



300 Preston Avenue, Suite 500  
 Charlottesville, VA 22902-5096  
 Telephone (434) 293-9104  
 Fax (434) 293-9002  
 www.chaseinv.com

**The Wall Street Transcript**  
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**“Using a Growth At A Reasonable Price (GARP) Strategy to Manage a Midcap and a Large-Cap Fund”  
 Reprint Disclosures**

**Chase Growth Fund Total Return Average Annualized as of 3/31/15**

	1 Year	3 Years	5 Years	10 Years	Inception
<b>Class N (CHASX)</b>	<b>15.91%</b>	<b>16.33%</b>	<b>14.52%</b>	<b>7.22%</b>	<b>7.72% (12/2/97)</b>
<b>Institutional Class (CHAIX)</b>	<b>16.16%</b>	<b>16.64%</b>	<b>14.80%</b>	—	<b>7.78% (1/29/07)</b>
Lipper Large-Cap Growth Funds Index	14.26%	15.21%	13.94%	8.24%	4.97% (12/2/97) 7.78% (1/29/07)
Russell 1000® Growth Index	16.09%	16.34%	15.63%	9.36%	5.79% (12/2/97) 8.97% (1/29/07)
S&P 500® Index	12.73%	16.11%	14.47%	8.01%	6.40% (12/2/97) 6.99% (1/29/07)

**Chase Growth Fund Fees and Expenses**

	Class N	Institutional Class
Expense Ratio	1.33%	1.08%
Sales Load	None (Both Share Classes)	
12b-1 Fee	None (Both Share Classes)	
Redemption Fee	2.00% on shares held 60 days or less	

While the funds are no-load, management and other expenses still apply.

*Performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance of the fund may be lower or higher than the performance quoted. The most recent month-end performance may be obtained by visiting our website at [www.chasegrowthfunds.com](http://www.chasegrowthfunds.com). The funds impose a 2.00% redemption fee on shares held 60 days or less. Performance data does not reflect the redemption fee. If reflected, total returns would be reduced.*

**Chase Mid-Cap Growth Fund Total Return Average Annualized as of 3/31/15**

	1 Year	3 Years	5 Years	10 Years	Inception
<b>Class N (CHAMX)</b>	<b>11.62%</b>	<b>14.32%</b>	<b>16.86%</b>	<b>9.00%</b>	<b>10.06% (9/1/02)</b>
<b>Institutional Class (CHIMX)</b>	<b>11.89%</b>	<b>14.59%</b>	—	—	<b>16.12% (2/2/12)</b>
Lipper Mid-Cap Growth Funds Index	11.85%	15.13%	14.27%	9.87%	11.04% (9/1/02) 16.33% (2/2/12)
Russell Midcap <sup>®</sup> Growth Index	15.56%	17.41%	16.43%	10.19%	12.29% (9/1/02) 18.30% (2/2/12)

**Chase Mid-Cap Growth Fund Fees and Expenses**

	Class N	Institutional Class
Expense Ratio	1.69% (gross) 1.43% (expense cap)*	1.44% (gross) 1.18% (expense cap)*
Sales Load	None (Both Share Classes)	
12b-1 Fee	None (Both Share Classes)	
Redemption Fee	2.00% on shares held 60 days or less	

While the funds are no-load, management and other expenses still apply.

*Performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance of the fund may be lower or higher than the performance quoted. The most recent month-end performance may be obtained by visiting our website at [www.chasegrowthfunds.com](http://www.chasegrowthfunds.com). The funds impose a 2.00% redemption fee on shares held 60 days or less. Performance data does not reflect the redemption fee. If reflected, total returns would be reduced.*

*\* Expense Ratio net of contractual waiver through 1/27/16 and not including acquired fund fees and expenses, leverage interest, taxes and extraordinary expenses.*

**Chase Growth Fund Top 10 Holdings 3/31/15****Chase Mid-Cap Growth Fund Top 10 Holdings 3/31/15**

	Fund	Russell 1000 Growth Index
Skyworks Solutions Inc	4.4%	0.2%
Constellation Brands Inc	4.0%	0.2%
Actavis PLC	3.8%	1.0%
CVS Health Corp	3.5%	0.2%
Disney Walt Co	3.0%	1.4%
Electronic Arts Inc	3.0%	0.1%
Dollar Tree Inc	3.0%	0.2%
Biogen Inc	3.0%	0.9%
Pepsico Inc	3.0%	1.3%
Cisco Systems Inc	2.8%	0.0%
<b>TOTAL</b>	<b>33.4%</b>	<b>5.5%</b>

	Fund	Russell Midcap Growth Index
Dollar Tree Inc	3.7%	0.5%
Allegiant Travel Co	3.1%	0.0%
AmerisourceBergen Corp	2.9%	0.7%
Fiserv Inc	2.8%	0.6%
Akorn Inc	2.8%	0.0%
Team Health Holdings Inc	2.6%	0.0%
O Reilly Automotive Inc	2.6%	0.7%
Jarden Corp	2.5%	0.1%
Paychex Inc	2.5%	0.4%
Universal Display Corp	2.4%	0.0%
<b>TOTAL</b>	<b>27.8%</b>	<b>3.0%</b>

Fund holdings and sector allocations are subject to change at any time and should not be considered a recommendation to buy or sell any security.

Must be preceded or accompanied by a prospectus.

**Past performance does not guarantee future results.**

**Mutual fund investing involves risk. Principal loss is possible. The Chase Mid-Cap Growth Fund invests in mid-cap companies, which involve additional risks such as limited liquidity and greater volatility. The Chase Funds may invest in foreign securities traded on U.S. exchanges, which involve greater volatility and political, economic and currency risks and differences in accounting methods. Growth stocks are typically more volatile than value stocks; however, value stocks have a lower expected growth rate in earnings and sales.**

The opinions expressed above are those of the investment adviser, are subject to change, should not be considered investment advice or a recommendation to buy or sell any security, and any forecasts or projections made cannot be guaranteed.

The Russell 1000<sup>®</sup> Growth Index contains those securities in the Russell 1000<sup>®</sup> Index with a greater-than-average growth orientation. Companies in this index tend to exhibit higher price-to-book and price-to-earnings ratios, lower dividend yields and higher forecasted growth rates.

The Russell Midcap<sup>®</sup> Growth Index is a market capitalization-weighted index that measures the performance of those Russell mid-cap companies with higher price-to-book ratios and higher forecasted growth values. The stocks are also members of the Russell 1000<sup>®</sup> Growth Index.

The S&P 500<sup>®</sup> Index is a broad based unmanaged index of 500 stocks, which is widely recognized as representative of the equity market in general.

The Lipper Large Cap Growth Funds Index is comprised of funds that invest at least 75% of their equity assets in companies with market capitalizations (on a three-year weighted basis) of greater than 300% of the dollar-weighted median market capitalization of the S&P Mid-Cap 400 Index.

The Lipper Mid-Cap Growth Funds Index measures the performance of funds in the midcap growth category as tracked by Lipper, Inc.

You cannot invest directly in an index.

Please note the Chase Funds do not have any sales charges but management fees and other expenses still apply. Please refer to the prospectus for further details.

**Diversification does not assure a profit, nor does it protect against a loss in a declining market.**

Market capitalization (cap) is the market price of an entire company, calculated by multiplying the number of shares outstanding by the price per share.

Earnings growth is the annual rate of growth of earnings from investments.

**Earnings growth is not representative of the fund's future performance and for a fund holding does not guarantee a corresponding increase in the market price of the holding or the fund.**

Duration is a measure of the sensitivity of the price (the value of principal) of a fixed-income investment to a change in interest rates. Duration is expressed as a number of years. Rising interest rates mean falling bond prices, while declining interest rates mean rising bond prices.

ADR is an American Depositary Receipt. A negotiable certificate issued by a U.S. bank representing a specified number of shares (or one share) in a foreign stock that is traded on a U.S. exchange. ADRs are denominated in U.S. dollars, with the underlying security held by a U.S. financial institution overseas. ADRs help to reduce administration and duty costs that would otherwise be levied on each transaction.

Free cash flow is a measure of financial performance calculated as operating cash flow minus capital expenditures. Free cash flow (FCF) represents the cash that a company is able to generate after laying out the money required to maintain or expand its asset base.

The Chase Funds are distributed by Quasar Distributors, LLC.

# THE WALL STREET TRANSCRIPT

Connecting Market Leaders with Investors

## Using a GARP Strategy to Manage a Midcap and a Large-Cap Fund



**PETER W. TUZ, CFA**, President, Director, Senior Security Analyst and Portfolio Manager for the Chase Growth and Chase Mid-Cap Growth Funds at Chase Investment Counsel Corporation. Mr. Tuz earned his B.A. from Ripon College, an M.A. from the University of Missouri and an MBA from Tulane University. Mr. Tuz is a CFA charterholder. Before joining Chase in 1997, he spent 10 years as a senior analyst and officer with two NYSE member firms. He serves as a trustee for Ripon College where he is a member of its investment committee. Mr. Tuz is a member of CFA Virginia and CFA Society of Washington, D.C., and serves on the Investment Company Institute's Small Funds Committee. He has been an occasional guest on CNBC, Fox Business News and The Street, and served on the board of CFA Virginia. He has been quoted in *Barron's*, *The Wall Street Journal*, *The New York Times* and other publications.



**BRIAN J. LAZORISHAK, CFA, CIC, CIPM, CMT**, Senior Vice President, Director and Senior Portfolio Manager for the Chase Growth and Chase Mid-Cap Growth Funds at Chase Investment Counsel Corporation. Mr. Lazorishak earned a B.S. in psychology and business cum laude from the University of Pittsburgh in 1994. Mr. Lazorishak joined Chase in 1997 and serves as a portfolio manager and senior technical analyst. Mr. Lazorishak is a CFA charterholder, a CIPM — Certificate in Investment Performance Measurement — certificate holder and a Chartered Market Technician. Mr. Lazorishak is a member of CFA Virginia and the Market Technicians Association. He has appeared on CNBC, The Street and The Nightly Business Report, and has been quoted in *Barron's*, *The Wall Street Journal*, *The New York Times*, *Investor's Business Daily*, *USA Today* and other publications.



**ROBERT C. KLINTWORTH, CMT**, Vice President and Portfolio Manager for the Chase Growth and Chase Mid-Cap Growth Funds at Chase Investment Counsel Corporation. Mr. Klintworth received his B.S. in mathematics from Westmont College. Mr. Klintworth serves as a portfolio manager, technical analyst and trader. Mr. Klintworth is a Chartered Market Technician and a member of the Market Technicians Association. Prior to joining Chase in 2004, he worked primarily in accounting. He has been quoted in *Barron's*.

### SECTOR — GENERAL INVESTING

**TWST:** Can you describe your firm and your respective roles in it?

**Mr. Tuz:** I am the President of the firm, Chase Investment Counsel, located in Charlottesville, Virginia. We have been in business since 1957. We manage approximately \$425 million on behalf of high net worth individuals and institutions, and we operate two mutual funds, the Chase Growth Fund, CHASX, a large-cap fund; and the Chase Mid-Cap Growth Fund, CHAMX.

**Mr. Lazorishak:** I am also a portfolio manager here at Chase

for the Chase Growth and Chase Mid-Cap Growth Funds.

**Mr. Klintworth:** This is Buck Klintworth; I am also a portfolio manager for the Chase Growth and Chase Mid-Cap Growth Funds.

**Mr. Tuz:** Mr. Lazorishak, Brian, does the bulk of our large-cap work, and Mr. Klintworth, Buck, does the bulk of the midcap work, but we have a lot of overlap.

**TWST:** Can you talk about the strategies for the large-cap and midcap funds?

**Mr. Tuz:** We are a GARP manager. We've always been a GARP manager. We believe that stocks follow their earnings growth

over time. We have a pretty rigorous quantitative screening process that starts with some fairly simple metrics we are looking for. This applies to both midcap and large-cap stocks. We are looking for companies with consistent growth, which we basically describe as four out of five up years or seven out of 10 up years, and then, we are looking for companies with growth period, which we generally describe as earnings growth of 10% for the last five years.

In market cap, we start with approximately \$1 billion. That's the lowest stock that'll probably go into the midcap portfolio. Of course, at the top end, we own **Apple** (NASDAQ:AAPL) right now with a \$750 billion market cap. Both portfolios are fairly concentrated with approximately 40 stocks in the large-cap portfolio, and maybe five to 10 higher in the midcap portfolio on average, though we have ranges for each.

**TWST: Can you go into more detail about your research methodology and the criteria you use to select investments?**

**Mr. Lazorishak:** As Peter said, we focus on growth at a reasonable price. We have a very simple screen to get just consistent growers, and that is 10% historical earnings growth and, as Peter mentioned, up to four of the last five and seven of the last 10 years. That's the first cut in our process.

***“The last thing I would say processwise is that, relative to some of our peers, we have a very well-defined clear-cut sell discipline and are big believers that making the sell decisions is just as important as good buy decisions.”***

The second cut, and what's a little more proprietary, is the use of some weekly screens that measure stocks on a variety of fundamental and technical factors. These are sourced from third-party data providers that measure one or more of those factors. So on the fundamental side, that's primarily earnings momentum, a company's short- and intermediate-term growth rates, as well as acceleration and positive estimate revision. On the technical front, we are looking for positive relative strength or relative price performance.

The stocks that come to the top of that screen are those that are outperforming their peers by our metrics and outperforming the market as a whole over a variety of different time frames. So we are pulling all this data together to really try to identify the strongest companies on a fundamental basis and the strongest stocks on a technical basis. Our work over the years has shown that this is where we believe the real winners come from, particularly in the growth space. We want to focus our efforts there.

By running those screens, we get down to about 40 to 60 names each week that, as I said, are the strongest companies and the strongest stocks. From there, we kind of turn off the quantitative part of our process and look at the stocks on a more subjective basis using traditional fundamental research. We dig into the company to try to determine what the drivers are for the company's business. We know from the screens that it is a company that's doing well. We want to find out what the driver is and what's causing it to show up in our screens in this particular point in time. Then, we want to make a determination of whether that can continue for at least the next several quarters.

We also, at this point in our process, want to identify the risks. What could go wrong with the story? What could change to derail the good performance the company and stock are seeing right now? That's really what we focus on. To do that, we rely on internal research. Peter takes a large role in that, but it is also very much a team effort of looking at the

individual stocks. We do rely on Wall Street research to really to get our hands around the story and to understand what those risks might be. In the end, we might disagree with that research, but we at least want to understand what the Street is looking at for the stock.

Finally, we have a large number of outside, what I'd call third-party research sources, we bring to bear on the company. At the end of all

### Highlights

*Mr. Tuz, Mr. Lazorishak and Mr. Klintworth discuss Chase Investment Capital Corporation, and the Chase Growth and Chase Mid-Cap Growth Funds. Both funds are concentrated, focus on growth at a reasonable price and use a quantitative screening process to identify the metrics the firm is looking for. After the quantitative screen, Mr. Tuz, Mr. Lazorishak and Mr. Klintworth use traditional fundamental research to dig deeper into the strongest companies and determine the drivers of the businesses. In addition to the stock-picking approach, the firm has a well-defined sell discipline. As growth managers who add valuation and quantitative components to their strategy, they attempt to generate returns and outperform peers in difficult market periods on a risk-adjusted basis.*

*Companies discussed: [Apple \(NASDAQ:AAPL\)](#); [Microsoft Corporation \(NASDAQ:MSFT\)](#); [Schlumberger Limited \(NYSE:SLB\)](#); [Aetna \(NYSE:AET\)](#); [Southwest Airlines Co. \(NYSE:LUV\)](#); [Sonic Corporation \(NASDAQ:SONC\)](#) and [McDonald's Corporation \(NYSE:MCD\)](#).*

this, we are able to look at the company and its drivers, and try to assess the risks and make a determination as to whether it's worthy of a spot in our portfolio. We do some valuation work at that point in our process to try to identify a price area that makes sense from a risk/reward standpoint. If all goes according to plan, we put the stock in the portfolio.

The last thing I would say processwise is that, relative to some of our peers, we have a very well-defined, clear-cut sell discipline and are big believers that making the sell decisions is just as important as good buy decisions. We will sell a stock for one of four reasons. Either it gets overvalued to the point where the risk/reward is no longer favorable, then we will trim or eliminate a position. If the fundamental story changes or something else changes to affect that investment thesis, then we will sell a stock. If there is enough quantitative or technical weakness in a particular stock, we will take action. And finally, the weakest stock in the portfolio is always subject to being pushed out by something we like a little better.

**TWST:** Over the last six months, can you give us specific names of companies, stocks or even markets that you've bought into and why? And then, talk about anything you have sold and why for either of the funds.

**Mr. Tuz:** Would you like us to do this first with large cap and then with the midcap portfolio?

**TWST:** That would be fine.

**Mr. Lazorishak:** Just to give you a little bit of flavor, and these are some of the things in the first quarter. On the sell side, we eliminated from the portfolio **Microsoft** (NASDAQ:MSFT) and **Schlumberger** (NYSE:SLB). In both of those cases, those were companies that had kind of some fundamental problems as well as losing their status as leaders in the market. So as their earnings numbers continued to go down for those companies and the stock didn't perform well, we looked to replace them.

Some of the names that came into the portfolio in the quarter were companies like **Aetna** (NYSE:AET) and **Southwest Airlines** (NYSE:LUV). They had better fundamental profiles as well as better technical profiles and fit our criteria. They came into the portfolio like all stocks do. They showed up in our screening system. We evaluated them on a fundamental basis and felt that the risk/reward was appropriate, and then made those purchases.

**1-Year Daily Chart of Aetna**



Chart provided by [www.BigCharts.com](http://www.BigCharts.com)

**TWST:** When you talk about the technical decision, what do you exactly mean? Can you go into more detail about what that is?

**Mr. Lazorishak:** I will contrast it with fundamental analysis. Fundamental analysis is the study of the company's economics, if you will, its fortunes on an economic basis. Technical analysis has to do with the stock price itself.

The stock price and volume are really the two main things people look at, but you are trying to assess the behavior of the stock and its potential for future returns. We do that in our quantitative work. Some of the indicators we use are more absolute in terms of how well the stock is doing. It can be something as simple as whether it's trading above or below a particular moving average, or perhaps its performance over the last few months up to six months.

In the case of **Microsoft**, how is **Microsoft** performing relative to the technology sector, and how is it performing relative to the market as a whole? When it is underperforming the market, it's what we would term losing relative strength, and we are getting warning flags in some

of those technical indicators. That's something we pay attention to, and as it goes from a little more of a warning, what I think of as a yellow light, to more of an outright sell, we take action and look for something that's performing better than the market in terms of leadership.

**TWST:** Are your funds domestic or international in focus? Can you describe any ratios you might use in terms of geographic distribution of positions?

**Mr. Lazorishak:** Primarily domestic. From time to time, we own some ADRs. We own a few of those in the large cap right now but none in the midcap. It varies a little bit, but we do think of ourselves as primarily a domestic fund.

**TWST:** What do you think in today's market is either misunderstood or underappreciated?

**Mr. Lazorishak:** I think one of the things we've seen this year that we've talked about little is a lot of focus on aggregate earnings for the S&P 500. Maybe this is just on the forefront of my mind since we are really in the heart of earnings season. But over the last several weeks, there has been a lot of angst and hesitation over the fact that earnings, in aggregate for the S&P 500, are going to be down a little bit year over year this quarter. They are up a little bit if you X-out the energy stocks. But I think people are focusing on those aggregate numbers a little too much.

You are seeing some real weakness in earnings as it relates to the energy sector and as it relates to foreign currency effects. But if you are like us and an active manager, you may be able to avoid the worst of those situations. Looking at the valuation of the S&P, for instance, on aggregate earnings makes it appear more expensive than many of the component stocks are. So while you look at the overall S&P 500 and that flat earnings number that's causing some hesitation, in fact, there are still some good values to be had out there and maybe more so than usual. You have a wide disparity in the kind of the year-over-year growth of companies because of some of those factors, like energy and currency.

**TWST:** What are you advising clients about the interest-rate situation? Are you planning for the possibility of them rising?

**Mr. Tuz:** A large part of our business is our balanced accounts for individuals. With the fixed income portion of those portfolios, we've been saying, and this goes back a couple of years now, to buy very short-term maturity bonds, probably with 24 months being the longest duration we have. We have been staying in very high-quality corporate bonds because you get some yield versus really no yield for Treasuries over the same period. For the bond portfolios, we stay short and high quality. For some people who really need income, we have substituted some kind of high-quality stable but dividend-paying stock or stocks for bonds.

**TWST:** Overall, what sort of macro trends are you discussing at the firm, if any, and including but not limited to potential regulatory changes in any of the sectors that you are in?

**Mr. Tuz:** We don't dwell a whole lot on trying to guess macro issues. As Brian described earlier, we have a pretty rigorous screening process. We let the screens tell us what sectors have the potential to benefit from the current state of the economy. From week to week, you don't see those screens change very much, but over the course of a 12-month period, those screens will change dramatically.

Yesterday, we did the screens, and there was maybe one, two or three energy names on the screens, both large-cap and midcap combined. If you went back a year ago, it probably would have had 20 energy names. That's a function of those stocks being kind of out of favor technically and not having the earnings growth fundamentally that are required to pass our

screening process. Certainly, we are cognizant that interest rates are at near-record-low levels, and we take that into consideration in the bonds that we do buy, but we don't spend a whole lot of time wondering whether the economy is going into or out of a recession, or whether we're better off with domestic companies or international companies. Over time, our screening process would tell us that.

***"We don't dwell a whole lot on trying to guess macro issues. As Brian described earlier, we have a pretty rigorous screening process. We let the screens tell us what sectors have the potential to benefit from the current state of the economy. From week to week, you don't see those screens change very much, but over the course of a 12-month period, those screens will change dramatically."***

1-Year Daily Chart of Sonic Corporation



Chart provided by [www.BigCharts.com](http://www.BigCharts.com)

**TWST: Why should an investor potentially invest in the Chase Growth Funds?**

**Mr. Lazorishak:** I think a couple of things. First of all, we've had a pretty good long-term record, but obviously, past performance is not indicative of future returns. We look at the way we shop for growth — I guess you'd say, as a more risk-managed way to participate in growth markets. So while we are definitely a growth manager, adding that valuation component to what we do and a very time-tested quantitative component enables us to attempt to generate returns that are not only pretty good for a growth manager, but if you look at them on a risk-adjusted basis, we seek to perform better than our peers in the more difficult periods in the market and to get the most of the up market returns. That's really our value position to shareholders.

In some existing environments that really favor growth, we might lag a little bit, but attempting to protect capital on the downside allows us to make up for that. We think that's repeatable because it's process-driven. Focusing on high-quality companies is a less risky proposition. Focusing on consistency of growth should allow us to be in companies that have a more predictable earnings stream, which gives us the potential to mitigate risk. The more quantitative part of our process allows us to kind of stick with the winners and eliminate stocks before they really become disasters.

Over time, the combination of those things has generated a pretty strong risk/reward profile, both for the large-cap and the midcap fund. Specifically, in the midcap fund, that's pretty unusual. A lot of our peers in the space tend to be much more aggressive and growth-oriented,

and tend to have wider swings to the upsides and downsides. It makes sense for investors to be able to participate in that growth but to have a bit of an eye on the risk part of the equation as well.

**TWST: What general advice do you have for investors today?**

**Mr. Tuz:** Start early and diversify. Compounding is wonderful,

but it takes time to work.

**Mr. Lazorishak:** Make a plan and stick with it. That is a failure that we see a lot. People get a little bit whipsawed trying to keep up with the hot areas of the day. It makes sense to build a plan with risk tolerance around your return objectives, and then to evaluate that plan and make changes as needed, but for the most part, just stick to the program.

**TWST: Is there anything else you wanted to add before we end?**

**Mr. Tuz:** Yes, there is one thing I'd like to add. I'd like to give an example or two of a midcap stock we recently purchased.

**TWST: Sure.**

**Mr. Klintworth:** One of the stocks we bought in the last six months is **Sonic Corporation** (NASDAQ:SONC). As you've seen **McDonald's** (NYSE:MCD) lose market share, you have seen companies like **Sonic** picking up market share. They've been posting good same-store sales or "comps" every quarter. They are starting to roll out technology, such as having digital menu boards that are interactive, and they are opening new locations. The company has also generated good free cash flow, which is important to them.

The management has had a plan that they stuck to over the years. The Founder had a saying that he believed that their customers are worth a mint, and so they give a mint to all their customers. They really focus on what appeals to those customers and cater to them. And it's really shown to be a success as they have reported good earnings over the last few years.

**TWST: Thank you. (KJL)**

**PETER W. TUZ, CFA**

**President, Director, Sr. Security Analyst & Portfolio Manager**

**BRIAN J. LAZORISHAK, CFA, CIC, CIPM, CMT**

**SVP, Director & Senior Portfolio Manager**

**ROBERT C. KLINTWORTH, CMT**

**VP & Portfolio Manager**

**Chase Investment Counsel Corporation**

**300 Preston Ave.**

**Suite 500**

**Charlottesville, VA 22902**

**(434) 293-9104**

**(434) 293-9002 — FAX**

**[www.chaseinv.com](http://www.chaseinv.com)**