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Thirty=Ninth Annual Report

TRADERS FINANCE CORPORATION

LIMITED



DECEMBER THIRTY - FIRST, 1959

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	A. E. NAYI	LOR, O.B.E.
	J. WILSON BERRY	D. W. NAYLOR
	J. R. CROFT, O.B.E.	K. B. PALMER, O.B.E., Q.C., D.C.L.
Directors	W. W. EVANS	J. H. RATCLIFFE, C.B.E.
	H. R. JACKMAN, Q.C., LL.B.	W. F. SPRY, F.I.I.C.
	HON. RAY LAWSON, O.B.E., LL.D.	ARTHUR G. WALWYN
	R. M. W	
	A. E. NAYLOR, O.B.E. Chairman of the Board and President	R. M. WILLMOTT Executive Vice-President and Treasurer
	J. R. CROFT, O.B.E.	W. J. CAREY
	Vice-President	Vice-President—Sales
Executive	W. W. EVANS Vice-President—Operations	J. D. MACRAE Secretary
Officers	H. C. OLIVER Assistant Vice-President	P. C. FERGUSSON Assistant Vice-President
	D. W. NAYLOR Assistant Vice-President—Sales	S. G. LEE Assistant Vice-President
	E. A. A. WIGHTON Assistant Treasurer	A. B. CAMPBELL Assistant Secretary
	G. M. A.	MONTEITH troller
Auditors	A. D. DOWNIE & CO.—CHARTERED ACCO	OUNTANTS
Transfer Agent	TORONTO: GUARANTY TRUST COMPANY	
and Registrar	NEW YORK: BANK OF MONTREAL TRUST	
Trustee	COLLATERAL TRUST NOTES—THE ROYAL	TRUST COMPANY
Trustee	SINKING FUND DEBENTURES—THE CANAL	
Shares Listed	TORONTO STOCK EXCHANGE	
	1	



TO THE SHAREHOLDERS:

Your Directors submit herewith the Consolidated Balance Sheet and the Consolidated Statements of Profit and Loss and Surplus of Traders Finance Corporation Limited and its subsidiary companies for the year ended December 31, 1959.

CONSOLIDATED NET INCOME

Consolidated income for the year before income taxes		\$9,486,591
Provision for income taxes		4,603,683
Consolidated net income for the year		4,882,908
Provision for minority interest		101,537
Amount available for dividends and interest on income funding rights		4,781,371
Interest on income funding rights	\$ 16,982	
Preferred dividends	360,716	377,698
Amount available for common dividends		4,403,673
Common dividends paid amounted to		3,039,786
Balance of earnings added to surplus		\$1,363,887

The amount of \$4,403,673 available for dividends represented earnings of \$3.47 per share on 1,268,321 common shares outstanding at December 31, 1959 compared with \$4,355,425 or \$3.45 per share on 1,256,435 common shares issued at December 31, 1958.

Dividends paid on common shares at the regular rate of \$2.40 per annum amounted to \$3,039,786 in comparison with \$3,008,631 the year before.

The volume of business transacted by your Company in 1959 was substantially higher than the previous year and net profit before income taxes was up 7.1%. Interest on loans and funded debt was up \$955,000 or 10% more than for the year 1958 although the average amount of money borrowed during 1959 was only 3% more than the previous year. In 1958 short term interest rates on money

borrowed by your Company varied from 21/4% to 43/4% while in 1959 the rates varied from 31/4% to 63/4% in accordance with the term of the note. Interest rates on short term borrowings by your Company were considerably higher in the second half of the year 1959.

General and administrative expenses were higher in 1959 and particularly reflect the expenses incurred by our subsidiary company Trans Canada Credit Corporation Limited in opening a number of new branches and other expenses incidental to an expanding volume of business.

As the Government of Canada income tax rate was increased in 1959 this required approximately \$272,000 more than would have been set aside on the previous basis. This reduced the common share earnings by 21 cents per share.

The subsidiary companies again made a substantial contribution to income in the year 1959.

CONSOLIDATED ASSETS

Consolidated Assets totalled \$332,356,213 at December 31, 1959 as compared with \$289,677,717 at December 31, 1958, and were the highest in the Company's history. Notes and accounts receivable outstanding at December 31, 1959 were \$291,279,630, an increase of \$39,088,750 from the total of \$252,190,880 at the previous year end.

FUNDED DEBT

To provide working funds in addition to bank borrowings and the sale of short term notes, the following long term issue was sold:

Collateral Trust Notes:

\$7,500,000 Series "X"-534%-due April 1, 1979.

CAPITAL

Through conversion of Sinking Fund Debentures and 5% Preferred Shares and by exercise of stock purchase warrants 11,886 additional Class "A" common shares were issued and \$109,652 added to Consolidated Capital account. The total number of Class "A" and Class "B" common shares outstanding as at December 31, 1959 was 1,268,321.

SURPLUS

Consolidated Surplus at December 31, 1959 of \$20,217,045 compares with \$18,862,022 at December 31, 1958, an increase of \$1,355,023 after payment of preferred and common dividends totalling \$3,400,502.

SUBSIDIARY COMPANIES

Canadian General Insurance Company and Toronto General Insurance Company are multiple line companies writing automobile, fire and miscellaneous casualty insurance. Their Head Offices are located in Toronto and branch offices are maintained at Saint John, Montreal, Ottawa, Toronto, London, Winnipeg, Calgary, Edmonton and Vancouver.

Since acquisition by Traders in 1939 of controlling interest in Canadian General Insurance Company and Toronto General Insurance Company, the volume of insurance written by the two companies has increased yearly. Their combined earned premiums, less reinsurance, for the twenty-one years totalled \$85,264,742, the over-all loss ratio being 45.08%.

Traders General Insurance Company insures certain risks of the parent Company as well as writing a full line of automobile and miscellaneous casualty insurance.

All three insurance companies experienced a satisfactory underwriting profit for the year 1959.

Trans Canada Credit Corporation Limited is a wholly owned subsidiary whose principal business is the making of personal and other loans to the public. In 1959 the Company opened fifteen branches and transacted the largest volume of business in its history.

GENERAL

Traders Finance maintains eighty-five branch offices from Newfoundland to British Columbia and Trans Canada Credit Corporation Limited operates sixty-eight branches across Canada.

"Traders" has always been in the forefront in automobile financing and will continue to render the same excellent service to dealers and to their customers.

During 1959 a large part of our increased volume came from the financing of industrial machinery and equipment. Special departments with highly trained sales personnel have been opened throughout Canada to obtain new business. Good results have already become apparent.

As a shareholder of "Traders" you can aid the growth of your Companies by contacting any one of our branch offices with suggestions as to where additional business can be obtained.

Although in the foreseeable future we may expect interest rates to remain higher than those that have prevailed in past years the management of your Company intend by an aggressive sales program and by maintaining a high standard of service to keep "Traders" and its subsidiary companies in their present leading position.

The Directors extend their thanks and appreciation to all employees of the Companies for their co-operation and excellent services throughout the year.

FOR THE BOARD OF DIRECTORS,

Chairman of the Board and President.

Toronto, Ontario, March 11, 1960.

AND SUBSIDIARY COMPANIES

CONSOLIDATED PROFIT AND LOSS FOR THE YEAR ENDE	D DECEMBER 31	1, 1959
(with comparative figures for 1958)	1959	1958
Income from operations	\$31,967,580	\$29,441,508
Income from investments	755,657	666,262
Miscellaneous income	59,199	171,731
	32,782,436	30,279,501
Interest on loans and funded debt	10,412,855	9,457,332
Cost of acquisition of borrowed money	395,067	482,003
General and administrative expenses	11,535,613	10,596,575
Directors' and executive officers' salaries	346,535	339,932
Directors' fees	25,935	26,571
Legal fees	37,812	12,251
Depreciation of buildings and equipment	542,028	507,482
	23,295,845	21,422,146
Profit for year before provision for income taxes	9,486,591	8,857,355
Provision for income taxes	4,603,683	3,966,104
Profit for year before provision for minority interest	4,882,908	4,891,251
Provision for minority interest	101,537	138,743
Net profit for year	\$ 4,781,371	\$ 4,752,508
CONSOLIDATED SURPLUS FOR THE YEAR ENDED DECEMBER (after provision for minority interest)	31, 1959	
(with comparative figures for 1958)	1959	1050
Balance January 1	\$18,862,022	1958
Add adjustment arising from changes in shareholdings of subsidiary	\$10,002,022	\$17,534,747
companies	101,639	42,266
Deduct adjustment of prior year's income taxes	4,906	
	18,958,755	17,577,013
Deduct Contribution to Pension Plan for past service	54,237	26,066
Transfer to Contingent Reserve	51,360	35,719
	18,853,158	17,515,228
Net profit for year	4,781,371	4,752,508
Less: Interest on income funding rights	16,982	1 <i>7</i> ,0 <i>5</i> 3
Dividend on 4½% cumulative redeemable preferred shares -	135,069	135,774
Dividend on 5% cumulative redeemable convertible preferred	225 4 47	
Net profit for year available for common shares	4,403,673	244,256
Dividends on common shares	3,039,786	4,355,425 3,008,631
Added to surplus	1,363,887	1,346,794
Added to solvios	1,303,667	1,340,794
Balance December 31	\$20,217,045	\$18,862,022

TRADERS FINANCE C

AND SUBSIDI

Consolidated Balance Sh

(with comparati

ASSETS

1959	1958
\$ 22,905,117	\$ 19,588,194
17,443,160	17,269,044
131,345	155,340
17,574,505	17,424,384
278,956,823	241,381,281
8,336,733	7,403,523
174,554	_
3,811,520	3,406,076
291,279,630	252,190,880
2,666,105	2,376,529
288,613,525	249,814,351
1,789,306	1,425,257
3,214,200	3,152,892
1,740,440	1,727,361
1,473,760	1,425,531
	\$ 22,905,117 17,443,160 131,345 17,574,505 278,956,823 8,336,733 174,554 3,811,520 291,279,630 2,666,105 288,613,525 1,789,306 3,214,200 1,740,440

Approved on behalf of the Board

A. E. NAYLOR, Director

R. M. WILLMOTT, Director

\$332,356,213 \$289,677,717

This is the balance sheet referred to in our report to the shareholders dated

RPORATION LIMITED

COMPANIES

t as at December 31, 1959

gures for 1958)

LIABILITIES

	1959	1958
Bank borrowings represented by collateral trust notes Series "C"—		
secured	\$ 35,000,000	\$ 13,900,000
Accounts payable and accrued charges	1,764,846	1,686,500
Interest accrued on funded debt	1,740,872	1,499,929
Interest and dividends payable	874,164	871,579
Provision for Federal and Provincial Taxes	2,616,856	2,080,482
Dealers' credit balances	13,265,870	13,528,457
	20,262,608	19,666,947
Reserve for insurance claims	3,954,841	3,873,184
Unearned income	23,085,562	19,086,468
Reserve for guarantee bonds	222,083	195,882
Contingent reserve	493,363	439,657
Collateral trust notes—secured	168,885,872	152,198,372
Sinking fund debentures	36,489,000	37,617,500
Minority interest of shareholders in the capital and surplus of subsidiary		
companies	992,509	1,194,007
Capital Authorized:		
35,000 41/2% cumulative redeemable preferred shares		
—par value \$100 each		
125,000 5% cumulative redeemable convertible		
preferred shares—par value \$40 each		
2,000,000 class "A" common shares—no par value		
240,000 class "B" common shares—no par value Issued and outstanding:		
35,000 4½% cumulative redeemable preferred shares	3,500,000	3,500,000
4,985 shares held through subsidiary companies	498,469	482,800
30,015	3,001,531	3,017,200
111,697 5% cumulative redeemable convertible	4,000,000	.,,
preferred shares	4,467,880	4,822,320
1,028,321 class "A" common shares	14,803,919	14,324,158
240,000 class "B" common shares	480,000	480,000
	22,753,330	22,643,678
Surplus	20,217,045	18,862,022
Total capital and surplus	42,970,375	41,505,700
	\$332,356,213	\$289,677,717

bruary 26, 1960. a. S. Davnie 6

Chartered Accountants

Auditors' Report

TO THE SHAREHOLDERS OF

TRADERS FINANCE CORPORATION LIMITED

We have examined the consolidated balance sheet of Traders Finance Corporation Limited and subsidiary companies as at December 31, 1959, and the statements of consolidated profit and loss and surplus for the year ended on that date, and have obtained all the information and explanations we have required.

Our examination was carried out in conjunction with the Companies' internal auditors. Substantial tests were made of the correctness of the accounts at the head offices and branch offices of the Companies and the accounting methods were reviewed, but all of the transactions were not audited in detail.

In our opinion, the accompanying consolidated balance sheet and the statements of consolidated profit and loss and surplus, with supplementary notes thereto, are properly drawn up, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year, so as to exhibit a true and correct view of the state of the Companies' affairs, on a consolidated basis, as at December 31, 1959, and the results of their operations for the year 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.

> a. S. Downie la Chartered Accountants.

TORONTO, CANADA, FEBRUARY 26, 1960.

AND SUBSIDIARY COMPANIES-DECEMBER 31, 1959

1. COLLATERAL TRUST NOTES

Series "F" 31/2% due December 15, 1964	-	-	-	-	-	-	-	-	-	-	-	-	-	\$	6,500,000
Series "H" 31/2% due May 1, 1965	-	-	-	-	-	-	-	-	-	-	-	-	-		5,000,000
Series "K" 3¾% due March 1, 1963	-	-	-	-	-	-	-	-	-	-	-	-	-		6,000,000
Series "P" 4¾% due February 15, 1968	-	-	-	-	-	-	-	-	_	-	-	-	-		6,000,000
*Series "Q" 434% due June 30, 1968	-	-	-	-	-	-	-	-	-	-	-	-	5-		10,000,000
Series "R" 41/2% due April 15, 1970	-	-	-	-	-	-	-	-	-	-	-	-	-		10,000,000
Series "S" 4½% due April 1, 1976	-	-	-	-	-	-	-	-	-	-	-	-	-		10,000,000
*Series "T" 4¾% due May 1, 1971	-	-	-	-	-	-	-	-	-	-	-	-	-		10,000,000
Series "U" 5¼% due January 2, 1962 -	-	-	-	-	-	-	-	-	-	-	-	-	-		2,700,000
Series "U" 5½% due January 2, 1969 -	-	-	-	-	-	-	-	-	-	-	-	-	-		6,300,000
*Series "V" 5%% due May 1, 1977	-	-	-	-	-	-	-	-	-	-	-	-	-		10,000,000
Series "W" 534% due June 15, 1972 -	-	-	-	-	-	-	-	-	-	-	-	-	-		2,000,000
Series "X" 534% due April 1, 1979	-	-	-	-	-	-	-	-	-	-	-	•			7,500,000
Short term notes (*\$10,000,000)	-	-	-	-	-	-	-	-	-	-,-	-	-	-		78,009,000
														1	70,009,000
Deduct: Exchange on U.S. notes at date of	acq	uisit	ion	-	_	-	_	-	-	-	-	-	-		1,123,128
Per balance sheet	-	-	-	-	-	-	-	-	_		_	_	_	\$	68,885,872
*n														=	12,220,072

^{*}Repayable in U.S. funds

Series "C" Notes are issued from time to time in such amounts as are required for bank borrowings. As at December 31, 1959, the interest rate carried by the Series "C" Notes was 53/4%.

2. SINKING FUND DEBENTURES

Series "B" 4% due May 1, 1963												
Authorized and Issued	-	-	-	-	-	-	-	-	-	-	\$ 2,000,000	
Less: Purchased and cancelled	-	-	-	-	-	-	-	-	_	-	550,000	\$ 1,450,000
4½% due October 1, 1967												
Issued	-) -)	-	-	-	-	-	-	-	-	2,000,000	
Less: Purchased and cancelled	-	-	-	-	-	-	-	-	-	-	400,000	1,600,000
5¼% due May 15, 1968												
Issued	-	-	-	-	-	-	-	-	-	-	6,500,000	
Less: Purchased and cancelled	-	-	-	-	-	-	-	-	-	-	1,128,500	5,371,500
5% due April 15, 1969												
Issued	-	-	-	-	-	-	-	-	-	-	4,000,000	
Less: Purchased and cancelled	-	-	-	-	-	-	-	-	-	-	595,000	3,405,000
43/4% Convertible due May 1, 1969												
Issued	-	-	-	-	-	-	-	-	-	-	4,000,000	
Less: Converted to class "A" co	mm	on	sha	res	-	-	-	-	-	-	3,497,000	503,000
											Carried Forward	\$12,329,500

2. SINKING FUND DEBENTURES (Continued)	Br	ought Forward	\$12,329,500
51/2% due October 1, 1969				
Issued		\$	4,000,000	
Less: Purchased and cancelled			589,500	
Called for redemption			1,000	3,409,500
43/4% due March 15, 1971		_		5 1 152
Issued			6,000,000	
Less: Purchased and cancelled			450,000	5,550,000
5% due September 15, 1972—carrying stock	purchase wa	rrants		
Issued			5,000,000	
Less: Purchased and cancelled			375,000	4,625,000
534% due March 1, 1973—carrying stock pur	chase warran	its		
Issued			6,000,000	5 700 000
Less: Purchased and cancelled			300,000	5,700,000
534% due October 15, 1974			5,000,000	
Less: Purchased and cancelled			125,000	4,875,000
			123,000	
Per balance sheet				\$36,489,000
3. CAPITAL STOCK	41/2% c	um. redeemable	5% cum.	redeemable
PREFERRED		erred shares		eferred shares
	Shares	Amount	Shares	Amount
Issued and outstanding January 1, 1959	35,000	\$ 3,500,000	120,558	\$ 4,822,320
Converted to class "A" common shares			8,861	354,440
Issued and outstanding December 31, 1959 -	35,000	\$ 3,500,000	111,697	\$ 4,467,880
COMMON	Class Shares	Amount	Class Shares	Amount
	The second secon	\$14,324,158	240,000	
Issued and outstanding January 1, 1959	1,016,435	\$14,324,136	240,000	\$ 480,000
Conversion of sinking fund debentures 434% due May 1, 1969	3,015	116,000		
Conversion of 5% cumulative redeemable		0.40.0.45		
convertible preferred shares	8,861	363,361		
Exercise of stock purchase warrants	10	400		
Issued and outstanding December 31, 1959 -	1,028,321	\$14,803,919	240,000	\$ 480,000

234,117 class "A" shares are reserved for issuance against the exercise of the conversion privilege attaching to the 434% sinking fund debentures due 1969, the stock purchase warrants carried by the 5% sinking fund debentures due 1972 and the 534% sinking fund debentures due 1973 and the conversion privilege attaching to the 5% cumulative redeemable convertible preferred shares.

4. INCOME FUNDING RIGHTS

There are outstanding 13,653 series "A" and 6,171 series "B" income funding rights with a total aggregate face value of \$507,286.50. Non-cumulative interest at the rate of \$1.00 per annum per right is payable out of the net profits of each fiscal year or to the extent that such profits are available before payment of dividends on the 41/2% cumulative redeemable preferred shares and the 5% cumulative redeemable convertible preferred shares. In the event of liquidation, the income funding rights rank after the 41/2% cumulative redeemable preferred shares but in priority to the 5% cumulative redeemable convertible preferred shares and to the class "A" and class "B" common shares.

HEAD OFFICE

TRADERS BUILDING - 625 CHURCH STREET - TORONTO

BRANCH OFFICES

NEWFOUNDLAND	ST. JOHN'S		ALEXANDER IN THE REAL VALUE
	CORNER BROOK	ONTARIO	TORONTO (3 Branches
	COMMEN DICON		OAKVILLE
DINCE FOWARD ISLAND	CHABIOTTETOWN		BARRIE
RINCE EDWARD ISLAND	CHARLOTTETOWN		HAMILTON
	SUMMERSIDE		WELLAND
			KITCHENER
NOVA SCOTIA	SYDNEY		BRANTFORD
	ANTIGONISH		LONDON
	NEW GLASGOW		CHATHAM SARNIA
	HALIFAX		WINDSOR
	YARMOUTH		OWEN SOUND
			TIMMINS
NEW BRUNSWICK	SAINT JOHN		KIRKLAND LAKE
	MONCTON		SUDBURY
	NEWCASTLE		ELLIOT LAKE
	CAMPBELLTON		NORTH BAY
	WOODSTOCK		SAULT STE. MARIE
	BATHURST		PORT ARTHUR
	BATTORST		KENORA
QUEBEC	SEPT ILES		
GOEDEC	RIMOUSKI	MANITOBA	WINNIPEG
			BRANDON
	MATANE		
	QUEBEC	SASKATCHEWAN	REGINA
	HAUTERIVE	JAJKA TONEWAN	SWIFT CURRENT
	CHICOUTIMI		MOOSE JAW
	DOLBEAU		SASKATOON
	TROIS RIVIÈRES		NORTH BATTLEFORD
	SHERBROOKE		PRINCE ALBERT
	GRANBY		
	THETFORD MINES	ALBERTA	LETHBRIDGE
	ST. HYACINTHE	ALLENIA	CALGARY
	MONTREAL (4 Branches)		RED DEER
	ST. JEAN		MEDICINE HAT
	MONT LAURIER		EDMONTON
	VAL D'OR		GRANDE PRAIRIE
	ROUYN		
		BRITISH COLUMBIA	NELSON
ONTARIO	OTTAWA		PENTICTON
ONIARIO	PEMBROKE		KAMLOOPS
	CORNWALL		DAWSON CREEK
			VANCOUVER
	KINGSTON		NEW WESTMINSTER
	BELLEVILLE		VICTORIA
	PETERBOROUGH		PRINCE GEORGE

THE OLDEST ALL-CANADIAN NATIONAL FINANCE COMPANY

COMPAN SUBSIDIARY IES

Branch Offices

Canadian General Insurance Company

Toronto General Insurance Company

Traders General Insurance Company

HEAD OFFICES-625 CHURCH STREET-TORONTO

SAINT JOHN WINNIPEG

MONTREAL

EDMONTON

OTTAWA

CALGARY

TORONTO

VANCOUVER

LONDON

Trans Canada Credit Corporation Limited

HEAD OFFICE-625 CHURCH STREET-TORONTO

Branch Offices

NEWFOUNDLAND

ST. JOHN'S

PRINCE EDWARD ISLAND

CHARLOTTETOWN SUMMERSIDE

NOVA SCOTIA

SYDNEY

ANTIGONISH

HALIFAX (3 Branches)

DARTMOUTH (2 Branches)

LIVERPOOL

YARMOUTH

DIGBY

KENTVILLE

TRURO

AMHERST

NEW BRUNSWICK

SAINT JOHN

FREDERICTON

MONCTON

NEW CASTLE

WOODSTOCK

QUEBEC

MONTREAL

ONTARIO

OTTAWA CORNWALL

KINGSTON

BELLEVILLE

PETERBOROUGH

XALA

AURORA

BARRIE

TORONTO (5 Branches)

HAMILTON (3 Branches)

WELLAND

KITCHENER BRANTFORD

OWEN SOUND

GODERICH

ST. CATHARINES

LONDON

CHATHAM

WINDSOR

SARNIA

NORTH BAY

SUDBURY (2 Branches)

ONTARIO

ELLIOT LAKE

TIMMINS

SAULT STE, MARIE

PORT ARTHUR

KENORA

MANITOBA

WINNIPEG

BRANDON

SASKATCHEWAN

REGINA

SWIFT CURRENT

MOOSE JAW

SASKATOON

ALBERTA

CALGARY

EDMONTON

BRITISH COLUMBIA

VANCOUVER

NEW WESTMINSTER

VICTORIA

PRINCE GEORGE

