

51st

Annual Report
1962



THE
STERLING TRUSTS
CORPORATION

DIRECTORS

Chairman of the Board

RAY T. BIRKS, Q.C. - - - - - Toronto, Ont.

President

NIELS F. PETERSEN - - - - - Toronto, Ont.

Vice-Presidents

ROBERT BIGELOW, Q.C. - - - - - Toronto, Ont.

H. T. BURGESS - - - - - Toronto, Ont.

JOHN HALLAM - - - - - Toronto, Ont.

E. R. MEREDITH, *Managing Director* - - - - - Toronto, Ont.

S. B. ADAMS, C.A. - - - - - Toronto, Ont.

WALTER A. DILWORTH - - - - - Toronto, Ont.

LORNE JOHNSON - - - - - Regina, Sask.

H. D. LANGDON, Q.C. - - - - - Toronto, Ont.

JAS. R. LOVATT - - - - - Toronto, Ont.

CHAS. J. SEAGRAM, Q.C. - - - - - Barrie, Ont.

J. M. SMILLIE - - - - - Toronto, Ont.

ARTHUR W. WHITE - - - - - Toronto, Ont.

Auditors

MESSRS. PEAT, MARWICK, MITCHELL & CO.

INCORPORATED IN NINETEEN HUNDRED AND ELEVEN

EXECUTIVE COMMITTEE

N. F. PETERSEN

R. T. BIRKS, Q.C.

ROBERT BIGELOW, Q.C.

H. T. BURGESS

E. R. MEREDITH

S. B. ADAMS

JOHN HALLAM

BARRIE ADVISORY BOARD

C. LESLIE CHITTICK

CHARLES J. SEAGRAM, Q.C.

OFFICERS

R. T. BIRKS, Q.C.
CHAIRMAN OF THE BOARD

N. F. PETERSEN
PRESIDENT

H. T. BURGESS
VICE-PRESIDENT

JOHN HALLAM
VICE-PRESIDENT

ROBERT BIGELOW, Q.C.
VICE-PRESIDENT

ELTON R. MEREDITH
MANAGING DIRECTOR

DENNIS W. JONES
SECRETARY

T. GORDON TAYLOR
TREASURER

R. G. PARKER
SENIOR ESTATES OFFICER

LANGTON MARTIN
MANAGER, STOCK TRANSFER DEPARTMENT

T. J. F. ROSS
ACCOUNTANT

J. A. D. LITTLE
MANAGER, GUARANTEED TRUST DEPARTMENT

SPECIAL REPRESENTATIVES

C. LESLIE CHITTICK

A. L. SMOKE

V. G. JENNETT

H. A. SCHONDELMAYER

THE STERLING TRUSTS CORPORATION

To the Shareholders:

The Fifty-first Annual Report of the Corporation covering its activities for the year 1962 is submitted for your approval.

It is a source of satisfaction that this is the best report in the Corporation's fifty-one years of operation. The net profit after taxes rose from \$251,140 to \$261,617, an increase of 4.17%.

The earnings on the \$10.00 P.V. Stock were \$2.32 per share, compared with \$2.22½ in the previous year. You will observe that the Capital and Guaranteed Assets increased by 8.63% to \$27,875,103; after transferring \$75,000, the reserve fund now stands at \$1,250,000.

The following is a summary of the Profit and Loss Account with comparative figures for the preceding year:—

	1962	1961
Profit for year, after deducting Management Expenses, Depreciation, Interest on Guaranteed Trust Funds etc.	\$431,945	\$396,018
Less: Taxes other than taxes on Real Estate	170,328	144,878
Net Profit for year	261,617	251,140
Balance forward from previous year	70,016	29,122
	331,633	280,262
Less: Dividends to Shareholders	180,461	163,486
	151,172	116,776
Less: Transfer to Reserve Fund	75,000	46,760
Balance carried forward	\$ 76,172	\$ 70,016

During the year, three quarterly dividends of thirty-five cents per share were declared and on January 2, 1963, a regular dividend of thirty-five cents and a bonus of twenty cents per share were paid.

The statutory audit of the Corporation's affairs were made during the year by Messrs. Peat, Marwick, Mitchell & Company, who are eligible for re-election as auditors for the ensuing year.

At the meeting of the Board of Directors on December 10, 1962, Mr. R. T. Birks was elevated to the position of Chairman of the Board; Mr. N. F. Petersen was elected President and Mr. John Hallam Vice-President. Due to the retirement of Mr. J. M. Smillie, Mr. T. Gordon Taylor was appointed Treasurer. Mr. D. W. Jones was appointed Secretary.

We would be remiss if we did not pay tribute to Mr. Birks for his splendid leadership during his tenure as President. As both Mr. Birks and Mr. Smillie are continuing as Directors, it is anticipated that the Board will receive the benefit of their experience for many years to come.

The successful year, which it is our pleasure to report, is the result of continued confidence of old clients, the appreciation of our services by new clients and the unfailing loyalty and co-operation of our excellent officers and staff.

N. F. PETERSEN,
President.

TORONTO, January 28th, 1963.

THE STERLING TRUSTS CORPORATION

ASSETS

	1962	1961
Securities, including accrued interest (Note):		<i>Capital</i>
Provincial bonds - - - - -	\$ 166,236	\$ 164,946
Canadian municipal bonds - - - - -	526,797	582,617
Canadian corporation bonds - - - - -	333,255	379,302
Stocks - - - - -	626,506	473,066
	1,652,794	1,599,931
Cash on hand and in banks - - - - -	162,597	59,276
Loans on bonds and stocks - - - - -	61,099	54,759
Advances to estates - - - - -	—	19,000
Mortgages, including interest due and accrued - - - - -	669,068	698,743
Office premises and safe deposit vaults, less amounts written off - - - - -	71,864	75,305
Other assets - - - - -	1,747	6,719
	\$ 2,619,169	\$ 2,513,733

		<i>Guaranteed T</i>
Securities, including accrued interest (Note):		
Government and Provinces of Canada direct and guaranteed bonds - - - - -	\$ 2,110,382	\$ 2,365,168
Canadian municipal bonds - - - - -	2,980,142	2,797,138
Canadian corporation bonds - - - - -	964,993	1,162,492
Stocks - - - - -	2,259,357	1,884,303
	8,314,874	8,209,101
Cash on hand and in banks - - - - -	635,524	582,134
Loans on bonds, stocks and cash deposit - - - - -	82,336	35,359
Mortgages, including interest due and accrued - - - - -	16,223,200	14,317,987
	\$25,255,934	\$23,144,581
Total Capital and Guaranteed Assets - - - - -	\$27,875,103	\$25,658,314

		<i>Estates, Trusts and</i>
Funds, investments and book value of assets held for administration, realization and distribution - - - - -	\$12,869,028	\$12,792,619
	\$12,869,028	\$12,792,619
	\$40,744,131	\$38,450,933

NOTE: Government and Provincial bonds are stated at amortized value. All other securities are stated in the aggregate.

RAY T. BIRKS, *Chairman of the Board.*

Approved on Behalf of
NIELS F. PETERSEN

• BALANCE SHEET •

December 31, 1962

LIABILITIES

Account

	<u>1962</u>	<u>1961</u>
Capital stock		
Authorized: 200,000 shares of \$10.00 each - - -	\$ 2,000,000	\$ 2,000,000
Issued: 112,824 shares of \$10.00 each on which there has been paid - - - - -	1,128,240	1,127,490
Reserve fund - - - - -	1,250,000	1,175,000
Profit and loss - - - - -	76,172	70,016
	<u>2,454,412</u>	<u>2,372,506</u>
Income taxes payable - - - - -	90,514	67,856
Dividend payable - - - - -	62,039	62,012
Accounts payable - - - - -	12,204	11,359
	<u>\$ 2,619,169</u>	<u>\$ 2,513,733</u>

Trust Account

Guaranteed trust certificates, including accrued interest -	\$20,116,641	\$18,162,647
Trust deposits - - - - -	5,139,293	4,981,934

	<u>\$25,255,934</u>	<u>\$23,144,581</u>
Total Capital and Guaranteed Liabilities - - - - -	<u>\$27,875,103</u>	<u>\$25,658,314</u>

Agencies Account

Estates, trusts and agencies under administration - - -	\$12,869,028	\$12,773,619
Advances from capital account - - - - -	—	19,000
	<u>\$12,869,028</u>	<u>\$12,792,619</u>
	<u>\$40,744,131</u>	<u>\$38,450,933</u>

ate, at not exceeding quoted market value.

alf of the Board:
SEN, President.

ELTON R. MEREDITH, *Managing Director.*

OFFICES

TORONTO, ONTARIO
372 BAY STREET

ELTON R. MEREDITH, *Managing Director*

BARRIE, ONTARIO
35 DUNLOP STREET

H. L. ALCORN, *Branch Manager*

REGINA, SASKATCHEWAN
ROSE AND 11TH STREETS

W. A. FOWLIE, *Branch Manager*

AUDITORS' REPORT TO THE SHAREHOLDERS

We have examined the accounts of The Sterling Trusts Corporation for the year ended December 31, 1962. In accordance with the provisions of the Trust Companies Act (Dominion) we have to report that we have obtained all the information and explanations we have required and, in our opinion, the accompanying Balance Sheet as of December 31, 1962 is properly drawn up so as to exhibit a true and correct view of the state of the Corporation's affairs as of December 31, 1962 according to the best of our information and the explanations given to us and is as shown by the books of the Corporation.

The securities and funds held for the Guaranteed Trust and Estates are earmarked and kept separate in the books of the Corporation.

TORONTO, ONTARIO, January 16, 1963.

PEAT, MARWICK, MITCHELL & CO.,
Chartered Accountants.

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SERVICES

Estates Department

The Staff of The Sterling Trusts Corporation is not only widely experienced in the management of estates, but has as well a thorough knowledge of succession duties, income taxes and all the various problems that arise in the executorship of an estate. A senior officer is in charge of each trusteeship and your beneficiaries are assured of a prompt, economical and business-like administration of your estate.

Guaranteed Trust Account

Guaranteed Trust Certificates are issued by the Corporation for any amount odd or even, for a term of 5 years at a good rate of interest.

Like Government bonds, they are an authorized legal investment for executors or other trustee investors, and are guaranteed by the Corporation. Fully registered, interest payable by cheque or accumulated at compound interest as preferred. An ideal place for the investment of funds.

Savings Department

~~Three and one-half~~ **Four** per cent interest . . . chequing privileges . . . deposits by mail . . . are some of the features of the Savings Department. The Savings Department has available Travellers' Cheques, Express Money Orders.

Safe Deposit Boxes

A limited number of safe deposit boxes are available.

Real Estate Department

The Corporation offers to its clients an efficient service under the supervision of thoroughly trained Real Estate Officers, covering sales, leases, valuations, appraisals and assessment appeals.

Property Management

This department will take over the complete management of your property including renting, repairs and collection of rents. Service fees are modest.

Corporate Trust and Transfer Department

The Corporation's services are available as registrar and transfer agent for the registering and transferring of stock, trustee under bond mortgage, dividend disbursing agent, escrow agent, pool trustee, and in all other corporate and individual trustee capacities.

Financial Agency

The Corporation acts as agents for companies and individuals in all financial matters including the safeguarding of investments, the collection of interest, the maintaining of books of record and advice on investments. Income Tax returns are prepared at a nominal fee.

Mortgage Department

The Corporation has funds available for investment in, or the purchase of, first mortgages on approved real estate. The department also acts for individuals and will supervise their mortgages and collect interest on an agency basis.

Retirement Savings Plan

A simple and direct plan to save for retirement and at the same time it permits payments into the plan to be deducted from income. Our booklet "Retirement Savings Plan for Individuals" gives complete information.
