Struthers Report V26 # 7.2 Covid19, Markets, Gold, Heelo Mar. 29, 2020



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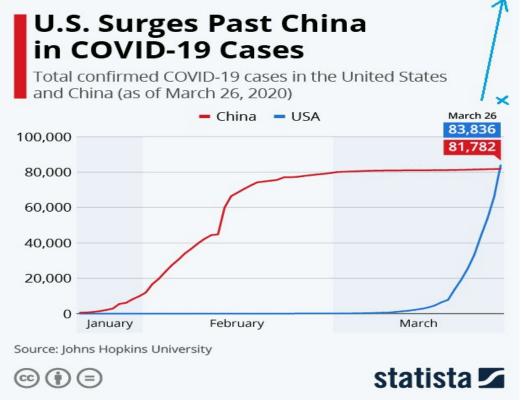
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Know when to hold-em! Know when to fold-em! Know where to set stops! Know when to run! Never count your portfolio Until the sells are done..

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One of the first items I sent out on Covid19, I commented how it will be **much worse here compared to China.** The main reason then and still, as a communist country, China was able to enforce a strict lock down early on to flatten the curve, while here we struggle with a voluntary stay at home policy. Other Asian countries like South Korea and Singapore used much more extensive testing and a mobile app to track & manage cases and suspected cases. China is now using a mobile app too. Here in Canada and the US we have no tracking system or app, just the regular health hierarchy reporting. We have also been doing very limited testing, although Canada and the US are now trying to ramp this up. **Too little too late.**

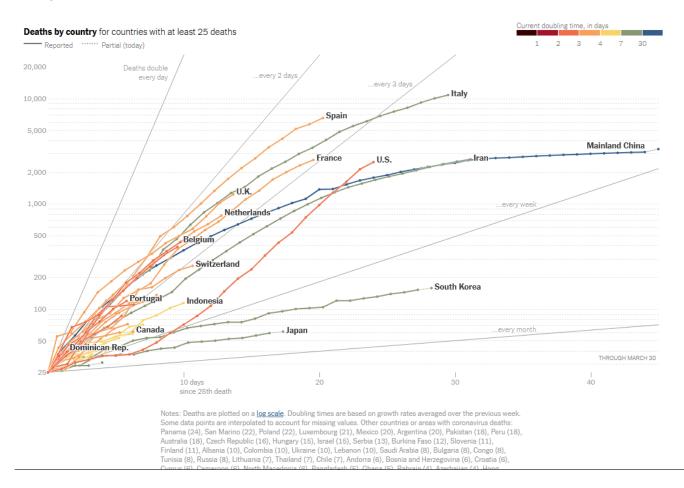


Remember, we are only seeing the tip of the iceberg as 90% of it is below water. With Covid19, the lack of testing means we are not getting close to the actual magnitude of the Covid19 spread. Our incompetent governments, their slow response and only the ability to react after the fact, means we will not flatten the curve with Covid19, it will simply run it's own course with minor delays. Note the chart is as of March 26th, I put an 'X' at 120,000 number I heard on the weekend. Also consider, the population of China is 4 times more than the US, so the US is already more than 4 times worse than China.

A friend of mine told me about his Canadian Korean friend who was heading back to S. Korea. The plane was loaded, many are fleeing Canada because of little confidence in our government and health care. In

Canada, our health care system was taxed and over loaded in many cities before Covid19.

I receive an update on this chart and many others everyday through NY Times. This is a very sad chart and I am only posting it now because Canada made it on the chart for the first time. **Not a good sign for a small country with 1/10th the population of the US.**



This chart is interesting, because the unemployment claims in Louisiana are similar to after Hurricane Katrina, **so today it is similar to every state in the US being devastated by a major hurricane.**

It's an economic hurricane, not a typical recession

Perhaps a better analogy for the current downturn is not past recessions, but rather a natural disaster like Hurricane Katrina in 2005. Like the coronavirus, it caused an almost immediate shutdown of one economic region.

Weekly unemployment claims in Louisiana 72.620				
				claims filed last week
				40.000
				10,000
Hurricane Katrina				
	distant second second second			Weekly average: 3,600
2005		2010	2015	2020
Note: State level figures are not seasonally adjusted.				

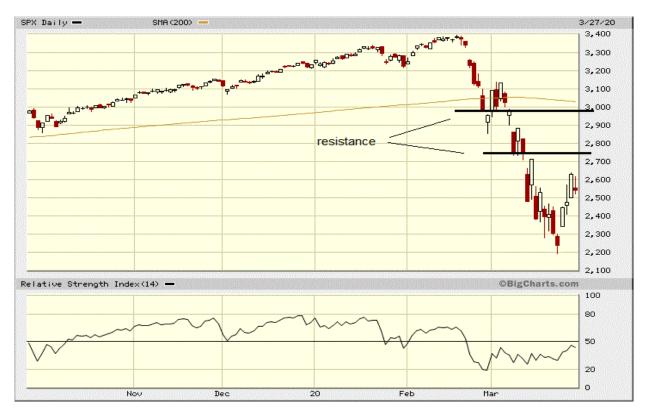
On March 24th Heelo launched HeeloHealth, it is a mobile app that is very similar to what S. Korea (note their low numbers) and Singapore (not enough to be on the chart) had great success with. The news release was sent to the Canadian government, all the provincial ones and about a dozen reporters. I pasted in the last Heelo update to the bottom of this report and the Heelo news release is also attached. Please send to any government or relative health official you know any where in the world. Heelo can help.

The current \$2.25 Heelo financing will close April 15th so I want to make you are aware. **IF** Heelo got a government contract or contracts for this, the valuation and next finance level will be a lot higher. Heelo has received a response, but I am not holding my breath for any government to take forward thinking action.

As I have maintained, Covid19 is not the main problem (not to belittle the deadliness) but the economic fall out afterwards. We are already in recession and it will become the worse recession or depression since WW2 and the Great Depression. Probably much worse. **There will be anarchy and chaos on the streets**. People took to the streets after 2008 when Wall Street and Banksters were bailed out and the guy on the street got nothing. This time it will be much more exaggerated, the bail out to Wall Street will be much larger and the guy on the street will suffer more so with a deep and severe recession.

This past Saturday night, the catalytic converter was stolen from my daughter's car. She contacted the building manager that told her there was already 5 or 6 stolen previously. When you combine \$2,200 palladium prices and mass unemployment, there will be much more of this. I am telling you as a warning, SUVs and trucks are vulnerable as they are easier to crawl under. **Park your vehicle in a way it is more obstructed to get underneath it and in well lit areas, you only need to make sure it is easier to steal one from somebody else nearby.**

My last update on the S&P was March 24th about a bear market rally. There has been a decent rally and it might already be over, but this chart has a couple of levels, I think it might reach on the upside. This is just a bear market rally and they should be used to sell into. Markets are going way lower, probably another -50% drop from previous lows.



We are probably past the the liquidation phase of this bear market, with who knows how much Fed QE so far. As of March 25th the balance sheet was a new record high at \$5.25 trillion, up a \$1 trillion in 2 weeks. The "sell everything to raise cash" phase of the bear market might have ended, but does not mean it is over. Analysts have not made earnings cuts yet and there will not be any good picture until the April Q1 reportin*g*.

Gold had the 'V' correction and recovery as I expected but I think it is still too early to buy the gold producer stocks. Perhaps when we see a levelling off of the Covid19 curve might be a good indicator. Mean time I will watch for ones that might get over sold for some reason or other. Gold stocks are going to have a double whammy to make larger profit margins. **The gold price will be rising, and energy costs, the most significant cost at a mine are coming down. Sooner or later, Wall Street will take notice.**

It is looking like the junior mining market might have bottomed. I am going to wait a while yet for a more clear indication.

The TSX Venture index hit it's all time high in 2007 around 14,500. After that, shorting rules among other market rules and computer trading began to dominate The index just hit a low of 340 which means since 2007 it has lost 97.6% of it's value. The authorities should be ashamed to keep it open. What a Fn joke.

If interested, see Heelo update after the disclaimer

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As you know, it is a different world, but being a small private company, Heelo can quickly adapt and change quickly. That we have, we are busier than ever and have positioned the company perfectly to make the best of the situation.

Obviously the outlook we put out in early February has changed. I was projecting 1.5 million downloads for the year based on fast food and restaurants. The sector has been shut down and just down to take out service which is less than 15% of the restaurant business in normal times. Downloads have slowed, but we are still maintaining our position in the top 1% of the shopping/food apps.

We have made **two major adjustments that** will add a lot of content to the Heelo app and make it the number one go to app in dining, food and drink. Notifym will also be active, as retail will desperately look to source new mobile solutions and technologies to help rebuild its customer base. Heelo will be strongly positioned coming out the other side of the current pandemic.

I saw this news last week under Canopy and a couple other Pot companies about this cannabis testing lab in Toronto. I don't know if they are frustrated or just making publicity?

High North Laboratories boss John Slaughter says: "*Testing right now is just way too slow, it's unbearably slow. So we started looking internally to see what would it take for us to do that kind of testing and found out it wasn't really much. We were right on the cusp of it anyway.*" The lab would have to be certified to biosafety standards level two, but amid the crisis, Mr. Slaughter is hopeful that certification could come quickly. **The first step, and perhaps most challenging, is getting the government to listen. Mr. Slaughter has been attempting to reach Health Canada, Ontario Public Health, the BDC and other organizations since March 13, but has not yet received a response. He sympathizes with the overwhelmed organizations, but feels there is a gap in knowledge about the capabilities of the cannabis industry and the role it could play during the pandemic.**

On Heelo, all I can tell you is that we have made much further progress in 3 days, than the above has in two weeks. It is still an **IF**, but a government contract for a proposed white labelled solution such as "HeeloHealth" would be a game changer. And could represent several contracts. The company would get major exposure and could end up with millions of users.

We are keeping the financing open until April 15th, just friends and family because it was no sense spending time marketing it in this market. The company is financed for the next year, the financing was for expansion that obviously does not make sense now.

That said, **IF** a government contract or contracts happen, that would fund a growth phase and I can tell you the **company valuation would be way higher and so would be the next finance level. Email on financing inquiries (phone is very busy).** Heelo is not waiting around as we launched a new initiative this week to help restaurants get back in business when we come out the other side of this. And they will need all the help they can get. <u>Heelo is offering restaurants 12 months free</u> of our premium listing service for a one time \$50 hardware fee.

Restaurants would get a beacon drop shipped to install the complete Heelo ping system, access to the portal, monthly deal changes and more, see web site for more details. In return Heelo is asking that they give Heelo users a coupon or discount deal. These might not necessarily be available to everyone, but just Heelo users.

This is already seeing a strong response. We will make announcements as mile stones are met.



We are also opening up a user/restaurant self sign up service. Similar to what a business does signing up to Facebook or Instagram for example. As you may know, we launched HeeloHealth this week as well.

