

All of which is respectfully submitted.

J. W. LANGMUIR, JOHN HOSKIN,
 Managing Director. President.
 Toronto, February 25th, 1902.

PROFIT AND LOSS ACCOUNT FOR THE YEAR
 ENDED 31st DECEMBER, 1901.

Dr.	
To salaries, rent, provincial tax and office expenses	\$ 60,943 98
President, vice-presidents', directors' and inspection committee's fees	9,650 00
Commission on capital, loans, inspection of loans, expenses of superintendence of properties and collection of rents	4,947 31
Balance carried down	116,350 94
	\$191,892 23
To dividends Nos. 5 and 6	\$ 73,961 06
Written off corporation's building	14,260 96
Written off office furniture and vault fixtures	2,089 30
Carried to reserve fund	20,000 00
Balance carried forward	6,039 62
	\$116,350 94
Cr.	
By balance brought forward from 31st Dec., 1900	\$ 8,519 12
Less vote of shareholders to vice-presidents and auditors for services for year ended 31st December, 1900	3,550 00
	\$ 4,969 12
By commissions earned for management of estates, collection of revenues, etc.	90,117 94
Interest earned on capital investments, including arrears of interest recovered, not heretofore taken credit for	75,675 92
Net rents from corporation's building	4,844 85
Rents from safe deposit vaults	2,736 34
Profit on purchase and sale of municipal debentures under guarantee of corporation	13,548 36
	\$191,892 23
By balance brought down	\$116,350 94
	\$116,350 94

Toronto, 24th February, 1902.

Dr. Hoskin, in moving the adoption of the report, said:

The Toronto General Trusts Company was incorporated in 1882. This, therefore, is our twentieth annual meeting, and it will be interesting, and in order to refer not only to the operations of the past year, but to make a brief retrospect of the business performed by the company during the two decades of its existence, and this I propose to do in the course of my remarks.

The material progress and prosperity which Canada has enjoyed have in a measure been experienced by us during the year—interest has been well paid, real estate has risen in value and is more readily sold than for some years past, which favorable conditions, we are pleased to say, apply in a special manner to Toronto, and our new business for the year amounts to over \$3,000,000.

From the report, which has been read, you will observe that out of our profits we have placed to the rest \$20,000, which now amounts to \$270,000, and, while we could have added more to the reserve, your directors thought it a wiser policy to reduce the amounts at which this building, vaults, and furniture stand in our books, by writing off these assets over \$16,000.

With the sanction of the shareholders, given at a special meeting called for that purpose, we have extended our operations to the province of Manitoba. The rapid development of that province led us to the conclusion that it would be well to enlarge our borders and extend our operations, and to that end we opened up negotiations for the acquiring of the Winnipeg Trusts Company, which were carried to a successful issue, supplemented by the necessary legislation which the Legislature of that province has just conferred upon us. We have secured the valuable aid of four gentlemen, who act as our advisory board at Winnipeg, viz., Lieut.-Governor McMillan, and Messrs. A. M. Nanton, H. H. Smith, and D. W. Bole—all men of the highest standing in Manitoba—and the manager of that branch is Mr. James Davey, who was lately our secretary, and who has been on the staff for twenty years.

With this short reference to the affairs of the year, I now take the opportunity of casting a bird's-eye-view over the great operations of this company during the twenty years of its existence.

Our managing director, Mr. Langmuir, at one time

occupied an important and responsible position under the Government of this province, and in the discharge of his duties it frequently came to his notice that the management of estates, especially of deceased persons, needed some radical and important change, and in connection therewith the desirability of organizing a company, such as this, presented itself to his mind, whereupon he resigned his office, and, inviting the co-operation of several well-known and able business and professional men as directors, some of whom are still on the board, he and they sought and obtained the incorporation of The Toronto General Trusts Company, which, in 1899, amalgamated with the Trusts Corporation of Ontario, under the new name of The Toronto General Trusts Corporation.

On former occasions I and others who have addressed the shareholders at our annual meetings, have referred to the great advantages we offer to that portion of the community seeking the safe and careful management of their estates and of the trusts which they desire to create for the benefit of wives and children to take effect during their life, or after their death, and it will not be amiss again to refer to two or three important points bearing upon this matter. For instance, the creator of the trust can be satisfied of continuity, a most important matter, whereas, in the case of a private trustee, death, incapacity, unwillingness to continue such, and numerous other circumstances incident to the uncertainty of life, and the changeableness of human affairs, cause trouble, inconvenience, costs and uncertainty, and the appointment of new trustees, who were unknown to the maker of the trusts, and who, probably, would never have been nominated by him; whereas, all these are obviated by appointing us in the first instance. Again, there is absolute safety so far as the forthcoming of the assets is concerned. A glance at the records of our courts will show you what an important matter this is, for there records of the administration of justice reveal a sad tale, showing the havoc made and the misery caused by negligent and defaulting trustees. Again, it frequently happens that trustees and executors who are related to the beneficiaries are often pressed to vary and encroach upon the trusts to the detriment, and often to the destruction of the estate, and are unable to resist importunity, by reason of family pressure and considerations, whereas these influences being removed from the sphere of the Trusts Corporation, the management is able to resist these influences. Anyone familiar with the administration of justice will tell you that these three points cannot be too strongly impressed upon those who seek to appoint executors and trustees. They are factors which enter largely into the preservation of estates.

From the financial statements that have been presented to you by the managing director, showing that during the past twenty years the corporation has been in existence over \$37,000,000 of estates and trusts have come under the charge of the corporation, and after distributing and closing out \$16,000,000, over \$20,000,000 still remain with the corporation, it will be quite evident that The Toronto General Trusts Corporation has taken hold of the public mind, which fact would be emphasized if I could tell you of the number of Wills now lying in our vaults, and elsewhere, of which we are named the executors, and great as have been our business operations in the past, I venture to assert that we are yet in our infancy; that we have surmounted the difficulties which surrounded the launching of this undertaking, and shall more fully reap the benefit of the care, anxiety and labor which have fallen to the lot of the management.

In connection with the past work adverted to, I may with pardonable pride refer to the splendid winding-up presented by us in connection with The Farmers' Loan & Savings Company, of which we are the liquidators appointed by the High Court. When we were appointed, it was suggested and hoped, but with some hesitation and misgivings, that the debenture-holders might hope to realize 50 cents in the dollar. They have so far been paid 80 cents in the dollar, and, while they may not get 100 cents, we hope the final dividend will not fall far short of that point.

We are confidently seeking the business and confidence of the public, who are looking for safe, careful and trustworthy trustees and executors, and for the information and benefit of such, we say that in our management of trust funds, we confine ourselves strictly to the class of investments authorized by law, and the trust instruments, under which we act, even with our capital and reserve, which we hold intact for the additional protection and security of those for whom we act, our aim being to hold ourselves out to the public as being engaged simply in the management of estates entrusted to our care.

Acting on these conservative principles, we cannot fail to attract the attention and confidence of the public, and to witness the continuous growth of our business, in connection with which, permit me to say, that such increase can be greatly facilitated and our success further assured by the hearty co-operation of all connected with us, both as shareholders and directors, and it is the duty of all such to do their best to promote our interests.

One word as to our staff. From the managing director down, I bear cheerful testimony to the zeal, diligence and