

We handle ETFs the same way we handle everything else.  
With extreme focus.  
[Learn More >>](#)

**PNC**  
GLOBAL INVESTMENT  
SERVICING

Now incorporating Defined Contribution and Savings Plan Alert

**fund action**

The leading source for mutual fund intelligence

Now Incorporating **defined contribution & savings plan alert**

03:34 PM, Aug. 13, 2009

[DOWNLOAD CURRENT ISSUE \(PDF\)](#) [CORPORATE ACCESS](#) [CONTACT US](#) [SUBSCRIBE NOW](#) [FREE TRIAL](#)

Email Preferences

Search by Keyword  [SEARCH](#)

Recent Issues

[Search the Editorial Archive](#)

NEWS

Home

Top News

Washington

**defined contribution & savings plan alert**

Search Advisory

Marketing Strategies

Search Directory

DCSPA Archives

FEATURES

Pandora's Portfolio

Mutual Fund Awards

Departments

Lipper Fund Flows

New Fund Filings

RESOURCES

Archives

Links

Buyer's Guides

Rising Stars

Special Issues

Events

PRODUCTS & SERVICES

RSS Feeds

Corporate Access

Reprints

Career Center

MY ACCOUNT

Login

Update Login Information

Update Account Information

Renew Subscription

CUSTOMER SERVICE

Agents

About Fund Action

Contact Us

Help/FAQ's

ADVERTISING

Advertising Opportunities

**Winans International Enters ETF Fray**

- 08/12/2009 [To comment on this article click here \(0\)](#)

**Winans International** has entered the exchange-traded fund market as the new manager of the \$11 million Northern Lights Biltmore Momentum Dynamic ETF Fund and plans to expand its offerings in 2010 to include real estate and preferred stock funds, founder **Kenneth Winans** told *FA*. "We've wanted to go into the '40 Act world for a while from the mutual fund side," he said.

Winans International takes over management of the fund from **Capital Group**, which had managed it since inception in January 2008. **Gilbert Greer**, president and ceo of Tempe, Ariz.-based Capital, told *FA* his firm has refocused on wealth management and therefore decided to get out of the business of managing funds. "It's hard to divide loyalties between wealth management and managing money," he explained, noting Winans International has the experience, track record and technical capacity to run the fund.

Winans International, based in Novato, Calif., has just more than \$100 billion in assets under management in separate accounts and also produces proprietary research, market indicators and indices. Winans said the firm was looking into starting its own long/short fund when it stumbled upon the opportunity to manage the Northern Lights fund. Fund administrator and transfer agent **Gemini Fund Services** was involved in the search, and president **Andrew Rogers** told *FA* Winans International had a good long-term vision and a management style that matched the fund's existing strategy. "We think [Winans International] will enhance performance for the future," Rogers said.

The Northern Lights fund is down 4.32% this year and is nearly 18.5% below the average for its category since Jan. 1, according to **Morningstar**. The fund's one-year performance is -11.91%, about on par with its category.

Winans, a technical analyst, is the senior portfolio manager of the fund. He will work with portfolio managers **Marc Edwards** and **Justin Gularte** to employ Winans International's proprietary top-down management style. Winans said he expects to grow the fund's asset base to \$20-\$25 million by the end of the end of the year by investing the firm's own money and by actively marketing the fund the outside investors.

Shareholders are expected to approve the advisor change within the next two months, according to Rogers. --Mike Schnitzel

Welcome

[Update Account Info](#)

[Renew Subscription](#)

[Logout](#)

[My Email](#)



We handle ETFs the same way we handle everything else.

With extreme focus.

[Learn More >>](#)

**PNC**  
GLOBAL INVESTMENT  
SERVICING

[© Get Permissions](#)

YOU ARE ENTITLED TO DISPLAY AND SEARCH THE CONTENT OF THIS SERVICE AT THE TERMINAL ACCESSING OUR SITE, AND TO DOWNLOAD ARTICLES, SOLELY FOR YOUR OWN PERSONAL USAGE. NO PART OF THIS SERVICE OR CONTENT CONTAINED HEREIN MAY BE OTHERWISE RE TRANSMITTED, REDISTRIBUTED, COPIED, STORED, DOWNLOADED, ABSTRACTED, DISSEMINATED, CIRCULATED OR INCLUDED AS PART OF ANY OTHER PRODUCT OR SERVICE.

**SUBSCRIBE**

**Subscribe**

**Free Trial**

[Fund Action](#) | [Download Current Issue \(PDF\)](#) | [Corporate Access](#) | [Contact Us](#) | [Subscribe](#) | [Free Trial](#) | [Sitemap](#)

© 2008 Institutional Investor | [Terms & Conditions](#) | [Privacy Policy](#)