

6% Preference Stock

THE IMPROVED REALTY COMPANY, Limited

Authorized Capital \$175,000, in shares of \$100 each of which \$50,000 is preferred as to principal and interest, yielding 6 per cent. Cumulative Dividends, payable Quarterly.

OBJECT OF ORGANIZATION

The Company is organized primarily for the erection of the **ST. GEORGE APARTMENTS**, cor. of St. George and Harbord Streets, Toronto, and generally to purchase, build and manage this and other similar buildings. It will acquire and improve only properties which are or can be made immediately productive. The building is in the choicest residential section of Toronto, close to Queen's Park, Parliament Buildings, the University, &c., and surrounded by the most expensive residences in the city.

The building is being constructed in the best modern manner; will be 5 stories high and will contain 20 ample residential apartments, fully equipped for house-keeping, each designed to accommodate families of 3 to 6 persons.

The plans and specifications of Mr. C. P. Thomas, architect (who has had large experience of this sort in various American cities), insure a perfect structure in every detail, and one combining every utilitarian object with imposing and attractive design.

A keen demand has existed in Toronto for some years for accommodations of this character, the conditions under which housekeeping is conducted by the average city family having become so irksome that much-needed relief is looked for in this new method of co-operative housekeeping.

The convenience and comfort in which small families can live, relieved in large measure from the domestic servant problem, has led to a great multiplication of buildings of this sort in every large American city, while in Montreal there is much activity in this direction, based upon the phenomenal success of the "Sherbrooke" and "Stanley Mansions," operated 7 and 2 years respectively.

Though the erection of "The St. George" is advanced only to the first of five stories, the demand for a first-class apartment house in Toronto is so great that a very large number of applicants are on the Company's waiting list, and agreements to lease, covering substantially the whole available space, are already in hand. These applications are from the very best class of citizens.

REVENUE AND EXPENDITURE.

The estimates of gross revenue from rentals are based upon agreements to lease for terms ranging from 1 to 5 years; the scale of rentals is moderate, recollecting that heating, hot and cold water all year, use of light fixtures, attendance, maintenance, taxes and all other charges, save food and furniture, are covered. The estimates of expenditure are based either upon subsisting contracts or upon the ascertained costs in similar buildings in Montreal, Buffalo, and Chicago. It is believed that these latter estimates will be found to be considerably in excess of actual requirements.

REVENUE.

1 Apartment at \$65 per month	\$ 65
1 " " 60 "	60
4 " " 55 "	220
9 " " 50 "	450
4 " " 45 "	180
1 Cafe and Apartment.....	75
	\$1,050

Which for one year is..... **\$12,600**

EXPENDITURE.

Operating Expenses, including fuel, salaries of help, water, power and light.....	\$2,100
Taxes and Insurance.....	1,500
Commissions, etc.	400
Other charges (including interest on remaining capital), say.....	2,000
	\$6,000

Net Revenue	\$6,600
Preference Stock Dividend.....	3,000

Balance credit Profit and Loss Account ... **\$3,600**

DIVIDENDS

The capital requirements of the Company, covering cost of lands and buildings, amount to \$100,000 and it is authorized by its Charter to issue Preference Stock to the amount of \$50,000, upon which a SIX (6) PER CENT. cumulative dividend is guaranteed to be paid in quarterly instalments. The Charter authorizes the redemption of this stock upon any interest day after 5 years at a premium of \$10 per share of \$100. Should redemption occur this would render the investment equivalent to 8 per cent. per annum for the period.

SINKING FUND

Out of the net profits arising after providing for operating expenses, taxes and fixed charges, a Sinking Fund shall be created of not less than \$2,000 per annum, and no dividends shall be paid other than upon the Preference Stock until such Sinking Fund amounts to one-half the Preference Stock outstanding.

An ample Maintenance Fund, in addition, shall be accumulated out of each year's net earnings before other dividends are paid; no salary account will be chargeable out of the revenues of "The St. George" other than for its actual operation.

STABILITY OF THE INVESTMENT.

The stability of the investment is ascertained in advance by the fact that leases now agreed upon, as heretofore stated, insure the constant occupation of the Apartments at satisfactory rentals.

In the American cities this form of real estate investment exceeds all others in popularity, having been found, after a test of many years, to be more certain and uniformly regular in its income returns than any other.

It is obvious that the possibility of earning a large and steady rate upon the investment must be much greater where several floors of dwellings are situated upon one parcel of land than where there is but one.

The present is a suitable time for embarking in the enterprise owing to the greatly improved outlook for real estate and the pronounced scarcity of houses suitable for families of moderate means.

The investment is in no sense speculative, since it is based upon improved real estate of the highest grade, having large and ascertainable earning capacity, and supplying a very urgent need of the people. The large cost of such a building precludes danger of much, if any, competition being met.

\$25,000 6 Per Cent. Cumulative Preference Stock

Now offered for Subscription AT PAR.

Applications must be accompanied by 10% of the sum applied for; the balance, to become due upon allotment, may be paid in 30, 60, or 90 days, at the convenience of subscribers. Dividends in all cases will be calculated from date of payment. Perspective of building and floor plans sent on application.

A. W. McDOUGALD, Pres't. HENRY B. ROBB, Secretary pro-tem.
London and Canadian Chambers, 185 Bay Street, Toronto

AN ENTERPRISING SWINDLER.

Once in a while a man appears on the surface of retail trade who has laid his plans to swindle those who trust him, and to make "a pot" of money, big or little, out of them. This was evidently the game played last autumn by H. M. Winter, who opened a sort of departmental store in Berlin, Ont. He stated to wholesale houses that he was putting \$4,000 of his own money into the business at the start and that he had \$2,000 more of his own available. To the mercantile agencies he told the same story.

On August 24th of the present year of grace this cunning adventurer, who professed to have been a wide traveller, and was alleged to be a corn-doctor, opened his premises in Berlin, the front of which he had painted sky-blue, and suspended aloft the sign "The Poor Man's Friend." He signalized the opening by a procession and a band of music. As the summer waned, and the fall of the leaf drew near, Mr. Winter conceived that a branch store or two would be an advantage. So he brought from Chicago a son-in-law, named Goldsmith, and establishing him in Elora begins to ship him goods from the Berlin shop. Also he had a sister in Guelph, Mrs. Hurley, to whom he sent some stock. These circumstances becoming known, suspicion was aroused, which was not allayed when Winter suddenly assigned to the Mayor of Berlin, with liabilities of \$6,600, and assets of only \$800. A few days afterward, his creditors having met in the meantime, he was arrested on an information alleging fraud, and committed by the police magistrate for trial. When asked what had become of the goods or money to represent the deficit shown, Winter answered that he had lost it playing poker. But strangely enough he could not name anyone to whom he had lost such large sums, so this was evidently untrue. He also blamed the "jealousy" of other Berlin store-keepers, which he said prevented his getting goods. Clearly there was nothing small about Winter—as a liar.

Meanwhile his son-in-law, Goldsmith, on being guaranteed permission to leave the country, admitted that he had received the goods of the Elora store from Winter, and had not paid a cent for them. And Mrs. Hurley owned to getting some of his merchandise. Besides, there were quantities of goods found in corners and cupboards of his dwelling-house.

The other day his trial came on before Judge Chisholm and a jury. The judge characterized Winter's testimony as a tissue of lies and his proceedings as a deliberate swindle. And the jury did not take five minutes in finding the defendant guilty of fraud. So he was sentenced to imprisonment for one year and twenty days, and a fine of \$800. In default of payment of this sum he is to have another year in the Central Prison.

The community is to be congratulated that this plotting rascal is behind prison bars, and that his pocket as well as his person is to suffer for his knavery. It is very satisfactory, also, to learn that no suggestion of compromise was for a moment listened to by creditors in this case, among whom were, Knox, Morgan & Co., and McPherson, Glassco & Co., of Hamilton; John Macdonald & Co., Perkins, Ince & Co., and W. B. Hamilton, of Toronto. The prosecution of this man is a proof that the creditors who undertook it have risen above the consideration of saving a few dollars by compromising with a swindler, and have exerted themselves, for the sake of business morality, to have him punished. They have done well.

TWO OF THIS WEEK'S FAILURES.

Word comes from London of the considerable failure of the R. Greene Manufacturing Company, which made clothing. It was not incorporated. A meeting of creditors is to be held on 2nd January. The liabilities are stated at \$110,000, and the assets under \$80,000.

The Toronto firm of Morley & Armstrong, who have been doing a jobbing business in shoes, appear to have been robbed by their bookkeeper, who is now across the Line 45. They had to consult their creditors, who must have sympathized with them, for a compromise has been agreed upon at 50 per cent., spread over three months, secured. They owe \$21,000, and have \$14,000 assets.