

# TRI-RIVER CAPITAL

82-2 MOUNT ARCHER ROAD  
LYME, CT 06371

January 3, 2019

## **Subject: 2018 Year End Letter**

Clients, Friends and Colleagues,

There's an adage. The "truth is stranger than fiction". We're living it. U.K.'s Parliament turns down the Prime Minister's negotiated exit from the EU. Here Congress closes a portion of the government over building a wall on the Mexican border to help prevent migration from gang dominated Latin American countries.

Tariff negotiations break down opening the possibility of trade wars. Trump and Xi go head to head while NAFTA gets resolved. Canada approves recreation marijuana. Here states seem to stampede to approve the same to garner tax revenues hoping to overcome budgets deficits. At the same time states are pulling out the stops with new initiatives and taxes in an effort to get the public to give up tobacco. Go figure.

The otherwise long-awaited break in the longest bull market in history hit in the 4<sup>th</sup> Quarter. The DOW lost (12.5%), S&P 500 (15.7%), and the tech heavy NASQ (21.9%). Cyber security continues in the forefront with Marriot reporting a major incursion while Russia has been reported to manipulate social media to impact voting at the ballot box.

It used to be said as GM goes, so goes the country. Could it be as US goes, so goes the world in 2020? Help is needed from China. Some from India would help too.

On the home front, Tri-River has been engaged for several exciting consulting assignments. One is advising on a \$100 million+ quasi-equity financing. We introduced our client to one of the major Wall Street firms specializing in financing of this type investment.

A retail mortgage-banking client has retained us to explore sale as a way to obtain capital.

An open-air shopping center operator has retained us to identify possible acquisition targets. To enhance their "shopping cart", we've introduced them to a financing source.

We're also under retainer to help identify acquisition targets for a Canadian auto parts manufacturer.

As the new year unfolds ,wishes to you for a healthy, happy and prosperous 2019.

Our doors are open, we're always interested in exploring new opportunities, please give us a call.

Call Milt at 212-581-5777