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 Inside back cover—Ten-year review

The Southam Company Limited was incorporated under the Companies Act of Canada by Letters Patent dated December 7, 1927, and commenced business on January 1, 1928. Since May 1945 the shares of the company have been listed on the Montreal, Toronto and Vancouver stock exchanges. Stock Transfer Agent, The Royal Trust Company. Stock Registrar, The Bankers' Trust Company.

The year's results at a glance

Consolidated, with comparative figures for 1962

	1963	1962
Earnings	044.550.045	0.42.250.442
Gross revenues	\$44,550,917	\$43,350,442
Gross expenses	35,221,081	33,764,538
Depreciation	1,071,732	989,843
Income taxes	3,710,000	3,823,000
Net earnings	4,548,104	4,773,061
Net earnings per share	1.52	1.59
Dividends paid	3,450,000	2,550,000
Dividends paid per share	1.15	.85
Balance sheet		
Working capital	\$ 4,465,414	\$ 5,804,582
Investments	8,715,344	9,030,472
Fixed assets (net)	10,236,014	8,994,230
Funded debt	3,186,000	3,945,000
Income tax reductions applicable to future years	135,000	_
Shareholders' equity	20,095,772	19,884,284
Statistics		
Advertising linage—newspapers	117,210,399	118,576,663
Advertising pages—magazines	10,353	8,900
Daily newspaper circulation—December	506,253	495,184
Total number of employees	2,813	2,781
Total salaries, wages and employee benefits	\$16,032,127	\$15,414,236
Common share price range	\$ 363/8—29	\$ 341/2—25

Consolidated revenue from operations increased by 2.9 percent and from investments by 5.0 percent. Expenditures for all purposes increased by 4.4 percent. Net earnings, including profits on capital account, at \$4,548,000 were 4.7 percent under 1962, which was a record year.

Working capital now stands at \$4,465,000, an amount we believe to be adequate for foreseeable requirements.

At the year-end our combined daily circulation had risen to 506,000—up 2.2 percent from 1962. Because of circulation rate increases at some divisions circulation revenue was up 3.3 percent.

Newspaper advertising revenue also increased in 1963. The gain—2.3 percent—came from higher rates made possible by our growing circulation.

The company's share of the cost of all employee benefits in 1963 was \$1,009,000.

The Southam Company Limited

Head Office

321 Bloor Street East, Toronto, Ontario

Newspaper divisions

The Ottawa Citizen

The North Bay Nugget

The Hamilton Spectator

The Winnipeg Tribune

The Medicine Hat News

The Edmonton Journal

The Calgary Herald

The Vancouver Province (Published for

Pacific Press Limited)

News service bureaux

Ottawa, 136 Sparks Street

England, 43 Fleet Street, London EC4

U.S.A., 1149 National Press Building, Washington

Newspaper advertising offices

Montreal, 1070 Bleury Street

Toronto, 88 University Avenue

England, 43 Fleet Street, London EC4

U.S.A., Cresmer, Woodward, O'Mara and Ormsbee,

Inc., New York, Detroit, Chicago, Atlanta,

Los Angeles and San Francisco

Consumer magazine division

Canadian Homes Magazine, Toronto, Ontario

Wholly owned subsidiaries

The Southam Printing Company Limited

Montreal, Toronto, Vancouver

Province Press Holdings Limited

A non-operating subsidiary connected with the

financing of our interest in Pacific Press Limited

Southam Business Publications Limited

Don Mills, Ontario

Associated company

Pacific Press Limited (50 percent owned)—Vancouver

Southam Business publications

Agricultural Chemicals in Canada

Architecture-Batiment-Construction

Automatic Heating, Plumbing, Air Conditioning

Canadian Architect, The

Canadian Chemical Processing

Canadian Consulting Engineer

Canadian Farm Equipment Dealer

Canadian Forest Industries

Canadian Gas Journal

Canadian Metalworking/Machine Production

Canadian Milling & Feed

Canadian Municipal Utilities

Canadian Petro Engineering

Canadian Plastics

Canadian Transportation

Canadian Wood Products Industries

Electrical Equipment News

Electrical News and Engineering

Electronics & Communications

Engineering & Contract Record

Equipement Industriel

Executive

Furniture & Furnishings

Genie Construction

Good Farming Quarterly

Hospital Administration in Canada

Industrial Digest

L'Entrepreneur en Plomberie et Chauffage

Office Administration

Packaging Progress

Product Design & Engineering

Restaurants and Institutions

Shoe & Leather Journal

Southam MacLean Building Guide

Supermarket Methods

The Financial Times

and 12 annual publications

Directors and officers

The Southam Company Limited

†Philip S. Fisher, CBE, chairman

†St. Clair Balfour, president

†W. W. Southam, vice-president

†R. W. Southam, vice-president, publisher, The Ottawa Citizen

*F. S. Auger, vice-president, publisher, The Vancouver Province

*Gordon T. Southam, Vancouver

†Britton B. Osler, QC, Toronto

†J. Grant Glassco, OBE, FCA, Toronto

†George L. Crawford, QC, Calgary

*T. E. Nichols, vice-president, publisher, The Hamilton Spectator

*W. Culver Riley, OBE, Winnipeg

*James A. Daly, Toronto

†Basil Dean, vice-president, publisher, The Edmonton Journal

*J. Jacques Pigott, Toronto

*G. H. Southam, Ottawa

Ross Munro, OBE, vice-president, publisher, The Winnipeg Tribune

F. G. Swanson, vice-president, publisher, The Calgary Herald

J. F. Grainger, vice-president, publisher, The North Bay Nugget

F. G. McGuinness, vice-president, publisher, The Medicine Hat News

J. S. Ward, vice-president, marketing

B. H. Shelley, CA, secretary-treasurer

The Southam Printing Company Limited

*Philip S. Fisher, CBE, chairman

*St. Clair Balfour, president

*E. M. Pritchard, vice-president and managing director

*F. M. Southam, vice-president and secretary

*J. Grant Glassco, OBE, FCA, Toronto

*Britton B. Osler, QC, Toronto

*W. W. Southam, Toronto

*Guy S. Fisher, vice-president, Montreal division

Frank Robins, general manager, The Nicholson Printing Company

D. G. Scott, FCA, treasurer and assistant secretary

Southam Business Publications Limited

*St. Clair Balfour, chairman

*James A. Daly, president

*L. R. Kingsland, executive vice-president

*Philip S. Fisher, CBE, Montreal

*Britton B. Osler, QC, Toronto

*W. W. Southam, Toronto

E. V. Manser, vice-president

Samuel S. Moore, vice-president

J. E. Uberig, treasurer and assistant secretary

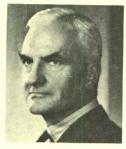
Directors and officers

The Southam Company Limited



Philip S. Fisher, CBE Elected director 1928.

Born Montreal, 1896. BA (McGill). Joined The Southam Company 1924 as assistant to the president. Elected president 1945; chairman of the board 1961. Served in World War I with RNAS and RAF. Past President, Canadian Daily Newspaper Publishers Association; past chairman, Executive Council, Canadian Chamber of Commerce; honorary president, The Canadian Welfare Council.



St. Clair Balfour Elected director 1953.

Born Hamilton, 1910. BA (Toronto). Joined The Hamilton Spectator 1931; publisher 1951; vice-president and managing director 1954; president 1961. Served in RCNVR 1940-1945. Vice-president, Canadian Press. Director, Canadian Daily Newspaper Publishers Association, American Newspaper Publishers Association; governor, McMaster University.



W. W. Southam, P.Eng. Elected director 1950.

Born Hamilton, 1908. BSC (Mc-Gill). Joined The Vancouver Province 1930; transferred to head office as executive assistant 1945; vice-president 1954. Member, Engineering Institute of Canada, Association of Professional Engineers of Ontario; director, American Newspaper Publishers Association Research Institute Incorporated.



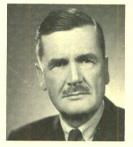
J. Grant Glassco, OBE, FCA Elected director 1958.

Born Los Angeles, 1905. Chartered Accountant 1927. Partner, Clarkson, Gordon & Co. 1935-1957; executive vice-president, Brazilian Traction Light and Power Co. Limited 1957, president 1963. Trustee, Hospital for Sick Children; governor, Ridley College; chairman, Royal Commission on Government Organization 1960-1963. Director of a number of Canadian companies.



George L. Crawford, QC Elected director 1959.

Born Edmonton, 1915. Called to Alberta Bar in 1939. Served with RCNVR 1940-45. Partner law firm, Arnold & Crawford. President and director of Grouped Income Shares Limited, director of Western Minerals and First Oil and Gas Fund Limited and other companies. Member of The National Council of YMCA.



Thomas E. Nichols Elected director 1960.

Born Winnipeg, 1907. BA (Mount Allison). Joined The Winnipeg Tribune 1928; transferred to The Vancouver Province 1930; The Hamilton Spectator in 1934. Served in RCNVR 1940-1945. Publisher, The Hamilton Spectator 1955. Chairman, Canadian Section, Commonwealth Press Union; director, Canadian Press, Canadian Daily Newspaper Publishers Association; governor, McMaster University; governor, Art Gallery of Hamilton.



G. Hamilton Southam Elected director 1964.

Born Ottawa, 1916. BA (Toronto). Served with Canadian Army 1940-1945. Joined The Times of London 1945; The Ottawa Citizen 1946. Joined Department of External Affairs 1948; Secretary of Legation, Stockholm, 1949-1953; Chargé d'Affaires and Ambassador, Warsaw, 1959-1962; Founding president of National Gallery Association, 1958; and of National Capital Arts Alliance, 1963.



John F. Grainger

Born North Bay, 1915. With mechanical departments, The North Bay Nugget and The Sudbury Star 1929-1938. Returned to The North Bay Nugget 1939 in printing and advertising; publisher 1941; president, North Bay Publishing Company Limited 1948; vice-president and publisher on acquisition by The Southam Company Limited. Former member North Bay City Council.



Fred G. McGuinness

Born Brandon, 1921. Educated at United College, Winnipeg, and the University of Manitoba. Enlisted in RCNVR in 1939. Executive director, Saskatchewan Golden Jubilee committee 1952-1955. Joined The Medicine Hat News 1956 as assistant to publisher; vice-president and publisher 1958. Past-president Medicine Hat Chamber of Commerce.



R. W. Southam Elected director 1954.

Born Ottawa, 1914. BA (Queen's), MS (Columbia). Joined The Ottawa Citizen 1937; managing editor 1946; assistant publisher 1950; publisher 1953. Served with Royal Canadian Navy 1940-1945. Director and past-president, Canadian Daily Newspaper Publishers Association. Trustee, Queen's University; member of corporation, Bishop's University.



Fred S. Auger Elected director 1954.

Born Calgary, 1907. Joined The Southam Company Limited as publisher of The Winnipeg Tribune in 1951. Previously director of advertising, Procter & Gamble. Appointed publisher of The Vancouver Province 1959. Director, Vancouver Art Gallery, B.C. Waterfowl Society, Boys Clubs of Vancouver; International Trustee of Ducks Unlimited.



Gordon T. Southam Elected director 1955.

Born Ottawa, 1910. Joined The Ottawa Citizen 1930. Moved to The Vancouver Province 1936. Served with Royal Canadian Navy 1940-1945. President, Pioneer Envelopes Limited 1955; director, MacMillan, Bloedel and Powell River Limited and B.C. Packers Limited. President, G. F. Strong Rehabilitation Centre.



Britton B. Osler, qc Elected director 1956.

Born Ottawa, 1904. Graduate RMC of Canada. Partner law firm, Blake, Cassels & Graydon since 1933. Served in Canadian army 1940-1946. Member, board of governors, St. John's Convalescent Hospital; vice-president of Ridley College. Director of a number of Canadian companies.



W. C. Riley, OBE Elected director 1960.

Born Winnipeg, 1907. Chairman, Canadian Indemnity Company; United Canadian Shares Limited. Served in Canadian Army 1940-1945. Member, board of trustees, Winnipeg General Hospital; past chairman, Community Chest. Director of a number of Canadian companies.



J. A. Daly Elected director 1961.

Born Toronto, 1913. Joined Hugh C. MacLean Publications as associate editor in 1941. Successively editor, general manager, president and managing director 1955 and continued in this position when company acquired by The Southam Company in 1961. Past president and director of The Business Newspapers Association, Business Paper Editors Association and Periodical Press Association.



Basil Dean
Elected director 1962.

Born Newbury, England, 1915. Diploma for journalism, University of London, 1936. Came to Canada 1938 as reporter on The Hamilton Spectator. Served in RCAF 1941-1945. Southam London bureau 1945; associate editor, The Calgary Herald 1949; publisher 1955; publisher The Edmonton Journal 1962. Past-president, Calgary Chamber of Commerce; director, Alberta and Northwest Chamber of Mines and Resources.



J. Jacques Pigott, P.Eng. Elected director 1962.

Born Detroit, Mich., 1916. Graduated in engineering University of Toronto 1940. Served with RCNVR 1940-1945. Joined Pigott Construction Company Limited in 1946, becoming executive vice-president of that company in 1956. Director of a number of Canadian companies.



Ross Munro, OBE

Born Ottawa, 1913. BA (Toronto). Staff writer Canadian Press 1936-1948, CP war correspondent overseas 1940-1945. Joined Southam in Ottawa news bureau 1948; assistant to the publisher, The Vancouver Province 1951; editor 1955; assistant publisher and editor-inchief 1957; publisher, The Winnipeg Tribune 1959. Director, Manitoba Heart Foundation.



Frank G. Swanson

Born Edmonton, 1917. BA (Alberta), MSC (Columbia). Joined The Edmonton Journal 1938. Served in World War II 1940-1945. Southam London bureau 1945; Ottawa Citizen Press Gallery correspondent 1948, associate editor 1956, editor 1960; assistant publisher, The Calgary Herald 1961; publisher 1962. Director, Calgary Symphony Orchestra; associate director, Calgary Exhibition and Stampede.



John S. Ward

Born Toronto, 1919. Educated public schools and University of Saskatchewan, Saskatoon. RCAF 1940-1946. MacLaren Advertising Company Limited, 1946. Joined Toronto advertising service department of Southam Newspapers 1948; assistant advertising manager, The Edmonton Journal 1950; advertising director 1951; transferred to head office as vice-president, marketing 1960.



B. H. Shelley, CA

Born Manchester, England, 1917. Served in RAF 1939-1945. McDonald, Currie & Co., Toronto 1947, Brazilian Traction Light & Power Company Limited, Sao Paulo, Brazil 1950. Joined Southam 1957 as assistant secretary-treasurer; appointed secretary-treasurer same year.

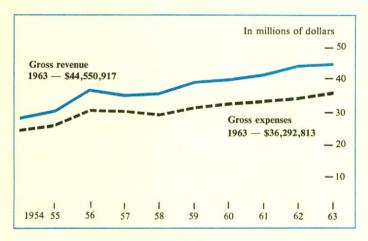
Directors' report to the shareholders

Your directors have pleasure in submitting the 37th annual report of the company for the year ended December 31, 1963.

Generally speaking 1963 was a satisfactory year. The demand for our chief products and services—newspapers, magazines and the advertising that appears in them, as well as the output of our commercial printing plants—continued to expand. The advertising market, from which we receive the major portion of our revenue, became increasingly competitive but during the fourth quarter our operations showed a material improvement.

Earnings

Consolidated revenue from operations increased by 2.9 percent and from investments by 5.0 percent. Expenditures for all purposes increased by 4.4 percent. Net earnings, including profits on capital account, at \$4,548,000 were 4.7 percent under 1962, which was a record year. Earnings per share of \$1.52 compare with \$1.59 the previous year.

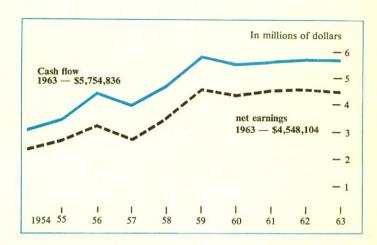


These profits were achieved in the face of a further substantial increase in expenditures to improve the editorial quality and the standard of printing of our publications and the continuing cost of developing The Financial Times and Canadian Homes Magazine, both of which made progress during the year.

This year, to take advantage of certain new provisions in the income tax act, we have changed the basis on which we have written depreciation. This is explained in note 1 on the consolidated statement of earnings appearing on page 19.

Dividends and retained earnings

In December, the company paid a stock dividend of 15 cents per share. This was in addition to the regular annual cash dividends totalling \$1.00 per share. Total dividend payments in

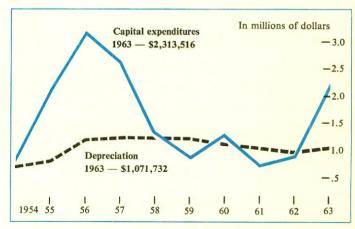


the year amounted to \$3,450,000, an increase from \$2,550,000 in 1962.

During the year an amount of \$887,000 was written off against retained earnings. This represented the excess of the cost over book value of net tangible assets of newly acquired publications.

Capital transactions

An amount of \$2,314,000 was spent on additions and improvements to our production facilities. This compares with \$897,000 so expended in 1962. The new mechanical building now under construction for The Calgary Herald and an addition to the office building of The Hamilton Spectator accounted for the major part of this expenditure, although varying amounts were spent to improve the facilities at every one of our operating divisions.

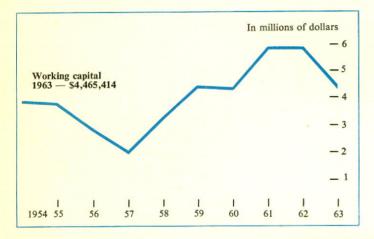


The company continued to purchase for redemption its five percent Perpetual Redeemable Debentures whenever the offering price was favorable. The principal amount of these debentures redeemed in 1963 was \$259,000. In addition a repayment of \$500,000 on the six percent Serial Debentures brought the total reduction in long-term debt to \$759,000.

During the year our magazine subsidiary bought several trade publications. At the year-end it acquired Age Publishing Company Limited at a cost of \$792,000, including title to 14 additional publications.

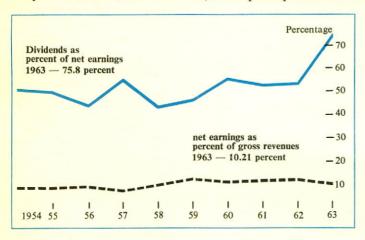
Working capital

The aggregate cost of the foregoing transactions as well as other miscellaneous investments was \$7,409,000. This exceeded funds made available by operations, resulting in a net reduction in working capital of \$1,339,000. This now stands at \$4,465,000, an amount we believe to be adequate for foreseeable requirements.



Daily newspapers

The company's daily newspaper operations continue to be the backbone of our business. At the year-end our combined daily circulation had risen to 506,000—up 2.2 percent from



1962. Because of circulation rate increases at some divisions circulation revenue was up 3.3 percent.

Newspaper advertising revenue also increased in 1963. The gain—2.3 percent—came from higher rates related to circulation growth. Advertising linage actually dropped 1.2 percent, this apparently being the result of some hesitancy on the part of the retail advertisers in the earlier part of the year and of increased competition among media for the national advertising dollar.

The Southam Printing Company Limited

Operated as a wholly-owned subsidiary, our commercial printing business realized substantially increased earnings during the year. The company's three plants in Montreal, Toronto and Vancouver employ a total of 429 people. In 1963 the Toronto plant completed a modernization program that makes its bindery and finishing department one of the best in the industry. New equipment is presently on order for all three plants to improve further the quality of service and product.

Southam Business Publications Limited

This subsidiary was formerly known as Southam-MacLean Publications Limited. In addition to 48 business publications, the company owns and operates trade shows in the furniture, forest industries and chemical fields. The Canadian Furniture Mart is the largest annual trade show held in Canada.

Total revenues of the company were at record levels. We continued our program of improving editorial quality which involved a substantial increase in operating costs.

As mentioned earlier our magazine operations were expanded during the year. The major item was the acquisition of Age Publishing Company Limited in December. L. R. Kingsland, president of Age, has been appointed executive vice-president and elected a director of Southam Business Publications Limited.

After the year-end additional magazines were acquired from The Monetary Times Publications Limited when that company ceased operations in February.

Community and employee relations

Following long established practice, the company supported many philanthropic activities in the communities in which we operate. Cash contributions totalled \$241,000 and further substantial support was given through newspaper publicity and printing. Of this amount, \$25,000 went to the University of Toronto to cover the cost of the Southam fellowships in

journalism. These fellowships are available on a selective basis to Canadians in all branches of journalism.

Our relations with our employees have continued on a happy basis. The contributions made to the success of the company by its executive and general personnel can hardly be over-rated. In recognition of this, the directors voted a special extra contribution of \$195,000 in 1963 to the pension fund. The total of such special contributions since the inception of the plan in 1946 is \$1,080,000. During the year the company paid out a further \$183,000 in pensions to employees who had not qualified for the plan by reason of age or whose share had not accumulated to an adequate amount.

The company's share of the cost of all employee benefits in 1963 was \$1,009,000.

Retirement fund statement	
(not included in company accounts)	
Balance January 1, 1963	\$ 8,776,770
Contributions during the year:	
Employees (including extra con-	
tributions of \$80,453) \$481,236	
Company (including special ap-	
propriation of \$194,610) 536,301	1,017,537
Net income of fund	431,336
	10,225,643
Payment for annuities and refunds	
on death before retirement	258,966
Balance December 31, 1963	\$ 9,966,677

Funds not invested in government annuities are administered by the trustee, The Royal Trust Company.

Directors and officers

In November, we suffered a heavy loss by the death in an automobile accident of The Honorable D. K. MacTavish, OBE, QC. His keen interest, wise judgment and breadth of vision were of the greatest value to the company. His warm personality and unfailing courtesy endeared him to all his associates.

The vacancy on the board was filled by the election of G. Hamilton Southam of Ottawa, a son of the late Wilson M. Southam, one of the founders of the company.

Canadian ownership

The ownership of Canadian daily newspapers has recently become the subject of some public discussion. The Prime Minister has stated that the government has been approached by several publishers who expressed their concern at the possibility that important Canadian newspapers might fall into foreign hands. While it is generally agreed that foreign ownership of any medium of mass communications would be undesirable, there is disagreement within the industry as to whether legislative action is required to prevent it. Your directors believe this is an urgent matter bearing on Canada's future as an independent nation. We consider that the potential danger to our nation, if no action is taken, is greater than the danger inherent in government legislation in this instance.

Southam Press Limited

Your attention is directed to the notice enclosed herewith of a Special General Meeting of shareholders to be held immediately preceding the annual meeting. As indicated this meeting will consider a recommendation of the directors to change the company's name to Southam Press Limited. We believe that the addition of the word "Press", clarifying as it does the specific area of the company's activities, will be helpful. At the same time the change gives formal recognition to a name by which the company has become quite well known.

Propects for the future

Labor costs—our largest category of expense—will continue to be a problem in 1964. To offset this we are working constantly for increased productivity in manufacturing. This will require a continuing investment in modern equipment.

The cost of developing new publications, which had a significant effect on our 1963 results, should bear less heavily on earnings in 1964.

Over all, we believe the economy of the country is increasing in strength and vigor. We expect retail trade, to which advertising revenues are closely tied, to show further gains. The printed media have a firmly established position which will parallel closely the growth of Canada. While competition for the advertising dollar will remain strong, nevertheless, there has been an improvement in our operating results in recent months. This we think will continue.

Submitted on behalf of the board.

Phier Broken

Chairman

Drasidant

SiclainBaybour

score

Lloyd Francis (L) 31,382 *Richard A. Bell (NDP) 3,130 arry Splett (SC) 669

East Ottawa Jean T. Richard 11,508 Le Lacheur 3,809
a Townshend P) 1,415
er Boulanger 2008

Hull Caron (L) 19,314 13,586 2,916

Van Dusen 5,795

6,545

6,537 de (SC) 3,378

Minority govt. again?

Pearson wins-PM awaits

services' vote



Cabinet meeting due on Thursday

RY PARTIES

Voting map in color for record

Party standings by provinces

-	/			C	,							
	Total 95	NS4	PEI 2	NS 6	NB 4	Que 8	Out 28	Man 10	Sask 17	Alta 14	BC?	WT
	127	7	2	4	6	47	51	2	0	1	7	
	24		0	0	. 0	20	0	0	0		2	
	17		0		. 0	. 0	6	2			9	-
tful	2		0	2	. 0							
	265	7	4	12	10	75	- 85	14	17	17	=	. :
			(Cappe	-	-	Cambridge	-					

Loyal Prairies rescue Tories

Six more cabinet ministers lost

Big splash for Canada

82.3 per cent

Francis leads way

Clow sent for trial

U.K. Polaris deal signed

On the inside



Faithful reporting of news is of paramount importance to the publishing of daily newspapers which continues to be the backbone of our business. We strive to produce good newspapers in content and

appearance. We believe this is the foundation for long-term profitability. The careful selection and training of staff is emphasized throughout the company so that our newspapers will continue to improve.

Charge one, hold 2 in Brantford murder Who-sits-where

Charge 11 as gamblers in N. Bay

Quit your ships, SIU members told

THE NORTH BAY NUGGET

Record \$2,182,147 paid in 1963 North Bay taxes

Queen accepts Macmillan's resignation

Lord Home to form new U.K. gov't



heads public accounts group

Approve use of modern languages for Sacraments

man, 42, killed

Working on wire,

wrangle gets top billing in parl't

flips,

5 die

Bigger auto industry share is Canada's aim





Hours of suspense lie ahead for city sweep ticket holder

During 1963 the Southam News Services continued to report on all important news in North America and Europe from bureaux in Ottawa, Washington and London.

In order to provide better coverage of Britain and the continent the number of foreign correspondents in the London bureau was increased at mid-year.

Crisis

Day

By Day

VOL. CXVIII-NO. 30

Report Cabinet Revolt

Newsprint used

In thousands of tons

Natives Kill Five White Campers









PRIME MINISTER DIEFENBAKER

MPs From All Parties Agree Parliament Passing Final Hours

point-blank " been Denies Knowledge oup opened its Of Cabinet Clash



Three Parties Will Vote No Confidence

Leader Denies Rumor

Harkness Expresses Opinion

'Policy Wouldn't Win Election'

Today In The Spectator

As a result of the increased staff in London it was possible to cover events such as the NATO meeting in Paris in December, the November meeting of the European Common Market in Brussels and the historic visit of the Pope to Jerusalem early in 1964.

20

Charles Lynch, Chief of Southam News Services, travelled around the world in the final two months of 1963 and provided first-hand interpretation of political trends half a world away in fifty dispatches from the Middle and Far East.

* PHONE WHitehall 2-8101

METRO FINAL



Frigate program rapped, for \$450 million saving.



. . . scrapped, for \$14 million saving.

N-survival plans

dead: Harkness



The M-113 . . . to replace the Bobcat.

million more

annual



CF-104 Starfighter

trimmed

budget

Roblin shuffles

four key posts

Canaveral name

change opposed









PAULA

Hellyer's economy box score

arms

Subpoena power asked for probe

Thompson

jury weighs the evidence

Sir Alec wins

Spending cut \$650 million

from Churchill

Disappointment

Christine asks mercy - gets it





Key railway

legislation

in the works

Farewell, 1,051 days later

Since they were established in 1962 the Southam fellowships for journalists have proved themselves. To date these have been awarded to seven newspapermen, one magazine writer and one CBC news editor.

We feel the fellowships are fulfilling the objective for which they were established, namely, "to further the general development of Canadian journalism".



The Medicine Hat News







Plane seizec

Combined newspaper circulation

In thousands of copies

Icy winds hit 60 mph; no damage

Red China rebuff

raises protests



Reaction favors Johnson address

needed

6 secs.

Fired in 31/2 secs.

Pearson in favor tax-share change

Killed in

What a horrible tragedy.

As has been the case in each of the past ten years the circulations of our papers increased in the year just past. The total in December was up 2.2 percent to

500

506,253, the first time the total has been above half a million since The Vancouver Province was transferred to Pacific Press in 1957.



PRESIDENT KENNEDY

SPLIT MAY RUPTURE DEFENCE ALLIANCE

Sizzling U.S. Attack Rips Canadian Stand

U.S. ENDS SILENCE POLICY TO SET RECORD STRAIGHT

CBC Plans To Build In Calgary

PM Charges U.S. Blast **Unwarranted Intrusion**

CONFER WITH HARKNESS

Five Stalk Out Of Cabinet Meet

Britain May Now Eye

Other Europe Allies Rival Trading Bloc Suggested



COOLER FRIDAY

On Murder Charge

Queen, Philip

Flown Back To Edmonton

KEY ELECTION ISSUE

The Part of the Control of the Contr	-
Agricultural Alberta	
Ann Landers	21
Art Buchwald	-
Bob Shiele	
Business 22 and	
	=
Comies 34 and	27
Editorial	
Features 34 and	27
Gardening	
Parliament 16 and	15
Patterns	
People Make News	
Program	18
Previncial 49 and	50
Radio	40
Schools	4
Sports 19, 29 and	21
Television	41
	72

Canadian Envoy To U.S. Recalled

U.S. 'Meddling' May Be PC Plank

Reflecting continuing competitive pressures the volume of advertising in our newspapers was down 1.2 percent in 1963. However, as a result of higher rates at some of the papers, reflecting growing circulations, advertising revenue showed a gain of 2.3 percent. To strengthen our sales effort in the two territories which produce most of our national advertising additional salesmen have been added to our offices in Toronto and Montreal.

Rescued Sailors Gambled Lives On Last Flare



ICE-COATED SHIP

ECM Mends Policy Split

South U.S. Paralyzed By Storms



"SOS from the La

873 Escape Death On Burning Ship

Rescue **Points**



Gunfire Kills Four In Rectory Burglary

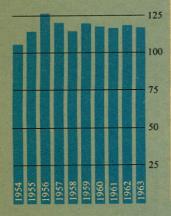
Group Wants Valley Used As Parkland

100 Reported Dead As Bodies Dot Sea

Doublecross

In millions

Newspaper advertising linage



City Christmas Will Be Barely White



SW -- OOSH . . . IT'S FULL STEAM AHEAD . . tykes toboggan down slopes at Gallagher Park

Several training courses were conducted during the year for the sales staffs of the branch offices and the newspapers. There is also a comprehensive program of market and readership research which provides

useful information about our papers and the cities in which they operate. These activities should stimulate increased sales in the coming months.



John F. Kennedy's path to glory



World mourns slain U.S. president

Foreign policy

Kennedy earned Nikita's respect

Now political turmoil

Canada

Pearson leads mourning



Johnson asks help of God and people in new burdens

ON THE INSIDE

Andy Capp 28 Bridge, TV Section	Radio
Business 20-22	Shipping
Church 12-15	Sport 1
Classified 21-38	Theatres TV Sec
Comics 39	Travel
Crossword, TV Section	Weather
Garden 31	What's On
Empty Stocking Fund 25	Women 2
Pattern 38	World Roundson

Hating violence, he died violently

Man charged with murder

See also Pages 2, 3, 4 and 5

Fired from building

Bullet entered, throat

Russia-lover' charged with slaying Kennedy

The Province is published by The Southam Company Limited for Pacific Press Limited in which Southam has a half interest. The other half is owned by The Sun Publishing Company Limited which publishes The Sun, Vancouver's afternoon daily.

Both papers are printed in the same plant by Pacific Press which carries on all maintenance and accounting operations. Some advertising is sold for both papers. In all other areas, particularly that of editorial content, the two papers are in direct competition.

Pacific Press Limited

The fiscal year of Pacific Press terminates on March 31, but as a matter of interest the following non-audited statements are included covering the twelve months ended December 31, 1963:

	1963	1962
Statement of earnings		
Total operating revenue	\$20,897,900	\$20,607,900
Total operating expense	16,167,100	15,661,800
Profit before depreciation, interest and income tax	4,730,800	4,946,100
Depreciation	550,500	469,300
Interest on 51/2 percent debentures (owned by shareholders)	440,000	440,000
Provision for income tax	1,788,200	2,102,500
	2,778,700	3,011,800
Net earnings	\$ 1,952,100	\$ 1,934,300
50 percent interest therein of The Southam Company Limited Received by The Southam Company Limited	\$ 976,050	\$ 967,150
during the year as dividends	\$ 320,000	\$ 280,000
	1963	1962
Condensed balance sheet as at December 31		
Working capital	\$ 3,640,400	\$ 2,420,500
Fixed assets at cost less depreciation	6,102,000	6,296,200
Franchises, subscription lists and other intangibles	6,460,000	6,470,000
	16,202,400	15,186,700
Deduct:		
Provision for taxes applicable to future years	704,000	724,800
5½ percent debentures (owned by shareholders)	8,000,000	8,000,000
	8,704,000	8,724,800
Shareholders' equity	\$ 7,498,400	\$ 6,461,900
The Southam Company Limited interest:		
50 percent of the common stock at a cost of	\$ 800,000	\$ 800,000
50 percent of the 5½ percent debenture issue at a cost of	4,000,000	4,000,000
50 percent of retained earnings	2,949,200	2,430,950
	\$ 7,749,200	\$ 7,230,950



MONTREAL TORONTO
CHATHAM CALGARY
VANCOUVER

GUNN, ROBERTS AND CO.

CHARTERED ACCOUNTANTS

AUDITORS' REPORT

To the Shareholders of The Southam Company Limited:

We have examined the consolidated balance sheet of The Southam Company Limited and subsidiary companies as at December 31, 1963 and the consolidated statements of earnings and retained earnings for the year then ended and have obtained all the information and explanations we have required. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion, and according to the best of our information and the explanations given to us and as shown by the books of the companies, the accompanying consolidated balance sheet and consolidated statements of earnings and retained earnings are properly drawn up so as to exhibit a true and correct view of the state of the affairs of the companies as at December 31, 1963 and the results of their operations 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 11, 1964.

Chartered Accountants.

Lun, Roberts and Co.

Consolidated statement of earnings

For the year ended December 31, 1963 (with comparative figures for 1962)

	1963	% change	1962
Revenue from operations	\$43,083,147	+ 2.9	\$41,852,876
Costs and operating expenses	35,006,763	+ 4.5	33,506,914
Depreciation (note 1)	1,071,732	+ 8.3	989,843
Debenture interest	214,318	-16.8	257,624
	36,292,813	+ 4.4	34,754,381
Earnings from operations before income taxes	6,790,334	- 4.3	7,098,495
Income from investments			
Pacific Press Limited	540,000	+ 8.0	500,000
Other investments	641,805	+ 2.6	625,286
Earnings from operations and investments before			
undernoted items	7,972,139	- 3.1	8,223,781
Income taxes (note 1)	3,710,000	- 3.0	3,823,000
	4,262,139	- 3.2	4,400,781
Profit on sale of investments and surplus fixed assets .	285,965	-23.2	372,280
Net earnings	\$ 4,548,104	- 4.7	\$ 4,773,061
Per share	\$1.52	1-	\$1.59

Notes: 1. Depreciation has been charged at rates normally permitted for income tax purposes. However, as the companies intend to claim additional depreciation for 1963 under incentive provisions of the income tax regulations, income taxes provided for 1963 exceed the amounts actually payable by \$135,000. This difference is applicable to those future periods in which depreciation recorded in the accounts exceeds that allowable for tax purposes. Accordingly, it is included in the balance

sheet as "Income tax reductions applicable to future years".

- 2. The comparative figures for 1962 have been adjusted to agree with the changes in statement presentation adopted for 1963.
- 3. For 1963 remuneration of executive officers and employed directors amounted to \$286,600, fees of other directors \$24,000, legal fees \$26,537 and audit fees \$39,275.

Consolidated statement of retained earnings

For the year ended December 31, 1963 (with comparative figures for 1962)

	1963	1962
Balance January 1	\$16,884,284	\$15,462,164
Add net earnings	4,548,104	4,773,061
	21,432,388	20,235,225
Deduct		
Dividends		
Paid in cash	3,000,000	2,550,000
Paid in preferred shares which were redeemed for cash	450,000	-
Circulation and other intangible assets of publications acquired		
during year, and excess of investment in shares of subsidiary		
company acquired during year over net tangible assets at		
acquisition	886,616	800,941
	4,336,616	3,350,941
Balance December 31	\$17,095,772	\$16,884,284

Consolidated balance sheet

The Southam Company Limited and subsidiary companies December 31, 1963 (with comparative figures for 1962)

Assets		
	1963	1962
CURRENT ASSETS		
Cash	\$ 755,291	\$ 900,416
Government securities at cost (market value \$1,341,000)	1,326,699	1,152,285
Short term notes and deposits	2,339,324	2,852,030
Accounts receivable (after allowance for doubtful accounts)	4,330,050	4,368,185
Inventories valued at the lower of cost or market	1,340,380	1,445,883
Prepaid expenses	110,161	84,470
	10,201,905	10,803,269
Investments at cost	-	
Pacific Press Limited shares and debentures	4,800,000	4,800,000
Other newspaper and printing companies	2,536,255	2,812,894
Radio and television companies	462,304	490,281
Other investments	916,785	927,297
	8,715,344	9,030,472
FIXED ASSETS VALUED AT COST OR LOWER		
Land	1,817,521	1,612,851
Buildings		
Less accumulated depreciation 3,644,651	5,252,277	4,387,858
Machinery and equipment		
Less accumulated depreciation 10,463,718	3,166,216	2,993,521
	10,236,014	8,994,230
	\$29,153,263	\$28,827,971
		,

Approved on behalf of the Board:

Philip S. Fisher, Director

St. Clair Balfour, Director

Liabilities		
	1963	1962
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	\$ 2,925,508	\$ 2,029,167
Income and other taxes	1,828,104	1,991,997
Deferred revenue—subscriptions and rentals	482,879	477,523
Serial debenture maturing in 1964	500,000	500,000
	5,736,491	4,998,687
FUNDED DEBT		
5% Perpetual redeemable debentures	2,686,000	2,945,000
July 1st annually) less amount included in current liabilities	500,000	1,000,000
	3,186,000	3,945,000
INCOME TAX REDUCTIONS APPLICABLE TO FUTURE YEARS	135,000	
Total liabilities	9,057,491	8,943,687
Shareholders' equity		
CAPITAL STOCK (note 3)		
Common shares without nominal or par value Authorized—4,000,000 shares		
Issued —3,000,000 shares	3,000,000	3,000,000
RETAINED EARNINGS	17,095,772	16,884,284
	20,095,772	19,884,284
	\$29,153,263	\$28,827,971

Notes:

1. The subsidiary companies included in the consolidation are—

The Southam Printing Company Limited, Southam Business Publications Limited (formerly Southam-MacLean Publications Limited) and its subsidiary company, Age Publishing Company Limited, which was acquired on December 31, 1963, and Province Press Holdings Limited.

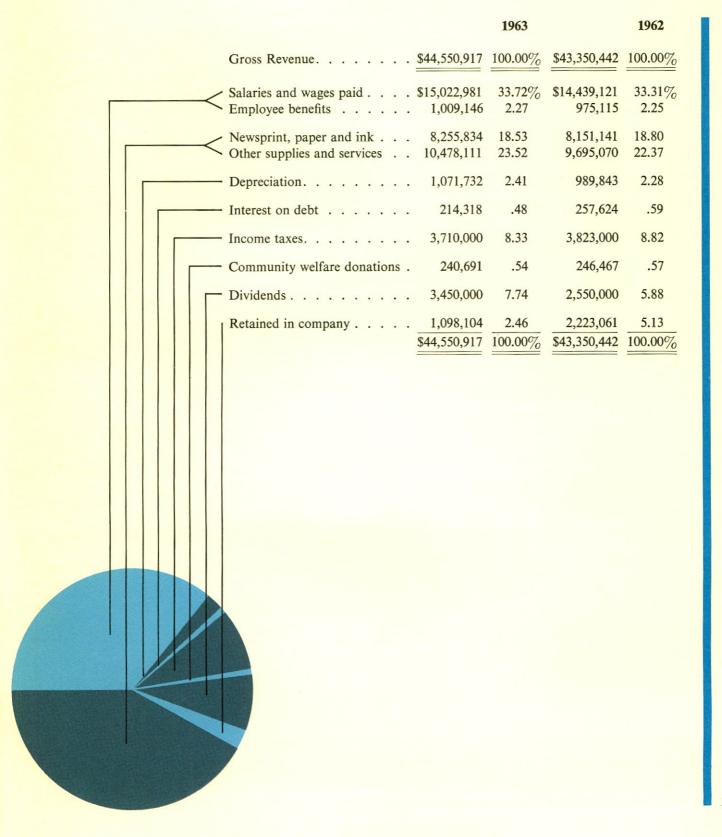
- 2. Commitments for acquisition of fixed assets and investments payable during 1964 amount to \$2,800,000.
- 3. During the year 3,000,000 redeemable preferred shares of the par value of 15 cents each were issued and were redeemed under authority of the supplementary letters patent under which the shares were issued.

Consolidated statement of source and use of funds

Depreciation charged against earnings	4,548,104 1,071,732 135,000 5,754,836	\$37,133,359 10,450,834
Depreciation charged against earnings	1,071,732 135,000	10,450,834
Income tax reductions applicable to future years	135,000	
		
	5,754,836	45 504 455
		47,584,193
Proceeds from issue of 6% serial redeemable debentures	-	3,500,000
Net decrease in investments	315,128	_
	6,069,964	51,084,193
Use of funds		
Dividends paid (including stock dividends redeemed)	3,450,000	19,875,000
Net increase in investments	_	7,133,256
Net additions to fixed assets	2,313,516	15,134,764
Reduction in non-current portion of funded debt	759,000	4,314,000
Circulation and other intangible assets of publications acquired and		
excess of investment in shares of subsidiary companies over their		
net tangible assets at acquisition	886,616	3,660,376
	7,409,132	50,117,396
DECREASE IN WORKING CAPITAL IN 1963	1,339,168	
INCREASE IN WORKING CAPITAL IN TEN YEARS		\$ 966,797
Decrease in working capital in 1963		
Decrease in cash, government securities		
and short term notes and deposits	483,417	
Decrease in accounts receivable and prepaid expenses	12,444	
Decrease in inventories	105,503	
Increase in current liabilities	737,804	
	1,339,168	

Note: The amount of net earnings for the ten years includes capital gains less sundry adjustments amounting to \$165,203 (net) which were credited or charged directly to retained earnings.

Disposition of revenue



The company

The Southam Company Limited is a Canadianowned and operated company whose origins reach back almost to Confederation. The company began in 1877 when William Southam bought a half interest in *The Hamilton Spectator*. Between that date and 1927, when the family newspaper interests were reorganized as The Southam Publishing Company Limited, he and his six sons had established or purchased seven other businesses. These were printing companies in Toronto (1883) and Montreal (1889) and newspapers, *The Ottawa Citizen* (1897), *The Calgary Herald* (1908), *The Edmonton Journal* (1912), *The Winnipeg Tribune* (1920), and *The Vancouver Province* (1923). A one-quarter interest in *The London Free Press* had also been bought.

William Southam in his earlier years had a substantial interest in other forms of business in Hamilton, but over the years the family hammered out a policy of concentration on newspaper publishing and printing.

Originally the Southam family was not the sole owner of these enterprises; but commencing in 1927 the present company acquired all the minority equity interests, except in the case of *The London Free Press*, issuing shares in payment therefor.

In 1938 the company name was changed to The Southam Company Limited and in 1941 all the subsidiaries became divisions by transferring their assets to the parent company. Additional shares were issued in 1945 and made available to the public.

After the war the company entered a new phase of expansion. This resulted in the acquisition of *The Medicine Hat News* (1948), *The North Bay Nugget* (1956), and a 47 percent interest in the *Kitchener-Waterloo Record* (1953). Over the years various interests in radio and television operations were also acquired. Pacific Press Limited, in which the company holds a 50 percent interest, was incorporated in 1957 and acquired *The Vancouver Province* and *The Vancouver Sun*.

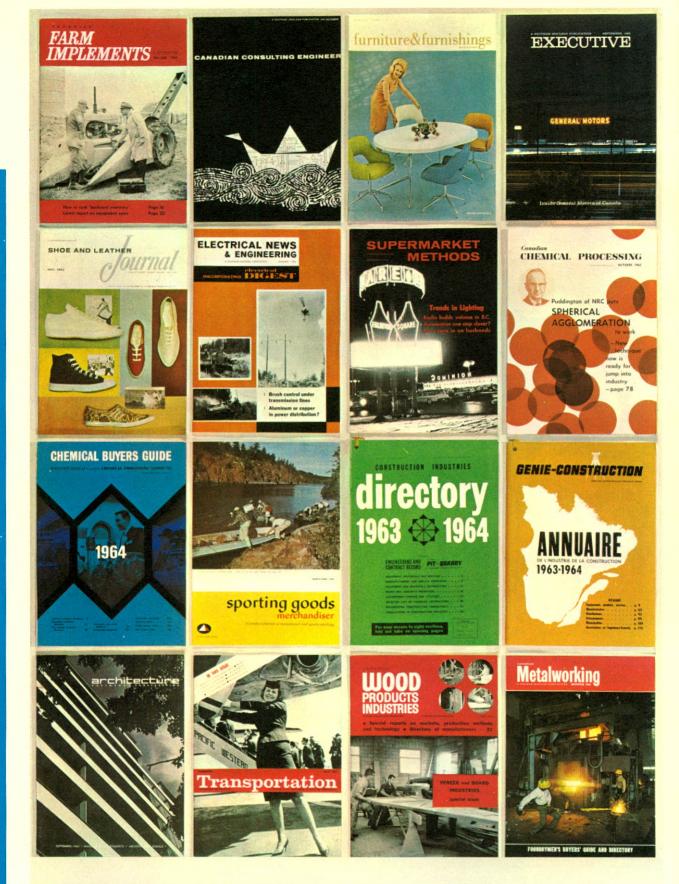
In 1960 the company entered the field of business publications by purchasing a controlling interest in The Hugh C. MacLean Publications Limited. This company, which became Southam-MacLean Publications Limited, is now called Southam Business Publications Limited. It has grown through the purchase of additional magazines in 1962, 1963 and 1964. The company is now a wholly-owned subsidiary producing 48 different business and professional publications.

The company expanded into a new field in 1961 through the purchase of *Financial Times of Canada*, a national weekly newspaper edited primarily for investors.

In 1962 Canadian Homes Magazine was purchased from Maclean-Hunter Publishing Company Limited. It is now a monthly rotogravure magazine distributed with all Southam newspapers as well as The London Free Press, The Montreal Gazette and The Toronto Globe and Mail.

In an industry as important to the growth and maturity of Canadian public opinion as newspaper and magazine publishing, the company has pursued three basic policies, all of which are intended to assure objectivity of the printed word. These are:

- 1. Newspapers and magazines are operated under individual management and develop independent editorial policies. There is no "Southam" editorial policy.
- 2. The company will have no financial interest in enterprises outside mass communications and printing.
- 3. Officers of the company and senior executives may not act as directors of other unrelated firms operated for profit, nor may officers or those involved in the news handling and editorial positions take any active part, outside the publications they serve, in municipal, provincial or federal politics.



Some of the 48 Southam Business publications serving many industries and professions.

1958	1959	1960	1961	1962	1963
35,184,835	37,800,331	39,704,072	40,742,329	41,852,876**	43,083,147**
545,898	951,338	850,679	946,975	1,125,286	1,181,805
_	531,793	231,792	253,030	372,280	285,965
27,834,670	29,591,099	31,297,610	32,300,356	33,506,914**	35,006,763**
406,613	375,138	333,967	296,377	257,624	214,318
1,209,500	1,156,885	1,098,068	1,020,047	989,843	1,071,732
2,852,000	3,591,000	3,737,000	3,815,000	3,823,000	3,710,000
3,427,950	4,569,340	4,319,898	4,510,554	4,773,061	4,548,104
9.59	11.63	10.59	10.75	11.01	10.21
1.14	1.52	1.44	1.50	1.59	1.52
1,500,000	2,137,500	2,400,000	2,400,000	2,550,000	3,450,000
.50	.71	.80	.80	.85	1.15
43.8	46.8	55.5	53.2	53.5	75.8
7 270 762	0.226.200	0.269.190	10,407,330	10 902 260	10 201 005
7,370,762	9,226,309	9,268,180	WWW. Committee C	10,803,269	10,201,905
4,091,224	4,716,778	4,980,327	4,700,352	4,998,687	5,736,491
3,279,538	4,509,531	4,287,853	5,706,978	5,804,582	4,465,414
6,902,055	7,756,639	7,206,355	7,511,967	9,030,472	8,715,344
21,556,050	21,977,135	23,503,575	23,524,859	22,331,984	24,344,383
11,340,093	12,077,976	13,144,238	13,609,744	13,337,754	14,108,369
6,600,000	5,924,000	5,307,000	4,626,000	3,945,000	3,186,000
150,852	162,791	194,935	45,896	_	_
		_		_	135,000
3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
10,646,698	13,078,538	13,351,610	15,462,164	16,884,284	17,095,772
4.55	5.36	5.45	6.15	6.63	6.70
	440.000.000	110.000.150	115 550 025	110.576.662	117 210 200
113,715,789	119,809,999	118,269,453	117,770,937	118,576,663	117,210,399
		_	8,628	8,900	10,353
86,179	90,113	88,801	87,469	89,117	87,684
	_	-	16,767	17,930	21,062
441,338	454,636	465,781	478,454	495,184	506,253
41,893	44,629	45,549	45,882	48,798	49,853
2,829	2,824	2,976	2,794	2,781	2,813
11,750,259	12,602,035	13,560,708	14,081,178	14,439,121	15,022,981
817,200	861,100	876,350	847,803	975,115	1,009,146
1,300,758	840,087	1,292,246	741,715	896,678	2,313,516
1,720	1,680	1,954	2,053	2,271	2,429
153/4—91/2	203/4—157/8	24—181/2	34—21	$34\frac{1}{2}$ —25	$36\frac{3}{8}$ —29

Ten-year comparative summary

Earnings	1954	1955	1956	1957
Revenue from operations	\$28,391,223	30,513,412	36,458,377	35,047,415
Income from investments	\$ 234,506	299,314	150,750	260,149
Capital profit	\$ —	_	_	_
Costs and operating expenses	\$23,451,734	24,945,023	29,220,144	28,627,819
Debenture and other interest	\$ 185,000	180,000	186,411	336,030
Depreciation	\$ 701,215	792,013	1,168,795	1,242,736
Income taxes	\$ 1,960,000	2,272,100	2,835,005	2,431,871
Net earnings	\$ 2,327,780	2,623,590	3,198,772	2,669,108
Net earnings as a percent of revenue	8.13%	8.51	8.74	7.56
Net earnings per share*	\$.78	.88	1.07	.89
Dividends paid	\$ 1,200,000	1,312,500	1,425,000	1,500,000
Dividends per share*	\$.40	.44	.48	.50
Percent earnings distributed	51.6%	50.0	44.5	56.2
Balance sheets				
Current assets	\$ 6,524,801	6,905,544	6,662,076	5,860,605
Current liabilities	\$ 2,630,564	3,064,975	3,809,479	3,867,460
Working capital	\$ 3,894,237	3,840,569	2,852,597	1,993,145
Investments	\$ 1,708,948	1,698,314	2,120,338	6,856,157
Fixed assets—gross	\$14,972,947	17,113,584	20,842,653	20,735,916
Accumulated depreciation	\$ 9,121,831	9,925,648	11,513,486	10,611,217
Funded debt	\$ 3,600,000	3,600,000	3,600,000	7,100,000
Minority shareholders' equity	\$ —		152,462	155,253
Income tax reductions applicable				
to future years	\$ —	_	_	_
Capital stock	\$ 3,000,000	3,000,000	3,000,000	3,000,000
Retained earnings	\$ 4,854,301	6,126,819	7,549,640	8,718,748
Equity per common share*	\$ 2.61	3.04	3.51	3.90
Statistics	ACATING STATISTICS SATISTICS			
Advertising linage—newspapers	106,891,033	115,144,088	126,327,553	121,100,525
Advertising pages—magazines	_	· ·	_	· ·
Newspaper pages	77,317	85,285	92,065	92,168
Magazine pages	_	_	_	-
Daily newspaper circulation—December	504,809	508,648	533,903	426,334
Tons of newsprint used	46,859	49,253	52,180	48,325
Employees	2,844	2,952	3,340	2,701
Salaries and wages paid	\$ 9,581,074	10,450,340	11,956,593	11,972,966
Employee benefits	\$ 642,400	699,427	737,035	690,538
Improvements to plant	\$ 836,761	2,128,833	3,137,698	2,562,434
Shareholders	1,618	1,704	1,686	1,669
Common share price range*	\$ 91/4—71/4	12—87/8	14—11	$13\frac{7}{8}$ — $9\frac{3}{4}$

^{*}Adjusted for the years 1954 to 1959 to reflect a four-for-one stock split in 1960.

^{**}Adjusted to conform to changes in statement presentation adopted for 1963.



Samples of the great variety of commercial printing done by The Southam Printing Company Limited at its plants in Toronto, Montreal and Vancouver.