INDUSTRIAL MTGE. & SAVINGS CO.

Proceedings of the Twenty-First Annual General Meeting.

SPLENDID RECORD OF YEAR'S BUSINESS PRESENTED TO SHAREHOLDERS.

Proceedings of the Twenty-First Annual General Meeting of the shareholders of the Industrial Mortgage & Savings Company:

The Twenty-First Annual General Meeting of the shareholders of the Industrial Mortgage and Savings Co. was held in the office of the Company on Wednesday, January 25th, 1911, at 2 p.m.

Among the shareholders present were: —Malcolm Brodie, John McFarlane, M. McGugan, Jos. Simpson, Robt. McNaughton, Robt. Gibb, Donald Sutherland, John Cowan, H. Shaw, Jno. Wordrop, Peter Grant, William McDonald, Bryan Stephens, Wm. Armstrong, W. G. Hall, Robt. Rae, W. G. Willoughby, Robt. Moffat, Duncan McDonald, Donald McDonald, Mark Wellington, Geo. A. Proctor, J. Ross Geddes, John Moody, John G. Grant, Chas. Needham, John Gibb, D. W. Johnston, Chas. Bedard, John Hossie, A. C. Poussette, Samuel Smith.

John Cowan, K. C., president, occupied the chair, and D. N. Sinclair, manager of the Company, acted as secretary.

The minutes of last annual meeting were read and on motion adopted.

DIRECTORS' REPORT AND FINANCIAL STATEMENT.

To the shareholders of the Industrial Mortgage and Savings Co.:—

Your Directors respectfully submit for your consideration and approval the report of the Company for the year ending thirty-first of December, 1910.

The Directors of your Company are pleased to be able to report that the business of the Company during the past year has been of the most satisfactory character, enabling your Directors to present you with a report, which they feel confident, will meet with your universal approval.

During the year the assets of the Company have increased over $100,000.00, and the amount of the general business done by the Company during the year has been greater than any year of the Company's operations, and the profits arising from such business have been correspondingly greater.

After paying all expenses in connection with the operation of the Company, and the two half-yearly dividends of six per cent., there remains to be carried to the Rest Fund the sum of $10,835.57, being the greatest amount that has yet been added to the Reserve Fund from the actual earnings of the Company and making the total reserve $192,159.82, and your Directors confidently expect that by the end of the year 1911 the Rest Fund of this Company will be actually over the $200,000.00 mark.

The properties of which the Company hold securities have during the past year been well under the supervision and inspection of the manager of the Company.

Your Directors have been enabled to place out on loans on good security the sum of $332,352.05, and we are pleased to report to you that during the year your Directors have been able to place a very considerable number of excellent loans in the County of Middlesex, thus extending the limits in which the Company has heretofore generally transacted business. In no case has any loan been made where there was any doubt about the security.

Your Directors feel that having regard to the satisfactory condition of the Company and its financial standing, this is a most opportune time for the shareholders of the Company to use all influence and do all that is in their power to extend the Company's operations, the Directors and the Management being ready and willing to use their very best endeavors to accomplish such purpose.

The Directors again thank the manager and staff for the efficient manner in which they have performed their duties during the past year.

The business of the Company, as heretofore, has been most carefully audited.

All of which is respectfully submitted.

JOHN COWAN,
President.

Sarnia, January 12th, 1911.

CASH ACCOUNT,

Receipts.

Cash on hand Dec. 31, 1909	$ 14091 19
Paid on stock	1224 50
Repayments on loans	331420 00
Deposits	714316 81
Debentures	199058 64
General Interest	473 99
Withdrawn from Traders Bank	784962 41
	$2045547 54

Disbursements.

Loans during year	$ 332352 02
Deposits	661282 04
Deposit Interest paid	203 56
Expenses	5211 92
Rent of Office	400 00
Dividend Jan. 2, 1910	16506 76
Dividend July 2, 1910	16536 13
Municipal Taxes	171 61
Taxes, Ont. Gov	330 85
Debentures	184629 56
Debentures Int. paid	15371 94
Registration	130 00
Commission on loans	352 62
Traders Bank deposit	800001 71
Gen. Interest	82 98
Cash on hand	11983 84
	$2045547 54

PROFIT AND LOSS.

Dr.

Debenture Interest.	
June 30, 1910	$ 8000 07
Dec. 31, 1910	7987 89
Interest on Deposits. Paid	203 56
Accrued	19884 37
Dividend.	
July 2, 1910	16536 13
Due Jan. 2, 1911	16538 13
Taxes, Ont. Gov. and Municipal	502 46
Registration	130 00
Rent of office	400 00
Expenses	5211 92
Commission on loans	352 62
Carried to Rest Acc't.	10835 57
	$86582 72

Cr.

Interest on loans	$ 86191 71
General interest	391 01
	$86582 72

BALANCE SHEET.

Resources.

Loans	$1726116 26
Office furniture	500 00
Bal. in Traders Bank	45451 46
Cash on hand	11983 84
	$1784051 56

Liabilities.

Stocks paid up	$509569 55
Rest Acc't	192159 82
Deposits	641019 49
Deposits interest	19884 37
Debentures	397476 49
Debentures interest	7403 71
Dividend due Jan. 3, 1911	16538 13
	$1784051 56

We hereby certify that we have audited the accounts of the Industrial Mortgage & Savings Company for the year ending December 31st, 1910, and find the same correct and in accordance with the above statement. We have examined the cash and bank accounts and vouchers, and have carefully checked every entry in the company's ledgers, and we have examined the company's securities and we find them in order.

A. B. TELFER,
HENRY INGRAM, } Auditors

Sarnia, January 10th, 1911.

After the reading of the Financial Statement and the Directors' Report, the President moved the adoption of the report.

Mr. Cowan:—"This is the end of the twenty-first year of the operations of the company. Twenty-one years ago we received from you $100 for two shares in this company. What have you to-day to represent that one hundred dollars? You have received from the company interest at the rate of 6 and 6½ per cent. on this $100, and after paying this handsome interest, the value of the stock has increased $35 in our hands. It is a great deal of satisfaction to the directors of this company to be able to state these facts to you. Now then let us look for a moment to the past year's report, because year by year we have to keep constant watch on what the company is doing, otherwise it will become old, decripid and decayed. It is the constant vigor that is instilled into a company that promises the best interest. During the past we have presented to you twenty reports which are satisfactory to every shareholder belonging to this company and this is equally as good if not better. Look into the statement that is now presented to you. The assets now amount to $1,784,051.56. These assets consists of absolutely good security, mortgages to the extent of $1,726,116.26. Cash for the balance excepting $500 for office furniture. Then what about the turn-over during the past year. If you will look over your financial statement, there passed through this company's hands last year no less than the sum of $2,045,557.54. You will readily understand that this means a great deal of work. Unless this is managed with care and with absolute certainty we would stand to lose something, but we have every confidence in the management and we have the management audited carefully. Then turn to your cash account once more and see what has been done by making investments during last year. What has been invested under the manager has kept him hard at work, because we take no loans unless we know them and see the property and so his work has not been just the work of putting out $332,352.02, but of making examinations of lands on which we have investments because one is as important as the other. The amount of loans you will see is upwards of forty or fifty thousand dollars more than the year before. I am pleased to state to you that in the past year we have loaned in Middlesex about $100,000. Our field is becoming extensive but it is better to scatter our loans. In regard to this alone, I think the company has done good work during the past year. You will see by reference to the statement that this company has the absolute confidence of the public by the amount of deposits and debentures. Then something that is always looked upon first in the statement is the Rest Fund. We have done well during the past year. We have laid a larger amount to the Rest Fnnd than ever before from earnings. We have today a Rest Fund of about two-fifths of the amount of the capital stock of the company. We, for a young company, are doing very well. I have always stated and always urged in the operations of this company that every loan should be properly looked after and unless interest is paid we should receive our money back. I do not believe in lending a man money on his farm unless we get the interest annually. It is a wise policy for any company to follow. There is more money lost in this way than in taking of bad mortgages. If you take a good mortgage, and the man is an easy going man, and you let the interest run up you are sure to lose. It is the policy of this company to be prompt in this matter. We have no loans that we have not ample security for them.

"We believe that we have a staff in this office that have the interest of the Company ahead of it, and with this condition, I attribute the successful management of the Company. I look forward from this report, we have before us an opportunity of doing a fine business in the future. I am perfectly satisfied with our Company to-day, but there is always a danger of standing still. We have got to move on or we will decay. There is only one thing for us to do and that is to work as those gone before us have done. I feel it important not to be satisfied with what has been done. What we have to do is to reach out and be watchful. There is nothing to prevent us in five or six years from now having $3,000,000 assets. We have a Rest Fund of two-fifths of what our capital stock is. With progressive, careful management and you shareholders and directors push our business we will be paying 7 per cent. not 6½ per cent. Let us do as we have been doing and add to our vigor and let us push this Company and push the work and do what we can to get loans and money to invest and we will have a great future and great things will be attained for the Company as during the past 21 years.

I have much pleasure Gentlemen in moving the adoption of what I believe to be the best report that the Directors of the Company have presented to the shareholders.

Mr. Robert Rae:—

Gentlemen:—I have much pleasure in seconding the adoption of this report. I think you will all agree with me when I say that this report has been got out with a great deal of care. It has been well presented to the shareholders and stockholders and I just say that the fact that the man being able to get up a report as well as this and present it in such an efficient manner is that you have a good man and a man of great ability at the head of this Company, I have no hesitation in saying that this Company has not only an able staff, a staff of great ability but I believe every one of them are good honest men. The manager is very careful in making inspection of lands and seeing that no more is lent on any farm than is actually safe to lend. Now in regard to what the President has just said about prompt collections. This is an important thing. The Rest Fund is actually going on. If I want to know what kind of a company I am taking stock in I always look at the Rest Fund to see how it is progressing and if you have a good Company. Now I do not want to take up your time. I do not think it would be wise to do so as the President went fully into everything in connection with the Company. I have much pleasure in seconding the motion for the adoption of the report of the Industrial Mortgage & Savings Co.

George Proctor:—

Gentlemen:—I do not wish to take up the time which probably belongs to some one else but, however, I am sure that the report that has been presented to us is highly satisfactory as has been stated by the President and Mr. Rae, who seconded the adoption of the report. The Company is becoming more effective in its operations. The business is getting in such a way and as has been remarked before that the public confidence in the management of the Society and it is a poor outlook for either a society or an individual if the public loses confidence in them. We have the public at our back and while the responsibility rests largely upon the Manager and his staff to get business, I think it rests on every man who is interested in this business to see that this Company is brought to the front. Now I am not going to take up your time but it affords me great pleasure to speak these few words in connection with this report.

Capt. McLachlan:—

President and Gentlemen;—I am not in the habit of making speeches therefore I am not like these Lawyers, School Teachers and Business men. It is out of my line of business to talk much and therefore you will excuse me, but I cannot help making a remark in regard to the report. I am well pleased with it and was well pleased with it when I looked over it. It is very much to be proud of by us poor stock holders and I will say right here that I am not jealous at the people who started with $100 stock. They had courage enough to do business. I am well pleased with having the stock at $135. I took all I could get. I think it is doing well. I am only wishing it would go up to $150. As I have noticed different times you have to wait a long time before you can get it. I will say this, as has been stated before, that I am well pleased with the management and staff here and I say that the success of this Company depends principally on the management. I do not care how much money you have in stock, that makes no difference, if you haven't a good management at the head of an institution it will soon become a failure. I am very well pleased with the outlook of the future.

Mr. Geddes:—

Mr. President—I think there are many gentlemen here who have had a longer and larger interest in the Industrial Mortgage & Savings Co., than I have had. I think so far as the figures of this report are concerned that there is nothing to be said. I think every one is perfectly satisfied with the report. The report as we read it is optimistic to a degree. I do believe that this report emphasises all that is in our minds and that this county of Lambton is on the eve of prosperity we scarcely dreamed of ten years ago. And this is a good thing to think of as we come into a new year. A good deal has been said by Mr. Rae, Mr. Proctor and by Captain McLachlan about the honesty of the men at the head of this institution. I tell you that any business to-day want more than men who are simply honest. We want men like Mr. Cowan, who will not under any circumstances put his signature to a piece of paper that was presented to him without seeking to know what these papers meant. Now gentlemen we do know that our President and Manager are not only honest but are thorough from start to finish.

Mr. Brodie:—

Shareholders:—I am no speaker but all the same I am glad to be connected with this Company. I feel that I was favored to get in on the ground floor. I have been acquainted with the Managers and I know what the men are. You want good honest men and men of ability. As we notice the Directors have a great deal on their shoulders but the bulk of the work is on the Manager. The Company has done all a company could do while it has been in force. I have every confidence in the management. We ought to be satisfied with everything that is right and reasonable. Thanking you, gentlemen. I will not keep you any longer.

The motion for the adoptiou of the report was unanimously carried.

The retiring Directors:—John Cowan, K.C., W. G. Willoughby, Peter Grant, John McFarlane and William Armstrong were re-elected, Mr. Henry Ingram and A. B. Telfer were re-appointed auditors. At a subsequent meeting of the Board, Mr. Cowan was appointed President, and Mr. Willoughby and Mr. McFarlane 1st and 2nd Vice-Presidents respectively.

Jas. Clark, of Petrolea, and H. Lett, of Watford will open a commission store in the Archer block, Petrolea, on Monday, Feb. 6th.

A deal was made the other day between Wilbur Steadman, son of Thos. Steadman of the townline, Enniskillen, and a Mr. Parkin, of Parkhill, whereby the latter became the owner of Mr. Steadman's prize team of two-year-olds. The price agreed upon was $525 which is supposed to be a record price in this part of the country.