



# MarketView

Third Quarter 2006

## INVESTMENTS, INC.

### GSI Tenets

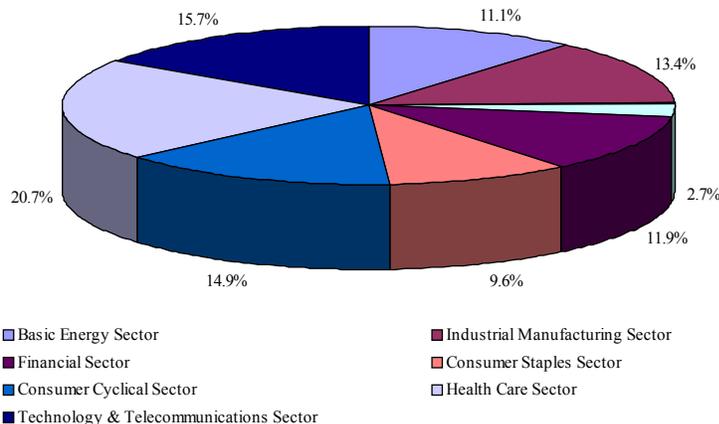
GS Investments, Inc. represents a logical choice for investment management for the following reasons:

1. A commitment to high-quality, personalized, client service.
2. Utilization of individual securities.
3. Balanced account manager utilizing bonds and stocks, their mix based on account objectives.
4. Use of large-cap growth stocks, adding a mid/small-cap "twist" for superior investment performance.
5. Extensive experience in the management of both individual and institutional investment accounts.
6. A competitive fee schedule.
7. Confidential environment.

### Investment Strategy

1. Invest for the long-term.
2. Diversify investments.
3. Use fixed income securities for portfolio risk control and income.
4. Use equities to maximize portfolio return and offset inflation.
5. Manage portfolios according to each owner's risk parameters

### Sector Breakdown—June 30 2006



### Top Ten Holdings (as a percent of Equities)

Ishares Trust MSCI EAFE Index Fund	2.20%
Wells Fargo Company	2.10%
Caterpillar Incorporated	1.75%
PepsiCo Incorporated	1.69%
ExxonMobil Corporation	1.67%
3M Company	1.65%
General Electric Company	1.62%
Amgen Incorporated	1.54%
Cisco Systems Incorporated	1.54%
Medtronic Incorporated	1.52%
Microsoft Corporation	1.50%

## Market Summary

Building international tensions are affecting the securities marketplace, and it appears as if they will continue in the foreseeable future. The middle-east is stoking the world furnace with increasing conflict. Much of what is happening can be attributed to who has the oil and who does not. Other important factors are part of the equation, but oil is major.

Today, the price of a barrel of oil hit a new high north of \$78; it is hard to forecast a peak for this commodity because of political turmoil, and it is in great demand throughout the world. In the U.S., we are in a period of peak demand due in good part to vacation driving. Although hybrid vehicles are experiencing a surge in sales, the older high-consumption vehicles still dominate the roadways.

The lofty price of energy translates into a variety of products and uses resulting in inflationary pressures, and these inflationary pressures cause central bankers to raise interest rates. The U.S. has been raising rates for two years, and now Japan is about to follow suit. The European Union has also been raising rates, but they are not as high as those in the U.S. In China, the central bank is tightening lending standards to slow down torrid growth in their economy.

Needless to say, energy is not the only factor affecting world politics and economies, but it is significant.

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## Market Summary (Cont)

For example, if there were no energy problem in the world, there probably would be less fear of inflation, and fewer actions to fight it.

The current fear in the marketplace is over the direction of economic growth and consequences if growing inflation and interest rates result in recessions. That is a building concern in the U.S., but it has not yet appeared in the numbers. First quarter growth was strong, but we have yet to learn about growth in the second quarter. With housing and auto sales slowing, it seems that consumer spending for big ticket items is grinding down and will continue on this path.

The consumer is known to account for about 2/3 of our economic activity, so with this portion slowing the possibility of the economy rolling over into a recession is increasing.

A signal from the Federal Reserve to pause in its progression of interest rate increases could revive the markets. On two occasions this year, the stock market rebounded sharply when it interpreted remarks of Federal Reserve Chairman Ben Bernanke to mean that a pause would come soon. However, on each occasion the stock market later determined it was misreading the tea leaves, and it resumed its downward march.

Throughout this period of uncertainty we have moved to a more defensive posture, mainly by building cash positions in client accounts for future investments in common stocks in all-stock accounts and common stocks and bonds in balanced accounts.

The common stock actions that we have taken are several resulting in greater trading activity than normal. First, energy holdings were reduced to market weight from overweight. Most of the reduction was in the coal and natural gas areas, because we sense a building inventory of natural gas which, in turn affects coal due to the fact that many electric utilities can shift to gas from coal.

Second, we increased our industrial manufacturing weighting due to worldwide demand in this space. Third, we reduced our weighting in consumer cyclical because of our expectation that rising interest rates would put pressure on consumer spending. Fourth, we increased our weighting in consumer staples in order to build a defensive position in our accounts.

Finally, we removed some technology stocks from client accounts and shifted proceeds into better positioned tech-

nology names due to the belief that the new names would provide superior performance in the second half of this year and in 2007.

The new names we purchased have suffered declines in price recently; we are following these names carefully to determine if they are up to performing as we expected. Evidence may be present in second quarter earnings reports.

As for balanced accounts that have a portion of their assets invested in bonds, we expect to commit our cash reserve to longer-term holdings when we sense that interest rate increases may be coming to an end. Guessing interest rates is not an easy task, so we will not seek perfection in this area. However, while we have been waiting for an entry point, the 10 year U.S. Treasury bond has moved from the low 4% range to over 5%, and money market fund rates have increased from less than 1% to nearly 5%. Client accounts have benefited from being patient in order to significantly improve returns.

At this time we want to project continuing caution regarding near future stock and bond prices. The turmoil that continues internationally and the energy situation have dampened market psychology and have increased market volatility. Preserving principal at times like this merits increased attention. Hopefully, economic growth will continue but at a slower rate and investor psychology will improve as this time passes.



We are committed to providing our clients with high-quality service and superior performance over the long-term.

***Glenn & John Steinke***