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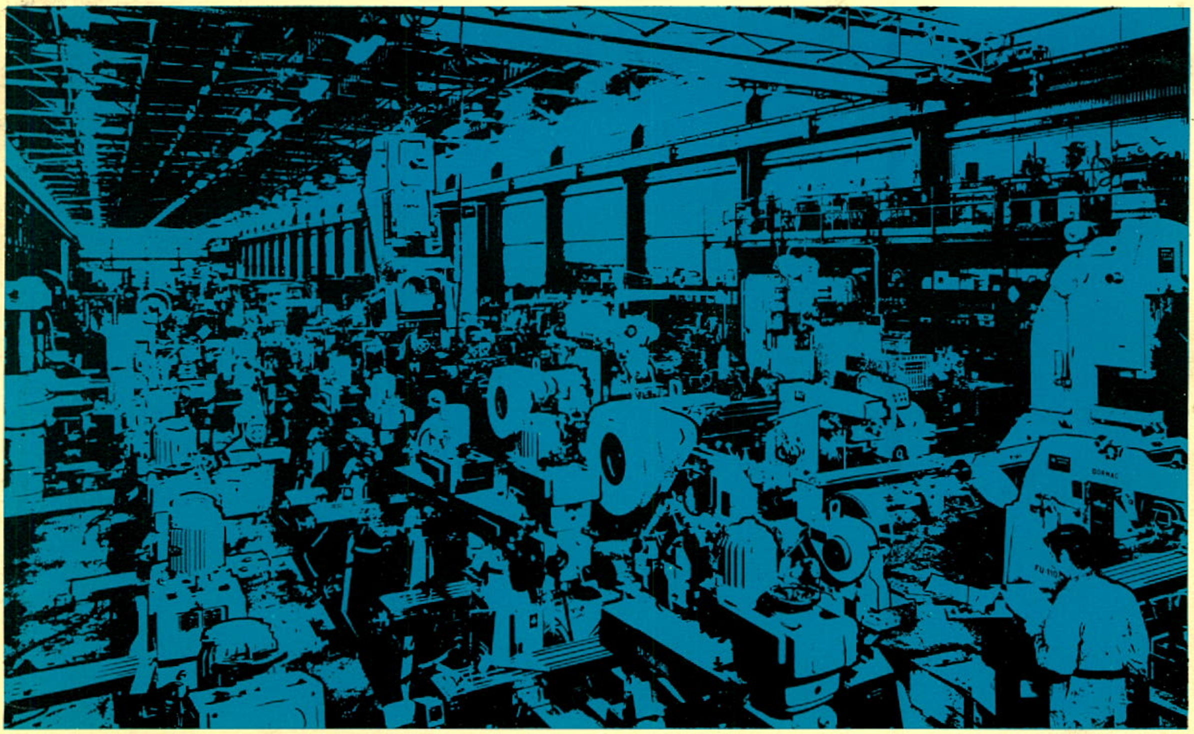
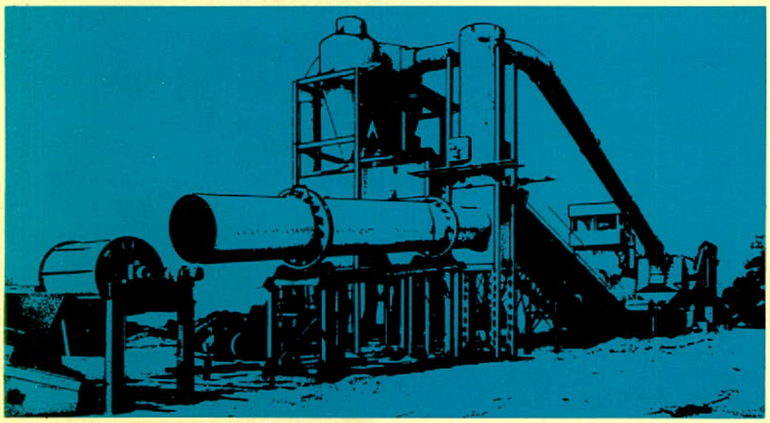
Intermetco Limited
1969 Annual Report





INTERNATIONAL
73
GROUP OF COMPANIES

Cover photographs

Top:
A substantial inventory of machine tools is maintained by International Machinery Company.

Bottom:
The new 'Intron' shredder nears operation in International Iron & Metal's Hamilton yard.

Financial Highlights

	1969
Sales	$28,645,254
Net Income	$ 505,336
Earnings per share (before extraordinary item)	$ 0.55
Earnings per share	$ 0.41
Cash Flow	$ 1,137,212
Cash Flow per share	$ 0.92
Working Capital	$ 1,553,408
Average number of shares outstanding	1,241,838

Directors and Officers

Reuben Levy, *Chairman of the Board*
Frank P. Goldblatt, *President*
Morley B. Goldblatt, *Vice-President*
George Goldblatt, *Vice-President*
Marvin E. Goldblatt, *Managing Director*
Cecil Levy, *Secretary, Treasurer*
Sam Teitelbaum
Marvin Z. Mandell

Transfer Agent and Registrar

The Royal Trust Company, Toronto

Auditors

Wright, Erickson, Lee and Macdonald, Hamilton

Listed On

The Toronto Stock Exchange

Head Office

73 Robert Street, Hamilton

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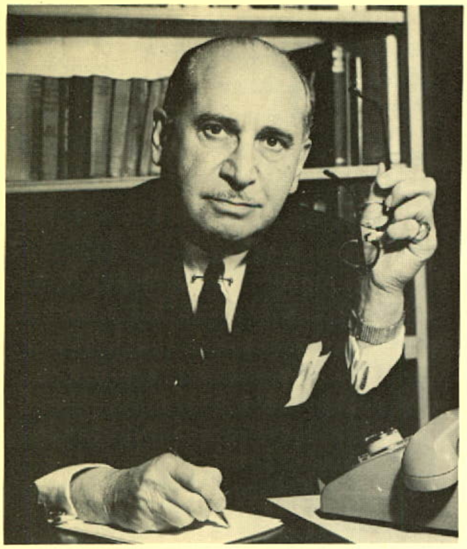


To our Shareholders:

During 1969, our first year as a public company, our firm celebrated its 73rd anniversary. Many of our shareholders have known us over the years as friends, suppliers and customers. May I express the sincere wish to them, and others who have taken an interest in this Company, that you find our association rewarding.

This report reviews the operations of our Company for the 12 months ended October 31, 1969. During this period we took significant steps in the areas of capital investment in advanced equipment to assure our predominant position in the secondary metals industry, our major activity, and in the diversification of our endeavours through acquisition.

Consolidated sales for the fiscal year ended October 31, 1969, were $28,-645,254. Net income after taxes but before extraordinary item was $677,722, equivalent to 55 cents per share.

Net profit, after taxes and the writing off of the substantial costs of our public issue, amounted to $505,336 or 41 cents per share.

These results include the operations of our wholly-owned subsidiary, Samteit Store Fixtures and Refrigeration Limited, (General Refrigeration) since its acquisition in May, 1969.

Comparative figures for the previous fiscal period are not available. Intermetco Limited was created by the amalgamation on November 1, 1968 of a number of companies with several different fiscal year ends.

MARKETS

The market for ferrous secondary metals was adversely affected through the latter part of 1969 by strikes which reduced the production volume of several of the country's largest steel producers. Our Secondary Metals Division reacted by successfully increasing its efforts in other areas which mitigated to an extent the reduction in domestic demand.

I am pleased to report that since the close of the year the situation is quite firm with all forecasts indicating an upward trend through 1970.

It is important to recognize that in our brokerage and processing operations, profits are more closely related to physical volume than to gross revenues. The spread between our costs and the price which we are able to obtain in the market tends to remain relatively constant, even where the market fluctuates quite sharply.

The prevailing scarcity and high cost of money during 1969 caused a cutback in new equipment and capital programs among many manufacturers and food distributors which adversely affected the volume of business normally carried on by our other divisions, primarily International Machinery Company and General Refrigeration.

However, although market conditions in total during our fiscal year imposed difficulties, we were able to overcome many of the setbacks which these conditions brought and achieved an improved volume and earnings position.

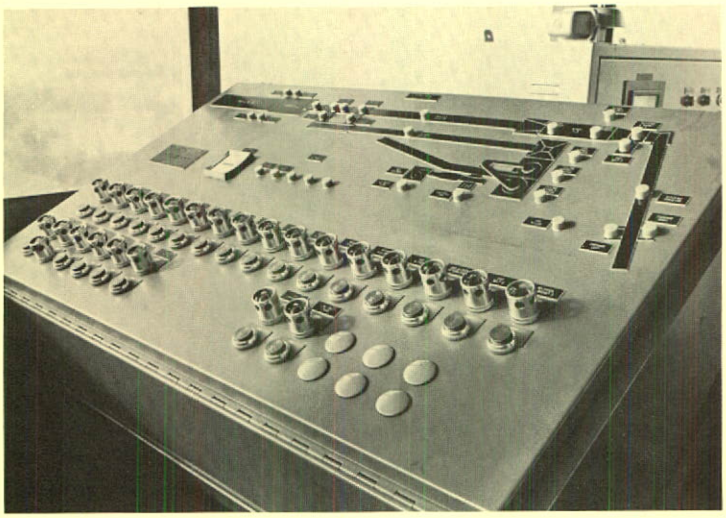
GENERAL REFRIGERATION ACQUISITION

Midway through the year we acquired full ownership of Samteit Store Fixtures and Refrigeration Limited. This company, which operates under the name General Refrigeration of Canada, is chiefly engaged in the manufacture of commercial refrigeration equipment for retail store and institutional use at its modern Downsview, Ontario, plant.

Since its acquisition, this division has expanded into a new field — the production of a line of outstanding travel trailers for vacationers and others seeking compact, efficient, mobile accommodation.

The Nortrail travel trailer has attracted many buyers.

Operation of the new 'Intron' shredder is controlled from an elevated console.



CAPITAL INVESTMENTS

The full scope of our operations will be more fully explained later in this report but I do want to highlight two of our undertakings in the Secondary Metals Division.

International Iron & Metal began the installation of major new machinery which will reduce entire automobiles into fist-sized, top-grade metals at production line speeds. This highly automated "Intron" process is scheduled to begin operation in February, 1970. The $1 million capital cost of this installation is an indication of the exciting advances in technology which are revolutionizing this industry and which Intermetco is taking advantage of to meet the modern needs of the major steel and iron producers.

As the fiscal year drew to a close, we also reached an agreement with Environ Inc. (a subsidiary of Ford Motor Company, Detroit) that will add to our Hamilton operations a huge fragmentizer unit which permits, for the first time in Canada, the automated processing and cleaning of dense, heavily contaminated metals in a continuous operation. Start up is scheduled for the summer of 1970.

OUTLOOK

We are pleased with our progress, but we have not become complacent. We intend to keep fully abreast of the needs of our customers and the methods which will enable us most efficiently to meet their requirements. Our objective is to continue to grow and to further solidify our position as the leader in this industry.

The outlook for the Company is promising and management has every reason to anticipate a year of growth, progress and increased earnings. It will be our continuing endeavour to improve the strength and the profitability of each of our divisions and subsidiaries and to seek out potential markets in which our skills and abilities will find fertile ground for further activity.

I wish to take this opportunity to thank the Company's officers and employees for the untiring efforts they have exerted on the Company's behalf.

Frank P. Goldblatt

February 4, 1970 Frank P. Goldblatt

Intermetco Limited
and subsidiary companies
Consolidated Statement of Income and Retained Earnings
Year ended October 31, 1969

	1969
Sales	$28,304,001
Rental income	341,253
Total sales and rental income	28,645,254
Cost of sales and operating expenses (Note 3)	27,144,337
Net income before income taxes and extraordinary item	1,500,917
Income taxes	823,195
Net income (55¢ per share) before the following extraordinary item (Note 2)	677,722
Financing expenses, less applicable income taxes of $41,711	172,386
Net income for the year (41¢ per share) (Note 2)	505,336
Deficit, beginning of year	321,344
	183,992
Adjustment of prior years' deferred income taxes	30,145
Retained earnings, end of year	$ 214,137

See accompanying notes to financial statements.

Intermetco Limited
(Continued under the laws of Ontario)
and subsidiary companies

Consolidated Balance Sheet as at October 31, 1969
(with comparative figures as at November 1, 1968)

ASSETS

	1969	1968
Current:		
Cash	$ 104,566	$ 263,147
Marketable securities at cost (market value, 1968 - $25,710)	—	27,866
Accounts receivable	4,441,232	4,158,270
Inventories at lower of cost or net realizable value	2,303,403	1,129,658
Prepaid expenses	87,371	85,546
Total current assets	6,936,572	5,664,487
Fixed:		
Land, buildings and equipment, less accumulated depreciation (Note 4)	5,665,626	5,271,628
Equipment under construction, at cost (Note 9)	226,892	—
Deposit on purchase of real estate (Note 9)	10,000	—
	5,902,518	5,271,628
Other:		
Organization and preliminary expenses	—	15,000
Excess of cost of subsidiaries over the net book value of their assets at time of acquisition	1,287,544	91,628
Sundry	135,283	166,203
	1,422,827	272,831
	$14,261,917	$11,208,946

On behalf of the board:
M. E. GOLDBLATT Director
CECIL LEVY Director

See accompanying notes to financial statements.

LIABILITIES

	1969	1968
Current:		
Bank advances (Note 5)	$ 1,258,945	$ 2,469,481
Accounts payable and accrued liabilities	3,625,224	3,207,823
Income and other taxes payable	432,692	223,481
Current portion of long-term debt	66,303	50,828
Total current liabilities	5,383,164	5,951,613
Deferred income taxes	559,543	535,302
Long-term debt (Note 6)	3,138,172	2,125,717
Total liabilities	9,080,879	8,612,632

SHAREHOLDERS' EQUITY

Capital stock (Note 7):		
Authorized:		
3,000,000 shares without par value (1968 — 2,000,000 shares without par value).		
Issued:		
1,409,036 shares (1968 — 829,232 shares)	3,963,336	1,914,093
Retained earnings (1968 — deficit)	214,137	(321,344)
Contributed surplus (Note 8)	51,035	51,035
Excess of appraised values of land and buildings over depreciated cost (Note 4)	952,530	952,530
	5,181,038	2,596,314
	$14,261,917	$11,208,946

Auditors' Report

To the Shareholders of
Intermetco Limited:

We have examined the consolidated balance sheet of Intermetco Limited and its subsidiaries as at October 31, 1969 and the consolidated statements of income, retained earnings and source and application of funds for the year then ended. Our examination of Intermetco Limited and those subsidiaries of which we are the auditors 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. We have relied on the reports of the auditors who have examined the financial statements of the other subsidiaries.

In our opinion, these consolidated financial statements present fairly the financial position of the companies as at October 31, 1969 and the results of their operations and the source and application of their funds for the year then ended, in accordance with generally accepted accounting principles.

Hamilton, Ontario,
December 30, 1969.

WRIGHT, ERICKSON, LEE & MACDONALD
Chartered Accountants.

Intermetco Limited
and subsidiary companies
Consolidated Statement of Source and Application of Funds
Year ended October 31, 1969

Source of funds:			
Operations:			
Net income for the year	$ 505,336		
Depreciation and other charges not involving a current outlay of funds	631,876	$ 1,137,212	
Capital stock issued		2,049,243	
Issue of 7 ½ % convertible sinking fund debentures Series A, less $2,000 converted into capital stock		1,498,000	
Sundry items (net)		35,720	$ 4,720,175
Application of funds:			
Fixed assets purchased (net)		1,198,180	
Repayments on long-term debt		485,545	
Excess of cost of shares of Samteit Store Fixtures and Refrigeration Limited over their net book value at time of acquisition		1,195,916	2,879,641
Increase in working capital			1,840,534
Working capital deficiency, beginning of year			287,126
Working capital, end of year			$ 1,553,408

See accompanying notes to financial statements.

Notes to Consolidated Financial Statements — October 31, 1969

1. Subsidiaries and basis of consolidation:

The consolidated financial statements include the accounts of the following wholly-owned subsidiaries:

Cappco Pipe Piling Limited
Compressed Metals Limited
International Machinery (Quebec) Limited
Iron and Metal Incorporated
Samteit Store Fixtures and Refrigeration Limited

The shares of Samteit Store Fixtures and Refrigeration Limited were acquired by Intermetco Limited on May 1, 1969, and consequently earnings of this subsidiary are included only for the six months ended October 31, 1969.

2. Earnings per share:

Net income per share is calculated on the average number of shares outstanding during the year.

3. Statutory information:

Expenditures for the year included the following:

Depreciation	$ 567,290
Interest on long-term debt	$ 200,174
Remuneration of directors and senior officers	$ 242,800

4. Fixed assets:

Fixed assets (other than as referred to in Note 9) are made up as follows:

Land:	Cost or Appraised Value	Accumulated Depreciation	Net Depreciated Value
At appraised market values determined by Albert A. Takefman as at July 1, 1968	$ 741,024*		
At appraised market values determined by Cooper Appraisals Limited as at December 2, 1954	44,333*		
At cost	133,960		
	$ 919,317		
Buildings, at appraised market values determined by Albert A. Takefman as at July 1, 1968	$ 2,414,489*	$ 148,633	$ 2,265,856
Other buildings and equipment, at cost except for a minor portion at appraised depreciated replacement values determined by Cooper Appraisals Limited as at December 2, 1954	5,459,347*	2,978,894	2,480,453
	$ 7,873,836	$ 3,127,527	$ 4,746,309

* Excess of appraised values over depreciated cost:

Appraisal of July 1, 1968:		
Land	$ 579,060	
Buildings	238,169	$ 817,229
Appraisal of December 2, 1954:		
Land, buildings and equipment		135,301
		$ 952,530

5. Bank advances:

Bank advances are secured by a general assignment of book debts.

6. Long-term debt:

Loans secured by mortgages on real estate and chattel mortgage on equipment	$ 1,706,475	
Less: Principal due within one year	66,303	$ 1,640,172
7 1/2% convertible sinking fund debentures Series A		1,498,000
		$ 3,138,172

Other details are as follows:

Mortgages:

Principal Outstanding	Interest Rate	Repayment Terms	Maturity Date
$ 1,576,332	8.745%	$15,170 monthly, blended principal and interest, based on an amortization term of 17 years	December 15, 1973
40,000	6.75%	$625 principal quarterly, plus interest	May 1, 1973
34,800	6.75%	$600 principal quarterly, plus interest	July 1, 1975
24,343	7.00%	$638 quarterly, blended principal and interest	June 28, 1985
31,000	7.50%	$1,000 monthly, plus interest	May 23, 1972
$ 1,706,475			

7 1/2% convertible sinking fund debentures Series A:

Issued May 1, 1969	$ 1,500,000
Less: Debentures converted during the year into 270 shares of the Company's capital stock	2,000
Outstanding October 31, 1969	$ 1,498,000

Security:

A first floating charge on the undertaking and all property and assets of the Company, subject to the prior security of other indebtedness including mortgages and bank borrowings.

6. Continued

Redeemability:

Redeemable on not less than thirty days' notice at 107% of the principal amount redeemed, if redeemed on or before May 1, 1970, and reducing 1/2 of 1% in each year commenced or elapsed thereafter.

Convertibility:

Convertible at the holder's option at any time prior to the close of business on April 28, 1984 or on the third business day immediately preceding the date fixed for redemption, whichever is earlier, into fully paid and non-assessable shares of the Company's capital stock, on the following bases:

If converted on or before	Number of shares per $1,000 principal amount of debentures
April 28, 1974	135
April 28, 1984	100

Sinking fund requirements:

$150,000 per annum May 1, 1975 — 1983, with the balance of $150,000 due at maturity on May 1, 1984.

Restriction on distributions to shareholders:

So long as any of the Series A debentures remain outstanding, the Company may not make any distribution to shareholders by way of dividends or redemption or purchase of its shares, or elect to pay any tax on undistributed income, unless immediately after giving effect to such action the aggregate amount of such distribution and tax will not exceed the aggregate of (a) the consolidated net earnings available for dividends of the Company and its subsidiaries subsequent to October 31, 1968, (b) the net cash proceeds to the Company of the issue after June 1, 1969 of any of its shares (other than shares issued upon the conversion of Series A debentures) and (c) $100,000.

7. Capital stock:

Supplementary letters patent dated January 22, 1969 were issued to the Company, subdividing the then issued 829,232 shares without par value into 1,036,540 shares without par value, and the then unissued 1,170,768 shares without par value into 1,963,460 unissued shares without par value. Subsequently the following additional shares were issued:

Number	Amount	Consideration
76,471	$ 420,591	Repayment of shareholders' loans.
152,000	836,000	Cash, pursuant to underwriting agreement.
143,455	789,002	Partial consideration for purchase of all the issued shares of Samteit Store Fixtures and Refrigeration Limited.
300	1,650	Cash, pursuant to employee's option agreement.
270	2,000	Conversion of debentures.
372,496	$2,049,243	

Options:

As at October 31, 1969, there were outstanding options to purchase 22,500 shares of the Company's capital stock at $5.50 per share, exercisable to March 15, 1974, all held by employees of the Company.

8. Contributed surplus:

Contributed surplus of $51,035 resulted from the cancellation of capital stock of three of the companies amalgamated as Intermetco Limited, as provided in the letters patent of amalgamation dated November 1, 1968.

9. Commitments, contingent liabilities, and subsequent events:

(a) Obligations under long-term leases:

The Company and a subsidiary are obligated under certain leases to pay aggregate minimum annual rentals as follows:

1970-1984	$75,400
1985-1986	$40,150
1987-1988	$38,500

(b) Notes under discount:

At October 31, 1969, a subsidiary was contingently liable for notes under discount of $154,475.

(c) Equipment under construction:

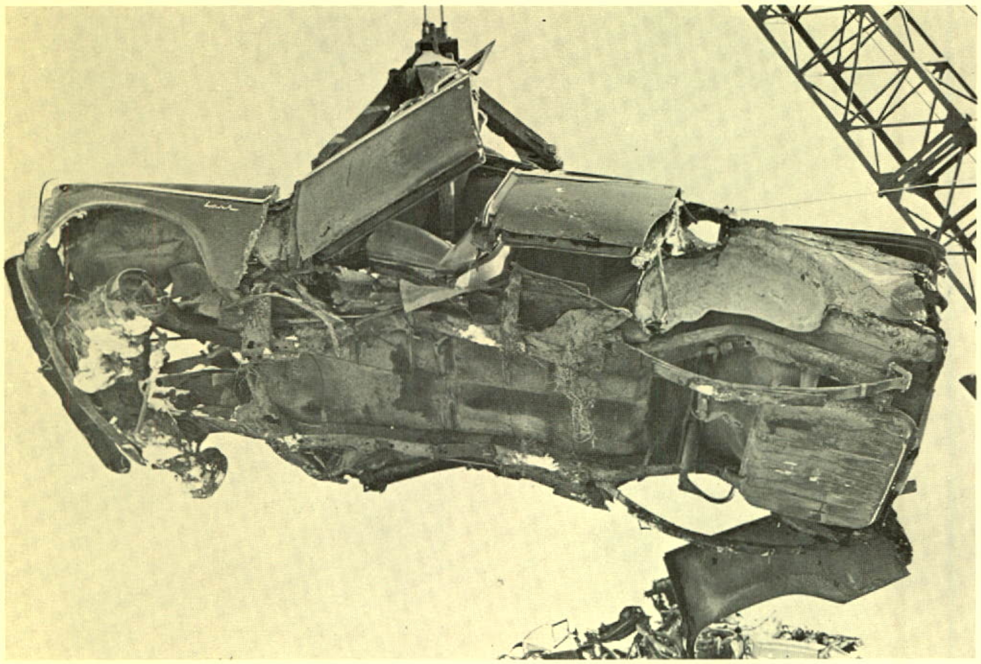
Total cost is estimated at $850,000, of which $226,892 has been paid and a further $370,000 contractually committed.

(d) Purchase of real estate:

On December 3, 1969, the Company acquired additional land and building at a cost of $220,000, on which a deposit of $10,000 had been paid prior to October 31, 1969.

10. Pension plan — past service costs:

Based on an actuarial report dated September, 1969, the amount of past service costs remaining to be charged to future operations under the provisions of the Company's non-contributory pension plan for its unionized employees was revised to $12,133 as at May 1, 1969. The annual instalment by which this liability is being discharged has been determined actuarially at $913.



A complete auto body can be shredded into fist-size chunks of 'Intron' scrap in less than one minute. The Secondary Metals Division supplies processed raw materials to leading Canadian foundries and mills.

A Company Profile

Intermetco Limited is a diversified, growth-oriented company which has expanded to include five operating divisions in addition to its original activity in the brokerage and processing of ferrous and non-ferrous metals.

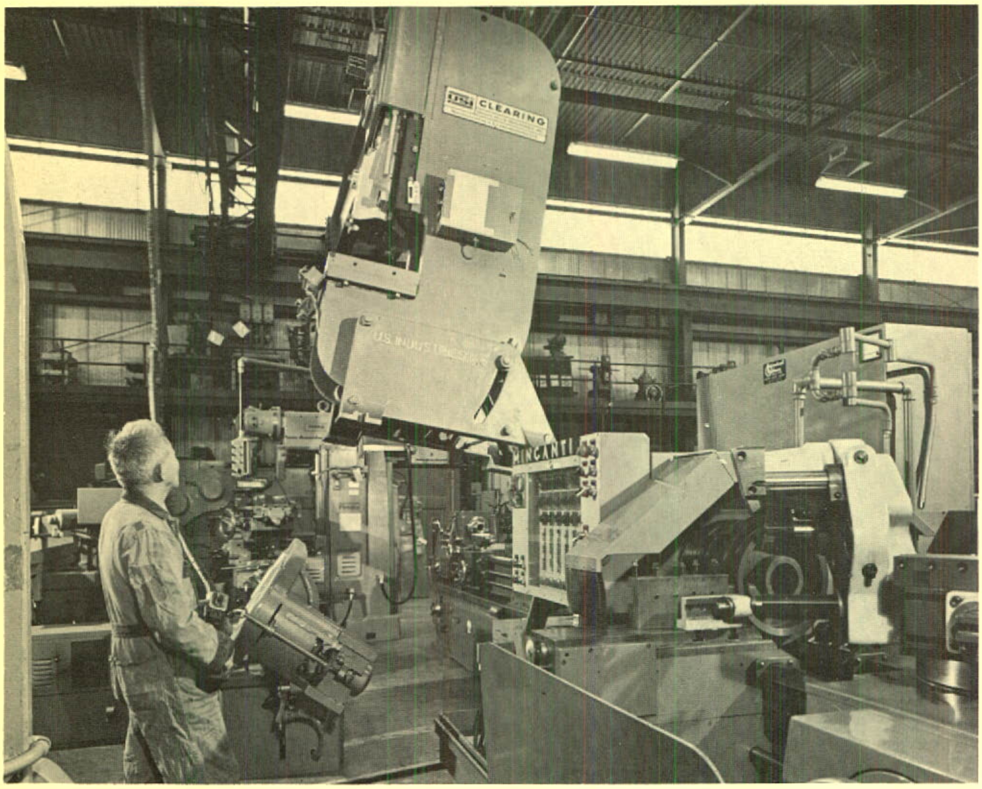
These newer divisions are engaged in industrial real estate development, the wholesaling of industrial machinery, distribution of steel pipe, disposal of industrial refuse and the manufacturing of store fixtures, refrigeration equipment and travel trailers.

Though varied in end products, Intermetco's operating arms are related to the extent that similar management and marketing skills and know-how must be applied for their successful operation. Our divisional management people are seasoned executives and experts in their product fields. In total, the Company employs over 350 people.

Intermetco marked a new era in its 73-year-long history with a public offering of its shares and subsequent listing on the Toronto Stock Exchange in May, 1969.

The Company's growth and achievements reach from the late 1890's when the basis of the present corporation was established with the founding of a small scrap business in Hamilton, Ontario, by two entrepreneural pioneers — the late Messrs. Jacob N. Goldblatt and Louis F. Takefman. Since that time, their families have been actively involved in the Company.

Today, the collecting and processing of secondary metals continues to be the Company's major activity and is carried out through International Iron & Metal Company and Compressed Metals Limited. While the Company continued to consolidate and establish its position of leadership in this industry, management recognized as early as 1929 that diversification would lead to even greater stability and growth.



The Machinery Division distributes many well-known international lines.

As a result, Intermetco undertook a planned program of development and expansion through the acquisition and formation of divisions and subsidiaries engaged in allied activities. This program was stepped up in the 1950's and has led to rapid growth during the past 15 years.

Intermetco's management believes the Company's future success lies in the combining of an enterprising spirit, such as its founders exhibited, with the disciplines of managerial expertise and the building of adequate capital resources. In line with this belief, the Company will continue to maximize the effectiveness of its current operations and management potential while seeking further avenues of growth.

The business activities of Intermetco's divisions and subsidiaries are described on the following pages.

SECONDARY METALS DIVISION

International Iron & Metal Company
Compressed Metals Limited

Intermetco, through its International Iron & Metal and Compressed Metals operations, is Canada's largest broker and processor of secondary metals. This industry has undergone a rapid infusion of technological advances in recent years, requiring a large investment in automated equipment which belies its traditional image.

The reclaiming of scrap by today's machinery results in a vitally important product. Reclaimed ferrous and nonferrous metals, produced by the division, find ready markets among Canada's leading steel producers and foundries.

Steel producers have called for greater quantities of high-grade, reclaimed ferrous metals as a result of their introduction of electric furnaces and other advances. To meet this challenge, the Company launched a modernization program several years ago.

Typical of the Company's progress is a $1 million investment in a highly automated "Intron" processing unit which will reduce an entire automobile into fist-sized chunks of clean, heavy density, quick melting material in less than one minute.

The large "Intron" installation incorporates the most modern anti-pollution equipment available to prevent the emission of fumes and smoke and eliminates the former need to burn automobile bodies in the open to remove contaminants such as paint, rubber, plastic and upholstery. Its capacity and speed of operations will also contribute to a reduction in the size and number of auto "graveyards". The resulting benefits are the elimination of air pollution and a reduction in environmental pollution of the countryside caused by heaps of rusting auto wrecks and abandoned cars.

To supplement the new "Intron" equipment, the division is currently obtaining a fragmentizer unit which will allow for the first time, processing and cleaning of dense, heavily contaminated scrap such as engine blocks into high-grade reclaimed metals. This equipment is capable of achieving a dirt and grease content of less than one percent in the resulting product. The first of its kind in Canada, this new and advanced process, which also features pollution safeguards, is the result of a contract agreement between Intermetco and Environ Inc. (a subsidiary of Ford Motor Company, Detroit).

Intermetco anticipates that the installation of the "Intron" and fragmentizer units will result in a 50 percent increase in the volume of materials processed by its Hamilton facility. As a result, the Company has purchased additional acreage adjacent to its Hamilton operation in order to handle this added production.

To provide for the requirements of its brokerage and processing operations, Intermetco carries out a continuing program of research to locate, identify and classify sources of reclaimable ferrous and non-ferrous metals and to estimate available tonnages.

The collection of source product and delivery of processed metals is primarily carried out by a fleet of modern tractor trailers and container vehicles. The Company is also adding to its network of collection depots throughout Ontario. Other forms of land and water transportation are used where required and for distant operations.

A highly experienced marketing and purchasing staff, operating on a national and international scope, negotiates for both the purchase of scrap from industrial plants and other sources, and the sale of processed secondary metals to the large foundries and steel producers. This is carried out largely on the basis of monthly or annual contracts. The division supplies, by specification, a variety of carefully-controlled grades of secondary metals.

Intermetco's Secondary Metals Division is a large importer of raw secondary materials from the U.S., most of which is further processed to domestic specifications.

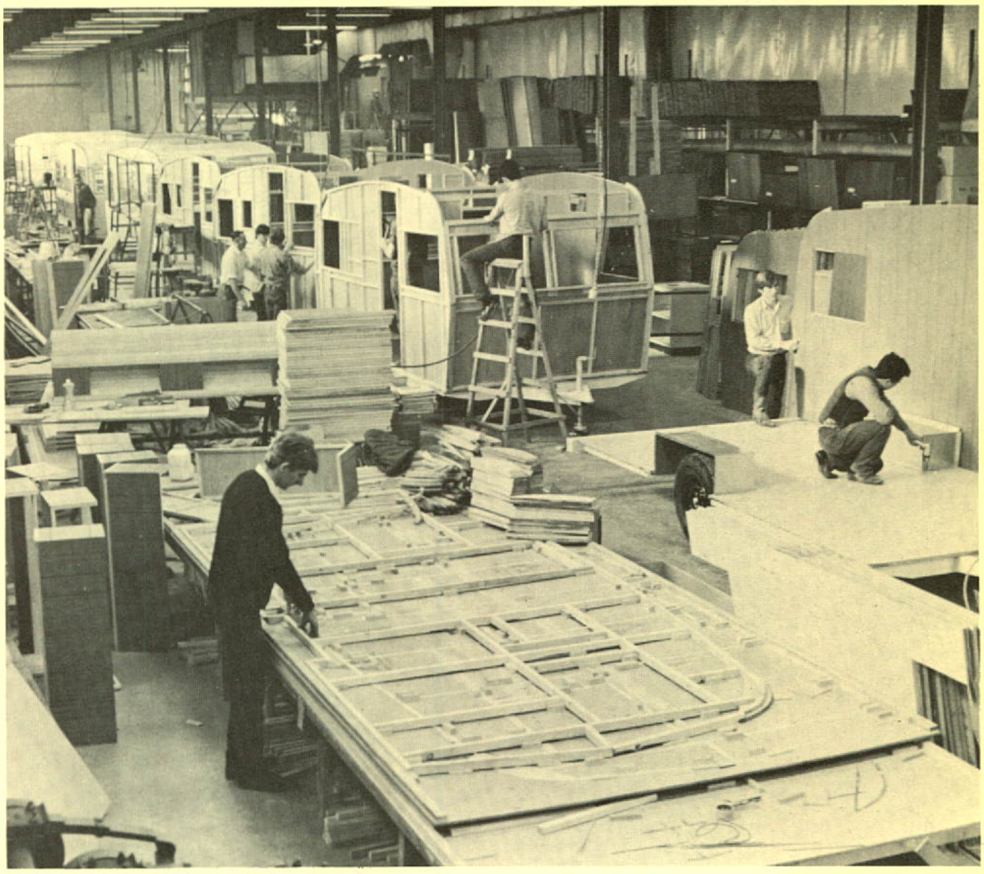
MACHINERY DIVISION

International Machinery Company
International Machinery (Quebec) Limited

Founded in 1929, this division is engaged in the buying and selling of new and used machine tools and fabricating equipment, including lathes, mills, presses and shears, as well as tape controlled and other advanced plant equipment.

Through a coast-to-coast network of authorized dealers and a branch office in Quebec, the division sells machinery and equipment manufactured by nearly 100 well-known Canadian and international manufacturers. Exclusive Canadian distribution rights are held in several major lines. A substantial inventory is maintained throughout Canada.

The Nortrail travel trailer is manufactured at Downsview, Ontario.



The division also arranges leasing, financing and disposal of used industrial equipment and frequently acts as liquidator in the disposal of non-operating industrial plants.

International Machinery's sister operation, International Machinery (Quebec) Limited, maintains an office and warehouse in Greater Montreal for the Province of Quebec.

INDUSTRIAL REAL ESTATE DIVISION

Burland Realty and Equipment Company

Engaged in the development of industrial real estate in the fast-growing Hamilton area, Burland Realty's chief project to date is a 27-acre industrial park which includes the Hamilton processing yard of International Iron & Metal. It is a prime industrial location in the city.

The division has erected 12 modern office, industrial and warehouse buildings on the site totalling 320,000 square feet. Three of these are occupied by other Intermetco divisions. The remainder are leased to tenants manufacturing a wide variety of products including footwear, paper boxes and overhead cranes. A major steel warehousing operation is also located on the site.

Established in 1953, the division recently acquired five acres of land zoned for industrial use in the east end of Hamilton. In the initial stage of its development program for this site, the division has erected three buildings comprising 60,000 square feet of warehouse space. The remaining acreage is scheduled for development of other leasehold facilities.

REFUSE DISPOSAL DIVISION

Industrial Disposal Companies

Intermetco's Industrial Disposal Division operates a modern fleet of 24 mechanized compaction units which service clients with steel containers tailored to their waste disposal needs.

Major activities are carried out in Hamilton and its suburbs and chiefly involve the collection of commercial, industrial and household refuse. A substantial operation is also active in the Oshawa area where the division, operating under the name Industrial Disposal (Oshawa) Company, contracts for the disposal of industrial waste from major plants.

STEEL PIPE DIVISION

Cappco Pipe Piling Limited
Cappco Tubular Products
International Pipe and Tube

This division is engaged in the distribution of prime and secondary grade tubular products produced by The Steel Company of Canada Limited.

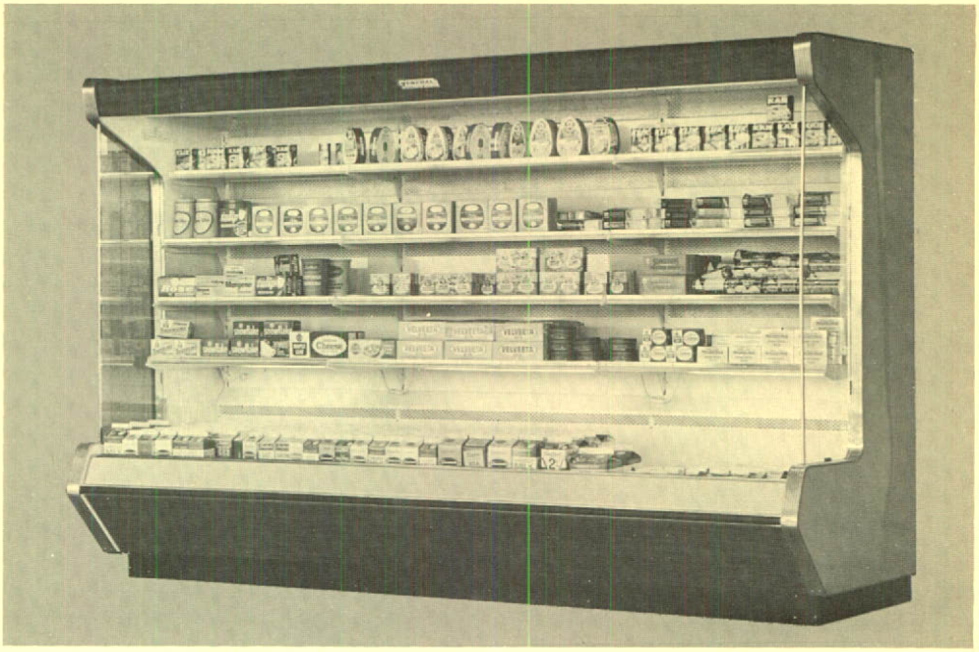
International Pipe and Tube sells structural grade pipe in the domestic and export markets. Cappco Pipe Piling Limited, a wholly-owned subsidiary of the Company, sells a complete range of prime pipe piling on an exclusive basis for The Steel Company of Canada Limited. In addition, Cappco Tubular Products markets a wide range of hollow structural sections for export consumption

MANUFACTURING DIVISION

General Refrigeration of Canada

General Refrigeration and its division, General Environmental and Scientific of Canada, are the operating names of Samteit Store Fixtures and Refrigeration Limited. The chief activity of this subsidiary is the manufacture of a wide range of commercial and scientific refrigeration products at its modern 75,000 square foot Downsview facility.

General Refrigeration products are used by many leading food retailers.



General's products are sold throughout Canada to retail food stores, dairies, restaurants, hotels, supermarkets, hospitals and other institutions.

Apart from its production of standard refrigeration and display units, General is able to undertake special engineering projects which do not fit into the Company's standard production line operations. These include custom designed and manufactured incubators, blood banks, walk-in environmental rooms, glassware driers and laboratory ovens. One custom project resulted in the development of a low humidity refrigerator cabinet which had to meet critical standards for the storage of photographic film and paper and magnetic tape for television and computer data banks.

General's activity in the institutional and industrial fields includes the installation of complex cold storage rooms built to exacting customer specifications. The subsidiary also designs and installs the condensing units, cooling coils, controls and ancillary equipment required to maintain temperatures at designated standards.

Diversification into the manufacture of travel trailers is a recent development spurred by General's vigorous management. Taken at a time when forecasts for trailer sales indicate continuing and dramatic increases, the subsidiary will market three basic models under the "Nortrail" brand name. Designed with the aid of a team of experts from the U.K., the new trailers feature a special insulation process, already proven in the Company's refrigeration equipment, which makes the units suitable for winter use and provides added structural strength and soundproofing as well.

In addition to the travel trailers, new products recently developed include refrigerated ice cream display merchandisers and multi-tiered frozen food cases.

General's increasingly diversified operations are keyed to strong research and development, a creative design department, a highly automated and efficient manufacturing plant and a strong marketing network through either exclusive or general dealers.

Intermetco Limited 73 Robert Street, Hamilton, Ontario