

# Market Analysis

## Inside Market Analysis

ACCEPT the latest 375 cents takeover offer for Vision Systems ..... 9  
 SELL UXC ..... 9  
 BUY Devine ..... 5-7  
 BUY Housewares International ..... 7, 8

Warrant/Option Analysis ..... 12, 13, 14  
 Review of Options ..... 14, 15, 16

Founder: James R Cornell (B.Com.)

## Summary and Recommended Investment Strategy.

Stockmarkets have moved up to new highs, sentiment is positive and shares still offer good value. Investors should seek to remain close to fully invested.

## Investment Outlook.

Both the Australian and New Zealand stockmarkets have moved to new highs over the last few weeks. This is always a very Bullish (i.e. favourable) technical position.

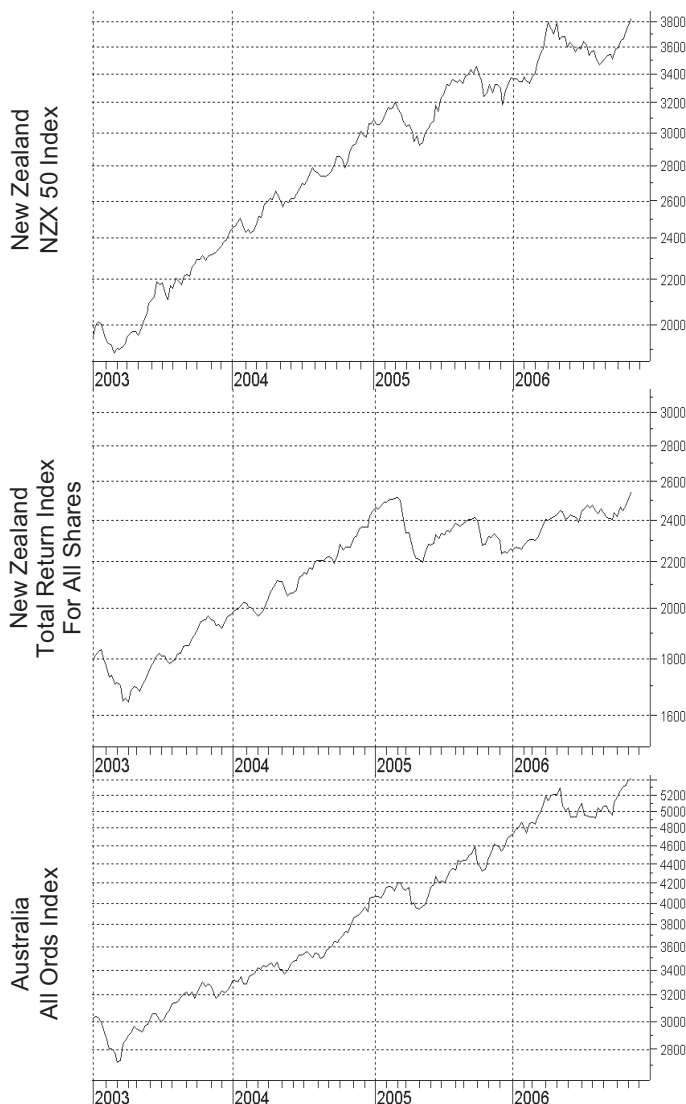
The move to new highs and the global improvement in investment sentiment has restarted talk of a “wave of new money” headed for superannuation funds in Australia and New Zealand. If sentiment remains positive, then there will be a lot of new money looking for a home in the stockmarket. Australian tax rules for superannuation have been changed and simplified. One change will allow some individuals to contribute up to A\$1 million to superannuation funds before 30 June 2007. In New Zealand the government is both encouraging private superannuation contributions and diverting tax revenues into the Cullen Fund - part of which is finding its way into the local stockmarket.

All of this *could* lead to a liquidity driven boom similar to the period from 1983 to 1987 - or perhaps the longer period from 1978 to 1987. Such a development would be favourable at this stage. Shares offer reasonably good value - so can confidently be bought as a sound long term investment (whether or not a liquidity driven boom will actually occur in the future). If a wave of money should surge over the stockmarket then existing investors will be well placed to enjoy far above average returns. Our *Recommended Portfolio* rose 614% from 1981 to 1986 - an annual compound return of 44% (although with individual annual returns from *minus* 15% to 109%) - and a similar performance could be experience over another period of favourable monetary conditions.

Towards the end of a boom, however, valuations become excessive *and* (as illogical as it seems in these non-boom times when common sense temporarily prevails) everyone starts to believe that the good times will go over forever!!

### Stockmarket Forecasts

	One-Month	One-Year
Australia:	69% (Bullish)	71% (Bullish)
New Zealand:	78% (Bullish)	70% (Bullish)





# Recommended Investments

**Cavalier Corporation** has announced a steady *first* interim dividend of 3.0 cents (plus full imputation tax credits). For the first four months, earnings are ahead around 5% and the company forecasts similar growth for the full year. The Australian retail market is showing signs of improvement, while the NZ retail market remains depressed. The contract carpet market is strong on both sides of the Tasman.

**Colonial Motor Company** reports first quarter revenues "slightly down on this time last year" but "in line with expectations".

**Lyttelton Port Company** will see container volumes increase "in excess of 5%" as a result of a new weekly service to the Pacific Islands by **Maersk Line**.

**Micheal Hill International** reports a 21.9% increase in revenues for the September 2006 quarter of \$70.3 million. Same store revenues rose 10.5%, with a similar growth coming from the group's never ending expansion. Fluctuations in exchange rates - and the price of gold - will, however, "impact on margins".

In Canada, same store revenues were 24.3% higher and total revenues 119.9% higher. (Cont'd on Page 4)

## Portfolio of Recommended Investments

CURRENT ADVICE	Company	Initial Recommendation Code	Recommendation - Date -	Price	Performance Forecast	Issued Shares (mil.)	Vola- tility Ratio	Price/ Sales Ratio	Price/ Earnings Ratio	Gross Dividend Yield	Recent Share Price	Cash Dividends Rec'd	Total Return %
<b>NZ Shares</b>													
HOLD	CDL Investments Ltd	CDI	12/01/99	25	C	210.6	1.5	3.09	8	8.3	36	13.3	+97%
BUY	Cavalier Corporation	CAV	05/12/95	156*	C	65.5	0.5	1.06	15	8.3	325	188.0	+229%
HOLD+	Colonial Motor Company	CMO	10/11/92	150	B	27.9	0.5	0.19	13	11.2	320	292.8	+309%
HOLD	Lyttelton Port Company	LPC	12/12/00	150	B	102.3	0.6	2.80	22	3.4	217	54.3	+81%
HOLD+	Michael Hill Int'l Ltd	MHI	11/06/91	46*	C	39.2	0.4	0.88	17	4.9	696	196.0	+1839%
HOLD	Nuplex Industries Ltd	NPX	11/02/97	350	B	78.4	0.4	0.41	14	6.5	686	161.0	+142%
BUY	Postie Plus Group	PPG	08/05/06	71	A	40.0	0.9	0.32	10	10.3	101	Nil	+42%
BUY	Renaissance Corp	RNS	13/08/96	85*	C	38.5	0.8	0.31	9	12.0	124	40.4	+93%
BUY	Smiths City Group	SCY	09/10/06	64	B	53.0	0.9	0.16	7	7.4	74	Nil	+16%
HOLD	South Port New Zealand	SPN	13/02/96	120	A	26.2	0.7	3.26	20	6.3	184	89.3	+128%
HOLD	Steel & Tube Holdings	STU	08/08/00	146	C	88.1	0.5	0.93	13	10.3	465	164.0	+331%
HOLD+	Taylors Group Ltd	TAY	09/11/99	102	B	24.3	0.7	0.62	12	10.4	173	62.0	+130%
<b>Australian Shares (in Aust cents)</b>													
HOLD	AJ Lucas Group	AJL	13/05/03	120	B	52.0	0.9	0.37	21	Nil	123	20.5	+20%
HOLD	Allied Technologies	ATZ	11/01/05	71*	C	52.2	2.6	0.61	10	Nil	14	Nil	-80%
BUY	Atlas Pacific Ltd	ATP	14/05/96	73	A	87.8	1.4	3.20	17	2.7	37	9.5	-36%
HOLD	Austin Group Ltd	ATG	08/02/05	93	C	62.2	1.6	0.33	NE	10.3	29	7.0	-61%
HOLD+	Campbell Brothers Ltd	CPB	12/10/99	406*	B	51.0	0.3	1.88	28	2.6	1930	192.6	+423%
BUY	Candle Australia	CND	08/04/03	86	B	49.8	0.7	0.62	14	5.0	337	42.5	+341%
BUY	Cellnet Group Ltd	CLT	12/02/02	152	A	51.5	0.9	0.14	52	1.3	159	33.5	+27%
HOLD+	Centennial Coal Ltd	CEY	16/01/01	70*	B	295.1	0.5	1.41	22	3.4	385	26.0	+487%
BUY	Circadian Technologies	CIR	10/02/04	188	C	40.1	0.9	1.17	NE	Nil	138	65.0	+8%
HOLD	Commander Comm.	CDR	11/09/01	92	B	222.9	0.9	0.56	17	2.0	197	23.2	+139%
BUY	Computershare Ltd	CPU	12/08/03	189	B	599.3	0.6	2.86	25	1.7	770	34.5	+326%
BUY	Devine Ltd	DVN	13/11/06	94	B	136.0	0.9	0.22	7	8.5	94	Nil	
BUY	Ellex Medical Lasers	ELX	14/03/06	49	B	61.2	1.2	1.40	24	Nil	80	Nil	+63%
BUY	Housewares Int'l	HWI	13/11/06	171	A	128.2	0.9	0.52	16	7.6	171	Nil	
HOLD	Int'l AllSports	IAS	11/02/03	180	B	66.4	1.7	0.02	15	5.4	28	4.0	-82%
HOLD+	Iluka Resources Ltd	ILU	12/10/04	471	C	232.9	0.6	1.76	13	2.9	755	44.0	+70%
HOLD	Keycorp Ltd	KYC	10/08/04	123*	D	82.2	1.2	0.73	NE	Nil	85	Nil	-31%
HOLD+	M2 Telecommunications	MTU	09/10/06	33	A	59.4	1.3	0.82	13	4.3	46	Nil	+39%
HOLD+	Melbourne IT	MLB	10/02/04	53	A	54.3	0.6	1.92	26	2.9	255	18.5	+416%
HOLD	M.Y.O.B. Ltd	MYO	15/07/03	84*	B	392.4	0.9	2.69	27	2.5	112	6.3	+41%
BUY	Namoi Cotton Co-op Ltd	NAM	14/03/06	65	C	112.7	1.1	0.18	5	11.2	58	3.5	-5%
BUY	Ross Human Directions	RHD	14/08/01	92	A	82.3	1.2	0.14	10	6.8	59	25.0	-9%
HOLD	Skilled Engineering	SKE	12/03/02	126	A	103.9	0.5	0.61	24	3.4	560	76.5	+405%
HOLD	Sonnet Corporation	SNN	07/09/04	32	C	166.6	3.5	0.30	NE	Nil	6	3.0	-72%
HOLD+	Technology One Ltd	TNE	11/11/03	44	A	296.7	1.1	4.11	22	3.7	92	9.4	+130%
HOLD+	The Reject Shop Ltd	TRS	11/01/05	257	A	25.1	0.6	0.84	22	2.9	800	47.5	+230%
SELL	UXC Limited	UXC	11/01/00	55*	A	170.4	0.7	0.85	15	4.3	150	36.0	+238%
TENDER	Vision Systems Ltd	VSL	10/11/98	54*	B	176.4	0.7	5.80	NE	0.5	375	26.9	+644%

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +186.7%. This is equal to an average annual rate of +36.2%, based upon the length of time each position has been held.

The average annual rate of gain of ALL recommendations (both the 40 current and 134 closed out) is +33.7%, compared with a market gain of +8.9% (by the SRC Total Return Index).

CURRENT ADVICE is either Buy, Hold+, Hold, Hold- or Sell. Hold+ indicates the most attractive shares not rated as Buy. Hold- indicates relatively less attractive issues.

\* Initial Recommendation Prices adjusted for Share Splits, Bonus and Cash Issues.

### Recommended Investments (Cont'd from Page 3)

The number of Canadian stores will increase from 12 to 18 this year, which should provide the economies of scale to make that country's operations profitable.

The company is again talking about opening stores in the United States or more likely the United Kingdom. A steady 9% growth in stores would see its current 177 stores grow to 1000 stores over the next 20 years.

The group plans to significantly expand its range of *Michael Hill* brand watch sales from 10-15% at present to around 80%, with the balance being *Citizen* watches. It also seeks to expand its range of Diamond jewellery in the \$2000 to \$9000 price range.

**Nuplex Industries** has agreed to acquire the business assets and inventory of **Huntsman Chemical Company Australia** for A\$20.3 million in cash (plus an additional sum based upon earnings over the next three years). The business generates A\$53 million in annual revenues from the manufacture of polyesters, vinyl esters and gelcoats, and will "contribute immediately to earnings per share".

**Postie Plus Group's** major shareholder - interests of the Dellaca family - have reduced their ownership of the company from 35% to 15%. The 8,000,000 shares were placed with institutional investors at 92 cents, with entitlement to the final 4 cents dividend.

**Steel & Tube Holdings** expects "another solid result this year" and reports "higher steel margins, despite weaker sales" during its first quarter to 30 September.

This is a mature investment so we continue to recommend some partial profit taking as Steel & Tube Holdings shares strengthen.

#### Steel & Tube Holdings



#### Australian Shares

(This section is in Australian currency, unless stated.)

**AJ Lucas Group** has exercised its option to participate in the **Florence Oilfield Re-Development Project** in Colorado, USA. **Comet Ridge, Strike Oil** and **AJ Lucas Group** will fund the US\$650,000 development.

**Austin Group** reports "efforts to substantially reduce our expense base are proving to be successful" and that a focus on costs, inventory management and brands "will enable the business to regain a competitive position".

**Campbell Brothers** reports its final shareholding in **CCI Holdings** is 28,340,808 shares or 21.38% of the company.

More importantly, Campbell Brothers has announced three small acquisitions - at a total cost of just \$11

million - which are "strategically very important to the long term growth" of the company:

The Laboratory Services division has acquired Melbourne based **Consulchem Pty** - and its staff of 50 - which diversifies the group into servicing the pharmaceutical and food industries in Australia. These services will be expanded internationally through the company's existing global laboratory network.

The division also acquired West African laboratory group **Abilab**, which provides mineral services from two laboratories in Mali and one in Burkina Faso. This expands the group's coverage in Africa which is experiencing "very strong growth" in mineral exploration.

Campbell Brothers' Reward Distribution division has acquired **Pandee Services Pty**, an Adelaide based supply company servicing the hospitality, cleaning, catering and healthcare markets. This will provide the group with coverage in Adelaide and allow it to tender for national business.

#### Campbell Brothers



**Cellnet Group** has acquired **VME Systems Pty**, the largest distributor of flash memory products and the distributor of *SanDisk* MP3 music players and other multimedia devices. The company believe that *SanDisk* "will become one of Cellnet's most important partners".

**Centennial Coal** reports September quarter coal production of 4.7 million tonnes. This is 6% above the June 2006 quarter and 30% higher than September 2007.

Bids for the full sale, partial sale or restructuring of some of Centennial Coal's smaller mines were received in September and the directors will now evaluate alternatives and make a decision before the end of December.

A **Circadian Technologies/Monash University** research project to develop new stable peptides has been awarded a \$200,000 research grant, payable over two years, from the **Australian Research Council**.

**Computershare** has announce two transactions expanding its interests in Russia. Firstly, it has increased its holding in **The National Registry Company**, Russia's largest independent registrar, from 45% to a controlling 65%. Secondly, it has acquired a 25% shareholding in **NIKoil**, the third largest registrar and largest mutual fund transfer agent, and this will increase to 40% once regulatory approval is received.

After its first quarter, **Ellex Medical Lasers** is continuing to predict 15% revenue growth (i.e. own brand revenues up 30%) and "improvement in profitability" for the current year. The company is in a

strong position to grow its business, so remains a “Buy” for long term capital appreciation.

**International AllSports** reports first quarter receipts 16% higher at \$189.5 million but an operating cash surplus of only \$49,000. That suggests that the business is growing but that it traded close to break-even for the quarter. Cash on hand is \$29.3 million - up 19% on the same time last year.

The company's *Canbet Sports Bookmakers* has been granted a licence to conduct business in the Northern Territory of Australia.

The merger between **LongReach Group** and **Allied Technologies** has been approved. LongReach Group shares have been delisted and shareholders will receive one Allied Technologies share for every three LongReach Group shares. The new Allied Technologies shares will trade from 14 November as “deferred delivery” and as normal Allied Technologies shares from 27 November.

Our initial recommendation cost for LongReach Group shares was 23½ cents, so consolidating three of these shares into one Allied Technologies makes our new cost price 70.5 cents per share.

**M2 Telecommunications** reports September quarter receipts up 52% to \$10.3 million, compared with the same period last year, with the net operating cash surplus up 19% to \$984,000.

**Namoi Cotton Co-operative** lifted revenues 16.6% to \$241.1 million for the six months to 31 August, but profits fell 10.7% to \$24,005,000 (22.1 cents per share). This is a seasonal business, however, so the full year profit is expected to be around \$11-13 million. The interim dividend is being raised 16.7% to 3.5 cents.

Drought is expected to lower the total 2007 Australian cotton crop 38% to 1.6 million bales, of which Namoi Cotton Co-operative expects to gin and market around 475,000 bales - down 30-32% on the current financial year. The main financial impact of the drought will fall

on cotton *farmers*, while Namoi Cotton Co-operative believes it is “strategically positioned to meet the challenges posed by seasonal vagaries and deliver sustainable levels of profitability and returns to stakeholders”.

**Sonnet Corporation** reports first quarter receipts down 33% to \$7.8 million compared with the same period last year, but up 10% on the June 2006 quarter. There was large operating cash *deficit* of \$616,000.

Sonnet Corporation has also announced the acquisition of **AccessIQ** (for an undisclosed consideration) which is a “provider of enterprise grade voice and data solutions”.

**The Reject Shop** sees “the potential to accelerate our growth from historical levels” and will seek to open 15-20 new stores this year. It also plans to expand undersized stores. Profits to June 2007 should be in line with the previous estimate of \$10.7-10.9 million (i.e. up 17-20%), with the benefits of the increased stores showing up in the year to June 2008.

The Reject Shop shares have better than *tripled* in value for us over less than two years and now look a little pricey. With further strong growth expected, however, the shares remain a strong “Hold+” and we are happy to let our profits run.

**The Reject Shop**



## Share Recommendation: Buy Devine

(This section is in Australian currency, unless stated.)

### BUY Devine (code DVN).

We reviewed Devine - a large and diversified property developer - in July (*Market Analysis* issue 409) owing to *insider* buying, but stopped short of *formally* recommending the shares at that time. We are now upgrading the shares to a formal “Buy” recommendation and will add Devine to our *Recommended Portfolio*.

Property development can be a profitable business - although a little risky and volatile at times - so we believe it is appropriate to make an investment in this sector. Devine is a large and diversified property developer, which helps reduce the volatility and risk. The shares trade at a low valuation and offer a high current income yield. Devine is also seeking to further grow and diversify its business - which can help boost

the medium to long term returns of an investment in these shares.

### Company History

The business was started in 1981 to develop residential land and build detached houses. The company was incorporated in 1993 when it was floated on the Australian stockmarket.

In 1996 the business expanded with a Property Development division to build units and townhouses. In May 1997 it acquired **Pioneer Homes**. A Finance division was established in November 2000 to provide mortgage loans to property purchasers - but has been unprofitable and is now being sold. In 2004 the company established its own Construction division to help lower costs on developments which (Continued on Page 6)

**Devine***(Continued from Page 5)*

were previously sub-contracted to outside construction companies.

Devine has recently established a Funds Management division which will form Property Trusts both to finance the acquisition of land stocks for future development and to invest in completed Devine projects. This will allow outside "investors to share in returns" but also provide the financing, while Devine focuses upon its strengths in Design, delivery, marketing and management of property developments. This also partially splits the capital intensive property *ownership* to be funded by outside investors, while Devine retains the less capital intensive *business* which can earn a higher rate of return on Shareholders Equity.

**Recent Results**

Profitability declined to only slightly better than break-even in the years to June 2000 and June 2001, but boomed in 2002 when revenues jumped 89.1% to \$379.5 million. Profits were \$26,623,000 (24.3 cents per share) and dividends were reinstated at 7.0 cents.

Revenues fell 10.4% to \$340.0 million for the year to June 2003, with profits down 50.4% to \$13,211,000 (12.8 cents per share) and a steady 7.0 cents dividend.

For the year to June 2004, revenues were 10.8% higher at \$338.1 million, profits rose 18.5% to \$15,650,000 (14.0 cents per share) and the annual dividend rate was raised 14.3% to 8.0 cents.

For the year to June 2005, revenues were up 25.9% to \$474.1 million, the profit increased 3.0% to \$16,125,000 (13.3 cents per share) and a steady 8.0 cents dividend was paid.

For the June 2006 year - under the new accounting rules which significantly change the way Property Developers report revenues and profits - Devine recorded revenues of \$571.7 million. Profits were \$18,870,000 (13.9 cents per share). A steady 8.0 cents annual dividend was paid.

**Major Current Projects**

Devine is currently planning several new major developments over the next 6-8 years:

The Hideaway at Currumbin: An option to acquire this site for \$27 million was obtained in September 2003 and settled in March 2006 when the Gold Coast Council approved the company's Development Application for this 148 hectare site. The company will construct an 18 hectare lake, retain or plant a total of 59 hectares of bush and build 100 lakeside houses and 430 other dwellings. This development, which is 8 minutes from the surf beach and 12 minutes from Coolangatta Airport, should generate a total of around \$500 million in revenues over 6-8 years.

Hamilton Harbour: Devine acquired the 17,555m<sup>2</sup> Butter Board site, adjacent to the new cruise ship terminal on the Brisbane River, at the end of June for \$19.5 million and plans a major mixed-use project. An adjoining 2069m<sup>2</sup> site was purchased in August for \$3.3 million. The final project value could be around \$200-

300 million. Planning approvals could take 18 months, with construction starting in mid 2007 or early 2008 and staged over five years. This development will include "at least 150 apartments" in multiple 12 level towers, plus free standing offices and shops.

Ann Street Development: In July, Devine announced the purchase of the 1,563m<sup>2</sup> site on Ann Street, Brisbane, for \$11.1 million. In the first quarter of 2007 the company plans to begin construction of a 25 level office tower which has been pre-sold for around \$125 million.

School Road: In August, the company acquired this 68 hectare site 28 km south west of Brisbane for \$13.85 million. A development application will be lodged in early 2007, with the site developed into 585-700 lots - worth up to \$250 million - in 12 stages over a five year period.

In addition, Devine is increasing its land bank. Its land holdings, increased 61% over the last year, will eventually be developed into over 3000 residential lots and the company plans to control enough land for 5000 lots by June 2008.

**Investment Criteria**

At 94 cents, Devine shares are trading on a Price/Sales ratio of 0.22, a low Price/Earnings ratio of 7 and offer a high Dividend Yield of 8.5%.

Property development can be a high risk and volatile business, but also offers high returns. Devine has a wide spread of projects and this business should be able to provide investors with a high dividend income. Plans to expand - and several new, large projects over the next 5-8 years offer the potential for steady growth in revenues, profits, dividends and the share value.

The one downside is partial dilution of this growth as the company seeks new capital to help finance some of its planned growth. Devine operates a Dividend Re-Investment Plan (i.e. so the issued capital increases each year) and has recently announced it is considering a private share placement, Share Purchase Plan (of up to \$5000 per shareholder) or both.

The issued capital is 135,952,239 ordinary shares, giving the company a market capitalisation of \$128 million. This makes Devine a *medium sized* listed Australian company.

The directors have a significant holding in Devine. The Founder and Managing Director, DHT Devine, owns 28,150,832 shares or 20.7% of the company and the Marketing Director, KM Woodley, has 9,577,039 shares (7.0%). Four other directors own a total of over 650,000 shares. Companies where directors have a large shareholding tend to be better investments than companies where the directors have little or no investments.

There have been three *insider* buys on-market over the last year. In December 2005, DHT Devine purchased a further 500,000 shares at 68 cents and DC Sommerville acquired an initial holding of 27,750 shares at 69 cents. In September, DC Sommerville purchased a further 20,000 shares at an average of 104½ cents.

Devine shares are *neglected* by stockbrokers and institutional investors. No stockbrokers follow the company closely enough to publish profit forecasts and institutions appear to own less than 1½% of the shares. Research in the United States has indicated that *neglected* shares tend to *outperform* the market by an average of 5-6% per annum over the long term. The main reason is probably that *neglected* shares tend to be *under-valued* relative to *widely followed* shares. Future returns can be especially high if a *neglected* share is discovered by brokers and institutional investors who buy and push up the share price.

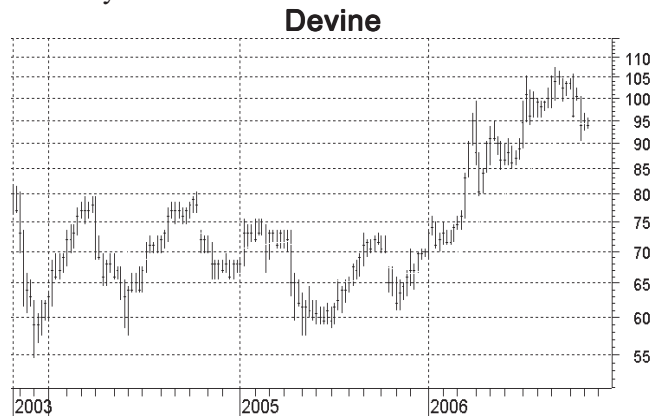
Devine shares lost significant value in 2000 when the business became unprofitable, but recovered strongly in 2001/2002. Over recent years the shares have increased moderately in value reflecting the growth in the business. At present the Relative Strength rating is +8.2%, ranked 24, showing an uptrend.

#### Summary and Recommendation

Property development can be a very profitable business and Devine shares trade at a low valuation - offering investors a high current income yield. Furthermore, the

company plans to grow and expand its business and several long term projects should provide fairly steady cashflow and profit growth over many years. Growth in revenue and profits would lead to further dividend increases and the capital appreciation in the share price.

While there are risks associated with property development, Devine should be a suitable investment for investors requiring a high current income as well as the potential for good capital appreciation over the next several years.



## *Share Recommendation: Buy Housewares International*

*(This section is in Australian currency, unless stated.)*

### **BUY Housewares International** (code HWI).

If you buy one of Housewares International's electrical products it will come with a guarantee - but not if you buy its shares. There are no guarantees in the stockmarket. Nevertheless, the *best* investments are often those that offer *both* a high income yield (i.e. are probably under-valued) and the potential for growth.

Housewares International has suffered a downturn in its Australian business over the last two years which has depressed the share price. The company has restructured to improve this situation, but the local downturn has masked the development and rapid expansion of the company's international business - which could make a significant contribution to growth over the next few years.

#### Company History

This company was formed in May 1999 to acquire a housewares business for \$72 million that had operated in Australia for 40 years and in the United States for 23 years. This was funded through the initial public offering of 72,000,000 shares at 100 cents.

In September 2001 the company significantly expanded its operation through two acquisitions: Firstly it bought Australian based **Breville** (which owned the *Breville* and *Kambrook* brands and imported *Philips* domestic appliances into Australia and NZ) for \$60 million (i.e. \$40 million in cash and the issue of 22.7 million shares at 88 cents). It also acquired a 50% share in **Anglo-Canadian Mercantile Company** for \$11

million. The company also placed 11.4 million shares at 88 cents to raise \$10 million in equity to help fund these acquisitions.

#### Recent Results

In the year to June 2002 - aided by the acquisitions mentioned above - revenues almost *doubled* to \$376.7 million and profits were 116.9% higher at \$16,363,000 (14.7 cents per share). An annual dividend of 8.0 cents was paid. The business generated an operating cash surplus of \$26.3 million.

Revenues rose 21.6% to \$456.0 million for the year to June 2003, with profits up 28.1% to \$20,945,000 (18.3 cents per share) and the dividend increased 25.0% to 10.0 cents. The cash surplus from operations slipped slightly to \$20.7 million.

The year to June 2004 saw revenues just 0.4% higher at \$457.6 million but profits ahead 9.1% at \$22,858,000 (19.4 cents per share). Dividends were raised 5.0% to 10.5 cents. The net operating cash surplus was \$20.0 million.

The business suffered a glitch in the *second* half of the year to June 2005. Consumer spending fell, retailers sourced more product directly from China, gross margins declined and Housewares International needed to increase spending on sales and marketing as well as start restructuring its Homewares division.

The first half year showed steady growth and the interim dividend was raised 35.7% as the directors decided to increase the

*(Continued on Page 8)*

## Housewares International

(Continued from Page 7)

dividend payout. The second half year resulted in a *loss* of \$3.6 million - although the directors decided to maintain the final dividend at 3.5 cents. So the *annual* result was revenues 3.6% lower at \$441.0 million, profits down 42.1% to \$13,231,000 (11.0 cents per share) and the annual dividend rate *increased* 23.8% to 13.0 cents! The net operating cash surplus also dropped sharply - down 78% to \$4.4 million - reflecting the downturn in the business.

This “extremely competitive environment” continued during the year to June 2006 - forcing further restructuring and depressing financial results. Revenues recovered slightly, up 3.9% to \$424.2 million, but profits slipped a further 8.6% (after re-stating the 2005 result under the new accounting standards) to \$13,360,000 (10.8 cents per share). The dividend was maintained at 13.5 cents. The net operating surplus improved significantly to \$30.4 million - aided by the reduction in inventories.

### **Restructuring**

Over the last two years, Housewares International has focused upon Electrical products innovation and development to take advantage of “strong offshore growth opportunities for its key brands” while the Australian business and the Homewares division have shrunk considerably in size.

International operations contributed only 29% of group earnings in the June 2004 year. This increased to 33% in 2005 and 65% of earnings last year. Earnings from the Australian operations have declined significantly. There has also been a major shift in earnings contribution between the Electrical and Homewares divisions. The Electrical division contributed 62% of earnings in 2004, rising to 87% in 2005 and 116% in 2006 (when the Homewares division became unprofitable).

In the year to June 2006, Asian revenues increased 55% to \$30.7 million while North American revenues were up 64% to \$80.5 million. Australia revenues fell 8% to \$271.2 million and New Zealand revenues were down 4% at \$41.8 million.

The company has built a “world class product development centre” in Sydney and established product procurement and quality assurance centres in Hong Kong and Shanghai.

The *Breville* brand “continues to gain increased market acceptance in the USA and Canada” and many leading North American retailers are selling a “growing range” of Breville products. The company predicts that operating margins will improve this year as its offshore businesses “gain critical mass”.

### **Investment Criteria**

At 171 cents, Housewares International shares are trading on a Price/Sales ratio of 0.52, a Price/Earnings ratio of 16 and offer a Dividend Yield of 7.6%.

That P/S ratio looks reasonable given the poor performance of the Australian business but the high profit margins on the International operations. The P/E ratio looks to offer reasonable value - with the shares likely to be re-rated in line with any profit recovery in the local operations or growth in the international business.

The issued capital is 123,454,185 shares, making this a *medium sized to larger* Australian listed company with a market capitalisation of \$211 million.

Directors have some investment in the company. The Managing Director J Hersch owns 2,143,292 shares (or 1.7% of the company). The Chairman J Schmoll has just 10,000 shares, S Klein holds 109,081 shares, J McConnell owns 62,847 shares and S Fisher has just 267 shares.

There has been just one *insider* buy (and no sells) over the last year. In March 2006, W Wavish (who retired from the board in April) bought 25,000 shares on-market at 192 cents, lifting his holding to 132,033 shares.

*Neglected* shares are usually under-valued, but Housewares International is already moderately followed by institutional investors and brokers. Listed **Premier Investments** has a 21.8% shareholding in the company and other institutions own a further 45-50%. Five stockbrokers follow the company closely enough to publish profit forecasts.

The shares weakened from mid 2003 until mid 2006, but now appear to be in a new uptrend - although have slipped back a little over the last week. The Relative Strength Rating is +6.0%, ranked 30.

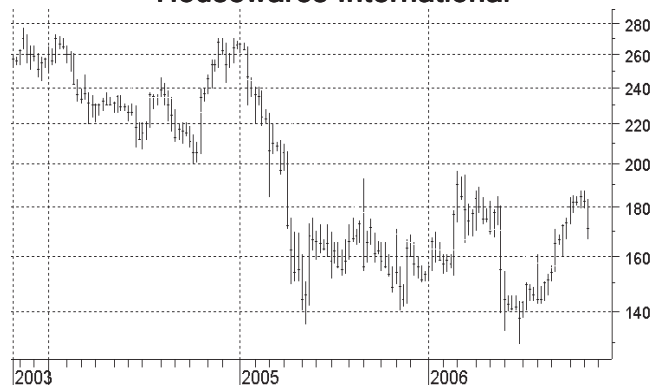
### **Summary and Recommendation**

Housewares International suffered a glitch and major downturn in its Australian business from 2005 but has restructured to improve its performance in local markets. At the same time it has invested in new product design (in Australia), product manufacture and quality control (in China and Hong Kong) and developed new markets (in North America). These offshore operations have the potential to make a strong contribution to revenue and profit growth over the next few years.

This is a medium to low risk investment, with the shares trading at a medium to low valuation. The shares offer a high current income yield, but there is good potential for profit recovery (in Australia) and profit growth (from offshore). Any improvement in profitability over the next few years should lead to further dividend growth and to a re-rating of the share price.

Housewares International should therefore be an attractive investment for a wide range of investors who can buy for both high income and the potential for capital appreciation.

### **Housewares International**





# Share Recommendation: Accept the new 375 cents takeover offer for Vision Systems

(This section is in Australian currency, unless stated.)

## TENDER or SELL Vision Sysystems (code VSL).

**Vision Systems** has received a takeover offer from a third party, **Danaher Corporation**, offering 375 cents in cash. Initially the offer was conditional on 50.1% acceptances, but is now unconditional. We therefore recommend that investors now accept the Danaher Corporation offer of 375 cents cash. Danaher Corporation will pay for the shares within five days of receiving acceptances. Alternatively investors can sell on-market, probably for a cent or so less, pay brokerage, but get paid slightly quicker.

**Cytc Corporation** is also proceeding with its takeover offer at 325 cents - so make sure you accept the right takeover!!!

The ultimate future of Vision Systems is uncertain. **Ventana Medical Systems** holds 12.0% of the company and **Cytc Corporation** owns around 13.6%. These two companies *may* choose to sell to **Danaher Corporation** - realising a significant short term capital gain. If not then Danaher Corporation - which currently owns 7.4% of Vision Systems, acquired on-market - will almost certainly acquire a controlling shareholding of between 50.1% and 74.4% of Vision Systems.

Neither Ventana Medical Sytems nor Cytc Corporation can increase their offers for Vision Systems and a fourth bidder - well, nothing is impossible - is unlikely!

If the other two companies do not sell to Danaher

Corporation, then it is possible that Vision Systems may remain a listed company with a number of public minority shareholders. We do not consider remaining a minority shareholder a particularly attractive alternative as the marketability of the shares may be limited and the current 375 cents probably more than fairly values this investment.

Accepting the Danaher Corporation offer (plus the dividends received over the years) will realise a 644% gain over exactly 8 years - or about 33% per annum compounded. Furthermore, the shares have regularly been rated a "strong Buy" over recent years - so any additional purchases made over those periods could have realised returns of 50-100% per annum!

**Vision Systems**



# Share Recommendation: Sell UXC

## SELL UXC (code UXC).

We are recommending the sale of UXC shares - simply as we believe these shares are now fully valued and we can re-invest elsewhere for a higher income and better long term growth. The shares have increased strongly over the last six months as the company has performed reasonably well and been re-rated by the market.

Realising around 150 cents for the shares - and the 36.0 cents in dividends over the years - will better than *triple* our initial investment. A total return of 238% over a little less than 7 years - equal to about a 25% per annum (compound return) - means that UXC has been a quiet but very successful long term investment for us!

Initially the shares rose in value as the company sold all of its technology businesses for a large cash sum - then fell in value as profits declined and the market was sceptical about re-investing the cash. Slowly UXC has acquired a large number of businesses, using both cash and shares, to grow into a much larger technology and utility services company. While those businesses are not unattractive, we do feel the strong rise in the share

price now fully values the company. So we are recommending realising this more mature investment in our portfolio to provide funds for newer investments which we believe offer better value and better future growth potential.

UXC has grown to become a large company with a \$230 million capitalisation and the shares are actively traded with daily turnover on the stockmarket of \$200,000 to \$1.0 million worth of shares.

**UXC**

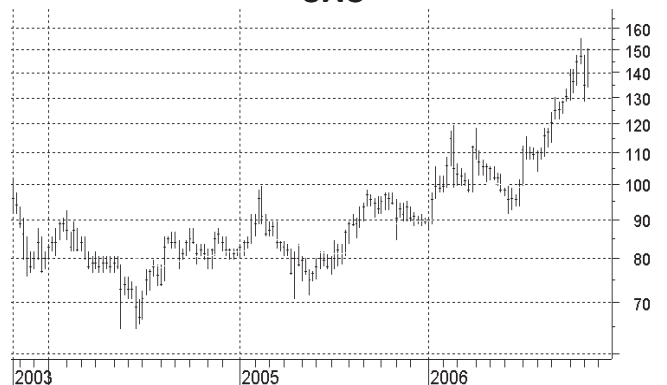






Table with columns: Company, Share Price, Cur Price, 4-Wk Chg, Rank, Insider Buy/Sell, Brokers Following, Price Return NTA, Price on Equity, Price til-ity, Price Earn. Ratio, Dividend Yield, Price Sales Ratio, Market Cap'n. Includes sections: INCOME SHARES: Highest Yields, Capitalisation > A\$250 million and INSIDER BUYING: Most Insider Buying, Relative Strength > 0.

Table with columns: Company, Share Price, Cur Price, 4-Wk Chg, Rank, Insider Buy/Sell, Brokers Following, Price Return NTA, Price on Equity, Price til-ity, Price Earn. Ratio, Dividend Yield, Price Sales Ratio, Market Cap'n. Continuation of market analysis for various companies.

Australian Warrant / Option Analysis

Table with columns: Company, Share Price, Exercise Price, Yr/Mth to Expiry, Option Price, Black-Scholes Valuation, Option Over/Under-Valued, Share Volatility, Option Leverage, Options to Buy 1 Share, Break-Even Rate. Lists various companies and their warrant/option details.

Table with columns: Company, Share Price, Exercise Price, Yr/Mth to Expiry, Option Price, Black-Scholes Valuation, Option Over/Under-Valued, Share Volatility, Option Leverage, Options to Buy 1 Share, Break-Even Rate. Continuation of warrant/option analysis for various companies.



Company	Share Price	Yr/Mth Exercise Price	to Expire	Option Price	Black-Scholes Valuation	Option Over/Under-Valued	Share Volatility	Option Leverage	Options to Buy 1 Share	Break-Even Rate
Prosperity Resources	9	12	0-6	2.0	1.1	+82	0.76	3.41	1.00	+142
Quantum Resources	4	10	5-5	1.0	3.6	-73	1.40	1.07	1.00	+19
Quantum Resources	4	10	3-11	1.0	3.3	-69	1.40	1.13	1.00	+28
Quantum Resources	4	5	6-0	2.1	3.9	-46	1.40	1.04	1.00	+9
Queensland Ores	30	30	0-2	3.0	4.0	-25	0.85	4.15	1.00	+96
Quest Investments	40	15	2-1	17.0	26.9	-37	0.18	1.49	1.00	-10
Ramelius Resources	36	20	1-1	18.0	19.0	-5	0.68	1.71	1.00	+5
Ramelius Resources	36	18	0-7	19.5	19.5	-0	0.68	1.76	1.00	+5
Range Resources	2	5	0-10	1.0	0.1	+657	0.67	3.78	1.00	+200
Red Fork Energy	36	20	2-5	17.0	20.7	-18	0.56	1.54	1.00	+2
Red River Resources	14	20	3-4	6.0	8.1	-26	0.93	1.35	1.00	+20
Redbank Mines	8	28	1-6	1.2	0.6	+94	0.78	2.72	1.00	+143
Redport Ltd	25	5	0-7	18.5	19.7	-6	0.76	1.24	1.00	-7
Reefion Mining NL	2	10	3-0	0.6	0.0	+999	0.41	4.24	1.00	+72
Regis Resources	13	5	7-2	8.6	10.0	-14	0.51	1.20	1.00	+1
Regis Resources NL	13	10	5-11	6.5	7.8	-16	0.51	1.39	1.00	+5
Regis Resources NL	13	20	5-5	2.6	5.2	-50	0.51	1.66	1.00	+12
Republic Gold	5	25	0-0	0.1	5.2	-98	0.58	1.66	1.00	+999
Resonance Health	3	40	1-2	0.4	0.0	+999	0.93	3.81	1.00	+998
Resonance Health	3	15	0-2	0.1	0.0	+999	0.93	1.00	1.00	+999
Reward Minerals	23	20	2-7	10.0	10.3	-3	0.56	1.75	1.00	+11
Rey Resources	17	20	1-1	6.0	3.4	+75	0.58	2.77	1.00	+48
Richfield International	15	20	1-0	1.5	6.0	-75	1.22	1.67	1.00	+43
Rittract Ltd	11	75	0-1	0.2	0.0	+999	0.60	9.99	1.00	+999
Rockeby Biomed	2	5	2-6	0.7	0.6	+10	0.82	1.78	1.00	+49
Rocklands Richfield	17	30	3-0	8.0	9.0	-11	0.98	1.39	1.00	+31
Royal Resources	22	20	0-12	5.6	6.0	-7	0.54	2.61	1.00	+17
Royal Resources	22	20	2-8	8.0	9.4	-15	0.54	1.81	1.00	+10
Rusina Mining NL	18	20	1-4	4.5	6.6	-32	0.89	1.80	1.00	+29
S8 Ltd	472	300	0-5	320.0	180.2	+78	0.33	2.59	1.00	+92
Safety Medical Prod.	19	20	2-1	8.0	6.5	+23	0.56	2.03	1.00	+20
Salus Technologies	6	10	1-7	1.2	1.2	-4	0.69	2.32	1.00	+48
Saracen Mineral Hold.	34	10	6-7	12.0	28.2	-57	0.58	1.15	1.00	-6
Saracen Mineral Hold.	34	13	3-0	12.0	23.9	-50	0.58	1.33	1.00	-9
Segue Resources	63	100	3-7	10.0	18.3	-45	0.50	2.01	1.00	+17
Select Vaccines	4	20	1-6	0.5	0.3	+81	0.88	2.60	1.00	+202
Select-Tel Ltd	4	20	0-2	0.1	0.0	+999	0.88	9.99	1.00	+999
Souls Private Equity	21	30	3-1	4.4	2.3	+88	0.25	3.93	1.00	+18
Southern Gold	34	20	0-4	14.0	15.6	-10	0.96	1.96	1.00	+0
Stirling Products	7	20	1-1	2.0	0.3	+655	0.71	3.54	1.00	+208
Strathfield Group	4	7	1-4	1.5	0.3	+383	0.47	3.81	1.00	+73
Strike Resources	151	20	1-7	123.0	134.2	-8	1.04	1.11	1.00	-3
Structural Monitoring	10	20	0-5	1.0	0.1	+704	0.64	6.29	1.00	+493

Company	Share Price	Yr/Mth Exercise Price	to Expire	Option Price	Black-Scholes Valuation	Option Over/Under-Valued	Share Volatility	Option Leverage	Options to Buy 1 Share	Break-Even Rate
Structural Systems	167	45	0-7	129.0	123.1	+5	0.36	1.35	1.00	+8
Style Plantation	35	20	2-2	18.0	20.9	-14	0.73	1.45	1.00	+5
Sub-Sahara Res	8	15	2-7	3.7	2.7	+38	0.72	1.81	1.00	+37
Sunnycove Mgmt	84	150	2-6	16.0	15.9	+1	0.53	2.42	1.00	+32
Synergy Metals	4	10	0-3	0.1	0.0	+999	0.72	8.65	1.00	+999
Tawana Resources NL	18	100	1-5	3.0	0.3	+999	0.70	3.75	1.00	+249
Telezon	40	20	1-7	24.0	30.6	-22	1.44	1.19	1.00	+6
Tennant Creek Gold	41	15	0-6	27.0	26.5	+2	0.65	1.54	1.00	+5
Tomahawk Energy	30	20	2-1	12.5	16.6	-25	0.70	1.54	1.00	+4
Trojan Equity	112	100	1-7	17.0	24.6	-31	0.22	3.74	1.00	+3
Unilife Medical Solns	20	50	1-7	4.0	3.5	+15	0.82	2.24	1.00	+87
Union Resources	4	10	2-4	2.0	0.5	+340	0.51	2.88	1.00	+55
Union Resources	4	10	2-4	2.0	0.5	+340	0.51	2.88	1.00	+55
United Kimberley	27	20	1-8	15.0	14.7	+2	0.92	1.48	1.00	+18
Uran Ltd	82	20	2-6	59.5	75.0	-21	1.60	1.06	1.00	-1
Uranium Exploration	48	20	1-4	26.5	34.4	-23	1.15	1.28	1.00	-2
View Resources	21	20	1-7	10.0	8.9	+12	0.78	1.74	1.00	+25
Virax Holdings Ltd	17	20	3-1	6.9	8.3	-16	0.77	1.50	1.00	+17
Visiomed Group	1	12	1-4	0.2	0.0	+999	0.58	6.39	1.00	+469
WCP Diversified Inv.	10	2	3-7	7.9	9.2	-14	1.21	1.06	1.00	-0
Wasabi Energy	3	2	0-1	0.8	0.6	+23	0.85	3.55	1.00	+143
Washington Res	22	25	1-3	5.6	7.0	-20	0.77	2.04	1.00	+30
West Aust Metals	16	5	1-9	11.5	11.5	+0	0.80	1.29	1.00	+4
Westralian Gas & P	10	25	2-10	1.8	4.3	-58	1.03	1.46	1.00	+45
Yilgam Gold	11	5	2-1	6.1	7.1	-15	0.84	1.33	1.00	+3
Yilgam Mining	16	25	0-7	1.5	1.1	+40	0.64	4.16	1.00	+137
ZBB Energy Corp	23	50	1-1	1.8	1.7	+3	0.68	3.28	1.00	+118
Zedex Minerals	18	20	2-0	4.0	4.3	-7	0.42	2.63	1.00	+15
Zelos Resources NL	17	20	1-1	4.8	5.1	-7	0.83	2.07	1.00	+42

## NZ Warrant / Option Analysis

Company	Share Price	Yr/Mth Exercise Price	to Expire	Option Price	Black-Scholes Valuation	Option Over/Under-Valued	Share Volatility	Option Leverage	Options to Buy 1 Share	Break-Even Rate
Kingfish	135	100	1-1	39.0	43.0	-9	0.16	3.1	1.00	+3%
Salvus Strategic	90	100	1-1	10.0	7.7	+30	0.23	6.0	1.00	+20%

## Review of Existing Options

(This section is in Australian currency, unless stated.)

### Aurox Resources (codes AXO and AXOO).

Aurox Resources has entered an agreement with **Chengde Iron & Steel** and **China Metallurgical Group** which will raise cash and provide a certain market for some of its future production. The Chinese companies will pay Aurox Resources \$53.6 million in cash to acquire (1) a 30% share of the *Balla Balla Vanadium* project, (2) 51% of the Titanomagnetite Iron Ore project and (3) for 6,000,000 Aurox Resources shares. The Chinese companies have also agreed to purchase 70% of the annual ferro-vanadium production over the life of the to-be-developed mining operation and a minimum of 2,000,000 tonnes of titanomagnetite iron ore annually.

Aurox Resources will receive this money (and transfer partial ownership of the projects) over a period of time, but this agreement will enable the company to exercise its option to acquire the *Balla Balla* project for \$15 million.

We estimate the agreement above values Aurox Resources shares at around 215 cents. That is cash (from the share issue and next year's option exercise, less the \$15 million purchase cost) of about \$43 million (60 cents per share, fully diluted) and 70% of *Balla Balla* currently worth (based upon the value of this agreement)

about \$110 million (153 cents per share).

Aurox Resources shares currently trade around 92 cents - so could appreciate strongly over the next few months to reflect the value the company has created from its option to acquire this project and its exploration and Bankable Feasibility study.

The Bankable Feasibility study has been expanded to include operations to process four million tonnes of titanomagnetite ore annually to produce two million tonnes of high quality iron ore concentrate.

Exploration at *Balla Balla* has discovered a "significant copper anomaly" of 50 parts per million over 4½ km. This large copper deposit appears similar to three other nearby copper mining operations owned by **Straits Resources**. Aurox Resources will test drill this copper deposit in late November.

Aurox Resources options - to buy shares at 20 cents on 20 October 2007 - do not offer much leverage and are a little over-priced relative to the shares, but this is an attractive mineral development project and both the shares and options should continue to perform strongly over the months ahead. "Hold" for further capital appreciation.

**Bounty Industries** (codes BNT and BNT0).

Bounty Industries reported revenues up over 3-fold to \$22.6 million for the year to 30 June, and a profit of \$4,607,309 (4.8 cents per share).

The stockmarket is, however, very sceptical of the company and rates the shares on a very low P/E ratio of 3½. As mentioned in previous reviews, placements at low prices depressing the market value of the shares and diluting future earnings per share growth have probably not helped!

Bounty Industries *may* have strong growth potential - or the value of that growth *may* continue to be diluted through poor capital management. Bounty Industries is perhaps a good example of where management's interests are not aligned with those of the shareholders. Management is seeking to grow the business rapidly (perhaps to pay themselves higher salaries?), but share issues at low prices is diluting this growth and destroying the wealth of the existing shareholders. So the company may grow rapidly, while the share price continues to decline.

The bottom line for us, however, is that our options expire at the end of next month (i.e. on 31 December 2006). Each option allows us to buy one new share from the company at 20 cents - but Bounty Industries shares are trading on-market at only 17 cents. So unless the shares jump sharply in value over the next seven weeks, our options will expire absolutely worthless!

**Cool or Cosy** (codes COS and COSO).

Cool or Cosy lifted revenues 19.3% to \$27.8 million for the year to 30 June, but profits fell 91.0% to \$153,489. No final dividend will be paid, leaving just the interim of 0.3587 cents for the year.

Cool or Cosy is to re-sell transportable business **Blue Ridge WA** back to its former owner and will focus upon its core air-conditioning and insulation businesses.

We rate the Cool or Cosy options as a "Hold". The company's poor performance and the drop in the share price has destroyed much of the value in the options. Recovering value in the options will be difficult. The "break-even rate" is a very high 55% (i.e. the shares will need to recover in value by at least 55% per annum) for the options to *increase* in value. The final exercise/ expiry date is just 18 months away - and if the shares cannot recover from around 12 cents to in excess of 20 cents, then our options will be worthless.

**Equigold** (EQI and EQIO).

Equigold lifted revenues 11.4% to \$108.4 million for the year to 30 June. Profits rose 237.5% to \$30.7 million (6.4 cents per share) before the hedge accounting adjustment. A final dividend of 3.0 cents will be paid, making a steady 6.0 cents annual dividend.

The company has upgraded its gold reserve from re-optimising its pit designs based upon the higher price of gold. The *Mt Rawdon* reserves have increased 24.3% to 1,202,000 ounces, while the *Bonikro Project* has been increased 13.2% to 780,800 ounces.

Equigold has good growth potential - but the risk is that there is only six months until the options final exercise/ expiry date of 31 May 2007. So our success (or otherwise) on this option investment will depend upon

the *short term* performance of the shares.

This is still an attractive speculation, but high risk owing to the close expiry date.

**Financial Resources** (codes FRL and FRLO).

Financial Resources recorded revenues down 19.1% to \$12.6 million for the year to 30 June. Profits fell 73.3% to \$539,000 (0.8 cents per share). A 0.75 cents dividend will be paid (to the shareholders).

This is not a good result, but the company is seeking to expand and believes it is "now positioned to generate significant revenue growth over the next 12 months". The options offer very high leverage - 3.1 times - so any recovery and growth in the share price would have a significantly larger impact upon the value of the options. "Hold".

**Global Mining Investments** (codes GMI and GMIO). Our Global Mining Investments have a final exercise date of 30 November - so need to either be (1) exercised to buy shares at 100 cents or (2) sold on-market.

Selling on-market would realise around 30½ cents - for a gain of around 118% over 21 months.

Investors wishing to retain an exposure to global mining companies can exercise the options (i.e. buy new shares from the company at 100 cents) and as these are worth 133 cents on-market this produces a slightly better value (i.e. 33 cents per option).

**Image Resources** (code IMA and IMAO).

Some investors who exercised their Image Resources options (rather than selling the options on-market when prices were depressed) have benefited from the recent rise in the share price. Last quarter the shares were trading around 46cents - but have since soared to 184½ cents on good exploration results.

Early stage mineral exploration is a risky business - so some partial profit taking is probably a sound strategy.

**Marengo Mining** (codes MGO and MG00).

Marengo Mining's pre-feasibility study has revealed a preliminary mineral resource for part of the project of over 4010 million pounds of copper equivalent (i.e. copper and molybdenum).

Marengo Mining, however, has little cash - so has placed 50.0 million shares at 25 cents to raise \$12.5 million. While raising additional cash is essential to continue its exploration, such placements can depress the share price.

The options offer good leverage and have 15 months until their final exercise/ expiry date, so remain suitable as a speculative "Buy" or a "Hold".

**Metroland Australia** (codes MTD and MTDO).

Metroland Australia made a small \$734,000 (0.75 cents per share) profit last year. The sale of its Neutral Bay property (for a profit of over \$4 million) and the 16-20 Mountain Road property will "realise substantial profits" for the current financial year.

The options are under-valued at 1.1 cents and offer very high leverage of 2.65 times. At the current depressed levels, however, there is little or no market in the options. There are no sellers in (Continued on Page 16)

**Review of Options** (Continued from Page 15)  
the market and the last trade was two months ago! So we rate Metroland Australia options a "Hold".

**ORT** (codes ORT and ORTO).

ORT is now a listed shell with \$1.6 million in cash - and is seeking businesses wishing to obtain a "backdoor" listing on the Australian stockmarket. That *may* eventually generate some value - but almost certainly not enough to lift the shares from 1 cent to the option exercise value of 6 cents. These options are effectively worthless - but do not expire until 28 February 2008.

**Orchid Capital** (codes ORC and ORCO).

Our remaining Orchid Capital options will probably expire worthless on 30 November 2006 - so we recommend selling on-market now. Our options allow us to buy shares at 5 cents, but the shares are worth only around 3 cents. So the options have no real value.

There are, however, buyers on the stockmarket for large quantities of the options at 0.4-0.5 cent. Therefore we recommend selling these remaining options on-market to realise some value.

We originally reviewed these options at 0.8 cent in August 2003. We sold around one-third of the options at 3 cents in December 2004 and another one-third around 9.0 cents in May 2005. So *overall* we have multiplied our initial investment about 5-fold.

**Stirling Products** (codes STI and STIO).

Cash short Stirling Products has announced many research studies over the last quarter:

Results from tests on Merino sheep indicate that 10 parts of million of *R-Salbutamol* over four weeks could add "about \$10" to the value of each lamb "before any consideration for the superior carcass quality with more meat". Approvals to conduct a similar trial to determine the optimal dose for pigs was received in September.

Planned swine and poultry trials in South Africa were deferred three months owing to delays in getting regulatory approval.

Stirling Products has received separate approvals from the **Centre for Veterinary Medicine of the United States Food & Drug Administration** to conduct trials of *R-Salbutamol* on obese dogs, for the treatment of heaves and as a growth promotor in sheep and chickens.

Unfortunately, one of the major risks with Stirling Products was its lack of cash, which requires it to issue new shares - diluting the potential future growth and depressing the share price in the knowledge that the company will need to make further and further share placements.

Our options now have only 13 months until their final exercise/expiry date of 31 December 2007. The exercise price is 20 cents - well above the current market value of the shares of 7 cents. So time is running out for our options - which probably have little or no value.

# Dividends

Company	Cents per Share	Ex-Date	Pay-able	Tax Credit
Allied Workforce	2.50	15-11	30-11	Full
Cavalier Corporation	3.00	01-12	08-12	Full
Dorchester Pacific	4.75	16-11	23-11	Full
F&P Appliances	9.00	23-11	04-12	Full
F&P Healthcare	5.40	22-11	01-12	Full
Finzsoft	1.50	24-12	08-12	Full
Hallenstein Glasson	18.00	01-12	11-12	Full
Lyttelton Port Company	5.00	17-10	27-11	Full
MG Properties	2.35	01-12	15-12	0.200
Methven Ltd	5.72	08-12	15-12	Full
Mr Chips Holdings	5.40	22-11	01-12	Full
National Property Trust	1.25	17-11	01-12	Nil
NZ Wool Services	3.00	03-11	16-11	Full
Oyster Bay	10.00	01-11	15-11	Full
Postie Plus Group	4.00	10-11	12-12	Full
Restaurant Brands	2.50	10-11	24-11	Full
Southern Travel Holdings	3.00	10-11	21-11	Full
Warehouse Group	5.50	10-11	20-11	Full
Wakefield Healthcare	7.00	01-12	08-12	Full
Zintel	1.74	17-11	01-12	Full
<u>Australian Shares</u>				
UXC	4.00	01-11	21-11	

## Total Return Index for All Listed Shares

Oct 9	2427.62		
Oct 10	2425.46		
Oct 11	2433.60		
Oct 12	2451.54		
Oct 13	2465.61		
Oct 16	2470.72	Oct 23	Holiday
Oct 17	2467.21	Oct 24	2454.33
Oct 18	2465.03	Oct 25	2460.25
Oct 19	2444.61	Oct 26	2475.86
Oct 20	2445.09	Oct 27	2480.11
Oct 30	2494.96	Nov 6	2514.69
Oct 31	2502.21	Nov 7	2514.42
Nov 1	2512.01	Nov 8	2514.90
Nov 2	2510.28	Nov 9	2531.02
Nov 3	2512.81	Nov 10	2546.83

## Next Issue:

The next issue of *Market Analysis* will be emailed in four weeks time on Monday December 11, 2006.

The print version will be delivered later that week, depending upon printing and postal delivery times.

MARKET ANALYSIS is published 12 times per year by Securities Research Company Limited, P.O. Box 34-162, Birkenhead, Auckland. Subscribe online at [www.stockmarket.co.nz](http://www.stockmarket.co.nz) or [www.australia-stockmarket.com](http://www.australia-stockmarket.com) or email [james@stockmarket.co.nz](mailto:james@stockmarket.co.nz).

Readers are advised that they should not assume that every recommendation made in the future will be profitable or equal the performance of recommendations made in the past. A summary of All prior recommendations is available is published on the website. The information presented has been obtained from original and published sources believed to be reliable, but its accuracy cannot be guaranteed.

The entire contents are copyright. Reproduction in whole or part is strictly forbidden without the approval of the publisher.