

INVESTMENT EXPOSITIONS

At the time of writing, what some consider to be the premiere public investment forum in the Ottawa area is a day or two past. To be sure, the exhibitors were very disappointed by the lack of investors passing through the turnstiles. The apparent reasons for the absence of paying folk in search of financial knowledge were variously cited as: the Persian Gulf war; the recession; the cost of a ticket plus parking; earlier than usual choice of dates; terrific weather out-of-doors; not to mention the American Superbowl distraction. Ironically, the GST was not noted as a factor! Reflection led to the following questions. Could it be that investors are very weary, preferring to sit tight until things are a little more certain? Could it be that financial experts have been doing a lot of talking with little favourable investment results to show? Perhaps, after several years of financial shows, there is virtually nothing new to display! The latter point is intriguing. A sampling of the show's investment offerings revealed very little in the way of enticing financial product for the investor. It was mostly 'reruns' of existing products. There were the usual displays of paintings and cellular telephones! One firm marketed a very interesting computer program for the technical analysis of stocks. However, given that your employer pays you to show up for work and not for personal gain, it is suspected that very few investors will tackle

the rigours of technical analysis for fun and profit on their private time. In my opinion, only one firm had a new and very attractive product to offer investors. Unfortunately, its marketing effort at the show was weak. Another firm announced an equally attractive mutual fund variant -- two days after the show. There was the normal band of hardy souls who galdly paid their admission fee to collect "logo-ized" plastic bags; gleefully filling them with glossy brochures. Others resolutely face the free draw at every booth. Each entry counts as an opportunity for a follow-up call from an eager agent. Financial shows are part of the RRSP season. Canadians are well into this annual rite. It is big business. There will be those who "invest" in RRSPs merely to get a tax break. Others are perpetual tire-kickers; searchers of the free lunch. And, there are those who press ahead in constructing their personal pensions in an RRSP. If you have earned income, RRSPs represent a significant investment opportunity. Pension legislation has introduced new RRSP rules. The deadline for 1990 RRSP contributions is 01 March. Don't be distracted by sideshows to the main event. Call your Financial Advisor to ensure that you have full RRSP information. Garry Beckman is a Financial Adviser with Midland Walwyn Capital Inc., Ottawa branch at 237-5775 or toll-free at 1+800+267-9345.



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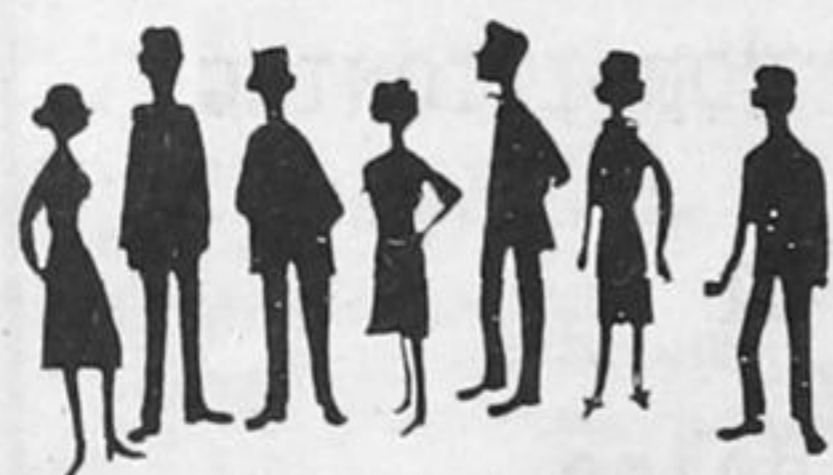
JULIETTE MARCZUK Classical Guitarist



presented by Rideau Lakes Union Library
Thursday, 7 March at 1:30 pm
at Rideau Centennial School, Portland
everyone is welcome as the schools guests

OR

Thursday, 7 March at 7:30 pm
at the Seeley's Bay Library
admission \$3.00



Are you interested in running for local government office?

If you plan to seek office in the 1991 municipal elections, you must register with the municipal clerk before you spend or raise any money for campaign activities. For more information contact your municipal clerk.

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