

# How ChartSmart picks winners in the junior resource space

SOFTWARE | Q&A Interview with Chartsmart's President, Bob Stranks

BY STOCKHOUSE EDITORIAL

## Q+A

### Why is Chartsmart better than other end of day screening and charting software?

**BS:** Chartsmart integrates charting and screening so simply and logically that it is like no other software available. You gain an unprecedented sense of control over the vast arena of over 13,000 Canadian and US equities. I would say that Chartsmart is especially suited for Canadian junior stocks because of its ability to select the ones that meet your specific fundamental and technical requirements.

### What would be an example of a screen for Junior Mining Stocks?

**BS:** Considering how the Canadian Juniors have experienced weakness over the last 2 to 3 years, having adequate cash reserves and minimal liabilities can be very important. For example, in seconds, Chartsmart can find all TSX Venture stocks with over 5 million dollars in cash and liabilities of under 2 million dollars. In addition you can specify that they are in specific sectors like oil and gas, or mining. You could further

specify that they have just done private placements or issued options, or select from 1000's of technical screening criteria like volume breakouts or price ranges. After you run your screen you may find 100 or 200 stocks meeting your parameters then simply scroll through the charts and drop the ones you like into your watch lists. Chartsmart is really powerful and it is equally useful for Blue Chip equities.

### What would be an example of a screen for Blue Chip stocks?

**BS:** Well, if you are looking for stocks with dividends you could simply select stocks that are on the TSX, Nasdaq, and New York that have a dividend in excess of 3%. In addition

you could specify the dividends have gone up regularly in the last few periods plus maybe that they have a price/earnings ratio under 15.

Another example might be to select Nasdaq high tech stocks that have just had major price drops, seem to be turning up again, but also having strong fundamentals. Chartsmart screens are so broad and flexible. Just as an extreme example to show you it's flexibility, Chartsmart even has the capacity to draw trendlines on the charts then screen out the stocks that have crossed your trendlines.

### What are the specifications required for Chartsmart?

**BS:** If you have a computer with Windows on it that will

be fine. You can customize a Mac to work with it if necessary. Chartsmart is an end of day analysis tool. It runs on your PC and you just download the data in seconds each day at around 4:30 Pacific then take your laptop where ever you want. Since you don't need internet all the time you can do your research anywhere. Having it run independently of the web is additional security feature as well.

### So is that all Chartsmart does?

**BS:** I have only scratched the surface. You can backtest your screens. You can create your own complex custom screening formulas by combining 100's of fundamental and technical variables. You have spectacular



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charts with great indicators and it's FAST. It will also display green and red arrows at important points where indicators show a directional change in the price. Chartsmart even does what we call 3 dimensional screening. For example, let us suppose an investor uses the RSI (relative strength indicator). He/She specifies to find stocks with an RSI over 70. Well that is all fine but you can even specify what the RSI was today, 5 days ago, or any period like 10 days ago. This way you can actually screen out the trend in your indicators, not just their values, then view the charts displaying the trend change in the indicator. It's like bringing the dimension of time into your screens.

### So if I try Chartsmart what does it involve?

**BS:** It's simple. Go to our website at [www.chartsmart.com](http://www.chartsmart.com) and download it free. Everyone gets a 30 day free no-obligation trial. It will only take minutes to download. Watch our main video on our home page while you download then some of our other videos on our VIDEO web link. Once you have Chartsmart installed email us at [info@chartsmart.com](mailto:info@chartsmart.com) and you will be surprised how quickly we respond to your

email. A technician can even log into your computer at your request and install it for you. Now that is service.

If we can't answer your question by email then we have 100's of videos on our web site to help you. If you do need personal support we will even have a technician log onto your computer, chat with you, and move the mouse in Chartsmart while you watch what to do. With remote support there is absolutely no reason to believe you will not have the support you need.

### If I don't want to keep using Chartsmart is there any obligation?

**BS:** There is no obligation. We won't even ask for your email address when you take your 30 day free trial. Just enjoy your trial. If you don't wish to subscribe, then just stop using it. You do not need to contact us. We are just glad you took the time to try it. If you do subscribe we want you to be happy so we will gladly reimburse you for any unused balance of your subscription. To us, if you subscribe, we feel you are joining our Chartsmart community. You may want to check out some of our testimonials.

### How long has Chartsmart been in business?

**BS:** Chartsmart is located in

Vancouver Canada and we have been in business for over 15 years. During that time we have established a solid base of users who rely on Chartsmart. That includes many professional investors, brokerage firm researchers, and well known newsletter writers. There are not many software companies that can say they have been around that long unless they have a very good product.

We actually took over a company years ago that made the Red and Blue stock chartbooks by the Independent Survey Company. That company was the first to make charts, plotting them first by hand, then distributing them to investors. We are proud to say that is a part of our history. The chartbooks are gone now and software has replaced them but can you believe that in Chartsmart you can actually print your own chartbooks!

### If Chartsmart is so good why don't you just use it yourself and not bother with the subscription side of the business?

**BS:** That is a very good question and one I often have thought of asking other companies that offer investment software. The honest truth is we use it ourselves and we will continue to do so even if we do not have the subscription business. Chartsmart is an accumulation of many years work, we care about it, and it is a very powerful

investment tool. Given we have gained some very supportive, kind and loyal users over the years, we are more than happy to share it with them. We hope you too will also join our Chartsmart community.

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For our main video, please click the video image below.



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