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### **BUSINESS IN VANCOUVER**

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#### **EXECUTIVE SUMMARIES**

# Equity market rally unsustainable: Doman

## **FUTURA**

The CEO of one of B.C.'s largest private companies is warning investors that North America's current two-month equity market rally is unsustainable.

"I'd be careful [in equity markets], because, from what I see, earnings going forward on pretty much anything are still going down," **Amar Doman** told *Business in Vancouver*.

Doman heads **Futura Corp.**, which generated \$1.4 billion last year from investments in the hard-hit building products manufacturing and distribution sector.

"The earnings power isn't behind the [overall stock market] rally, so it's going to run out of steam," he said.

One of the few sectors where Doman believes there are opportunities is his own.

He owns a substantial stake in **Tree Island Wire Income Fund** (TSX:TIL.UN), which released dismal first-quarter earnings May 19. The Richmond-based nail-maker revealed that first-quarter revenue declined 30.7% compared with 2008's first quarter.

The stock promptly lost

about one-quarter of its value and returned to penny stock status. Before last October's market meltdown, Tree Island units hovered at around \$6.

Optimism had reigned given that Tree Island increased annual revenue 22% to \$322.7 million in 2008 despite primarily serving the hard-hit housing market in the American southwest.

"Particularly in the building materials segment, we're seeing corporate valuations that are below asset value, below cash value or replacement value. There's some opportunities there if you've got the stomach and the cash to provide through difficult times."

### Recent travels boost optimism of Fairchild Group CEO



Rumours swirl that **Blenz Coffee** is angling to take the

aberdeen former **Starbucks Corp.** space at Aberdeen Centre mall in Richmond.

Fairchild Group CEO
Thomas Fung, who owns the
mall, confirmed that two coffee
chains are vying for the space,
which has access both inside
and outside the mall.

One of the chains is

Vancouver-based, Fung said. The other is a Japan-based public company that has yet to open a café in North America. Fung expects to conclude negotiations before June.

Two other 500-squarefoot vacancies dot Fung's 380,000-square-foot mall. He opened the facility five years ago, so many leases are comingdue.

Fung said he has been able to charge a premium on some renewals. On others, he has given an average 5% discount.

He returned optimistic last week from a four-week business trip, zigzagging around China and Taiwan.

"It was quite an eye-opening trip, particularly in China," Fung said. "Retail was so active and growing. Construction sites are everywhere with people working. People are buying. All the most expensive restaurants are fully booked."

Fung was bearish on the price of oil when *BIV* spoke with him in February, but his recent experience has him reconsidering his stance.

"Some adjustment has to be made because emerging markets like China and India are in demand for oil." gkorstrom@biv.com