

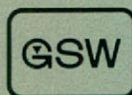


GSW INC.
ANNUAL REPORT
1982

Apr 21/53

Facts in Brief

(\$000's except per share data)	1982	1981
Sales	\$90,471	\$88,727
Net Income	2,627	3,820
Earnings per common share	.64	.93
Annual dividend on common shares	451	903
Working Capital	12,856	18,290
Current ratio	1.7 to 1	2.1 to 1
Shareholders' equity	28,697	26,521



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Share Transfer Agent

Common Shares, National
Trust Company Limited

Bank

The Bank of Montreal

Audit

Clarkson Gordon

Annual Shareholders Meeting

April 26, 1983
Royal York Hotel
Tudor Room
100 Front Street West
Toronto, Ontario
at 11:00 A.M.

Ce Rapport Annuel est
disponible en français, sur
demande. Adressez vos
demandes à:
GSW Inc.
Royal Bank Plaza
C.P. 157
Toronto, Ontario, Canada
M5J 2J4
Attention: Secrétaire

Board of Directors

R.M. Barford
A.H. Crockett
H.B. Davis
G.M. Farquharson, Q.C.
M.R. Gardiner
G.A. Jones
D.S.R. Leighton
R.A. Stevens
Ben Wosk, CM

Directors Emeritus

Miss M.P. Hyndman, Q.C.
Mr. W.J. Bushnell
Mr. J.K. Loudon

Officers

R.M. Barford,
Chairman
R.A. Stevens,
President
W.R. Arbuthnot,
Vice-President
G.S. Dickson,
Sr. Vice-President,
Corporate
D.G. Fixter,
Sr. Vice-President,
Finance and Administration
M.O. Hickman,
Vice-President,
Research and Development
R.J. Thompson,
Vice-President,
Water Products Division
D.G. Woodrow,
Sr. Vice-President,
Building Products Group
G.M. Farquharson, Q.C.,
Secretary
W.D. Campbell,
Assistant Vice-President

Viewstar Inc.

P. Hrivnak,
President
D.A. Barnes,
Vice-President,
Finance
F.O. Price,
Vice-President,
Operations

To the Shareholders:

Net income in 1982 was \$2,627,000 or \$.64 per share compared to \$3,820,000 or \$.93 per share in 1981. The company derived higher earnings in 1982 from its equity interest in Camco Inc which improved its profits for the second consecutive year. Income from GSW operations declined sharply in the deepest recession since World War II.

GSW OPERATIONS

Sales in 1982 of \$90,471,000 were 2% higher than in 1981 due to the consolidation of Viewstar Inc. from the date of GSW's acquisition of a 58% equity interest on June 1, 1982. North American markets for all product lines were down substantially; however, market share was maintained. The South American and Middle East markets for wringer washers and components were materially reduced by the combined effects of political instability, recession, and national liquidity problems.

Net income for the year from GSW operations, including Viewstar from the date of acquisition, amounted to \$25,000 or \$.01 per share compared to \$2,422,000 or \$.59 per share in 1981. A significant loss was incurred by our U.S. subsidiary, Jackes-Evans, as margins came under severe competitive pressure. Steps have been implemented to improve the U.S. performance in 1983.

CAMCO INC OPERATIONS

Camco sales in 1982 were \$331,453,000, up fractionally from 1981 sales of \$329,332,000 and net income was \$6,506,000 compared to \$3,605,000 in 1981.

GSW's portion of Camco's net income was \$2,602,000 or \$.63 per GSW share compared to \$1,398,000 or \$.34 per share in 1981.

The 1982 annual report of Camco Inc has been mailed to GSW shareholders.

On June 3, 1982, Canadian General Electric Company Limited initiated action in the Supreme Court of Ontario, under section 207(1) of the Canada Business Corporations Act, for the dissolution of Camco. GSW is opposing this action. In the opinion of GSW counsel, CGE will not be successful in this action.

CORPORATE DEVELOPMENTS

a) BOARD OF DIRECTORS:

On December 1, 1982 Mr. H. Anthony Arrell resigned as a director of GSW Inc. Mr. Arrell was elected director in 1980 and has made a valuable contribution to the affairs of GSW. His counsel and advice will be missed. Also on December 1, 1982, Mr. Michael R. Gardiner was elected director of GSW Inc. Mr. Gardiner is President, Sonor Investments Limited, and his broad business experience will enable him to serve the company well.

b) ORGANIZATION AND PERSONNEL:

During 1982, Mr. Roland J. Thompson was appointed Vice-President and General Manager of the Water Products Division, which was created by the consolidation of the former Pump, Water Heater and Industrial Divisions, located in the Fergus, Ontario, plant. This organizational change resulted in stronger functional management, lower operating overheads, and improved capability to serve the market needs of our many customers who require a full line of water products.

Also in 1982, Mr. George S. Dickson became Senior Vice-President, Corporate, with additional responsibility for Research & Development activities at the Sheridan Park Centre.

On December 31, 1982 Mr. William A. Farnell retired after a long and distinguished career in Canadian industry. Fortunately, GSW will be able to draw on Mr. Farnell's experience in his capacity as a consultant to the company.

c) ACQUISITIONS:

On June 1, 1982 the company acquired 58% of the common equity of Viewstar Inc., a Toronto-based manufacturer of specialty electronic products for the transmission and reception of communications signals. This investment provides GSW with a position in a new business area with excellent North American growth potential. Currently, acquisition evaluations are being confined to the business areas in which we now participate.

d) DIVIDENDS:

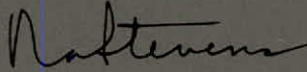
As a result of the severe recession and its effects on GSW's operations, the annual dividend paid on October 1, 1982, was reduced from \$.22 per share to \$.11 per share.

OUTLOOK

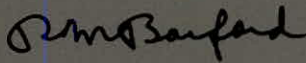
The recession has been much more severe than was predicted. Company management reacted by implementing major cost reductions in all parts of the company during 1982. As a result, we enter 1983 with operating expenses trimmed to the lowest levels in recent years. We believe a modest recovery in the North American economy is about to begin; however, restrictions on expenditures and efforts to improve profits will continue throughout 1983.

The Board would like to express its appreciation to all employees for their continued dedication and contribution in a most difficult year.

On behalf of the board:



R. A. Stevens,
President.



R. M. Barford,
Chairman.

February 23, 1983.

Mailboxes manufactured to U.S. postmaster specifications are produced at GSW's Jackes-Evans plant in St. Louis, Missouri.



The "General" pump, introduced in 1980, has proven to be a popular addition to the company's established line of water products.



GSW's most recent acquisition, Viewstar Inc., manufactures "The Channel Plus", a cordless, remote, television cable converter, which is distributed exclusively by Philips Electronics, in Canada.

Management Review of 1982 Operations

OVERVIEW

As the depth and severity of recession in North America became fully evident, GSW examined every area of activity to improve efficiency while maintaining a strong history of customer satisfaction. Consequently, during 1982 the Water Products Group, consisting of the Pump, Water Heater and Industrial Divisions, located in the Fergus Plant, were consolidated into one, unified Water Products Division. This organization change resulted in significant personnel reductions, accompanied by a strengthening of functional management within the Division. We believe it also served to strengthen GSW's supply relationship with its

numerous customers requiring a full line of water products.

In the Building Products Division further refinement of the organization structure resulted in additional personnel reductions to those implemented in 1981, as part of our North American rationalization of Building Products operations in Canada with those of Jackes-Evans Manufacturing in St. Louis, Missouri. The company made significant operating investments and a good deal of progress in developing the vast sales potential which is available in that market, for both Jackes products and those produced in Canada. The efforts in the two years since its acquisition have been directed towards significant operating improvement in Jackes-Evans during 1983.

Also in 1982 GSW acquired 58% of the common equity in Viewstar Inc., a Toronto based manufacturer of specialty electronic products for the transmission and reception of communications signals. The company was identified as part of GSW's

ongoing long-range planning efforts, which foresaw the advisability of expanding into a new business area with North American market potential. This purchase represents a modest investment by GSW which provides access to markets with great identified growth. Viewstar is a young company, founded in 1980 by Mr. Paul Hrivnak who is continuing as the President of the company.

WATER PRODUCTS

For the Water Products Division, 1982 was a year of consolidation and contraction. The division concentrated on holding or growing market share in the face of stiff competition, while firmly establishing the market for new products introduced in 1981.

The domestic markets for pumps and water heaters declined significantly in 1982 as residential construction was severely depressed

GSW's "Stubby" water heater with its 50 gallon capacity is one example of the company's innovative value improvement program which has for years kept GSW among the lowest cost producers.



Water heaters, like all other GSW products are tested at key stages of manufacture.

At the GSW plant in Fergus, Ontario, the company manufactures pumps to meet a wide range of commercial and general uses.



by high interest rates. This was aggravated by major inventory corrections in the distribution chain.

The international markets for wringer washers and components, which had been growing for several years, underwent a dramatic reversal, and the Middle East hostilities and the South American liquidity crisis, resulted in major volume reductions for GSW.

In order to combat declining sales and trading margins, the division was streamlined functionally with major overhead reductions. Special marketing efforts improved penetration of the North American market for wringer washers. The division also successfully increased its international volume of pumps and water heaters.

The division recognized that with no immediate improvement in sight for the economies in which GSW sells, productivity and efficiency will be the key determinants for success in

The Water Products Division was streamlined functionally with major overhead reductions to improve overall efficiency in a recessionary market.

1983. The Value Improvement Programs, which have for years kept GSW among the lowest cost producers, were intensified during 1982 and will require even more emphasis in the future.

The consolidation of the three individual divisions in the Water Products Group into one division has improved our customer service record and field sales coverage, while lowering costs.

BUILDING PRODUCTS

In 1982 the continued high interest rates depressed commercial and industrial construction as well as residential home sales, both new and resale. As a result the markets for many of the products sold in Canada by the Building Products Division, and in the U.S.A. by the Jackes - Evans Manufacturing Company, were depressed. Despite this environment, the Building Products Division invested in market development to ensure a growing participation, particularly in the very large U.S. market. These efforts resulted in increased sales of vinyl guttering and lockers in the U.S.A. and a significant entry into the U.S.A. market for galvanized ware. Furthermore, a new compact wood circulator (Hearth-Glo 12) was introduced in Canada and the U.S.A. and exceeded its

Lockers for industrial, recreational and domestic use, originate at the GSW plant in London, Ontario.



Wood circulators, such as the Hearth-Glo 12, are produced at the Jackes-Evans plant in St. Louis.



Vinyl rainware manufactured at GSW's Barrie plant, is easily installed and provides years of maintenance-free service.

volume targets for 1982. The introduction of metal guttering to the U.S. market late in 1982 provides Jackes-Evans with a complete product offering for 1983.

The severe competition had a major impact on margins, especially in Jackes-Evans, however market share was improved in most product lines as the company became more responsive to the demands of customers. Programs to restore margins did result in improved performance in the second half of the year by Jackes-Evans.

Responding to the need for value improvement, the Building Products Division had a very active program during 1982. A new process for manufacturing a moulded-in seal for vinyl guttering fittings (Snap-Seal) will produce a major cost saving and improved quality, when production commences in 1983. Other significant cost reductions will also be realized in galvanized ware, wood circulators and lockers.

Despite the depressed condition of the construction industry, the Building Products Division invested in market development to ensure growing participation, particularly in the very large U.S. market.

The significant upgrading of our field sales organization in the U.S.A. during 1982 is expected to strengthen our customer relations further in 1983.

VIEWSTAR INC.

The company designs and manufactures cable television converters. The product line ranges from a simple block converter to a deluxe, multi-functional remote cordless converter. In Canada, this product line is distributed exclusively on behalf of Viewstar by Philips Electronics Ltd.

The United States market for converters represents a major opportunity for the

company, since these converters may be used for conventional cable television reception, or in conjunction with addressable Pay-television decoders. The market for these products has been growing dramatically and continuation of this growth is predicted for several years to come. The company has completed its U.S. market studies and is now defining its strategy for market entry during 1983.

Viewstar has an active Research and Development department which is working on other complementary products directed to the reception of electronic signals.

During 1982, the company placed major emphasis on achieving very high quality standards at its Scarborough, Ontario, manufacturing plant, and today the product sets the industry standard for reliability.



Circuit boards for Viewstar's remote TV. converter are assembled by skilled workers at the company's plant in Scarborough, Ontario

Research and Development is an integral part of Viewstar's operations.



Viewstar quality control assures dependable performance of cable converters.



Consolidated Balance Sheet

December 31, 1982. (with comparative figures at December 31, 1981)

Assets	1982	1981
((\$000's))		
Current:		
Cash and short-term deposits	\$ 188	\$ 1,369
Accounts receivable	10,925	9,829
Inventories—		
Finished goods	6,152	8,164
Raw materials and work in process	12,299	14,246
Prepaid expenses	1,054	737
Total current assets	30,618	34,345
Investment in Camco Inc. (note 2)	13,776	11,174
Fixed:		
Land, buildings and equipment	15,734	14,369
Less accumulated depreciation	10,744	9,711
Total fixed assets	4,990	4,658
Other assets (note 3)	2,302	
Total assets	\$ 51,686	\$ 50,177

(See accompanying notes)

On behalf of the Board:


R.M. Barford,
Chairman

R.A. Stevens,
President

**Liabilities
and Shareholders'
Equity**

(\$000's)	1982	1981
Current:		
Accounts payable and accrued liabilities	\$ 15,015	\$ 14,841
Income and other taxes payable	597	1,214
Current portion of long-term debt	2,150	
Total current liabilities	17,762	16,055
Long-term:		
Bank loans (note 4)	3,748	3,912
Note payable		1,778
Other	1,428	1,598
Total long-term liabilities	5,176	7,288
Deferred income taxes		313
Minority interest in subsidiary	51	
Shareholders' equity:		
Share capital (note 6)	2,537	2,537
Retained earnings	26,160	23,984
Total shareholders' equity	28,697	26,521
Total liabilities and shareholders' equity	\$ 51,686	\$ 50,177

(See accompanying notes)

Auditors' Report

To the Shareholders of GSW Inc.:

We have examined the consolidated balance sheet of GSW Inc. as at December 31, 1982 and the consolidated statements of income, retained earnings and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these consolidated financial statements present fairly the financial position of the company as at December 31, 1982 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Toronto, Canada,
February 22, 1983.

Clarkson Gordon
Chartered Accountants

Consolidated Statement of Income

Year Ended December 31, 1982 (with comparative figures for 1981)

(\$000's)	1982	1981
Sales	\$ 90,471	\$ 88,727
Operating costs:		
Employee compensation including benefits	23,376	23,281
Materials, supplies, services and other costs	65,047	58,907
Depreciation and amortization	956	914
Total operating costs	89,379	83,102
Income from operations	1,092	5,625
Interest expense:		
Long-term	876	1,015
Other, net	1,108	435
	1,984	1,450
Income (loss) before income taxes	(892)	4,175
Income taxes (recoveries) (note 5)		
—current	10	1,854
—deferred	(978)	(101)
	(968)	1,753
Income before the undernoted	76	2,422
Minority interest	(51)	
Share of net income in Camco Inc (note 2)	2,602	1,398
Net income for the year	\$ 2,627	\$ 3,820
Earnings per common share	\$.64	\$.93

(See accompanying notes)

Consolidated Statement of Retained Earnings

Year Ended December 31, 1982 (with comparative figures for 1981)

(\$000's)	1982	1981
Balance, beginning of year	\$ 23,984	\$ 20,640
Add:		
Transfer of contributed surplus		427
Net income for the year	2,627	3,820
	26,611	24,887
Deduct dividends of \$.11 per share (\$.22 in 1981)	451	903
Balance, end of year	\$ 26,160	\$ 23,984

(See accompanying notes)

Consolidated Statement of Changes in Financial Position

Year End December 31, 1982 (with comparative figures for 1981)

(000's)	1982	1981
Funds were derived from:		
Operations—		
Income before minority interest and equity interest in Camco Inc	\$ 76	\$ 2,422
Add charges (credits) not requiring funds:		
Depreciation and amortization	956	914
Deferred income taxes	(978)	(101)
Other	(484)	(326)
Total funds from operations	(430)	2,909
Increase in other long-term liabilities		300
Total funds provided	(430)	3,209
Funds were applied to:		
Acquisition of subsidiary company (note 7):		
Shares	708	
Working capital deficiency	1,122	
Acquisition of business assets		450
Dividends	451	903
Purchase of fixed assets	648	437
Decrease in long-term debt	1,942	237
Deferred product development costs	133	
Total funds applied	5,004	2,027
Increase (decrease) in working capital for the year	\$ (5,434)	\$ 1,182

(See accompanying notes)

1. Summary of significant accounting policies

The following is a summary of the significant accounting policies followed in the preparation of the consolidated financial statements:

(a) Principles of consolidation—

The financial statements include the accounts of the company and its subsidiaries on a consolidated basis and the accounts of Camco Inc, on an equity basis. The accounts of Viewstar Inc. are consolidated as at November 30, its fiscal year end.

(b) Inventory valuation—

Inventories are valued at the lower of cost and market. Cost is determined principally on a first-in, first-out basis. Cost includes material, labour and variable and fixed manufacturing overhead costs. No fixed manufacturing overhead costs are included in inventory valuation on quantities judged to be in excess of normal minimum inventory levels. Market value is net realizable value for finished goods and work in process, and replacement cost for raw materials.

(c) Fixed assets and depreciation—

Fixed assets are stated at acquisition cost, including transportation and installation charges.

Generally, depreciation is determined using the declining balance method. This results in accumulated depreciation of approximately two-thirds of the cost of an asset during the first half of its estimated useful life.

(d) Product warranty costs—

Anticipated costs related to product warranty are recorded in the year in which the product is sold.

(e) Pension plan costs—(see also note 9)

Costs relating to improvements in pension benefits granted by the company for employment in prior periods are amortized over fifteen years from the date such costs are established.

(f) Income taxes—

The company follows the tax allocation method of accounting for income taxes. Under this method, timing differences between reported and taxable income result in deferred or prepaid taxes. Investment tax credits related to fixed asset and research and development expenditures are accounted for on the flow through method.

(g) Goodwill—

Goodwill is amortized on a straight-line basis for a period not exceeding its estimated life.

(h) Other significant policies—

Development costs of major new products, where technical feasibility has been established, are deferred and amortized from the date of commencement of commercial production over the estimated product life. Continuing research and development costs are expensed as incurred as are engineering, tooling and patent costs.

(i) Foreign currency translation—

The basis of translation is the current rate method which translates all assets and liabilities at the rate in effect at the balance sheet date. For revenues and expenses, the current rate used is the rate which approximates the exchange rate in effect when the transaction occurred. Exchange and translation gains and losses are included in income currently.

2. Camco Inc

The company owns shares in Camco Inc having 50% of the total votes and 40% of the equity participation. Canadian General Electric Company Limited (CGE) owns the remaining shares. Set forth below is a summary of the financial position of Camco Inc as at December 31, 1982 and a summary of the results of its operations for the year then ended.

A. Summary of financial position

	December 31	
(\$000's)	1982	1981
Cash and receivables	\$ 60,206	\$ 53,013
Inventories	64,424	76,675
Other current assets	2,833	2,349
Total current assets	127,463	132,037
Short-term bank borrowings	6,206	3,202
Other current liabilities	60,299	52,051
Total current liabilities	66,505	55,253
Working capital	60,958	76,784
Net fixed assets	21,225	21,975
Total fixed assets and working capital	82,183	98,759
Notes payable	8,982	8,982
Term bank borrowings	32,960	53,375
Other non-current liabilities	5,800	8,467
Total non-current liabilities	47,742	70,824
Net assets	\$ 34,441	\$ 27,935
GSW interest therein	\$ 13,776	\$ 11,174

B. Summary of results of operations

	Year ended December 31	
(\$000's)	1982	1981
Sales of products and services	\$331,453	\$329,332
Operating costs:		
Employee compensation	102,040	102,978
Materials, supplies, services and other costs	209,268	205,143
Depreciation	2,460	2,591
Total operating costs	313,768	310,712
Income from operations	17,685	18,620
Financial expense, net	8,426	13,253
Income before income taxes	9,259	5,367
Income taxes	2,753	1,762
Net income for the year	\$ 6,506	\$ 3,605
GSW interest therein	\$ 2,602	\$ 1,442
Less amortization of acquisition costs		44
Equity interest included in statement of income	\$ 2,602	\$ 1,398

On June 3, 1982 CGE initiated an action in the Supreme Court of Ontario pursuant to Section 207(1) of the Canada Business Corporations Act for the dissolution of Camco Inc. GSW Inc. is opposing this application. In the opinion of counsel for GSW Inc., this action will not be successful.

3. Other assets

Other assets consist of:

(\$000's)	
Goodwill at cost, less amortization of \$70,	\$ 625
Deferred product development costs, less amortization of \$72,	698
Deferred income taxes (note 5)	979
	\$2,302

4. Term bank loans—U.S. \$3,050,000

Interest is payable at one-half of one percent above Bank of Montreal U.S. base rate. \$2,765,000 is repayable in 1984 and \$983,000 in 1985.

5. Income taxes

The company's income tax provision for 1982 is made up as follows:

(\$000's)	
Income taxes (recoveries) based on combined combined statutory tax rates—	
Canadian federal and provincial—50%	\$ 912
U.S.A. federal and state—46.5%	(1,263)
	(351)
Decrease in income taxes resulting from—	
Manufacturing and processing profits	(49)
Inventory allowance	(292)
Application of losses carried forward for a	
Canadian subsidiary	(174)
Other items	(102)
	Income tax recoveries \$ (968)

At December 31, 1982, deferred income taxes consisted of tax credits of \$1,263,000 recognized in 1982 in respect of U.S. loss carry-forwards available through 1989 less deferred taxes of \$284,000 related to timing differences affecting taxable income in future years.

6. Share capital

The authorized capital of the company consists of an unlimited number of Class "A" common shares without nominal or par value, an unlimited number of Class "B" common shares (restricted voting) without nominal or par value, and an unlimited number of preference shares without nominal or par value.

The details of issued share capital are as follows:

(\$000's)			
	Issued	1982	1981
Class "A" common	1,308,783	\$ 770	\$ 770
Class "B" common (restricted voting)	2,793,273	1,767	1,767
	4,102,056	\$2,537	\$2,537

Both classes of common shares are equal in every respect except that the Class "A" shares have 100 votes per share and the Class "B" shares have one vote per share. A holder of Class "A" shares may at any time convert them into an equal number of Class "B" shares.

During the year, 6 Class "A" shares were converted to Class "B" shares.

7. Acquisition of Viewstar Inc.

On June 2, 1982 the company acquired 58% of the outstanding shares of Viewstar Inc. for a cash consideration of \$708,000. The acquisition has been accounted for as follows:

(\$000's)	
Fixed assets, at net book value	\$ 498
Deferred product development costs	637
Goodwill	695
	1,830
Working capital deficiency	(1,122)
	\$ 708

Under the terms of the purchase agreement the company has the right to acquire the remaining shares over a seven year period commencing in 1984 at prices based on book values. In 1990, or in the event of the death of the President of Viewstar Inc., the company may be required to purchase these shares.

8. Research and development

Operating costs include expenditures for research and development of \$504,000 in 1982 (1981—\$465,000).

9. Pension plans

There are a number of pension plans for present and retired employees of the company. Based upon the most recent actuarial valuations, the total estimated unamortized obligations of these plans as at December 31, 1982 amounted to approximately \$610,000.

10. Lease commitments

The company leases premises and equipment over various lease terms, generally up to five years. The annual rental payments for these operating leases is approximately \$250,000.

11. Segmented information

The company operates in three industries—water products, building products, and electronic products. Water products operations comprise pumps, water heaters and wringer washer machines; Building products com-

prise metal and vinyl rain goods, lockers, waste disposal containers and wood burning stoves and accessories; and Electronic products comprise equipment for the reception and conversion of communications signals.

A. Industry segments

(000's)	1982				1981		
	Water Products	Building Products	Electronic Products	Total	Water Products	Building Products	Total
Sales	\$40,475	\$39,590	\$10,406	\$90,471	\$50,811	\$37,916	\$88,727
Segment operating profit (loss)	\$ 1,531	\$ (939)	\$ 500	\$ 1,092	\$ 3,547	\$ 2,078	\$ 5,625
Interest expense				(1,984)			(1,450)
Income taxes				968			(1,753)
Equity in net income of Camco Inc.				2,602			1,398
Minority interest				(51)			
Net income for the year				\$ 2,627			\$ 3,820
Identifiable assets	\$15,725	\$15,473	\$ 4,031	\$35,229	\$19,706	\$17,630	\$37,336
Corporate assets				16,457			12,841
Total assets				\$51,686			\$50,177
Capital expenditures	\$ 54	\$ 357	\$ 237		\$ 310	\$ 577	
Depreciation and amortization	\$ 224	\$ 514	\$ 146		\$ 269	\$ 645	

B. Geographical segments

(000's)	1982			1981		
	Canadian operations	U.S.A. operations	Total	Canadian operations	U.S.A. operations	Total
Sales to customers	\$72,073	\$18,398	\$90,471	\$72,606	\$16,121	\$88,727
Sales to other segments	1,958	699		902	375	
	\$74,031	\$19,097		\$73,508	\$16,496	
Segmented operating profit (loss)	\$ 3,201	\$ (2,109)	\$ 1,092	\$ 5,572	\$ 53	\$ 5,625
Interest expense			(1,984)			(1,450)
Income taxes			968			(1,753)
Equity in net income of Camco Inc.			2,602			1,398
Minority interest			(51)			
Net income for the year			\$ 2,627			\$ 3,820
Identifiable assets	\$28,041	\$ 7,188	\$35,229	\$29,783	\$ 7,553	\$37,336
Corporate assets			16,457			12,841
Total assets			\$51,686			\$50,177

The Canadian operations of the company include export sales to customers of \$3,881,000 (1981—\$12,588,000).

Five Year Review

(in thousands except per share data)

GSW Results for the Year	1982	1981	1980	1979	1978
Net Sales	\$90,471	\$88,727	\$69,710	\$61,997	\$58,655
GSW Net Income					
-before extraordinary items & share of Camco	25	2,422	2,417	2,427	1,650
-after extraordinary items & before share of Camco	25	2,422	2,417	2,427	1,921
Share of net income in Camco Inc	2,602	1,398	586	2,080	1,902
Net income for the year	2,627	3,820	3,003	4,507	3,823
Earnings per common share					
-before extraordinary items	.64	.93	.73	1.10	.86
-after extraordinary items	.64	.93	.73	1.10	.92
Dividends paid on common shares	451	903	820	820	13,742

GSW Financial Highlights at Year-End

Working Capital	12,856	18,290	17,108	10,351	9,901
Current Ratio	1.7 to 1	2.1 to 1	2 to 1	1.9 to 1	2.1 to 1
Fixed assets at net book value	4,990	4,658	4,671	3,208	2,992
Total assets	51,686	50,177	47,829	34,270	29,384
Long term debt	3,748	5,690	5,975	—	—
Shareholders' equity	28,697	26,521	23,604	21,421	18,338
Common Shares outstanding	4,102	4,102	4,102	4,102	4,102

GSW Manufacturing Locations

599 Hill Street West
Fergus, Ontario
N1M 2X1

281 Birch Avenue
Hamilton, Ontario
L8L 7X6

26 Lorena Street
Barrie, Ontario
L4N 4P4

2995 Page Street
London, Ontario
N6A 4L6

Woods Road
Nobel, Ontario
P0G 1G0

4427 Geraldine Avenue
St. Louis, Missouri
63115

Research and Development Centre

2275 Speakman Drive
Mississauga, Ontario
L5K 1B1

Viewstar Inc.

705 Progress Avenue
Scarborough, Ontario
M1H 2X1

GSW Products

Galvanized Ware
Dairy Pails
Stove Pipe
Waste Baskets
Metal and Vinyl Roof
Drainage
Toilet Compartments
Lockers and Gym Boxes
Domestic Water Pumps,
Tanks and Accessories
Sewage Pumps
Effluent and General
Purpose Pumps
Engine Driven
Contractor Pumps
Wringer Washers
Wringers and
Components

Electric and Gas Water
Heaters
Glass Lined Range Boilers
and Storage Vessels
Wood Circulators
Wood Heaters
Stove Boards
Stove Venting Equipment
Mail Boxes

Viewstar Products

Converters for Television

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