



Next Company of the Month Recording:
Friday, September 9, After 5 PM EST
Recording on for entire weekend
Phone: (757) 877-5979

Bowser Technical Ratings

Applying basic technical analysis to fundamentally strong stocks

With the wild price fluctuations in the stock market over the past few years, many investors have flocked to technical analysis. As a result, many of the top performing small stocks in 2022 have benefited from “technical appeal,” driving overall demand for the stocks higher during bullish moves.

The Bowser Report, with its long-term focus, puts fundamentals first often overlooking technical analysis. However, with so many stocks outperforming due to chart appeal, we decided to rank our picks based on technical analysis to give us insight as to which picks have a better chance of outperforming in 2022 and possibly beyond.

Chart Rating System

The Bowser Rating System (BR) helps objectively categorize stocks by their financial health. The maximum number of points a stock can get is thirteen. The new Bowser Technical Rating (TR) will consist of four possible points for each stock:

1. Bullish short-term trend
2. Bullish long-term trend
3. Above key support level
4. Positive performance over past four weeks (growth stocks) OR trading 50% below 52-week high (value stocks)

Points one and two require the stock to have upward trends over multiple timeframes. Points three and four are based on performance and structure.

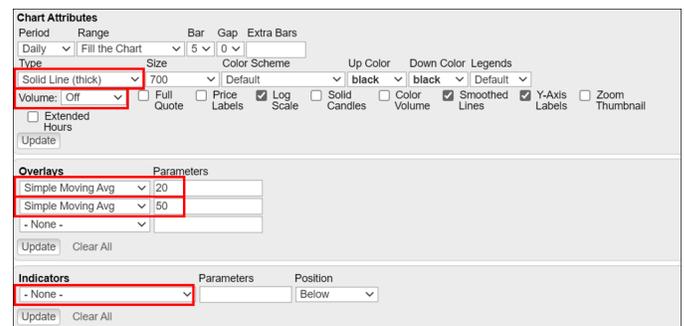
Value stocks are usually better bought on weakness. Therefore, instead of analyzing performance for point four, we'll look at price compared to the 52-week high. This is also a point in the Bowser Rating System.

Trend Analysis

Bullish short-term and long-term trends attract buyers regularly in a bull market and are quite rare in a bear market. By adding two simple moving averages (SMAs) to a chart, investors can determine whether a stock is in a bullish or bearish trend.

Stockcharts.com is free and easy to use. If you want to configure your settings like the charts

provided in this newsletter issue, change the settings on your chart to this:



After changing the outlined fields, your chart should have the two SMAs that will determine a stock's trend. The 20 SMA and 50 SMA are lines drawn on a chart that display the average closing price over the last 20 and 50 days, respectively. If the 20 SMA line is above the 50 SMA line, then the trend is bullish.

In order to earn both points for trend analysis, the stock needs to be in a bullish trend over the past year (short-term) and three years (long-term). Below is a chart example of **Daktronics (DAKT)**:



The top chart is DAKT on the one-year timeframe, and the lower chart shows the weekly timeframe. Since the 20 SMA is above the 50 SMA on only one of the two charts, it earns one point towards its rating out of the two possible points.

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Price Performance

When a stock is trading above a key support level, investors are more likely to buy or hold. Support can be tough to spot but is commonly a level that has been tested and defended multiple times. Investors can use the 200 SMA. In addition to trading above support, a stock can earn one more point if it is up over the past four weeks.

Both of these analysis methods are helpful when buying a stock in a downward trend to avoid catching a falling knife. In the DAKT three-year chart, the stock is trading above its historical support level (defended three times), and price is also up over the last month.

Rankings

Fourteen Bowser stocks earned a chart rating of three or higher, with two perfect scores. Below is a table showing the stocks with the best ratings:

Ticker Symbol	Chart Rating
BABB	4
KTEL	4
ARC	3
ATGN	3
BGCP	3
BUKS	3
CLNE	3
DAKT	3
ENG	3
FGI	3
RVP	3
SB	3
TBTC	3

BAB Inc. (BABB) and **KonaTel (KTEL)** both received perfect scores. We used the standard chart rating system for BABB since we consider it a dividend stock as opposed to a value stock.

These high ratings put these stocks in buying range and add appeal for technical investors. Below shows both charts on the three-year timeframe:



Market Overview

BWSR AVG ↑ 5.8%	NASDAQ ↑ 8.8%	RUS 2000 ↑ 8.6%	S&P 500 ↑ 6.3%	DOW JONES ↑ 4.7%
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Market Sentiment:

Bear Market since 06/13/22

Stocks recorded their best monthly gain of 2022 despite lackluster macroeconomic data. Technology stocks showed relative strength, and energy stocks recorded outflows for the first time all year. The Federal Reserve hiked rates by another 75 basis points in July and are expected to announce a similar hike in September.

Bowser stocks (up 5.8%) recovered from the June blood bath and also recorded their largest monthly gain of 2022. Clean Energy Fuels (CLNE) was the top gainer following unusual social media buzz. **MariMed (MRMD)** also outperformed due to strength following multiple positive headlines.

Both charts clearly show strong bullish trends and great price structure. This is even more impressive considering the relative weakness from micro cap stocks for 2022. Although the 20 SMA is below the 50 SMA for KTEL, it is crossing upward and signaling a trend continuation.

Conclusion

Overall, the chart rating system is applicable to any individual stock and can help investors recognize stocks that are poised to outperform and/or offering value for long-term investors.

As we've noted in previous issues, this bear market has been brutal to small caps. The Bowser Technical Rating can help investors buy with more conviction during periods of volatility in the markets by ensuring that you are not buying into a larger sell-off. The simplicity of the system detailed above shows that while technical analysis can be intimidating, basic methods of reading price performance and trends can easily be learned and applied.

The drawback to technical analysis in long-term investing is becoming too focused on short-term results. Rather than enhancing long-term gains, investors begin to expect short-term profits. If you find your mindset shifting to more immediate profits, get back to basics and just focus on purchasing fundamentally-sound companies at low prices, ignoring technical analysis.

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

Atlantic American (AAME) operates through its subsidiaries in well-defined specialty markets for life, health, property and casualty insurance within the United States. The company operates through its American Southern and Bankers Fidelity segments, each of which operates with relative autonomy to allow for quick reaction to market opportunities. AAME was founded in 1937 and markets its products through independent agents and brokers.

We originally recommended AAME in February 2012. The stock has found its way back into the newsletter, trading at an undervaluation.

Income Breakdown

American Southern operates as Atlantic American's property and casualty subsidiary. The majority of its net earned premiums come from automobile liability and automobile physical damages. These two groups accounted for \$53.7 million, or 78%, of the segment's total revenue.

Bankers Fidelity comprises the life and health operations of the company, offering a variety of life and supplemental health products. Health insurance products, primarily Medicare supplement insurance, accounted for 91% of Bankers Fidelity's net earned premiums in 2021.

Medicare supplement premiums decreased \$12.1 million in 2021 due to non-renewals exceeding the level of new business writings. The resulting slower growth for Bankers Fidelity presents a minor risk for overall top-line growth. However, life insurance premiums and other health products offset the decrease entirely in the first quarter of 2022. As a result, quarterly net earned premium for Bankers Fidelity increased \$301,000 year-over-year (yoy).

Despite the lackluster premiums from Bankers Fidelity in 2021, Atlantic American reported healthy financial results due to continued growth from American Southern. Net earned premiums increased 9% to \$5.6 million in 2021, which was attributable to higher premiums from automobile liability and automobile physical damages. To the right is a chart showing the net premiums of the two product lines in the past four years.

Auto damage premiums totaled \$22.9 million in 2021 and are trending upward. The slightly larger increase in auto damage premiums was due to an increase in general liability as a result of a new



program. While auto liability premiums have plateaued in recent years, American Southern is still generating value regularly for the company.

The AAME business model heavily relies on consistent revenues rather than huge growth. As a value stock, top line results can plateau at times without adding any significant risk.

The simplest way to evaluate the company's financial performance is by analyzing its combined ratio, which represents the percentage of losses, loss adjustment expenses and other expenses incurred for each dollar of premium earned by the company. A combined ratio of under 100% represents an underwriting profit while a combined ratio of over 100% indicates an underwriting loss. Below is a table showing the combined ratios for each segment:

	1QFY22	1QFY21	2021	2020
American Southern	94.7%	96.5%	95.0%	94.2%
Bankers Fidelity	99.0%	106.5%	105.0%	94.7%

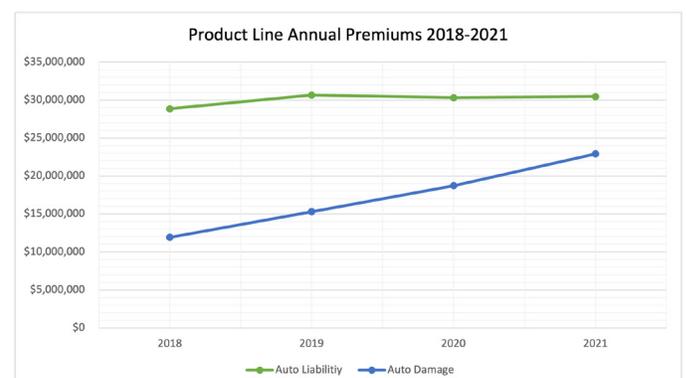
Quarterly results improved substantially year-over-year. Additionally, Bankers Fidelity recorded an underwriting loss in 2021, which rebounded in the first quarter of 2022.

Financials and Valuation

Atlantic American has an unusual balance sheet due to its sizable investments in debt securities. Regardless, assets outweigh liabilities 1.5-to-1, and cash totaled \$15.6 million for the first quarter. AAME does not have any long-term debt and, with its sizable cash position, there is minimal liquidity risk.

Both the profit margin (3.7%) and operating margin (5.4%) are thin in comparison to our typical recommendations. However, low margins are standard for the industry and bottom line results have been fantastic over the past three years.

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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 08/05/22	Long-term Debt (Millions)	Sales Updated Quarterly (Millions)	Income/Loss Updated Quarterly (Millions)	Shares Outstanding (Millions)	Bowser Rating
CATEGORY ONE: BEST COMPANIES (RATED 10+)								
05/21(QB)	KONATEL, INC. (KTEL)	TELECOM SERVICES	1.58	\$0.150	\$14.7	\$0.812	41.6	10
CATEGORY TWO: GOOD COMPANIES (RATED 8-9)								
05/22(CM)	ACUITYYADS HOLDINGS (ATY)	DIGITAL MEDIA SOLUTIONS	2.58	\$3.853	\$122.0	\$10.556	60.7	9
# 04/19(N)	ARC DOCUMENT SOL. (ARC)	DOCUMENT SOLUTIONS	2.88	\$59.995	\$285.7	\$11.014	42.3	9
08/22(GM)	ATLANTIC AMERICAN (AAME)	INSURANCE PRODUCTS	2.95	\$33.738	\$202.1	\$7.554	20.4	9
10/19(QB)	BAB, INC. (BABB)	FAST CASUAL RESTAURANT FRANCHISES	0.94	\$0.000	\$3.2	\$0.388	7.3	8
02/20(QB)	BUTLER NATIONAL (BUKS)	AEROSPACE AND DEFENSE PRODUCTS	0.80	\$43.411	\$73.5	\$10.368	76.5	8
# 08/21(CM)	CHARLES & COLVARD (CTHR)	FINE JEWELRY	1.32	\$0.000	\$43.5	\$10.715	30.5	8
07/22(GS)	DAKTRONICS (DAKT)	NOW ABOVE \$3 PER SHARE; SEE PAGE 5 (FOLLOW-THROUGH)						
06/22(CM)	FGI INDUSTRIES (FGI)	KITCHEN AND BATH PRODUCTS	2.56	\$6.637	\$189.1	\$5.475	12.1	9
# 11/19(CM)	ORION ENERGY SYSTEMS (OESX)	LED LIGHTING SYSTEMS	1.69	\$0.015	\$107.2	\$0.746	31.1	8
# 01/21(A)	WILLIAMS INDUSTRIAL (WLMS)	CONSTRUCTION/MAINTENANCE SERVICES	1.40	\$30.228	\$313.7	\$2.380	26.6	8
CATEGORY THREE: SPECULATIVE COMPANIES (RATED 7 AND BELOW AND/OR NON-PROFITABLE)								
02/18(QB)	ALTIGEN COMMUNICATION (ATGN)	CLOUD-BASED IP SOLUTIONS	1.06	\$0.000	\$10.9	(\$0.134)	23.9	9
09/21(CM)	CLEARONE, INC. (CLRO)	VOICE AND VISUAL COMMUNICATIONS	0.69	\$1.359	\$29.5	(\$8.006)	24.0	9
11/21(CM)	DYNATRONICS (DYNT)	MEDICAL DEVICES	0.68	\$0.000	\$45.4	(\$0.228)	18.2	8
# 07/20(CM)	ENGLOBAL CORP. (ENG)	ENGINEERING SERVICES	1.39	\$0.000	\$31.6	(\$6.628)	35.4	10
# 03/20(CM)	FLEXSHOPPER (FPAY)	VIRTUAL LEASE-TO-OWN MARKET	1.06	\$63.449	\$121.6	\$0.891	21.6	7
# 11/20(GM)	FLUENT, INC. (FLNT)	DIGITAL MARKETING SERVICES	1.20	\$40.329	\$329.3	(\$10.059)	79.3	10
# 12/18(CM)	GSE SYSTEMS (GVP)	DATA ACCESS AND MANAGEMENT	1.19	\$2.955	\$54.4	\$9.378	21.0	NR
10/17(QB)	INNOVATIVE FOOD (IVFH)	FOOD PRODUCTS AND SERVICES	0.26	\$5.320	\$65.7	(\$0.103)	46.7	9
06/21(QX)	MACE SECURITY INT'L (MACE)	PERSONAL SAFETY AND SECURITY	0.20	\$0.000	\$10.5	(\$1.208)	64.8	7
# 04/17(QB)	MAMAMANCINI'S (MMMB)	FOOD PRODUCTS	1.45	\$10.609	\$58.6	(\$0.780)	35.8	NR
01/22(QX)	MARIMED INC. (MRMD)	MEDICINAL & RECREATIONAL CANNABIS	0.70	\$16.670	\$128.1	\$7.193	335.8	NR
# 02/21(GM)	MIND C.T.I. (MNDO)	BILLING & CUSTOMER CARE SOFTWARE	2.36	\$0.000	\$25.9	\$5.966	20.1	9
# 02/15(GM)	NOVA LIFESTYLE (NVFY)	FURNITURE MANUFACTURING/SALES	0.99	\$0.150	\$13.2	(\$20.097)	6.8	9
02/22(CM)	PALTALK, INC. (PALT)	COMMUNICATION SOFTWARE	1.90	\$0.000	\$12.8	(\$0.332)	9.8	8
07/21(PK)	PARKS! AMERICA INC. (PRKA)	THEME PARKS AND ATTRACTIONS	0.43	\$4.597	\$11.2	\$1.559	75.2	7
04/22(CM)	SIEBERT FINANCIAL (SIEB)	BROKERAGE/INVESTMENT ADVISORY	1.75	\$6.448	\$58.6	\$1.696	32.4	NR
04/21(CM)	SPAR GROUP (SGRP)	MARKETING SERVICES	1.17	\$0.700	\$253.6	(\$2.022)	21.9	7
# 12/21(GS)	STEALTHGAS (GASS)	SEABORNE TRANSPORTATION	2.51	\$269.598	\$148.7	(\$28.279)	38.2	8
09/19(QB)	TECHPRECISION (TPCS)	METAL COMPONENTS AND SYSTEMS	1.51	\$3.210	\$22.3	(\$0.542)	34.3	NR
02/19(QB)	TSS, INC. (TSSI)	END-USER AND ENTERPRISE SYSTEMS	0.47	\$0.000	\$27.4	(\$0.906)	19.2	8
# 03/21(GM)	WAVEDANCER (WAVD)	INFORMATION TECHNOLOGY SERVICES	1.41	\$0.000	\$14.6	(\$3.481)	17.4	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.

ENG signs marketing deal

ENGlobal (ENG) signed a marketing and technology agreement with OilSERV FZCO. Under the agreement, OilSERV paid ENG an undisclosed amount for the exclusive rights to market ENG's proprietary small-scale gas to liquids (GTL) technology for a period of ten years in Iraq, Libya, Algeria and the U.A.E.

This opens up significant opportunity to expand ENG's GTL services in one of the largest oil producing regions of the globe.

MamaMancini's adds new placements

MamaMancini's (MMMB) secured new customer authorizations, representing over 4,000 new spots on the shelves of tier-1 nationwide retailers. The new spots are expected to increase sales to its guidance

of over \$100 million in annual sales by fiscal year end.

The company also secured a market test with H.T. Hackney Company, one of the largest wholesale distributors in the U.S., for branded Meatballs in a Cup™ and four branded Meals for One products in 47 select locations.

MariMed gets approval for expansion

MariMed (MRMD) wholly-owned subsidiary, Kind Therapeutics, received approval from the Maryland Medical Cannabis Commission to operate its expanded production kitchen at its Hagerstown, Maryland cultivation and production facility.

The expanded kitchen increases Kind's production capabilities and capacity to meet the heavy demand for its branded products.

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 08/05/22 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
BGC PARTNERS (GS:BGCP)	\$4.08(NR)	08/20 \$2.89(8)	DESWELL INDUSTRIES (GM:DSWL)	\$3.05(9)	05/20 \$2.35(9)
CF BANKSHARES. (CM:CFBK)	\$20.65(NR)	03/17 \$9.00(11)	GALAXY GAMING (QB:GLXZ)	\$3.68(7)	05/17 \$0.69(8)
*Price adjusted for 1-for-5 reverse split (Aug. '18)			ONE STOP SYSTEMS (GS:OSS)	\$4.03(10)	12/20 \$2.73(9)
CLEAN ENERGY FUELS (GS:CLNE)	\$5.10(9)	09/20 \$2.57(9)	RETRACTABLE TECHNOLOGIES (A:RVP)	\$4.85(11)	01/20 \$1.48(10)
CYANOTECH (CM:CYAN)	\$3.03(9)	03/22 \$3.02(10)	SAFE BULKERS (N:SB)	\$3.69(9)	05/19 \$1.81(10)
DAKTRONICS (GS:DAKT)	\$3.86(9)	07/22 \$3.01(9)	TABLE TRAC (QB:TBTC)	\$3.75(9)	07/19 \$2.40(10)

THE FOLLOWING WE SAID SHOULD BE SOLD

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

CBDMD, INC. (A:YCBD)	\$0.51	04/22 \$0.69	TOMI ENVIRONMENTAL (CM:TOMZ)	\$1.05	04/22 \$0.75
SYMBOL LOGIC (CM:EVOL)	\$1.44	11/21 \$2.74			

BRIEFS

BGC Partners (BGCP) added Dr. Sharon Brown-Hruska to the FMX Futures Exchange board of directors. . . . **CF Bankshares (CFBK)** announced that Scott Smith will be joining the team as the Southwest Ohio market president. . . . **Clean Energy (CLNE)** applauded the new bipartisan Senate bill supporting a \$1 per gallon tax credit for renewable natural gas as a transportation fuel. . . . **Galaxy Gaming (GLXZ)** announced the appointment of Meredith Brill to the company's board of directors. . . . **Mace Security Int'l (MACE)** extended its revolving line of credit with Fifth Third Bank National Association through May 2023 to provide working capital for the company's various revenue-generating opportunities that it is pursuing. MACE also announced Edmund Gai as its Omnichannel sales manager. Finally, MACE partnered with Genuine Parts Company and its highly recognized North American Automotive Parts Group, NAPA, granting MACE access to 6,000 NAPAAUTO PARTS stores, 57 distribution

centers and more than 16,000 NAPA AutoCare and AutoCare Collision Centers throughout the U.S. . . . **MariMed (MRMD)** began trading on the Canadian Securities Exchange, which does not affect the company's listing on the US OTC Markets. The company also announced the availability of a new cannabis-infused ice cream. . . . **One Stop Systems (OSS)** formed a new strategic advisory board to help accelerate its pursuit of the multi-billion-dollar AI Transportables market. . . . **Orion Energy Systems (OESX)** announced that Michael H. Jenkins, the company's executive vice president and chief operating officer, will assume the role of chief executive officer effective November 10, 2022. . . . **Retractable Technologies (RVP)** intends to reduce its workforce by approximately 16% as a result of the substantial completion of its facility expansion efforts. . . . **Table Trac (TBTC)** will be installing its CasinoTrac casino management systems at the Lucky Strike Casino in Carson City, Nevada. TBTC also announced that Waymore Casino of Panama has contracted the company for its casino management system. . . . **Williams Industrial Svcs (WLMS)** revised revenue guidance to \$275-\$295 million for fiscal 2022, which is down from the previously-forecasted \$305-\$325 million. Large shareholder, Montana Advisors Ltd. and its affiliates, issued an open letter to WLMS proposing actions to "maximize and protect stockholder value."

INSIDER TRANSACTIONS

COMPANY	SHARES TRADED	# OF TRADES	PRICE RANGE
Butler National (BUKS)	A - 400,000	1	\$0.88
Central Federal (CFBK)	D - 60	1	\$20.55
Cyanotech (CYAN)	D - 1,014	6	\$3.03 - 3.15
	OE - 2,660	5	\$0.00
Dynatronics (DYNT)	A - 229,721	10	n/a - \$0.64
	A - 147,274x	2	n/a
One Stop Systems (OSS)	OE - 12,609x	1	\$0.46
	S - 14,200x	3	\$3.95
TSS, Inc. (TSSI)	A - 1,883,326x	1	n/a
WaveDancer (WAVD)	AB - 59,136	6	\$1.16 - \$1.56
	D - 30,435	1	\$1.15
	OE - 100,000	1	\$0.35

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

BUCKAROOS SPEAK

Retractable Tech. Workforce

Is Retractable Technologies (RVP) reducing its workforce actually a good thing?

-- James S.

Many companies are reducing their workforce to combat inflation and its negative effects on their profit margins. RVP is no exception and

the reduction will result in an overall annualized savings of approximately \$2.1 million dollars, or 13% in annual payroll expense.

As long as the company can maintain its production levels, which RVP claims it will, we believe it is a positive catalyst. Following the completion of the recent expansion efforts, capacity should also be higher.

COMPANY OF THE MONTH... CONTINUED

Revenue per share of 9.9 and trailing twelve month earnings per share (EPS) of \$0.36 further exemplify how its thin margins are sufficient in creating value for shareholders.

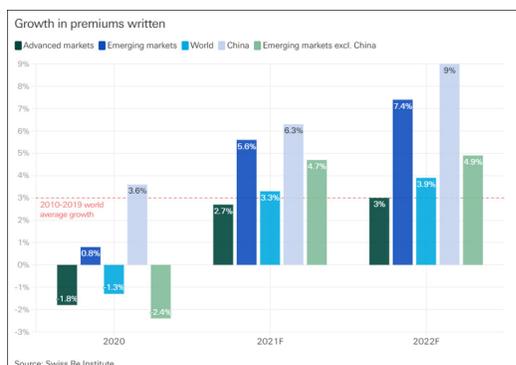
Atlantic American's valuation is the most appealing aspect of the stock. With a book value of \$6.19 per share and current share price of \$2.95, AAME is undervalued by 52%. However, we still recommend shopping for lower entry points. **Our ideal entry point is \$2.40-\$2.75 per share**, but investors can consider any price below \$3.

In addition to trading well under book value, its price/book (P/B) and price/sales (P/S) ratios are 20% and 50% below the industry average, respectively. Its price/earnings ratio (P/E) of 8.2 is slightly higher than the industry average (7.8), indicating that the stock is more expensive but has higher earnings growth.

Like many value stocks, AAME has a history of paying an annual dividend. The last dividend payment (\$0.02/share) was distributed in April 2022, and is likely to be paid again in 2023. While a 0.7% dividend yield is not a game changer, it is a bonus considering the current value premium.

Outlook and Risks

Industry outlook was volatile following the pandemic but has since stabilized. Industry trends worldwide have increased drastically since 2020, with growth in world market premiums forecasted at 3.9%. Below is a chart showing the industry recovery:



In advanced markets, such as the United States, premiums are expected to grow at 3%, which is in-line with the ten year average. Even with inflation slowing down earnings growth, this makes 2022 an opportune time to invest in insurers as the global market recovers.

AAME has a defined market and a record of maintaining high premiums. Although Medicare supplement premiums faded in 2021, the product line has slowed its decline and was entirely offset by growth in another segment. We do not see major risks regarding premium outlook in the near future.

The only other risk associated with AAME is its past as a stale stock. Share price is not in a strong upward trend, which can limit overall demand. Even with its tight range, the stock is fairly volatile due to the high insider ownership (80% of the shares outstanding). Institutions hold 5% of the shares outstanding (27% of the float). Therefore, any significant buying pressure down the road adds upside for AAME.

In conclusion, AAME is a value stock that offers significant upside for patient investors. Its valuation metrics are extremely low and the industry is recovering quickly. The company has a defined market, and net income is much higher than it was upon our initial recommendation in 2012. We believe AAME has earned its spot back in the newsletter with its bottom line growth, healthy balance sheet and great overall financial stability.

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	2020	2021	2022 (A)
REVENUES	\$195,348,000	\$199,554,000	\$51,608,000
INCOME (LOSS)	\$12,169,000	\$4,281,000	\$2,743,000
NET ASSETS	\$145,060,000	\$141,286,000	\$126,423,000
BOOK VALUE	\$7.19	\$6.90	\$6.19
TOTAL SHARES	20,170,000	20,472,000	20,403,576
FLOAT	N/A	N/A	4,340,000

(A) Results for the three months ended March 31, 2022.

Beginner's Portfolio Up 451%

BOUGHT: None this month

SOLD: None this month

	Cost	08/06/22	Cost	08/06/22	Cost	08/06/22	Proceeds	
BOSC	510/Aug '18	480	BABB	157/Aug '21	188	MMMB	314/Mar '22	289
BUKS	134/Mar '20	160	CTHR	586/Sep '21	264	CYAN	570/May '22	606
TBTC	587/Feb '21	750	DYNT	210/Dec '21	136	SIEB	395/May '22	350
MNDO	586/Mar '21	472	GASS	444/Jan '22	502	OESX	804/Jul '22	676
KTEL	219/Jun '21	316	MRMD	179/Feb '22	140	ATY	1,008/Jul '22	1,032
ARC	530/Aug '21	576	PALT	496/Mar '22	380	FGI	888/Jul '22	1,024
							Current Holdings Value:	8,342
Original cost for all stocks: \$4,766							Proceeds from Sales:	17,917
*Half of original holdings							Total Value of Portfolio:	26,259

Gain: 26,259 minus 4,766 = 21,493

Percentage of gain: 21,493 divided by 4,766 x 100 = 451.0

Compound Annual Growth Rate: 8.50%

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 \$600 a month is required... **With each new Company of the Month, 100 shares are purchased until we had 18**... We began using 200 shares each in 2017 and then increased to 400 shares in July 2022 to use more cash... We use an internet broker... **We follow the Bowser Game Plan. Portfolio started Sep. '01.**

Beginner's Portfolio Explanation

This month, the Beginner's Portfolio posted just a slight gain (+1.6%), underperforming after outperforming last month. After a good bit of turnover, there are no changes to the portfolio's holdings. Top gainers include **MariMed (MRMD)**, up 21%, **FGI Industries (FGI)**, up 15%, and **ARC Document Solutions (ARC)**, up 11%. Their gains, however, were partially offset by **Orion Energy (OESX)**, down 16%, **Butler National (BUKS)**, down 8%, and **Paltalk (PALT)** and **StealthGas (GASS)**, each down 7%.

EARNINGS

	Quarter Ended	Current Sales	Same Period Last Year	Current Earnings	Same Period Last Year	Comments
ARC Document Solutions (ARC)	06/30/22	\$74,564,000	\$68,799,000	\$3,126,000	\$2,468,000	
BGP Partners (BGCP)	06/30/22	\$435,756,000	\$512,450,000	\$16,343,000	\$20,060,000	
Butler National (BUKS)	04/30/22	\$18,104,000	\$17,908,000	\$1,628,000	\$624,000	
Clean Energy (CLNE)	06/30/22	\$97,224,000	\$480,000	(\$13,362,000)	(\$79,949,000)	
ENGGlobal (ENG)	06/25/22	\$11,355,000	\$11,079,000	(\$1,533,000)	(\$4,256,000)	
Mace Security (MACE)	06/30/22	\$1,981,000	\$3,396,000	(\$452,000)	\$702,000	(A)
Orion Energy Systems (OESX)	06/30/22	\$17,906,000	\$35,101,000	(\$2,835,000)	\$2,510,000	(B)
Safe Bulkers (SB)	06/30/22	\$95,463,000	\$84,963,000	\$50,329,000	\$32,446,000	
TechPrecision (TPCS)	03/31/22	\$7,562,000	\$4,029,000	(\$402,000)	\$214,000	(C)

(A) *Sanjay Singh, MACE CEO: "This quarter was disappointing. We initiated a restructuring plan in the second quarter which is now complete and will reduce operating costs. On the revenue front, we are encouraged by the addition of Mid States Distributing as a new customer and are anticipating orders in the third and fourth quarters from a major retailer that could add incremental annual gross revenues of \$1.5 to \$2.0 million."*

(B) *"In the quarter, we saw a continuation of customer project delays that also impacted results in the second half of last year, along with some slowing of our sales cycle as customers work through current economic conditions," explained Mike Altschaeff, OESX's CEO. "Despite the slow*

start to this year, we have a robust pipeline of opportunities that should commence in the second half of our fiscal year."

(C) *"Financials for fiscal 2022 included seven months of business activity from our Stadco subsidiary," commented Alexander Shen, TPCS's CEO. "With our successful acquisition of Stadco, a prime turnaround acquisition, our sharp focus is on shepherding cash, rebuilding customer and supplier relationships, establishing operational discipline and growing the backlog."*

The acquisition of Stadco, while it helped to drive the considerable rise in sales, also increased cost of sales, resulting in only slightly higher gross profit for the quarter.

NOTES BY THE EDITOR

The stock market showed signs of recovering, and stocks recorded their largest monthly gain since October 2021. While volatility remains slightly elevated, there were plenty of stocks that outperformed to kick off earnings season.

The majority of micro-cap stocks disregarded the market strength and continued to drop. However, small, mid and large-cap stocks shot higher and recorded sizable inflows. The top gainers consisted of growth names and energy stocks **Clean Energy (CLNE)** and **ENGlobal (ENG)**. Both companies



announced positive news and outperformed despite weakness from the energy sector.

We will always prioritize fundamentals when recommending stocks. Technical analysis is useful for trade execution but can cause investors to deviate from their long-term game plan.

Whether or not stocks can sustain recent gains, there is one major takeaway from 2022: **discipline is a necessity**. By being patient, following the Bowser Game Plan and focusing on solid underlying companies, we can maximize profits in the long haul.

The August 2022 Database publishes at the end of the month. If you're looking for more stocks that meet Bowser criteria, check out this publication. **Use coupon code AUG22 to save 30%** on a single issue or annual subscription. More details here: <https://thebowserreport.com/shop/purchase-database/>.

FIVE BOWSER STOCKS UP AND DOWN

Clean Energy (CLNE)	UP	48%	Mace Security (MACE)	DOWN	20%
Daktronics (DAKT)	UP	28%	Orion Energy (OESX)	DOWN	16%
ENGlobal (ENG)	UP	25%	Altigen Comm. (ATGN)	DOWN	11%
Nova Lifestyle (NVFY)	UP	22%	Butler National (BUKS)	DOWN	8%
MariMed (MRMD)	UP	21%	StealthGas (GASS)	DOWN	7%