild concern over weakening consumer confidence and decreased fourth quarter spending has led us to KM as a play in this industry.
- We like the fact that 639 institutions hold 78.7% of KM, compared with only 63.2% for the industry.
- Every major valuation ratio favors KM over the industry, including a Price/Free CF ratio of 19.7, compared with the industry's 47.2 and the S&P 500's 44.0. KM has considerably less debt than the industry average (Debt/Equity is 0.4, compared with industry's 0.9).
- KM is becoming more competitive, their profit margins are increasing, and management seems committed to increasing market share.

RICHFOOD HOLDINGS INC.

WHOLESALE FOOD DISTRIBUTOR

P/E	18
EPS Growth Rate (5yr)	14
Beta	0.72
Market Cap ($bn)	1.20
52 week range	32 - 13.06
Purchase price	23 1/16
Current price	21 9/16
Target/Selling price	30

RFH	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	$0.84	$1.30	$1.15	$1.59	$1.83
ROE	23.70	21.30	19.50	19.00	NA
ROA	18.30	22.20	12.50	9.50	NA

Company Description:
Richfood is the largest wholesale food distributor in the Mid-Atlantic region and fourth largest in the United States, offering over 37,000 grocery and non-grocery items to their customers. RFH has historically concentrated solely on the wholesale business, but moved into the retail sector last summer.

Reasons to buy:
- RFH is leading the way in their consolidating industry. RFH has acquired other wholesalers as well as making two key retail acquisitions that have made them the second largest food retailer in the region.
- RFH's financial position will allow them to continue as the industry's leading consolidator. Management's ability to increase the efficiency of acquired operations has been demonstrated over the past couple years as operating income has increased more than 20% faster than revenues.
- We view RFH as a recession hedge during times of global and potential domestic distress. Historically, the food industry's sales and earnings have not decreased during recessions and economic slowdowns, while other industries have experienced substantial downfalls.

TEREX CORPORATION
CONSTRUCTION/EARTHMOVING EQUIPMENT

TEX	*1996*	*1997*	*1998*	*1999E*	*2000E*
EPS	-$5.81	$1.62	$3.26	$4.31	$4.89
ROE	10.10	5.10	6.32	NA	NA
ROA	NA	50.80	74.20	100.00	NA

P/E	14.46
EPS Growth Rate (5yr)	32.62
Beta	0.52
Market Cap ($bn)	0.525
52 week range	31 1/2 - 13 3/8
Purchase price	27 5/8
Current price	24 1/8
Target/Selling price	35 – 40

Company Description:
The Westport, Connecticut-based Company is an international designer and manufacturer of a broad range of equipment and tools used in the manufacturing, distribution, mining, construction, and infrastructure industries. The company's heavy equipment division manufactures off-highway earthmoving, construction, lifting, and materials-handling equipment used in heavy-duty industrial and construction applications.

Reasons to buy:
- Terex has expanded its position in the lifting product business with the acquisition of PPM Cranes in 1995, and Simon Access and Baraga Products in 1997. Terex further developed its earthmoving product line with seven acquisitions in 1998, including the purchase of O&K Mining GmbH, a maker of hydraulic mining excavators.
- Due to these and other acquisitions, Terex's revenues climbed to $1.2 billion in 1998, compared to $842 million in 1997. Sales are expected to grow another 24% to $1.5 billion and operating earnings should increase 19.3% to $146 million in 1999.

- Terex has been able to grow its businesses through lower costs and a more concentrated niche focus in certain market segments such as aerial work platforms, Telelect utility aerial devices and telehandler business, all which grew over 50% this past fiscal year.

II. VALUE FUND PREVIOUS HOLDINGS

AVX CORPORATION (AVX)

Purchase Price: $18.19
Sell Price: $16.38

AVX Corporation manufactures and supplies passive electronic components and related products. AVX derives the majority of its sales through capacitors, which are used in electronic products to store, filter, and regulate electrical energy. We viewed AVX as a value stock that would give us exposure to the overvalued technology industry. AVX was sold due to its poor performance and future outlook. FY 1998 earnings fell short of expectations, and future estimates were decreased due to softening demand, shrinking margins, and higher raw materials costs.

BIOCHEM PHARMA (BCHE)

Inherited Price: $24.19
Sell Price: $25.75

BioChem Pharma, an international biopharmaceutical company, is the leader in viral, cancer, and pain research and development. Within the industry, biotechnology shares sharply lagged the broader market last year. However, in light of strong fundamentals and improved regulatory conditions, the near and long term outlook is positive. Revenues are expected to double over the next five years. Surging worldwide sales of BCHE's product *Epivir*, the cornerstone of HIV therapy, are increasing operational cash flows and providing funds for R&D and acquisitions. Positives for the future include strong expected growth in *Epivir* sales, an improved R&D pipeline, and strong management. BCHE was sold during the summer when it hit its lower limit.

CASE CORPORATION (CSE)

Inherited Price: $68.13
Sell Price: $59.88

Case Corporation is North America's second largest farm equipment manufacturer and the world's largest manufacturer of light and medium-sized construction equipment. The economic crisis in Asia adversely impacted heavy machinery firms, creating an undervalued industry. Case outperformed the industry in skid steers, hydraulic excavators, and wheel loaders. CSE was sold during the summer when it hit its lower limit.

CDI CORPORATION (CDI)

Inherited Price: $42.75
Sell Price: $34.19

CDI provides outsourcing solutions through technical and temporary staffing services and management recruiting to a diverse blue-chip client base in the U.S., Canada, and the U.K. The employment services industry is presently undervalued and the S&P holds a positive outlook for the industry. Rapid growth is anticipated in the information technology and professional sectors. Unemployment has fallen to its lowest recent levels, requiring that staffing companies provide quality employees to fill positions and to remain competitive. Looking forward, CDI has three major business units (each with untapped potential) and improved communications with Wall Street. CDI was sold during the summer when it hit its lower limit.

DIAMOND OFFSHORE DRILLING (DO) *Purchase Price: $36.25*
Sell Price: $25.31

DO engages in the worldwide contract drilling of offshore oil, gas, and deepwater drilling. DO operates the world's largest semi-submersible rig fleet, numbering thirty units. DO concentrates on deepwater drilling activity, where projects have longer time horizons and are thus less vulnerable to volatile commodity prices. A 25% growth rate, compared to the industry's average of 17%, we felt DO would be a good addition to the fund. DO's profit margin was 9% greater than the industry's 20.3% and traded at a discount to the industry, while maintaining superior fundamentals. DO's performance however, was less than satisfactory. OPEC action failed to result in an oil price recovery, which affected revenues of the major oil companies. This decrease in revenues led to a decrease in capital spending for oil and gas exploration. As intermediate-term earnings growth became questionable, DO's fundamentals began to deteriorate. We saw little hope for recovery in the intermediate-term, resulting in the sale of DO.

DYCOM INDUSTRIES, INC. (DY) *Purchase Price: $23.22*
Sell Price: $35.19

Dycom Industries, Inc., a Palm Beach Gardens, Florida-based company offers telecommunications providers services such as infrastructure engineering, construction, and maintenance. The company generates more than 85% of its business from telecommunications services, which includes the design, installation, and maintenance of fiber-optic and copper cable systems for local and long-distance phone companies, competitive access providers, and cable television operators. The company also provides inside wiring services for companies and government agencies, installs and maintains electrical lines, and locates underground utilities. DY was sold in the spring of 1999 after surpassing its price target.

GENUINE PARTS COMPANY (GPC) *Inherited Price: $38.18*
Sell Price: $34.00

Genuine Parts Company is a leading wholesale distributor of automotive replacement parts, industrial parts and supplies, and office products. Several trends bode well for this industry. First, the average U.S. vehicle is over nine years old, the highest average in history. GPC has excellent, conservative management, low debt and a strong history of sales and earnings growth. An ongoing streamlining process, whereby individually owned stores are converted to more consumer-friendly Pipeline Plus stores, should also improve earnings. GPC was sold during the summer when it hit its lower limit.

GYMBOREE CORP. (GYMB) *Inherited Price: $25.88*
Sell Price: $16.69

Gymboree is a leading specialty retailer of popular, high-quality, fashion merchandise for children ages newborn to seven. The company also operates and franchises directed parent-child developmental play programs. GYMB has an expected five-year growth rate of 22%. A $30 million stock buyback plan that was recently announced should provide downside protection. GYMB was sold during the summer when it hit its lower limit.

HIGHWOODS PROPERTIES (HIW) *Inherited Price: $35.31*
Sell Price: $33.00

Highwoods Properties is a fully integrated real estate investment trust (REIT) that acquires, develops, and manages office and industrial properties in the southeastern U.S. Stimulated by new acquisitions in Kansas City and Florida, the firm's future growth rate should be in the 15-20% range. REIT's such as Highwoods, with contractually mandated payment streams, provided protection against market volatility. HIW was sold during the summer when it hit its lower limit.

HOME PRODUCTS INTERNATIONAL (HPII) *Inherited Price: $16.13*
Sell Price: $11.63

Home Products designs, manufactures, and markets a wide range of household products. It supplies retailers with value-priced organization and storage products. HPII is a member of the S&P Housewares Index, which has underperformed the market for the past three years. This poor performance can be attributed to decreased demand for housewares products, pressure on profit margins, and high raw materials prices. These problems has since been alleviated industry-wide. Consolidation should increase long-term profit margins and create efficiencies by reducing process duplication. HPII was sold during the summer when it hit its lower limit.

INTEL CORPORATION (INTC) *Purchase Price: $75.19*
Sell Price: $101.69

With about 85% of the microprocessor market in 1997, Intel is the microchip leader. Its microprocessors -- including the Pentium -- have been providing the brains for IBM-compatible PCs since 1981. Aside from its consumer PC market, Intel has introduced the Pentium II Xeon processor in 1998 that has been earmarked for servers. During the first quarter of 1999, Intel's product roadmap calls for the release of its Pentium III microprocessor. Also in 1999, Intel and Hewlett Packard plan to have available sample volumes of a next generation microprocessor, the 64-bit Merced chip, raising microprocessor speeds to 900 Mhz. Planned production of this chip, originally expected in late 1999, has been postponed to mid-2000. About 55% of its sales are outside the US. INTC was purchased when its P/E dropped to 21 and sold once its earnings multiple appreciated to a fairly valued level of 30.

INTERNATIONAL HOUSE OF PANCAKES (IHOP) *Inherited Price: $38.38*
Sell Price: $44.25

International House of Pancakes is a leading competitor in the restaurant industry. Though the industry is over-stored, there is increased public demand for dining out, which IHOP is positioned to take advantage of. The company continues to open new stores throughout the country and is interested in gaining a competitive advantage through cost differentiation. IHOP was sold during the summer when its shares reached a fairly valued level.

JONES APPAREL GROUP (JNY) *Inherited Price: $27.53*
Sell Price: $27.88

Jones Apparel is a leader in the women's sportswear, suit, and dress business. It distributes its products through 7,700 stores in the United States and Canada. JNY is a member of the S&P Textiles (Apparel) Index. Jones posted strong holiday sales and its shares responded positively. A 30% increase in the price of the stock was expected by mid '98. These forecasts were based on a good spring line of clothing, strong profit margins, and an efficient management team. These expectations were not met, and the stock was sold over the summer when it triggered its lower limit.

MBNA CORPORATION (KRB) *Purchase Price: $19.13*
Sell Price: $23.75

KRB is a bank holding company for MBNA America Bank. Through the bank, KRB also offers credit cards, consumer loans, insurance and deposit products. In addition, KRB is the largest independent credit card lender in the world. At the time the fund purchased KRB positive economic conditions were present that would strongly benefit the core business of the company: High Consumer Confidence, Low Interest Rates, and Low Inflation. Strong fundamentals combined with a positive industry outlook afforded KRB a place in the portfolio. After a satisfactory return and reaching our price target concerns over the status of interest rates provided enough reason to sell our stake in KRB.

OFFICE MAX (OMX) *Inherited Price: $17.88*
Sell Price: $13.88

Office Max, Inc. is one of the largest and fastest growing U.S. operators of high-volume, deep-discount office product superstores. Office Max, a "super-store" outlet, is in one of the fastest growing areas in specialty retailing. We determined that the company should perform well over the near-term due to improvements in industry fundamentals and favorable trends in the economy. Furthermore, Office Max is currently in the midst of forming aggressive expansion plans in which sales and earnings are forecasted to increase significantly. OMX was sold during the summer when it hit its lower limit.

PRECISION CASTPARTS (PCP) *Inherited Price: $59.19*
Sell Price: $54.81

Precision Castparts is one of the world's largest suppliers of structural components for the aircraft engine industry. The group was negatively affected by isolated production problems at Boeing and pending mergers. PCP is diversifying into non-aerospace businesses such as cutting tools and metal injection molded parts for other industries. Due to an increased demand for more sophisticated engine parts, we expect the company to deliver 12% to 14% EPS growth over the 1999 to 2001 period. PCP was sold during the summer when it hit its lower limit.

R&B FALCON CORPORATION (FLC) *Purchase Price: $20.25*
Sell Price: $10.81

FLC operates the world's largest and most diverse fleet of offshore drilling rigs working in deepwater, shallow water, and inland segments. The Fund chose to acquire FLC in anticipation of an oil market recovery as a result of OPEC action. FLC had excellent market positioning and EPS were expected to rise steadily. Unfortunately no significant action came from OPEC, resulting in the continual fall in crude prices. Oil companies' reduction in capital spending led to a decrease in revenues for the entire drilling industry. FLC was sold when its EPS projection dramatically fell off and no near to immediate-term recovery was in sight.

SIPEX CORPORATION (SIPX) *Purchase Price: $22.00*
Sell Price: $28.75

SIPX designs, manufactures, and markets high performance, high value added standard analog integrated circuits as well as application specific circuits. SIPX is focused on three high-growth market sectors: Data Communications and Telecommunications, Battery Powered/Portable Products, and Industrial Controls/Instrumentation. When purchased, SIPX was trading close to a 50% discount to the industry, with a P/E ratio less than 20. SIPX's strong balance sheet, consisting of virtually no long-term debt, and solid price support provided the fund reason to acquire a stake in the company. SIPX attained our initial price target, and upon re-evaluation, the fund decided not to retain SIPX as a holding due to increasing sentiment that the industry was due for a pullback.

STANDARD REGISTER (SR) *Inherited Price: $33.94*
Sell Price: $28.19

The Standard Register Company has built its core business around the design, manufacture and sale of business forms. Looking to meet the everyday needs of a company in its unique business environment, Standard Register's business forms cover a wide range of complex services and features that speed up the recording, storage and communication of business transactions and information. The firm's products and services are marketed by both direct selling and service organizations operating throughout the U.S. SR was sold after evaluation of the industry and company revealed little upside potential in the share price.

TOMMY HILFIGER (TOM) *Purchase Price: $63.25*
Sell Price: $54.00

Tommy Hilfiger sells men's and women's casual wear and denim wear, as well as athletic wear, children's wear, and other items. Through extensive licensing deals, Tommy Hilfiger offers such products as fragrances, belts and bedding; it is expanding to offer home furnishings and cosmetics. The company's clothing is sold in more than 2,000 department and specialty stores and about 55 retail outlets. TOM was sold during the Christmas holiday when it hit its lower limit.

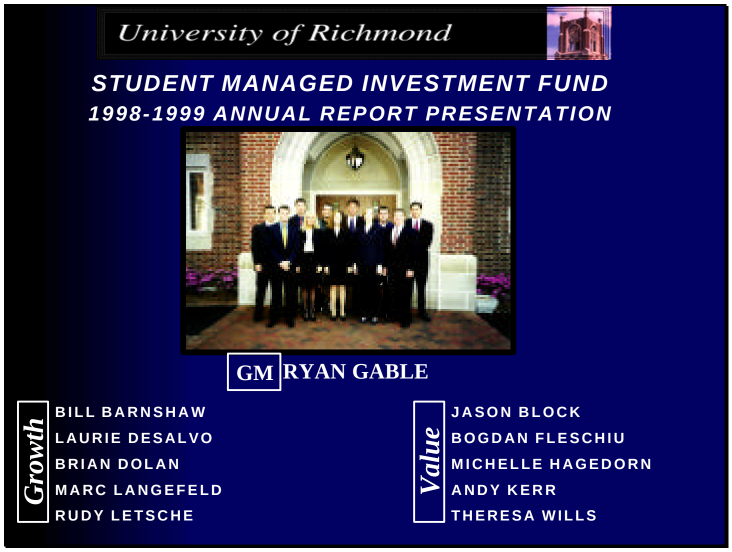
UNIVERSAL CORPORATION (UVV) *Inherited Price: $44.06*
Sell Price: $35.00

Universal is the holding company for the world's largest independent tobacco dealer, as well as for agriculture and lumber products businesses. Strong demand for leaf tobacco abroad, combined with the recent streamlining of international operations should enhance international profit margins. In addition, improving domestic demand for higher profit business, notably an increase in demand for cigar tobacco, supports domestic profitability. Regulatory and litigation burdens on U.S. cigarette manufacturers, while an important component of Universal's domestic risk, do not negatively impact the company's stock price since UVV is not a direct defendant in any U.S. lawsuits. UVV was sold during the summer when it hit its lower limit.

ZALE CORPORATION (ZLC) *Inherited Price: $28.88*
Sell Price: $25.00

Zale Corp. is the largest specialty retailer of fine jewelry, operating 1,100 retail outlets in the United States, Guam, and Puerto Rico. The near-term outlook for the industry is positive as a result of strong fundamentals and a favorable economic trend. ZLC declared bankruptcy in 1993 and has since undergone extensive restructuring efforts that were intended to make the company more efficient. Zale's has increased its gross margin and decreased SG&A expenses so that they are in line with the industry. They have also decreased inventory on a comparable store basis. ZLC was sold during the summer when it hit its lower limit.

Slide 1



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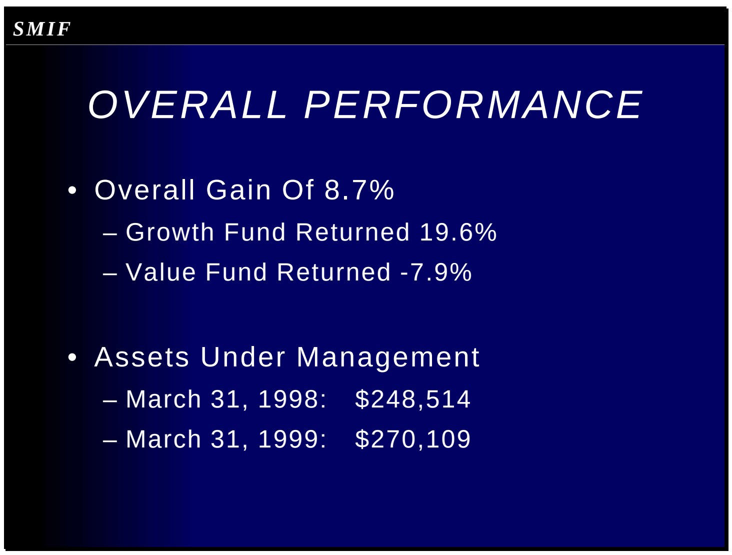


Slide 3

Slide 4

SMIF

ACTIVE SUMMER MANAGEMENT

- Trading Began In May
- Reduced Losses We May Have Incurred During the Summer Correction
- Fund Has Increased Over 40% Since the Summer Lows

Slide 5

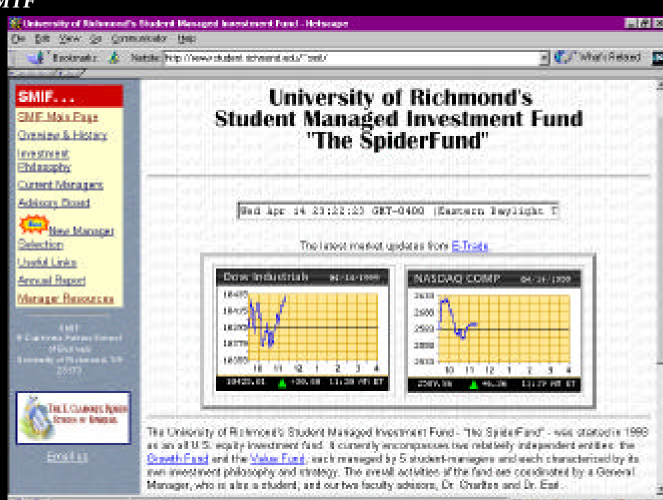
SMIF

NEW YORK TRIP

- Utilized as a Recruiting Trip In Addition to the Educational Benefits It Offered
- Visited Credit Suisse First Boston, Salomon Brothers, Nomura Securities and the Floor of the NYSE

Slide 6

SMIF



Slide 7

SMIF

MANAGER SELECTION PROCESS

- Final Selection Moved Forward One Month
- Allows For a One Month Training Period

- General Manager: Jeremy Blackman
- Growth Fund: David Allebach, Rob Anderson, Laurie Ogle, Chris Pannell, and Marley Walsh
- Value Fund: Jim Brecker, Jesse Davis, Rob Ethington, Graham McGirr, and Brad O'Dell

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NYSE

GROWTH FUND

NASDAQ AMEX

Slide 9

GROWTH FUND

PHILOSOPHY

- Strong Companies Expected to Outperform Their Industries
- Industries Expected To Outperform the Market
- Inefficient Markets

Slide 10

GROWTH FUND

STRATEGY

- Top down analysis
  - Economic Analysis
  - Industry Attractiveness
  - Strongest Companies Within These Industries

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GROWTH FUND

TACTICS

- Companies Selected Based on Several Variables
  - 1-3 year Earnings Growth of 20% or More
  - An Ability to Gain Market Share
  - Improving Margins
  - High Relative Strength
  - Issues Trading Above Their 200-day and Preferably 50-day Moving Average

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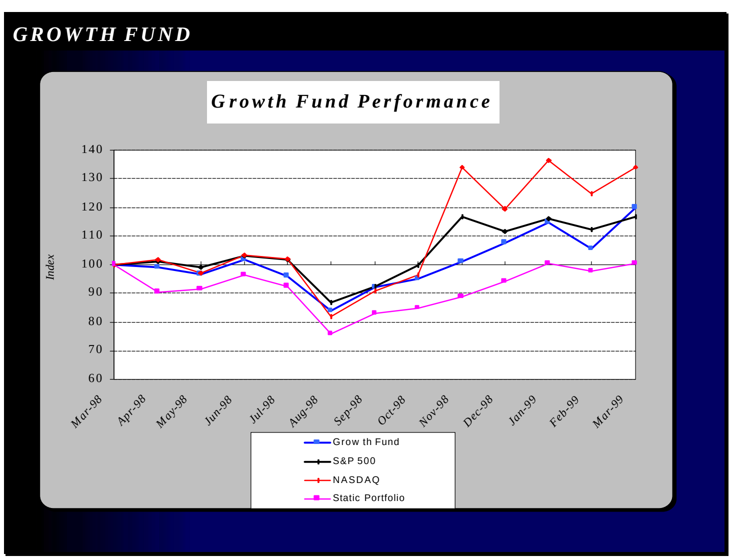

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GROWTH FUND

CURRENT HOLDINGS

Stock	Shares	Purchase Price	Total Cost	Closing Price	Total Value	Total Gain/Loss	Percentage Gain/Loss
ACTN	200	$ 33.31	$ 6,662.50	$ 30.125	$ 6,025.00	$ (637.50)	-9.57%
AOL	100	86.50	8,650.00	$ 147.000	14,700.00	6,050.00	69.94%
ATHM	150	108.47	16,270.32	$ 157.500	23,625.00	7,354.68	45.20%
BGEN	100	89.88	8,987.50	$ 114.313	11,431.25	2,443.75	27.19%
C	100	51.25	5,125.00	$ 63.875	6,387.50	1,262.50	24.63%
CPWR	400	28.88	11,550.00	$ 23.875	9,550.00	(2,000.00)	-17.32%
CSCO	100	75.75	7,575.00	$ 109.563	10,956.25	3,381.25	44.64%
DELL	300	42.69	12,806.25	$ 41.375	12,412.50	(393.75)	-3.07%
DLIA	200	19.25	3,850.00	$ 31.500	6,300.00	2,450.00	63.64%
GE	100	111.25	11,125.00	$ 110.625	11,062.50	(62.50)	-0.56%
MRK	200	70.81	14,162.50	$ 80.125	16,025.00	1,862.50	13.15%
MSFT	100	49.41	4,940.63	$ 89.625	8,962.50	4,021.87	81.40%
PBKS	300	29.38	8,812.50	$ 26.125	7,837.50	(975.00)	-11.06%
QWST	200	53.06	10,612.50	$ 72.094	14,418.76	3,806.26	35.87%
WCOM	100	43.06	4,306.25	$ 88.563	8,856.25	4,550.00	105.66%
WLA	100	70.00	7,000.00	$ 66.250	6,625.00	(375.00)	-5.36%
ZQK	100	37.75	3,775.00	$ 42.250	4,225.00	450.00	11.92%
Equity Account					$ 179,249.99		
Money Market Account					$ 146.73		
Total Value Fund Portfolio					**$ 179,396.72**		
Current Holdings Return							**22.60%**
Fiscal Year Return							**19.83%**

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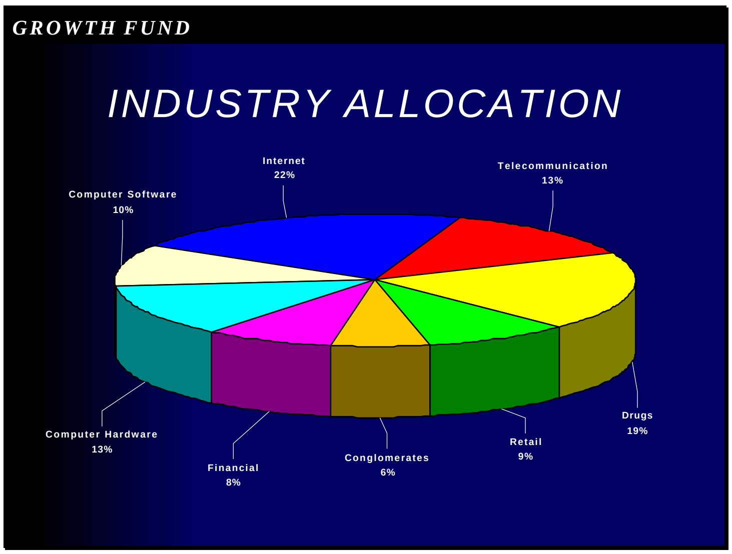

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GROWTH FUND

INDUSTRY LEADERS & LAGGARDS

- At Home Corporation
- Delia*s
- Qwest Communications
- Biogen, Inc.

- Action Performance
- Provident Bankshares
- Compuware
- Zila

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GROWTH FUND

SUMMARY

- Volatile Market Created the Need For More Active Management
- Market Breadth Limited Stock Selection to Large Cap Arena
- Growth In the Market Limited to Select Industries
- A Need Developed for Alternative Valuation Methods Besides P/E Ratio

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GROWTH FUND

RECOMMENDATIONS

- Reevaluate Current Industry Weightings Based on Economic Variables
- Search For New Growth Drivers in the Market
- Maintain Minimal Cash Position
- Select Another Growth Benchmark
- Less Arbitrary Price Targets

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NYSE

VALUE FUND

NASDAQ AMEX

Slide 19

VALUE FUND

PHILOSOPHY

- Market Inefficiencies
- Industries Which Are Unjustly Discounted By The Market
- Industry Leadership
- Strong Fundamentals
- Increasing Growth Potential
  - Opportunities In Smaller Companies

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VALUE FUND

STRATEGY

Top-Down Investment Strategy

Economy: Key Economic Trends

⬇

Industry: Strong Performance Potential In Current Environment

⬇

Company: Strong Fundamentals

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VALUE FUND

TACTICS

- Fundamentals
  - Market Capitalization
  - Valuation Ratios
  - ROA and ROE
  - Beta
  - Earnings Growth
  - Capital Structure
- Technicals
  - Relative Strength
  - Support/Resistance
  - Trend Identification
  - Trading Volume
  - Trading Range
    - Daily Volatility
    - 52-Week Range

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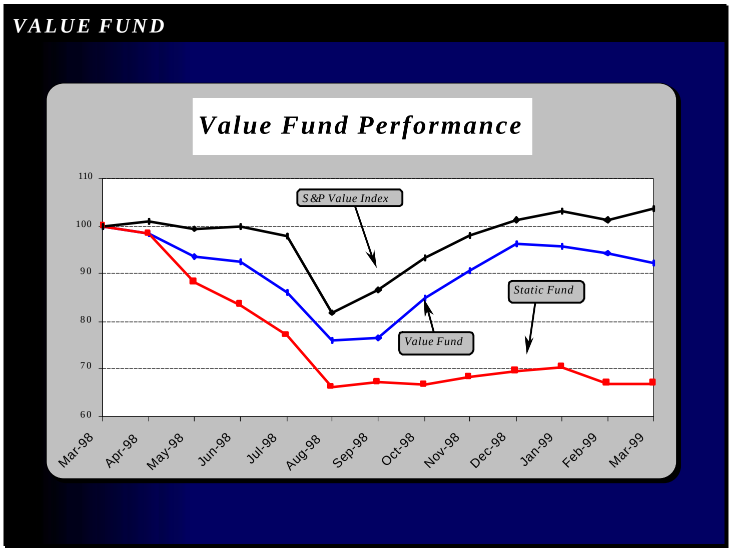

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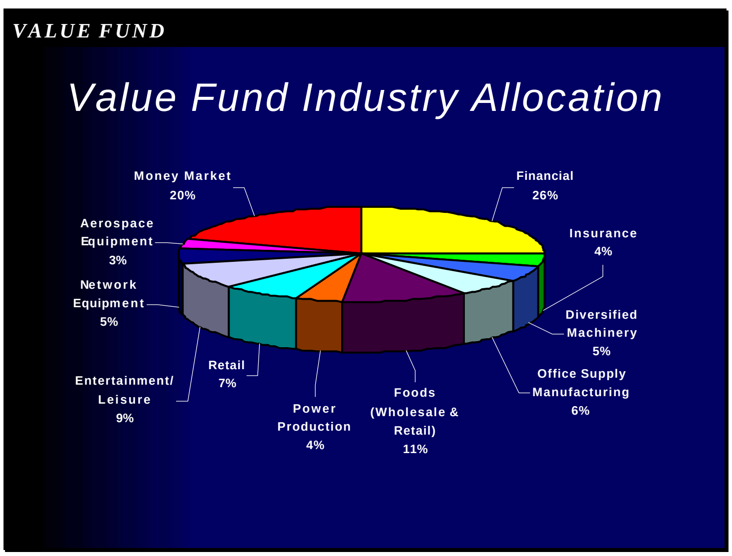
VALUE FUND

CURRENT HOLDINGS

Stock	Shares	Purchase Price	Total Cost	Closing Price	Total Value	Total Gain/Loss	Percentage Gain/Loss
AES	100	$ 35.81	$ 3,581.25	$ 37.25	$ 3,725.00	$ 143.75	4.01%
ALL	100	41.63	4,162.50	37 1/16	3,706.25	(456.25)	-10.96%
AVY	100	51.13	5,112.50	57.5	5,750.00	637.50	12.47%
AZO	100	33.31	3,331.25	30 3/8	3,037.50	(293.75)	-8.82%
BAC	100	60.88	6,087.50	70 5/8	7,062.50	975.00	16.02%
BEAV	200	16.88	3,375.00	14.75	2,950.00	(425.00)	-12.59%
CCL	100	30.75	3,075.00	48 9/16	4,856.25	1,781.25	57.93%
COMS	200	24.38	4,875.00	23 5/16	4,662.50	(212.50)	-4.36%
DIS	100	34.94	3,493.75	31 1/8	3,112.50	(381.25)	-10.91%
FDLNB	400	9.94	3,975.00	9	3,600.00	(375.00)	-9.43%
FLT	200	40.50	8,100.00	37 5/8	7,525.00	(575.00)	-7.10%
FTU	150	53.92	8,087.49	53 7/16	8,015.63	(71.87)	-0.89%
KM	200	15.00	3,000.00	16 13/16	3,362.50	362.50	12.08%
RFH	300	23.06	6,918.75	21 9/16	6,468.75	(450.00)	-6.50%
TEX	200	27.63	5,525.00	24 1/8	4,825.00	(700.00)	-12.67%
Equity Account					$ 72,659.38		
Money Market Account					$ 18,053.17		
Total Value Fund Portfolio					**$ 90,712.55**		
Current Holdings Return							**-0.06%**
Fiscal Year Return							-7.94%

Slide 24



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VALUE FUND

INDUSTRY ALLOCATION

- Financials
- Entertainment/Leisure
- Retail
- Reasons For Entry
  - Purchase Time Valuations
  - Earnings Growth
  - Positive Domestic Economy

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VALUE FUND

TOP PERFORMERS

• Carnival Corporation	52.1%
• Dycom Industries	51.6%
• Intel Corporation	32.6%
• SIPEX Corporation	25.3%

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VALUE FUND

DISSAPOINTMENTS

• R&B Falcon	-46.6%
• Diamond Offshore Drilling	-30.2%
• Tommy Hilfiger	-17.1%
• Inherited Portfolio	

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VALUE FUND

SUMMARY

- Challenges Faced
  - Volatile Investment Environment
  - Sell Strategy
- Learning Experience
  - Group Dynamics
  - Professionalism
  - Greater Awareness of Financial Environment

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VALUE FUND

RECOMMENDATIONS

- Develop Solid Sell Strategy
- Encourage Challenging Individual Recommendations
- Select Another “Value” Benchmark
- Continuous Research of Current Holdings
- Expand Research Base