



Press releases and stock price *Determining the effect of contract and order news*

Weekly updates and monthly briefs often feature numerous press releases regarding orders and contracts. They tend to be repetitive and rarely provide sufficient information, but with the knowledge of how to interpret these headlines, an investor can determine value and/or red flags.

Recognizing Value

The most important thing to avoid when interpreting these headlines is getting caught up in the excitement. Headlines can be misleading if they provide a large number of “fluff” words—words or phrases that may seem overly enthusiastic. Here’s an example of a press release with fluff:

“Company XYZ announces a major contract with a Fortune 500 company and market leader.”

Not only is the news vague, but it doesn’t tell what value is being added. Although it’s common for large companies to not allow the release of this information, Company XYZ could potentially mislead investors.

Numbers are the key to recognizing value. Dollar amounts, order dates and delivery dates are relevant. If there aren’t numbers, chances are the news won’t get a reaction. Repetitive press releases without useful information could result in sell pressure, as investors search for liquidity opportunities.

Less Fluff, More Numbers

RADA Electronic Industries (RADA) is a great example of a company that includes plenty of detail in its press releases. Below is RADA's most recent press release:

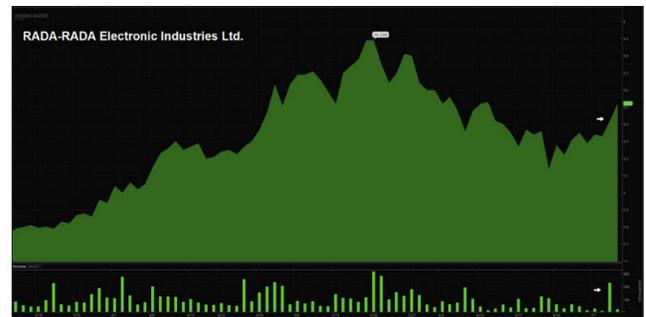
NETANYA, Israel, July 03, 2019 (GLOBE NEWSWIRE) -- **RADA Electronic Industries Ltd. (RADA)** announced the receipt of \$7 million in new orders in the past month. Most of these new orders are expected to be delivered in 2019.

Out of these new orders, five million are for RADA's software-defined AESA radars for counter UAV and vehicle protection solutions. These new orders are a mixture of follow-on orders from existing defense customers, which are beginning to expand their deployments of their systems that incorporate RADA's radars, along with initial orders from new customers who are expected to place repeated orders in the near future.

Two million are follow-on orders for RADA's legacy avionics, including digital video recorders, core avionics units, and ongoing maintenance services for RADA's wide installment base of core avionics for military airborne platforms, both manned and unmanned.

The company highlights the total amount of the orders, which products were ordered and when they’re expected to deliver. One of the most important details is the definition that \$2 million of the orders were follow-on. Follow-on orders are important for companies that heavily rely on orders from the U.S. military, which has been the case for many Bowser recommendations.

RADA shares gained just under 6% on the week following the news. Below is a chart of the stock price and its reaction:



The reaction resulted in almost 240,000 shares traded for the day, which is over triple RADA's average daily volume. Although 6% isn’t a huge jump, it still shows that a press release containing quantitative data is perceived positively by investors.

Contract Momentum

The frequency of announcements plays a large role in a company’s growth. Naturally, any investor assumes that more orders result in higher revenue and net income. The catch here is whether or not these frequent orders are from new customers and how much revenue comes in as a result.

A diverse customer base minimizes risk for smaller companies but doesn’t really apply to most large caps. For example, we recommended **Paybox (PBOX)** years ago, and the stock dropped after losing its largest customer. This customer accounted for about 80% of the company’s revenue. If it had a more diverse customer base, this loss wouldn’t have weighed down its value so much.

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The size of the order is important due to its effect on top line results. Considering RADA has had average quarterly revenue of \$7.5 million over the past year, \$7 million in new orders is significant and will have a large impact on its financial results. The downside is that these orders won't have an immediate effect on the next quarter's financial results. Most large contracts or orders won't appear on the company's financial statements for up to a year, revealing the importance of timing in these announcements.

No Reaction

There are some cases in which a stock will not react to new about orders whatsoever. If a company commonly gets similar-sized orders of a product that's always in demand, then the news may not get a reaction as it won't attract new investors to the stock.

This happened frequently with **Command Security (MOC)**, an old recommendation that was acquired within the past year. The company would announce large orders, but the stock would barely react or close lower. Because MOC consistently received large orders from the repeat customers, these headlines were already included in the share price.

Emmis to form new company

Emmis Communications (EMMS) signed an agreement to form a new public company, Mediaco Holding, with New York investment firm Standard General. Mediaco will purchase two of EMMS's New York radio properties, WBLS-FM and WQHT-FM (HOT 97). Closing of the transaction is subject to FCC approval and other customary closing conditions, and is expected to occur later this year.

As a result of the transaction, EMMS will receive \$91.5 million in cash, a \$5 million note receivable, and 23.72% of the common equity of Mediaco. Mediaco will be a public company expected to be listed on NASDAQ, and Emmis will remain a separate public company.

Market Overview

BWSR AVG ↑ 4.2%	NASDAQ ↑ 7.7%	S&P 500 ↑ 6.0%	DJIA ↑ 5.5%	RUS 2000 ↑ 4.7%
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Stocks recovered last month's losses and rallied to new all-time highs. With the trade negotiations between U.S. and China improving, political tensions eased. The Federal Reserve also hinted at a potential rate cut in July, which benefits equities short-term. Bowser stocks also recovered with **Emmis Communications (EMMS)** leading the way. Other winners from last month, such as **Flexible Solutions Int'l (FSI)** and **Repro Med Systems (REPR)**, continued soaring higher.

Conclusion

While *The Bowser Report* does all the analysis for you, it's still important to understand what news adds value to a stock. Some of our top performers have been able to consistently add value via contract momentum and clear communication. By taking note of the numbers in the press release and the details that are provided, you can get a feel for the transparency of the management team and whether or not the news will impact its financial statements.

Dynasil to hold special meeting

Dynasil Corp. of America (DYSL) is scheduled to hold a Special Meeting in August to vote on the reverse and forward splits. Investors holding more than 8,000 shares can hold their positions; the remainder will be bought out at \$1.15 per share, if the proposal passes.

This is related to the plan to cease the registration of DYSL's common stock under the federal securities laws following the completion of a proposed reverse stock split transaction and to delist its shares of common stock from trading on the Nasdaq Capital Market.

For more information on the upcoming vote, visit <https://investors.dynasil.com/proxy-information>.

The Bowser Game Plan

1. **DO NOT PAY** more than \$3/share for a stock.
2. **CREATE A PORTFOLIO** of 12 to 18 stocks. **Diversification is important.**
3. **DO NOT SELL** when a stock goes above \$3/share and is moved to Page 5.
4. **DO NOT SELL** when a stock moves to a lower category.
5. **SELLING PLAN:** Sell half of your holdings when the stock doubles from your purchase price. Sell the remainder after the stock drops 25% from its most recent high. If the stock drops 50% without doubling, sell all shares.
6. **RECORD** proceeds from sales.
7. **PORTFOLIO EVALUATION** = current value of portfolio + proceeds from sales

COMPANY OF THE MONTH

Table Trac, Inc. (TBTC) develops and sells systems and technical support to casinos. The open architecture of the Table Trac system is designed to provide operators with a scalable and flexible system that can interconnect and operate with most third-party software or hardware. The system adds functionality to related casino system modules for guest rewards and loyalty clubs, marketing analysis, guest service, promotions, administration/management, vault/cage management and audit/accounting tasks. The company also offers Casino Trac, a casino management system. In addition, it provides system sales services comprised of installation, custom casino system configuration, training and technical support services to casinos. TBTC was founded in 1995 and currently has 24 employees.

Earnings Growth

Table Trac's revenue and profits have grown at a steady rate over the past few years. In the most recent quarter, revenues grew 27% year-over-year, and net income grew to \$7,960 from a net loss. Below is a chart showing its annual top and bottom line results since 2015:



There are two significant contributing factors to the growth in operating income:

- Revenue growth: Sales have grown at an average rate of 26% annually.
- New installations: Gross margins increased 43% in 1QFY19 due to the company's Australian reseller installing eight new systems. This immediately improved the bottom line.

Table Trac's financial growth resembles that of **Galaxy Gaming (GLXZ)**, which has performed well since our recommendation in May 2017. Although GLXZ has higher revenues, it has a slower annual growth rate of 17%. Both companies show

similar growth and great stock performance but vary in their competitive advantages. Considering TBTC has just recently improved its margins, it seems that it's in an earlier stage of capturing market share.

Balance Sheet and Valuation

Table Trac's balance sheet shows an asset-rich company with plenty of cash on hand. Its current ratio of 6.4 indicates a high level of liquidity and lowers risk for long-term investors. TBTC has a slight amount of long-term debt (\$67,000), which is less than 10% of sales.

TBTC trades at high price relative to its book value, but it's in line with the industry average. In fact, its price/book ratio of 2.8 is

substantially lower than that of GLXZ at 8.2.

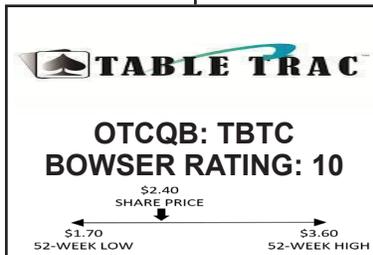
Even though TBTC doesn't have extremely high sales, its value creation and improvement in margins have helped build a strong fundamental foundation. Its price/earnings ratio of 15 and price/sales ratio of 1.3 are both favorable relative to the industry averages, spelling value for investors.

Opportunity and Risks

Industry outlook and individual outlook make the current share price an appealing entry point. While Table Trac is within the Resorts and Casinos industry, it provides services to these companies. This means that it doesn't have the common financial characteristics of the industry, including an extremely high debt/equity ratio and razor thin margins. If anything, TBTC benefits from the need for financial efficiency within the industry.

TBTC's largest competitive advantage is its price point. Nearly every major client it has landed over the past year has commented on the company's track record and low prices. This usually results in poor margins, but that is clearly not the case with TBTC. Maintaining a competitive edge can be tough in this industry as technology advances at a faster rate. The company has been quietly increasing

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	2016	2017	2018
REVENUES	\$5,836,382	\$6,380,367	\$7,818,697
INCOME	\$142,851	\$583,051	\$514,965
WORKING CAPITAL	\$2,627,054	\$4,623,250	\$4,383,277
BOOK VALUE	\$0.61	\$0.74	\$0.84
TOTAL SHARES	4,516,171	4,511,965	4,473,591
FLOAT	N/A	N/A	2,510,000

MINIPRICED STOCKS IN BUYING RANGE

SYMBOLS: (A) NYSE MKT; (CM) NASDAQ CAPITAL MARKET, WAS THE SMALL CAP MARKET; (GM) NASDAQ GLOBAL MARKET, WAS NATIONAL MARKET; (N) NEW YORK STOCK EXCHANGE; (NR) NOT RATED; (QB) OTC QB MARKET; (QX) OTC QX MARKET; # PREVIOUSLY APPEARED ON LIST, BUT WAS REMOVED BECAUSE IT HAD RISEN ABOVE \$3.00/ SHARE; FIGURES IN PARENTHESIS ARE LOSSES.

Date of Recommend & Market	Issue/Trading Symbol	Principal Business	Price 07/05/19	Long-term Debt (Millions)	Sales Updated Quarterly (Millions)	Income/Loss Updated Quarterly (Millions)	Shares Outstanding (Millions)	Bowser Rating
CATEGORY ONE: BEST COMPANIES (RATED 10+)								
02/18(QB)	ALTIGEN COMMUNICATION (ATGN)	CLOUD-BASED IP SOLUTIONS	1.06	\$0.000	\$10.5	\$10.134	22.9	10
03/16(CM)	BROADWAY FINANCIAL (BYFC)	BANK HOLDING COMPANY	1.56	\$81.200	\$12.7	\$1.176	18.5	10
06/19(N)	HC2 HOLDINGS (HCHC)	DIVERSIFIED HOLDING COMPANY	2.25	\$762.000	\$2,014.5	\$194.196	44.8	12
02/15(GM)	NOVA LIFESTYLE INC. (NVFY)	FURNITURE MANUFACTURING/SALES	0.76	\$0.000	\$115.3	\$7.435	27.6	10
07/19(QB)	TABLE TRAC (TBTC)	CASINO SYSTEMS AND SUPPORT	2.40	\$0.067	\$8.1	\$0.703	4.5	10
# 05/18(CM)	TAITRON COMPONENTS (TAIT)	ELECTRONIC COMPONENTS	2.84	\$0.000	\$8.0	\$1.503	4.9	10
CATEGORY TWO: GOOD COMPANIES (RATED 8-9)								
# 07/18(CM)	B.O.S BETTER ONLINE (BOSC)	RFID AND MOBILE SOLUTIONS	2.83	\$2.206	\$32.1	\$0.941	3.9	8
06/14(A)	DYNASIL CORP. (DYSL)	OPTICAL COMPONENTS	1.05	\$1.660	\$42.8	\$1.254	17.5	9
03/19(CM)	INSIGNIA SYSTEMS (ISIG)	MARKETING SERVICES	1.06	\$0.000	\$30.9	\$0.467	11.9	9
12/14(QB)	INT'L BALER CORP. (IBAL)	BALING EQUIPMENT	1.65	\$0.000	\$12.3	\$0.312	5.2	9
12/17(QB)	LEATT CORP. (LEAT)	PERSONAL PROTECTIVE EQUIPMENT	1.87	\$0.286	\$25.0	\$1.064	5.4	8
08/18(QB)	LIBERATED SYNDICATION (LSYN)	PODCASTHOSTING AND MEDIA	2.97	\$6.045	\$23.2	\$4.784	29.3	8
05/19(N)	SAFE BULKERS (SB)	MARINE DRY BULK TRANSPORTATION	1.90	\$538.508	\$198.0	\$15.765	101.5	9
CATEGORY THREE: SPECULATIVE COMPANIES (RATED 7 AND BELOW AND/OR NON-PROFITABLE)								
04/19(N)	ARC DOCUMENT SOLUTIONS (ARC)	DOCUMENT SOLUTIONS	2.06	\$139.019	\$400.2	\$8.837	46.3	7
10/18(CM)	AEHR TEST SYSTEMS (AEHR)	SEMICONDUCTOR TEST EQUIPMENT	1.53	\$0.000	\$18.1	(\$5.154)	22.4	7
# 05/14(CM)	CPS TECHNOLOGIES (CPST)	ADVANCED MATERIAL SOLUTIONS	1.13	\$0.000	\$22.7	(\$3.876)	13.2	8
01/19(CM)	FORWARD INDUSTRIES (FORD)	CARRYING CASES AND ACCESSORIES	1.13	\$0.008	\$37.5	(\$1.277)	9.5	NR
12/16(QB)	FRANKLIN WIRELESS (FKWL)	WIRELESS SOLUTIONS	2.45	\$0.000	\$37.5	(\$1.081)	10.5	NR
# 08/16(CM)	FULL HOUSE RESORTS (FLL)	CASINO OPERATIONS	1.75	\$111.501	\$166.4	(\$1.702)	27.0	9
05/17(QB)	GALAXY GAMING (GLXZ)	GAMING INDUSTRY PRODUCTS	1.67	\$8.310	\$19.6	\$1.143	17.3	7
# 12/18(CM)	GSE SYSTEMS (GVP)	DATA ACCESS AND MANAGEMENT	2.20	\$21.172	\$91.6	(\$3.094)	20.0	NR
10/17(QB)	INNOVATIVE FOOD (IVFH)	FOOD PRODUCTS AND SERVICES	0.55	\$1.190	\$54.9	\$1.410	33.8	7
10/16(CM)	KOSS CORPORATION (KOSS)	STEREO ACCESSORIES	2.00	\$0.000	\$24.1	(\$0.964)	7.4	8
07/13(CM)	LIGHTPATH TECH (LPTH)	OPTICAL COMPONENTS	1.00	\$5.141	\$33.1	(\$1.726)	25.8	7
04/17(QB)	MAMAMANCINI'S (MMMB)	FOOD PRODUCTS	0.52	\$5.168	\$28.5	\$0.550	31.6	7
06/17(QB)	MIKROS SYSTEMS (MKRS)	ADVANCED MAINTENANCE PRODUCTS	0.22	\$0.341	\$8.1	\$0.257	35.6	7
# 08/17(CM)	NATIONAL HOLDINGS (NHLD)	INVESTMENT BANKING	2.74	\$0.000	\$205.4	(\$3.047)	12.9	8
01/15(N)	NEVADA GOLD & CASINOS (UWN)	Acquired @ \$2.56/share						
07/10(QB)	REPRO MED SYSTEMS (REPR)	DESIGN/PRODUCE MED PRODUCTS	2.94	\$0.000	\$18.4	\$0.423	38.2	7
09/18(CM)	SCHMITT INDUSTRIES (SMIT)	SCIENTIFIC AND TECH INSTRUMENTS	2.23	\$0.000	\$13.8	(\$0.716)	4.0	7
11/18(GS)	SEACHANGE INT'L (SEAC)	APPLICATION SOFTWARE	1.40	\$0.000	\$56.0	(\$43.380)	36.5	8
01/18(QX)	SINGING MACHINE CO. (SMDM)	KARAOKE AUDIO EQUIPMENT	0.29	\$0000	\$46.5	\$0.614	38.4	NR
# 09/16(CM)	SOCKET MOBILE (SCKT)	DATA CAPTURE PRODUCTS	2.28	\$0.708	\$17.1	(\$0.334)	6.0	9
08/14(QB)	SONO-TEK CORP. (SOTK)	ULTRASONIC NOZZLES	2.65	\$0.708	\$11.6	\$0.162	15.1	7
02/19(QB)	TSS, INC. (TSSI)	END-USER AND ENTERPRISE SYSTEMS	0.73	\$3.299	\$22.2	\$2.327	17.4	NR
06/18(GS)	U.S. AUTO PARTS (PRTS)	AFTERMARKET AUTO PARTS	1.21	\$0.192	\$285.8	(\$9.205)	25.5	NR
# 09/17(CM)	VIRTA (VTSI)	LAW ENFORCEMENT TRAINING SYSTEMS	2.45	\$1.401	\$17.8	\$0.591	7.7	7
# 10/12(QB)	WHERE FD CMS FROM (WFCF)	FOOD VERIFICATION SERVICES	1.75	\$3.678	\$18.1	\$0.622	24.9	7

We recommend only purchasing companies rated 8 or higher. If a company's rating drops, do not sell. For when to sell, refer to the Game Plan on page 2.

Nevada Gold merger closes

Nevada Gold & Casinos (UWN) is no longer trading after the previously-announced acquisition of UWN by Maverick Gaming closed. The final price of the acquisition was \$2.559333 per share of UWN.

At the closing of the acquisition, trading of Nevada Gold & Casinos on the New York Stock Exchange was suspended. Shareholders of UWN should've received the payout via their brokerage account. Contact your broker with any questions regarding the transaction.

Iteris makes acquisition

Iteris (ITI) completed its acquisition of Albeck Gerken, Inc., a privately-held traffic operations engineering services provider headquartered in Tampa, FL, with offices in Orlando, FL, Virginia Beach, VA and Chadds Ford, PA.

The acquisition closed for a total purchase price of \$10.7 million in cash and stock. For the fiscal year ending December 31, 2018, Albeck Gerken's audited revenue was \$8.1 million and EBITDA was \$2.0 million.

FOLLOW-THROUGH AND STOCKS TO SELL

WE ENCOURAGE SUBSCRIBERS TO BUY OUR STOCKS WHEN THEY ARE \$3 OR LESS. HOWEVER, WHEN THEY GO ABOVE \$3, WE FOLLOW THEM IN THE FIRST GROUP BELOW. IN BOTH OF THE FOLLOWING LISTS, COLUMN 1 GIVES THE SHARE PRICE AS OF 07/05/19 PLUS THE CURRENT BOWSER RATING. COLUMN 2 IN THE FIRST LIST BELOW INCLUDES THE MONTH/YEAR WE ORIGINALLY RECOMMENDED THE ISSUE, THE PRICE PER SHARE THEN AND THE BOWSER RATING. (NR=not rated)

ISSUE/EXCHANGE SYMBOL	1	2	ISSUE/EXCHANGE SYMBOL	1	2
CENTRAL FEDERAL CORP. (CM:CFBK)	\$12.03(11)	03/17 \$9.00(11)	LANTRONIX (CM:LTRX)	\$3.28(11)	11/17 \$1.82(8)
*Price adjusted for 1-for-5 reverse split Aug. '18			LRAD CORP. (CM:LRAD)	\$3.75(9)	07/16 \$1.85(8)
DLH HOLDINGS (CM:DLHC)	\$5.32(7)	01/14 \$1.53(9)	MANHATTAN BRIDGE CAPITAL (CM:LOAN)	\$6.55(10)	02/10 \$1.10(9)
ELECTROMED (A:ELMD)	\$5.49(7)	09/15 \$1.64(10)	ONE GROUP HOSPITALITY (QB:STKS)	\$3.18(9)	01/17 \$2.12(8)
EMMIS COMMUNICATIONS (GS:EMMS)	\$5.97(NR)	07/17 \$2.92(8)	RADA ELECTRONIC (CM:RADA)	\$3.52(7)	03/18 \$2.16(10)
FLEXIBLE SOLUTIONS (A:FSI)	\$4.13(9)	08/06 \$2.87(8)	RIVERVIEW BANCORP (GS:RVSB)	\$8.50(9)	06/13 \$2.30(9)
INFUSYSTEM HOLDINGS (A:INFU)	\$4.45(NR)	12/15 \$2.88(8)	SMITH-MIDLAND (QX:SMID)	\$8.84(9)	02/16 \$2.38(10)
ITERIS (A:ITI)	\$5.29(7)	12/06 \$2.21(8)	VIRCO MANUFACTURING (GM:VIRC)	\$4.86(9)	06/15 \$2.51(11)

THE FOLLOWING WE SAID SHOULD BE SOLD

(COLUMN 2 SHOWS THE DATE, PRICE AND BOWSER RATING WHEN WE RECOMMENDED THE STOCK BE SOLD)

CCA INDUSTRIES (N:CAW)	\$3.00	02/19 \$1.34	NOBLE ROMAN'S (CM:NROM)	\$0.64	06/19 \$0.64
CEMTREX, INC. (CM:CETX)	\$2.45	01/19 \$0.81	SUNWORKS, INC. (A:SUNW)	\$0.55	09/18 \$0.46
CHINA NEW BORUN (N:BORN)	\$0.27	06/19 \$0.27			

BRIEFS

Better Online Solutions (BOSC) received an \$870,000 order for a robotic system from a U.S. manufacturer. . . . **Electromed (ELMD)** announced that use of the SmartVest® Airway Clearance System significantly decreased exacerbations requiring hospitalization and antibiotic use among non-CF bronchiectasis patients. . . . **GSE Systems' (GVP)** True North Consulting subsidiary has become a new specialty engineering partner with

the Utility Services Alliance. . . . **HC2 Holdings (HCHC)** acquired ampCNG, a natural gas fuel provider, for \$41 million. . . . **Iteris (ITI)** also closed its underwritten public offering of \$28.75 million of shares of common stock and was awarded a two-year contract continuing its support of Wyoming's 511 service. . . . **LightPath Tech. (LPTH)** was awarded a \$1.9 million order for 19mm and 24mm infrared lens assemblies from a North American manufacturer. . . . **LRAD Corp. (LRAD)** installed LRAD

INSIDER TRANSACTIONS

COMPANY	SHARES TRADED	# OF TRADES	PRICE RANGE
Central Federal	OE-26,651	4	\$10.18
	OE-15,090x	1	\$10.18
	B-2,250	3	\$12.45-\$12.56
Galaxy Gaming	OE-266,667	3	\$0.00-\$0.45
GSE Systems	A-101,264	4	\$0.00
	D-12,153	4	\$2.34
	B-5,103	1	\$2.20
HC2 Holdings	A-146,936	4	\$0.00
InfuSystem Holdings	B-4,723	1	\$4.43
Insignia Systems	A-70,755	4	\$0.00
Iteris	A-15,054	2	\$4.65
Innovative Food Holdings	B-44,950	9	\$0.52-\$0.54
Manhattan Bridge Capital	B-5,000	1	\$5.99
LightPath Technologies	B-70,249	5	\$0.92-\$1.00
LRAD Corp.	S-11,995	2	\$3.20-\$3.28
Lantronix	OE-1,250	1	\$0.00
	D-325	1	\$3.24
National Holdings	OE-16,667	1	\$0.00
U.S. Auto Parts Network	B-108,200x	3	\$1.18-\$1.24
	B-66,403	3	\$1.03-\$1.18
Repro Med Systems	A-27,518	8	\$2.18-\$2.88
	A-23,446x	2	\$0.00-\$2.35
	B-7,847	2	\$2.11-\$2.20
Riverview Bancorp	A-82,673	5	\$0.00
SeaChange Int'l	B-146,749	3	\$1.38-\$1.47
The ONE Group	A-47,469	3	\$0.00
	D-2,816	1	\$3.30
Virco Mfg.	A-199,385	12	\$4.21-\$4.40
	D-15,430	9	\$4.38-\$4.50
VirTra	OE-5,000	1	\$1.13

A-Acquisition (Non Open Market), B-Bought, D-Disposition (Non Open Market), OE-Option Exercise, S-Sold, x-indirect holdings. Information obtained from Nasdaq.com.

public safety mass notification systems in five locations throughout Mill Valley, CA. LRAD also received \$850,000 in orders. . . . **Manhattan Bridge Capital (LOAN)** approved a cash dividend of \$0.12 per share that will be paid to shareholders of record as of July 10, 2019. . . . **Mikros Systems (MKRS)** received additional funding of almost \$1 million to provide engineering, technical and logistics support for its ADEPT® maintenance workstation product. . . . **Singing Machine (SMDM)** announced Carpool Karaoke The Mic is now available online for presale. . . . **Smith-Midland (SMID)** signed a project specific manufacturing license in cooperation with Primoris Heavy. . . . **Schmitt Industries (SMIT)** adopted a stockholder rights plan in an effort to protect its net operating loss carryforwards. . . . **VirTra (VTSI)** expanded its presence across Southern California with recent contract wins and installations in four separate departments in Southern California. . . . **Where Food Comes From (WFCF)** announced the first sale of cattle verified under the company's Black Angus Verified Beef program.

BUCKAROOS SPEAK

Selling Noble Roman's

*I was surprised to see **Noble Roman's (NROM)** on the chopping block. Why was it recommended to be sold?*

-Lee B. (Forums)

Noble Roman's was recommended to be sold at a decent gain from its initial recommendation (November 2014).

The issue that we have with the company is that while its sales are increasing, the expansion is moving very slowly, and the bottom line is staying the same. NROM is moving in the right direction, but is barely doing so.

As with any company that exits the newsletter, there is always the potential for NROM to return as a Company of the Month if its fundamentals start improving again.

Although it's odd recommending the sale of a stock that has had strong price action,

it sticks by the principles that Max Bowser emphasized in the newsletter.

Shipping stocks

*I read an article that said shipping stocks should go up after the trade deal is done. Does that mean **Safe Bulkers (SB)** will go up too?*

-Ali E.

Safe Bulkers has climbed recently with the positive trade headlines, and we expect that to continue should the headlines remain positive.

Remember, our investment thesis is based on the fundamentals underlying the company. So keep your focus on those.

Although the trade war has given us a cheaper short-term entry point, you should avoid basing any investments off of political uncertainties. Macroeconomic factors are often a double edged sword.

COMPANY OF THE MONTH... CONTINUED

its research and development budget, with expenses increasing 153% to \$118,765 for FY18.

The only significant risk is that the company seems heavily dependent on its Founder and CEO, Chad Hoehne. He is currently 57 years old, so the concern of retirement is relatively low. His history with the company and active involvement in almost all aspects are more of a positive than negative, but could still add risk if he decided to leave or was forced to leave for any reason.

The only other risk is the low share count, which makes the stock less liquid and more volatile. If it were to ever uplist from OTCQB, which seems likely in the long run, then it would become a more actively-traded stock.

Ownership

While Table Trac's share structure may seem like it adds risk, it also indicates that TBTC has very high potential. With just 4.5 million shares outstanding and a whopping 47% of insider ownership, there are only 2.5 million shares available to the public (float). Although this makes shares more volatile, it also adds

the potential for a dramatic increase in market value if institutional investors stepped in. It's bold to assume that institutions are interested in OTC-listed stocks, but its low liquidity risk and consistent revenues overshadow the risk of low trading volume.

Part of the reason insiders own such a large stake is because Hoehne owns 1.2 million shares. In addition to his large position, insiders have accumulated 14,000 shares within the past twelve months without any sales.

Conclusion

Table Trac has been on our radar for quite some time, but has just recently achieved the financial consistency that we like to see in our recommendations. The company's low prices and high-quality systems provide it with an edge in a competitive industry. TBTC has outstanding contract momentum, and it shows with the sudden increase in operating income and profits. We believe that TBTC is a moderate risk/high reward stock that is in the early stages of capturing market share.

Office: 6101 Baker Road Suite 206, Minnetonka, Minnesota, Phone: 952-548-8877, www.tabletrac.com.

Beginner's Portfolio Up 256%

BOUGHT: SB @ 1.90/share (200 shares) plus \$10 commissions = \$390 **SOLD:** UWN acq'd @ 2.56/share (100 shares) less \$10 commissions = \$246
HCHC @ 2.25/share (200 shares) plus \$10 commissions = 460 MKRS @ 0.29/share (200 share) less \$10 commissions = \$48

Cost		07/05/19	Cost		07/05/19	Cost		07/05/19	Proceeds
AAME	280/Mar '12	239	LEAT†	488/Jan '18	424	AEHR†	368/Dec '18	330	From Sales 9,913 (390) (460) 246 48
BYFC†	398/Apr '16	266	RADA†	452/Apr '18	696	SEAC†	362/Dec '18	252	
MMMB†	200/Jun '17	104	PRTS†	318/Jul '18	214	TSSI†	198/Mar '19	160	
EMMS†	560/Aug '17	720	BOSC†	510/Aug '18	496	ISIG†	262/Apr '19	212	
NHLD†	546/Sep '17	572	LSYN†	334/Sep '18	594	SB†	390/Jul '19	380	
VTST†	560/Dec '17	590	SMIT†	578/Oct '18	440	HCHC	460/Jul '19	450	
						Current Holdings Value:		7,587	
Original cost for all stocks: \$4,766			*Half of original holdings			Proceeds from Sales:		9,357	
Gain: 16,944 minus 4,766 = 12,178			†Bought 200 Shares			Total Value of Portfolio:		16,944	
Percentage of gain: 12,178 divided by 4,766 x 100 = 255.5						Compound Annual Growth Rate:		7.37%	

Comments: This is a simulated portfolio for those who would like to actively participate in the stock market...**They want an approach that will serve as a learning situation**...An investment of up to \$300 a month is required...**With each new Company of the Month, 100 shares were purchased until we had 18**...We use an internet broker...**We follow the Bowser Game Plan. Portfolio started Sep. '01.**

Beginner's Portfolio Explanation

The Beginner's Portfolio rose significantly this month. The acquisition of **Nevada Gold & Casinos (UWN)** and the sale of **Mikros Systems (MKRS)**, which dropped 50% without doubling, resulted in the purchase of May 2019 and June 2019's Companies of the Month: **Safe Bulkers (SB)** and **HC2 Holdings (HCHC)**, respectively.

Despite Proceeds from Sales dropping on the purchases, Current Holdings Value gained 14.6% on the month, driving the overall portfolio higher. The lifetime gain is back over 250%, now at 256%.

EARNINGS

	Quarter Ended	Current Sales	Same Period Last Year	Current Earnings	Same Period Last Year	Comments
Singing Machine (SMDM)	03/31/19	\$889,092	\$2,604,319	(\$1,263,744)	(\$1,259,410)	(A)

(A) Gary Atkinson, CEO of SMDM commented, "Fiscal 2019 was a challenging year. Singing Machine faced numerous market disruptions, most notably the loss of Toys 'R' Us. The ongoing trade war between China and the United States continues to cast uncertainty on the supply chain and retail landscapes. However, despite the challenging business environment, the company accomplished a lot of positive things including maintaining gross margins from last year, reducing inventory by over \$2 million to generate more cash, maintaining profitability, and signing some big licensing deals."

Atkinson added, "We're extremely

excited for our first big licensed product launch of Carpool Karaoke The Mic officially debuting this month."

Singing Machine is a very speculative investment until the company can turn around its fundamentals. If SMDM can't do this in a reasonable amount of time, it's likely it will exit the newsletter.

Remember to never buy a company that has a Bowser Rating of 8 or less, even if it is on page 4. However, do not sell if a company's rating or category drops. Only sell in accordance with the Bowser Game Plan or unless the newsletter recommends you do so.

NOTES BY THE EDITOR

Out of the top five gainers for the month, three of them hit multiple-year highs. Emmis Communications (EMMS) and Repr Med Systems (REPR) both continued to see active insider transactions and released positive news.

The weekly updates do a great job of highlighting these headlines and diving deeper into the financials. Since it's tough to know what to look for in these press releases,



the featured front page article breaks down exactly how to analyze them.

Even though we do the analysis and find the opportunities, it's always good to understand where you're putting your money. Don't ever hesitate to take the reigns and do some research yourself. We focus on educating you on how to do so in most front page articles.

Be on the lookout for our redesigned website coming in August. We've put a lot of work into enhancing *The Bowser Report's* online experience and hope that you enjoy it.

Nothing will change as far as logging in or accessing your exclusive content goes!

FIVE BOWSER STOCKS UP AND DOWN

Emmis Comm.	UP	66%	Mikros Systems	DOWN	21%
Repro Med Systems	UP	49%	Singing Machine	DOWN	19%
Safe Bulkers	UP	28%	VirTra	DOWN	17%
Flexible Solutions Int'l	UP	23%	Full House Resorts	DOWN	15%
Virco Manufacturing	UP	20%	Leatt Corp.	DOWN	12%