

February 2009 Newsletter

Dear Clients and Friends,

This is the first newsletter I have written since joining Oppenheimer & Co. Inc. in May 2008. I am committed to writing a newsletter on a bi-monthly basis. I will send you an email alert when I post a new one to this website.

Having established a website, I want to make it a source of timely and useful investment ideas. The “timely” and “useful” part is the challenge since there is no shortage of general market investment commentary available. Therefore my newsletter may touch briefly on market strategy and asset allocation.

I hope that the newsletter can play an important role in the development of my advisory service. My goal is to use research, collaboration with Oppenheimer professionals and frequent communication with you to achieve the results that we set out to achieve together. I want my clients to have the comfort of knowing that Oppenheimer & Co. Inc. is a stable firm, that each of the securities they own in their portfolio has an underlying investment thesis and that what they are paying for my service is clear and straightforward.

I encourage you to look at Oppenheimer’s latest market strategy commentary, written by Steven Gluckstein, which is available on the “Featured Report” section of the website (his 2/2/09 update is also available on “Special Reports”). While Steve summarizes his views in the first three pages, the report itself has a great deal of useful information about the current investment environment.

Before we get too bearish about the current environment, I do want to remind you that periods of market uncertainty can create wealth-building opportunities for patient, diligent and long term investors. Shelby Cullom Davis, the legendary investor and diplomat, may have said it best when he remarked that “you make most of your money in a bear market, you just don’t realize it at the time”. So what then do I look for in finding a recommendable stock in this subdued and potentially inflationary environment? I look for a business model that can produce rapid earnings growth even in the face of very weak business conditions like the ones we are currently experiencing.

Let me know if you would like to see our in-depth research on names covered in our Research Department’s “Monthly Highlights”, which you can find on “Special Reports” on the website.

Maintaining an investment in stocks has been painful since this past summer. Having the discipline to “hang in there” during this extremely challenging period has been a challenge, to put it mildly. Yet, we need to remember that throughout history stocks have rewarded patient, long term investors. In fact, the stock market (as measured by the Dow Jones Industrial Average) has delivered a positive return in 71 of the 76 rolling 5 year periods between 1932 and 2007 – that’s 93% of the time. As always, I will do everything I can to help you to “weather this storm” and reach your financial goals. I look forward to our next conversation. Talk to you soon.