

FEATURED STOCKS

| | |
|------------------|-----------------|
| Cash America | Lloyds TSB |
| Jos.A.Bank | Marlin Business |
| Johnson Controls | PetSmart |
| L-3 Comm | WESCO Intl |

GROWTH & INCOME

| | |
|---------------------|------------|
| American Strategies | Tele Norte |
|---------------------|------------|

SAFETY FIRST

By Donald Pearson

Back in the days of the "tech wreck," people were pleased that our portfolios had a better

diversification than most, so our down side was considerably less than that of the average investor. This was achieved by calculating anticipated growth with perceived value at the time of purchase for every selection. We continue to use this formula today, with little modification.

Occasionally someone will call or write, wondering when they can expect to see another year like 2003, when the market was up 25% and we were considerably higher. Many portfolios then were returning 30-60%, and our service was thought to be second to none. Although performance is the report card of measurement, we believe it must be done with minimal risk if we're to be successful long range. A good example of this is comparing a stock portfolio to today's housing market. How many of today's real estate investors wish they were working with a calculated long range strategy and didn't find themselves in the present situation. Construction starts on new homes are down 38% in the past year, and the price of new and older homes continues to plummet. The medium sale price of new homes that has risen by 80% since 2000 is now falling faster than it has in several decades, and many of us believe it's going to continue. Most experienced investors see this continuing through the remainder of this year before it changes. Occasionally we read a favorable statistic, but these stats do not take into account investors taking their property off the market so they don't sell in a weak market, or simply renting it to keep some cash flow coming.

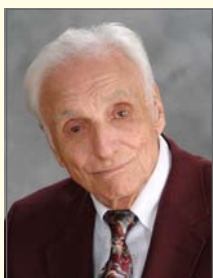
Another alarming number to evaluate is new jobs.

For the three year period 2001 - 2004 about 50% of new jobs were related to the housing sector. If many of these dry up, our unemployment could grow and create additional problems. At one time our portfolios held as many as five homebuilder stocks in each. Today we don't have any. This relates back to what I referenced as our strategy and objective. Search out growth stocks that are undervalued and await the results. Many times these will sit for extended periods, but for those who are patient, growth above the market average of 11% annually should prevail.

Protecting principle is goal number one, followed by double digit growth on an annual basis. We've just completed a major overhaul of all accounts, and we've blended in ETFs from around the world to better diversify all portfolios. At the end of the first quarter the market is near flat, and so are the ETFs to date as a group. Similar to real estate one must learn to evaluate this long range. Although the real estate market and our home values have fallen 20% or more, they will come back. Our mission with everyone's stock portfolio is to first minimize those same losses people are adjusting to now, and this is done by purchasing quality companies, below their true market value. It doesn't always produce immediate results, but in most cases favorable returns are going to come in the foreseeable future. Here are a few examples of what you may soon see in your portfolio if they are not there already.

We bought Bank of America for many a few months ago, and it's gone down about 3-4% and holding around \$51. Once the merger with MBNA is completed, this stock should climb and continue to climb. Today BAC also yields 4.2% with a P/E of 12. It's now the largest US bank by market cap.

Capital One Financial has recently acquired North Fork



Walter D. Pearson
Chairman



Donald E. Pearson
President



Sandra Alberti
Publishing President

Investment Letters are complimentary to our clients with managed accounts!



By Walter Pearson

I have noticed in this business that many investors will depart the stock market in favor of higher yields. It is my opinion that this is wrong, wrong, wrong; but the higher the yields go, the more difficult it becomes to explain this to the investing public. Most people can understand that there is constant inflation and that the rate of inflation increases each year. The question then is, at what point should the investor leave the stock market and accept pure unadulterated yield? Should this be done when he can receive 6%, 8%, or 10%?

One of the things to bear in mind is that inflation is here today, tomorrow, and quite possibly forever. In understanding this fact, which is a major one, it is necessary to remember that in making an investment for income with no growth, it is important to have some idea of the current rate of inflation. If inflation is running at a 7% pace and you are buying bonds for a 5% yield, it simply means that you have guaranteed yourself a 2% annual loss each year. Many of the pundits in this business estimate today's rate of inflation to be in the 8% area. I agree with that figure. This means that if we are close to being right, it is necessary for the investor to get an 8% return on his capital just to stay even.

I want all of my readers to understand these facts in case interest rates continue to increase. As interest rates get higher, the yields on bonds and other non-growth issues increase accordingly, and more people head for that shady nook; but as more people cash out of stocks and go for the yielders, stock prices go down and the sale is on, but few

are buying. The higher interest rates go, the further down the stock market goes. Some people in this business profess to be stock market timers who advise when to get out of the market before it drops. The problem here is that they have been found to be wrong more often than they are right.

Our advice is to stick with the growth issues. If you need income, it is simple enough to invest in growing companies which are also paying out some of the profits in the form of dividends. It is vitally important for you and your capital to think long term. Day to day fluctuations in the market are meaningless if you have invested properly. You may even find that one of your issues has convoluted one day. This is not a reason to sell. It may be that it has been hit by one of the day traders, and next week things will be back to normal. When your company has been hit, it is advisable to recheck it and not sell on impulse.

The whole point to this piece is that I believe we may be approaching the time when interest rates start appealing to investors, and I want to do all in my power to keep each one out of the non-growing issues. Let me give you a true story from my past. I am a bridge player. One of my partners had a few dollars to invest in 1982, and I told her what to buy. A year later another company bought her company and she doubled her investment. I told her I had another company that looked good. She explained that she was retired, needed income, and the money market was paying 18% at the time, so I didn't argue. I had bought the same stock, so I took my money and bought Merchants National Bank

which was later taken over by National City Corp. I presume you all realize that 25 years later she would no longer be getting 18% and that her initial investment would not have dropped one cent. However, it surely won't buy nearly as much gas as it did then. My investment was bought for growth. My original 100 shares has been split a few times, and I now hold 1344 shares. My original cost was \$1600 and it is now worth more than \$51,000. My original yield was 6% but has increased periodically and has now reached 131% per year based on the original investment.

If I am right and interest rates increase, you may find yourself leaning in that direction. Perhaps it would be a good idea to keep this story handy, and if you feel the urge to tread that road, you might just reread this piece. Your mind should be on growth. First you find them. Then you buy them. Then you wait. Growth takes time. It takes 21 years to make a man, and sometimes even longer.

I could give you numerous stories of small investments that grew substantially over time, but I think I shall just describe one that happened in 1983. My wife was looking for a low priced investment. I suggested Steak and Shake which looked good at the time and was selling for \$3 a share. She bought 100 shares. They paid her dividends each year and then seven years later paid her a special dividend of almost \$600. There have been numerous splits so that the accumulation has reached 580 shares with a value of more than \$10,000.

I think what I am trying to say is that bonds are not the place to be!

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Source Rating Key for PCI's featured stocks: Pearson Investment Growth Rating measures long-term past and future growth.

Pearson Value Rating measures current value in terms of potential for the dollar. Investors Business Daily measures growth and relative price strength.

S&P measures financial quality and growth potential. Value Line measures timeliness, value and safety.

Information & data obtained from other sources is believed to be reliable, but its accuracy and completeness can not be guaranteed.

Walter Pearson is the former President of First New England Securities, Co., Inc. and at that time, also managed the Statistical Department.

He is the author of the book, "Investing for the Millions" and Publisher Emeritus for the Pearson Investment Letter.

At this time, Mr. Pearson is Chairman of the Board of Pearson Capital, Inc.

He is a contributing columnist for various publications and is listed in Who's Who in America.

"Remember the Lord your God, for it is He who gives you the ability to produce wealth. Deut. 8:18"

PEARSON CAPITAL'S RECOMMENDED STOCKS FOR

April 2007

CASH AMERICA INTERNATIONAL, INC (CSH) NYSE PRICE: \$41.00

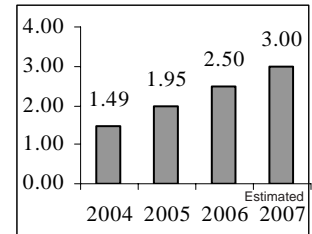
CSH engages in the ownership and operation of pawnshops in the U.S. It provides pawn loans, short-term cash advances, check cashing services, and other specialty financial services to individuals. It also sells merchandise in its pawnshops primarily the personal property forfeited through its pawn lending operations. As of 12/31/06, the company owned and operated 487 pawnshop locations, including 12 franchised pawnshops under the brand names Cash America Pawn and SuperPawn in 22 states. Cash America offers unsecured cash advances through its pawn lending locations and its cash advance locations. It also owned and operated approximately 295 stand-alone cash advance locations and 136 check cashing locations, as of the above date. Cash America was incorporated in 1984 and is headquartered in Fort Worth, Texas.

Type: Growth
Sector: Financial

Institutional Holdings: 188
Industry: Credit Services

Ratings & Recommendations Earnings per share

Current P/E Ratio: **20.5**
Annual Yield: **0.34%**
Annual Dividend: **\$0.14**
Investor's Business Daily: **A**
Pearson Growth & Value: **A-**
Morningstar Rating: **N/R**
Standard&Poor Rating: **N/R**
Value Line Rating: **B**



JOS.A.BANK CLOTHIERS, INC. (JOSB) NASDAQ PRICE: \$35.35

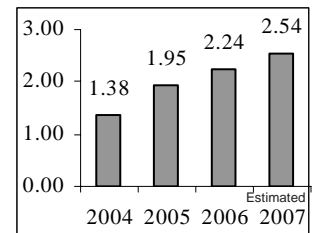
Jos. A. Bank Clothiers, Inc. engages in the design, retailing, and marketing of men's tailored and casual clothing and accessories. Its product line includes tuxedos, suits, shirts, vests, ties, sport coats, pants, sportswear, overcoats, sweaters, belts and braces, socks and underwear, branded shoes, and other items. The company sells its products through retail stores, catalog, and the Internet, as well as through franchisees. As of April 12, 2006, the company operated 328 stores in 40 states and the District of Columbia. Jos. A. Bank Clothiers was founded in 1905 and is headquartered in Hampstead, Maryland.

Type: Growth
Sector: Services

Institutional Holdings: 125
Industry: Apparel Stores

Ratings & Recommendations Earnings per share

Current P/E Ratio: **17.5**
Annual Yield: **0%**
Annual Dividend: **\$0**
Investor's Business Daily: **A**
Pearson Growth & Value: **B+**
Morningstar Rating: **N/R**
Standard&Poor Rating: **N/R**
Value Line Rating: **C**



JOHNSON CONTROLS, INC (JCI) NYSE PRICE: \$94.62

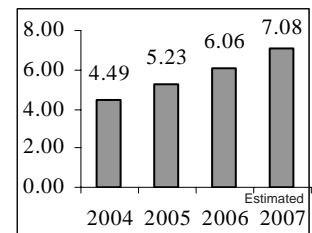
JCI an interior experience, building efficiency, and power solutions company. It operates in three segments: Building Efficiency, Automotive Experience, and Power Solutions. Building Efficiency segment engages in the design, production, and installation of control systems that monitor, automate, and integrate building operating equipment and conditions. Automotive Experience segment designs and manufactures automotive interior systems, including seating systems and components. JCI primarily offers these systems to original equipment manufacturers. Power solutions segment produces lead-acid batteries for the automotive original equipment vehicle manufacturers. The company was founded in 1885 as Johnson Electric Service Co. The name was changed to Johnson Controls, Inc. in 1974. The company is headquartered in Milwaukee, Wisconsin.

Type: Growth
Sector: Consumer Goods

Institutional Holdings: 373
Industry: Auto Parts

Ratings & Recommendations Earnings per share

Current P/E Ratio: **18.2**
Annual Yield: **1.40%**
Annual Dividend: **\$1.32**
Investor's Business Daily: **A**
Pearson Growth & Value: **A**
Morningstar Rating: **B**
Standard&Poor Rating: **C**
Value Line Rating: **C**



L-3 COMMUNICATION HOLDINGS, INC. (LLL) NYSE PRICE: \$87.47

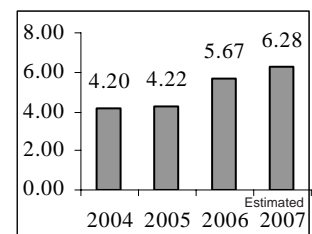
LLL through its subsidiaries, provides command, control, communications, intelligence, surveillance, and reconnaissance (C3ISR) systems; and aircraft modernization and maintenance, and government services primarily in the United States. The company's customers include the U.S. Department of Defense and its prime contractors, the U.S. Department of Homeland Security, the U.S. Government intelligence agencies, aerospace and defense contractors, allied foreign government ministries of defense, commercial customers, and certain other U.S. federal, state, and local government agencies. The company was founded in 1997 and is based in New York, New York.

Type: Growth
Sector: Services

Institutional Holdings: 381
Industry: Sec. Protect. Serv.

Ratings & Recommendations Earnings per share

Current P/E Ratio: **20.1**
Annual Yield: **1.14%**
Annual Dividend: **\$1.00**
Investor's Business Daily: **C**
Pearson Growth & Value: **A**
Morningstar Rating: **C**
Standard&Poor Rating: **C**
Value Line Rating: **B**



PEARSON CAPITAL'S RECOMMENDED STOCKS FOR

April 2007

LLOYDS TSB GROUP PLC (LYG)

NYSE PRICE: \$44.47

LYG through its subsidiaries, provides banking and financial services in the UK and internationally. It operates through three segments: UK Retail Banking, Insurance and Investments, and Wholesale and International Banking. The UK Retail Banking segment provides banking, financial services, mortgages, and private banking services. As of 12/31/05, this segment operated 2100 branches and 4200 ATMs in England, Scotland, and Wales. The Insurance and Investments segment offers life assurance, pensions and investment products. The Wholesale and International Banking segment provides asset finance and share registration services to personal and corporate customers. Lloyds TSB Group was incorporated in 1985 and is headquartered in London.

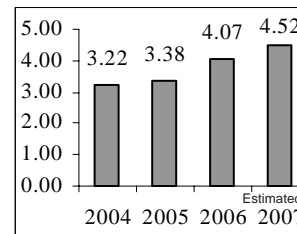
Type: Growth
Sector: Financial

Institutional Holdings: 20
Industry: Info. Foreign Banks

Ratings & Recommendations

Current P/E Ratio: **N/A**
Annual Yield: **5.96%**
Annual Dividend: **\$2.65**
Investor's Business Daily: **C**
Pearson Growth & Value: **B+**
Morningstar Rating: **B**
Standard&Poor Rating: **B**
Value Line Rating: **N/R**

Earnings per share



MARLIN BUSINESS SERVICES CORP (MRLN) NASDAQ PRICE: \$21.88

MRLN provides equipment financing solutions primarily to small and mid-size independent equipment dealers in the U.S. It finances commercial equipment, including copiers, certain commercial and industrial equipment, computers, telecommunications equipment, security systems, restaurant equipment, closed circuit TV security systems, computer software, medical equipment, automotive equipment, water filtration systems, cash registers, and office furniture. The company also offers insurance products; factoring, which provides small business customers working capital funding through the discounted sale of their accounts receivables; and business capital loans that enables small business customers access to credit through term loans. MRLN was founded in 1997 and is based in Mount Laurel, New Jersey.

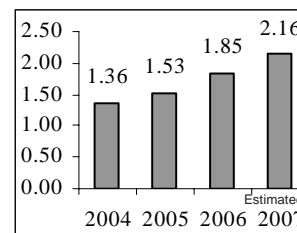
Type: Growth
Sector: Services

Institutional Holdings: 59
Industry: Rental & Leasing

Ratings & Recommendations

Current P/E Ratio: **14.2**
Annual Yield: **0%**
Annual Dividend: **\$0**
Investor's Business Daily: **C-**
Pearson Growth & Value: **A-**
Morningstar Rating: **N/R**
Standard&Poor Rating: **N/R**
Value Line Rating: **A**

Earnings per share



PETSMART (PETM) NASDAQ PRICE: \$32.96

PETM provides products, services, and solutions for pets in North America. It offers various pet services, including grooming, such as precision cuts, baths, toenail trimming, and tooth brushing. The company's PetsHotel provides boarding for dogs and cats, supervision by caregivers, an on-call veterinarian, temperature controlled rooms and suites, daily specialty treats, and play time, as well as day camp for dogs. It also offers veterinary care services, including examinations and vaccinations, dental care, a pharmacy, and routine and complex surgical procedures. The company sells its products through its stores, as well as through its Web site. As of January 28, 2007, it operated approximately 908 retail stores in North America. The company was founded in 1986 and is based in Phoenix, Arizona.

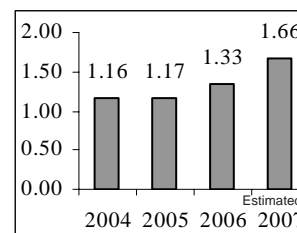
Type: Growth
Sector: Services

Institutional Holdings: 235
Industry: Specialty Retail

Ratings & Recommendations

Current P/E Ratio: **24.6**
Annual Yield: **0.36%**
Annual Dividend: **\$0.12**
Investor's Business Daily: **A-**
Pearson Growth & Value: **A+**
Morningstar Rating: **C**
Standard&Poor Rating: **A**
Value Line Rating: **B**

Earnings per share



WESCO INTERNATIONAL, INC (WCC) NYSE PRICE: \$62.78

WCC through its subsidiaries, distributes electrical supplies and equipment. Its products include electrical supplies, such as wiring devices, fuses, terminals, connectors, boxes, enclosures, fittings, lugs, terminations, tape, and splicing and marking equipment; industrial supplies, including tools and testers, safety and security, fall protection, personal protection, consumables, fasteners, janitorial, and other MRO supplies; and power distribution supplies consisting of circuit breakers, transformers, switchboards, panel boards, metering products, and busway products. As of 12/31/06, WESCO operated approximately 400 branches and 7 distribution centers located in the United States, Canada, Mexico, Guam, the United Kingdom, Nigeria, the United Arab Emirates, and Singapore. The company was founded in 1998 and is headquartered in Pittsburgh, Pennsylvania.

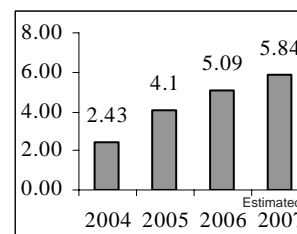
Type: Growth
Sector: Services

Institutional Holdings: 248
Industry: Electr. Wholesale

Ratings & Recommendations

Current P/E Ratio: **15.2**
Annual Yield: **0%**
Annual Dividend: **\$0**
Investor's Business Daily: **B+**
Pearson Growth & Value: **A**
Morningstar Rating: **C**
Standard&Poor Rating: **N/R**
Value Line Rating: **D**

Earnings per share



PEARSON CAPITAL'S RECOMMENDED STOCKS FOR

April 2007 - Growth & Income

AMERICAN CAPITAL STRATEGIES, LTD (ACAS) AMEX PRICE: \$44.31

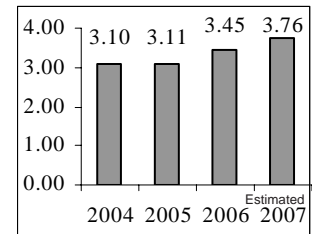
ACAS is a principal investment firm specializing in management and employee buyouts, recapitalization, special situations, middle market, and growth capital investments. The firm invests in manufacturing, services, and distribution companies with a special focus on energy sector. In the energy production sector, it invests in lower risk oil and gas exploration, production and development; natural gas liquids; coal mining and coal-fired generation; uranium mining and nuclear-fired generation; wind-powered generation; and solar-powered generation. In energy transmission sector, the firm invests in oil and gas pipelines. In the energy distribution sector, it targets propane distribution; gas distribution; electricity distribution. In the energy services sector, the firm invests in oil and gas services and utility services. American Capital was founded in 1986 and is based in Bethesda, Maryland.

Type: Growth & Income
Sector: Financial

Institutional Holdings: 99
Industry: Close-End Fund

Ratings & Recommendations Earnings per share

Current P/E Ratio: **6.8**
Annual Yield: **8.03%**
Annual Dividend: **\$3.56**
Investor's Business Daily: **B-**
Pearson Growth & Value: **B**
Morningstar Rating: **N/R**
Standard&Poor Rating: **A**
Value Line Rating: **C**



TELE NORTE PARTICIPACOES S.A. (TNE) NYSE PRICE: \$13.84

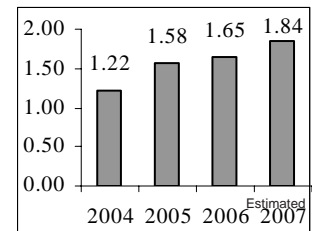
TNE through its subsidiaries, provides telecommunications services in Brazil. It operates in three segments: Fixed-line Telecommunications, Mobile Telecommunications, and Contact Center. Fixed-line Telecommunications segment provides fixed-line telecommunications services. Internet service provider, Internet protocol, and other data transmission services. Mobile Telecommunications segment offers mobile telecommunication services. Contact Center segment provides inbound contact center services, including sales, market research, tele-sales, and collection; and outbound services, such as providing product information, sales, complaints, customer service, and help desk. The company primarily serves residential, corporate, and mobile customers. Tele Norte was founded in 1998 and is based in Rio de Janeiro, Brazil.

Type: Growth & Income
Sector: Technology

Institutional Holdings: 39
Industry: Telecom Services

Ratings & Recommendations Earnings per share

Current P/E Ratio: **10.5**
Annual Yield: **7.34%**
Annual Dividend: **\$1.02**
Investor's Business Daily: **B-**
Pearson Growth & Value: **A-**
Morningstar Rating: **A**
Standard&Poor Rating: **A**
Value Line Rating: **N/R**



SAFETY FIRST - Continued from page 1

Bank of NY, and this makes them even larger in banking and credit cards. We have been buying this company for quite some time, and this acquisition makes them now even more attractive. COF is currently selling around \$75, with a P/E of 10.

In this month's letter we've selected PetSmart as a company to buy today for those needing a retail stock to balance their portfolio. People continue to spend more and more money on their pets, and this is a growing segment. Recently they've started a pet hotel service. Along with this new feature their fundamentals also appear strong. Today PETM is priced around \$33 with earnings growth projections of 20+% for several years.

When we research a stock for purchase, our first test is to know that it meets the standards for both you and I, because if it doesn't, neither of us are going to own it. You may not have told me this personally, but I know protecting our principle is the number one objective for both of us. Following this policy should continue to produce double digit returns annually. We'll just never be able to do it with every-year consistency. In the past eighty years the S&P has increased 57 times while decreasing 23. With these odds and our professional management, I feel comfortable we can both meet our goals and objectives successfully.



For Your Information:

Clients who use Quicken, Microsoft Money or Turbo Tax can link their TD Ameritrade accounts into these programs.

It's as simple as getting a username & password from TDA and you'll be on your way to tracking your portfolio!

If you would like to take advantage of this service, contact PCI directly at 800-510-0329 contact me at pearsoncapital7@gmail.com. I'll be happy to help you.

Ann Hathaway
Account Manager



WALL STREET INDEXES

| Indexes | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007/YTD |
|-------------------|---------|---------|-------|-------|------------|-------|----------|
| S&P 500 | (13.3%) | (23.4%) | 26.4% | 9.0% | 3.0% | 13.6% | +0.2% |
| Dow Jones | (7.1%) | (16.8%) | 25.3% | 3.2% | (0.61%) | 16.3% | (-0.9%) |
| Nasdaq | (21.1%) | (31.5%) | 50.0% | 8.6% | 1.37% | 9.5% | +0.3% |
| Russell 2000 | 1.0% | (21.6%) | 45.4% | 17.0% | 3.32% | 17.0% | +1.7% |
| Our CD Buster | | 8.1% | 56.7% | 22.8% | (Disputed) | 1.8% | (even%) |
| CD Annual Average | 3.0% | 2.3% | 1.5% | 1.5% | 3.5% | 5.0% | +1.2% |

MARKET VIEW

Christopher Carothers - PCI's Stock Analyst

Economic Flows:

At its last meeting, the Federal Reserve decided to leave rates alone. A decrease in the overnight lending rate is unlikely unless there is a noted drop in economic growth. Many people are worried that adjustable mortgages are going to cause homeowners to postpone purchasing other things that they normally would. That may cause the economy to later slow down and stagnate.



Key Point: Many people predict that the Fed will not decrease interest rates until at least middle of 2008.

Earnings Flows:

First quarter earnings season starts in the middle of April. Oftentimes bad news surfaces within the first two weeks of the month. Some companies prefer to "pre-warn" and give bad news for the market to digest before their earnings comes out. Others like to surprise the market and give news the night before. Either way, analysts believe that most companies will make their earnings numbers, but leave a muted expectation for the rest of the year. There are no major catalysts that will drive earnings growth forward this time of year.

Key Point: The first two weeks of April is a cautious one for the market.

Cash Flows:

Companies that produce healthy cash flows are often the best long term stock performers. For example, take Oracle, (ORCL). It produces about three billion a year in free cash flow in its core database, technology products. Management wisely uses this money to prudently purchase other companies in order to adapt and change with the times. Cisco is another company that has bought their way in a great fashion to lead in networking technology.

Key Point: Free cash flow gives companies a chance to change.

Additional Note:

At this writing, Iran has captured 15 British troops, and has not backed down on its nuclear position. It is unclear at this time what actions Israel will take against a continued aggressive stance. We are hoping that threats of economic sanctions will be enough for a change.

Management Fee:

Our fee is extracted quarterly from the account at 25% of one percent by TD Ameritrade. Immediately following any quarterly management fee extraction, it is posted within your account's history information available on line. It is also posted in your TD Ameritrade monthly statement.

Second Quarter April-May-June-see your April statement.

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The Pearson Investment Letter
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