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# WILSIL

L I M I T E D  
M O N T R E A L



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# Wilsil Limited

BEEF & PORK PACKERS

P. O. BOX 39

MONTREAL  
CANADA

April 22nd -

1946.

Miss Beatrice V. Simon,  
Librarian of Purvis Hall,

McGill University,  
Montreal, Q u e.

*P.C.*  
*City*  
*Apr 25/46*

Dear Madam:

As requested in your favor of the 17th instant we are enclosing, herewith, our Financial Statements for the years 1938 to 1945, inclusive. Prior to 1938 this was a privately owned Company and no figures were published.

We trust this will give you the information you require.

Yours very truly,

WILSIL LIMITED

*Donald Brogan*  
Vice President -

D. Brogan:  
Emb.





**WILSIL LIMITED** 1239 MILL STREET, MONTREAL

**DIRECTORS**

A. R. DUCKETT

H. GILLHAM

J. R. LAVIGUEUR

H. MacEWAN

A. D. S. McCRAE

G. A. MORRIS

H. H. RATH

J. P. ST. LAURENT, L.L.L.

**OFFICERS**

H. GILLHAM

*Vice-Chairman*

A. R. DUCKETT

*President and General Manager*

A. D. S. McCRAE

*Vice-President*

J. R. LAVIGUEUR

*Secretary-Treasurer*



## DIRECTORS' REPORT

T O T H E S H A R E H O L D E R S

Your Directors present herewith the Balance Sheet, Statement of Profit and Loss and the Auditors' Report for the Company's financial year ended January 2nd, 1954.

### EARNINGS:

The results of the financial year completed to January 2nd, 1954, while far from satisfactory, were realized in a period of difficulties. The net profit after providing for income taxes and depreciation amounted to \$25,258.80, equivalent to \$0.18 per share on the outstanding capital stock, as compared with a net profit in 1952 of \$234,805.69 which was equivalent to \$1.73 per share. During the year, four quarterly dividends of 30 cents each were paid amounting to \$162,840.00. This resulted in a net reduction in earned surplus, after other adjustments, of \$132,420.89.

The financial statements appear in the following pages and below we give a comparative statement of the Company's earnings over a period of years.

	OPERATING PROFIT	DEPRECIATION	NET INCOME TAX	NET PROFIT	EARNED PER SHARE
1947	529,892	58,059	230,525	241,308	1.77
1948	567,388	72,336	246,593	248,459	1.83
1949	415,766	117,988	122,000	175,778	1.30
1950	477,969	110,465	153,700	213,804	1.57
1951	512,591	118,274	205,067	189,250	1.39
1952	607,192	98,886	273,500	234,806	1.73
1953	154,415	112,656	16,500	25,259	0.18

### OPERATIONS:

There were a number of factors which had an adverse effect on the operating results of the year. These were:—

- (1) Surplus supply of beef combined with a decline in selling prices and no profitable export demand.
- (2) Decrease in the number of hogs available for slaughtering, substantial increase in the cost of hogs, and consumer resistance to retail prices for all pork products.
- (3) Lower selling prices for tallow which throughout the year were lower than for many years past.
- (4) Continued increase in the cost of materials, supplies and wages.

### PLANT:

The property and plant of the Company have been well maintained during the year and certain additions have been made to increase the serviceability and efficiency of the plant.

### **HOG GRADINGS:**

Hog Gradings for all Canada totalled 5,002,814 compared to 6,698,642 in 1952, a decrease of 25.3%. In the Province of Quebec the decrease was 43.4% as compared to 1952.

### **CATTLE AND CALVES:**

Cattle prices during the first two months of 1953, January to March 2nd, were practically regulated by the Canadian Government's floor price, which operated during the United States' embargo against all Canadian Livestock and Meats because of the outbreak of the foot-and-mouth disease. During this period, prices held steady at around the closing prices of 1952.

Immediately the embargo was lifted and the floor price removed on March 2nd, Cattle prices started an almost continuous weekly downward trend.

This was in line with the United States' markets, which during the year also experienced a drastic decline. This, with the fall in American exchange, duty and higher Canadian freight rates, practically eliminated shipments of Canadian Cattle to their market. Shipments to the U.S. for 1953, including Calves and Purebred Dairy Cattle, amounted to only 66,115 head, of which 40,482 were Purebred Dairy Cattle as against 447,302 in 1950 and 222,513 in 1951. The embargo shut out Cattle in 1952.

Slaughterings of Cattle in Canada were 1,469,400 against 1,237,630 in 1952, an increase of 18.7%.

Sales of dressed beef reached an all-time high, accounted for to some degree by a consumer switch from pork cuts, due to the shortage and high price of hogs. The cheaper price of cuts of dressed beef was another incentive. The steady decline in prices, coupled with a similar decline in by-products prices, reacted unfavourably to marginal profits.

### **CALVES:**

Calf slaughterings in Canada, which declined 2.7% in 1952, increased in 1953, 740,723 against 567,760 in 1952. Prices followed beef in a heavy decline.

### **LAMBS:**

The slaughtering of Lambs, which for some years had been decreasing, gave its first upturn in 1952 and again in 1953, finishing with a small increase of 5.9%. Prices were an average of 3¼c lower than 1952. Canada can easily increase its Lamb production, as the country is absorbing heavy imports of Australian and New Zealand stock.

### **LABOUR:**

Excellent labour relations existed throughout the year with continued co-operation between the Union and Management at all times. Our Accident Prevention Committee have continued doing an outstanding service.

### **DIRECTORS:**

It is with the deepest regret that your Directors record the loss through death last May of their late valued colleague, Mr. F. K. Morrow, Chairman of the Board, who had served on our Board of Directors since the inception of the Company. His close interest in all matters affecting the Company and his wise counsel will be sadly missed.

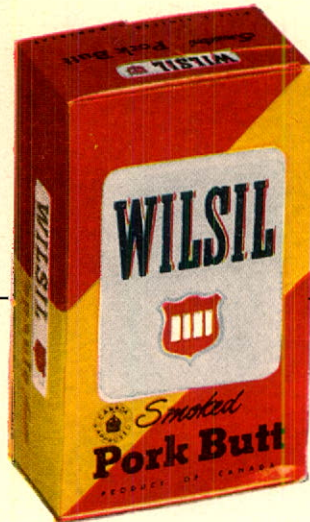
### **STAFF:**

Your Directors wish to record their appreciation of the efficient and loyal services of all the Company's employees under difficult business conditions this past year.

*On behalf of the Directors,*

H. GILLHAM,  
*Vice-Chairman*

A. R. DUCKETT,  
*President*



# WILSIL <sup>L</sup>

## CONSOLIDATED BAL

### ASSETS

#### CURRENT ASSETS:

Cash . . . . .	\$ 408,610.71	
Accounts receivable, less provision for doubtful accounts . . . . .	1,159,053.39	
Inventories of products, materials and supplies at the lower of cost or market . . . . .	1,463,465.03	
		\$3,031,129.13

#### FIXED ASSETS:

Buildings, machinery and equipment at depreciated replacement value as certified by Canadian Appraisal Company, Limited, December 18, 1928, and subsequent additions at cost . . . . .	2,161,131.69	
Less: Accumulated provision for depreciation . . . . .	1,318,480.21	
		842,651.48

#### DEFERRED ASSETS AND PREPAID EXPENSES:

Deposits . . . . .	3,670.00	
Prepaid expenses . . . . .	54,911.88	
		58,581.88

GOODWILL . . . . .		1.00
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\$3,932,363.49

Signed on behalf of the Board:

H. H. RATH, *Director.*  
A. R. DUCKETT, *Director.*



**L I M I T E D**      **A N D   S U B S I D I A R Y   C O M P A N I E S**

**B A L A N C E   S H E E T   A S   A T   J A N U A R Y   2 ,   1 9 5 4**

**L I A B I L I T I E S**

**CURRENT LIABILITIES:**

Accounts payable and accruals . . . . .	\$ 352,927.51
Provision for income taxes . . . . .	13,881.68
Dividend payable January 4, 1954 . . . . .	40,710.00
	<hr/>
	\$ 407,519.19

RESERVE FOR INVENTORIES . . . . .	100,000.00
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**CAPITAL STOCK:**

Common — without nominal or par value — Authorized — 200,000 shares.	
Issued — 135,700 shares . . . . .	1,027,000.00

EARNED SURPLUS — statement attached . . . . .	2,397,844.30
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**\$3,932,363.49**

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Submitted with our accompanying Report dated March 25, 1954.

P. S. ROSS & SONS,

Chartered Accountants.

Montreal, Que.



# WILSIL LIMITED

AND SUBSIDIARY COMPANIES

## CONSOLIDATED STATEMENT OF PROFIT & LOSS AND EARNED SURPLUS

FOR THE FIFTY-TWO WEEK PERIOD ENDED JANUARY 2, 1954

Profit from operations, before providing for depreciation and taxes on income . . . . .	\$ 154,415.18
<b>Deduct:</b> Provision for depreciation . . . . .	\$112,656.38
Provision for income taxes . . . . .	16,500.00
	129,156.38
 Net profit for the year . . . . .	 25,258.80
Surplus, January 3, 1953 . . . . .	2,530,265.19
Profit on disposal of fixed assets . . . . .	1,160.31
Adjustment of prior period income tax provision . . . . .	4,000.00
	2,560,684.30
 Dividends on capital stock of Wilsil Limited, 135,700 shares at \$1.20 . . . . .	  162,840.00
	\$2,397,844.30



## AUDITORS' REPORT

T O T H E S H A R E H O L D E R S

Montreal, Que.

March 25, 1954.

WILSIL LIMITED,  
Montreal, Que.

We have examined the consolidated balance sheet of Wilsil Limited and its subsidiaries as at January 2, 1954 and the related statement of profit and loss and surplus for the fifty-two week period ended on that date and have obtained all the information and explanations we have required. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion the accompanying consolidated balance sheet and related statement of profit and loss and surplus are properly drawn up so as to exhibit a true and correct view of the state of the affairs of the Company and its subsidiaries as at January 2, 1954 and the results of their operations for the fifty-two week period ended on that date according to the best of our information and the explanations given to us and as shown by the books of the Companies.

P. S. ROSS & SONS,

*Chartered Accountants.*



"THE AUTOCRAT OF THE BREAKFAST TABLE"

is the housewife shopper, so far as Wilsil is concerned. Consumer preferences compel every producer of goods and services to maintain and improve whatever he makes for market. That is why Wilsil makes a continuing study of means to improve its products and their merchandising.

**TOTAL  
CANADA  
HOG  
GRADINGS**

CALENDAR YEAR	EASTERN CANADA	WESTERN CANADA	TOTAL
1928	1,699,184	1,140,966	2,840,150
1929	1,491,889	1,230,999	2,722,888
1930	1,228,871	1,111,865	2,340,736
1931	1,329,268	1,326,012	2,655,280
1932	1,555,697	1,586,173	3,141,870
1933	1,556,807	1,628,397	3,185,204
1934	1,324,634	1,713,521	3,038,155
1935	1,360,801	1,608,510	2,969,311
1936	1,879,392	1,866,106	3,745,498
1937	2,125,731	1,800,579	3,926,310
1938	1,989,911	1,249,887	3,239,798
1939	2,082,490	1,618,571	3,701,061
1940	2,797,458	2,652,168	5,449,626
1941	2,853,793	3,362,414	6,216,207
1942	2,473,843	3,754,320	6,228,163
1943	2,656,066	4,491,480	7,147,546
1944	3,078,011	5,588,419	8,666,430
1945	2,484,192	3,362,037	5,846,229
1946	2,346,455	2,088,995	4,435,450
1947	2,901,597	1,854,374	4,755,971
1948	2,935,039	1,832,821	4,767,860
1949	2,942,497	1,486,758	4,429,255
1950	3,239,133	1,536,424	4,775,557
1951	3,290,160	1,604,382	4,894,542
1952	4,304,827	2,393,815	6,698,642
1953	2,790,026	2,212,788	5,002,814

