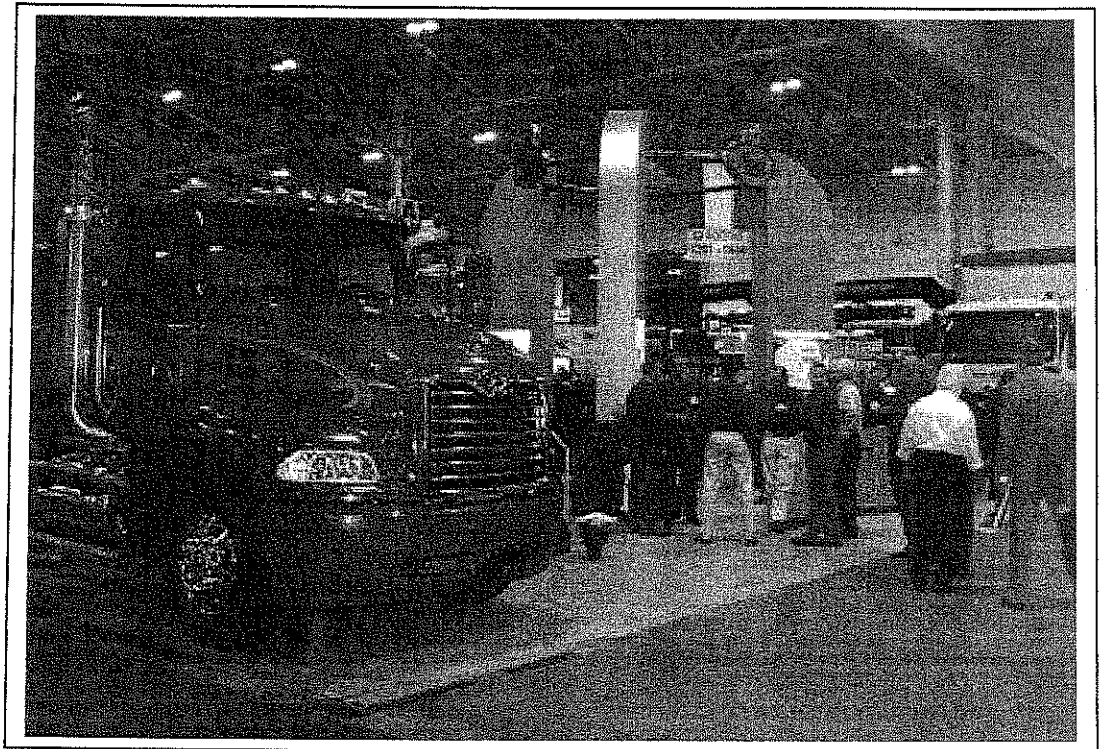


THE NATIONAL TRADE CENTRE  
MANAGEMENT REPORT

9



FOR THE 3<sup>rd</sup> QUARTER ENDING  
SEPTEMBER 30, 2002



**SUBMITTED BY:**

**RON TAYLOR**  
**MANAGING DIRECTOR/O&Y/SMG CANADA**

**ERNEST VINCENT**  
**GENERAL MANAGER/NTC**



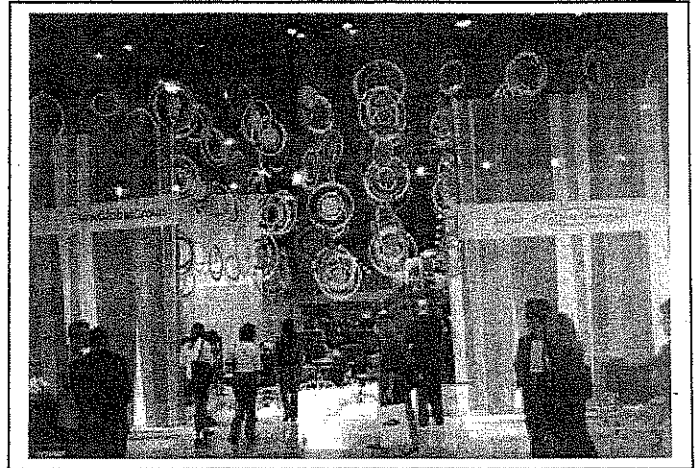
## Executive summary

- 12 new 2002 events were contracted this quarter thereby increasing our total to 56 new events for 2002
- Net Operating Income for the nine months ending September 30<sup>th</sup>, 2002 was \$839,745 compared to a budget of \$762,703 a favourable variance of \$77,042.
- The Emergency Procedures Plan was updated for the NTC and now constitutes the working plan for the facility.
- Developed a Children's Holiday Party rental package, which for the first time included mechanical rides within the turnkey package
- The Exhibitor Support Centre has expanded its menu of services to include advance ticket sales for upcoming events, a seated massage service, and a point of sale service to exhibitors.
- Preventative maintenance in the 3<sup>rd</sup> quarter has focused on the Coliseum Complex in preparation for the Fall show season.
- Retail sales for Servo Canada are traditionally slow for this quarter, however with the addition of World Youth Days, Servo Canada was very busy with a variety of on and off premise events.

## SALES & MARKETING

Results of our September sales efforts are as follows:

- 6 new 2002 events were contracted this month thereby increasing our total 56 new events for 2002
- 10 consumer show
- 8 trade shows
- 19 special events/film/photo shoots
- 19 corporate bookings/meeting/misc.
- 9 additional license agreements have been issued to clients for new 2002 events



### THIRD QUARTER SUMMARY

During this quarter our staff developed a Children's Holiday Party rental package that for the first time included mechanical rides within the turnkey package. As a result of this effort we have confirmed contracts with 5 companies/associations and are currently in the process of preparing contracts to send to 2 additional clients.

New events held during the third quarter include World Youth Days, Integrated Health Expo, Canadian National Franchise Show & Conference and the Volvo Truck Launch.

### SALES EFFORTS

- Execution of 12 contracts for new 2002 events totalling over \$230,241.73 in new business rental revenue
- Execution of 2 contracts for new events in 2003 totalling over \$174,849.40 in new business rental revenue. Issuance of 2 contracts for new 2003 events which are awaiting execution.

### PUBLICITY

- Events held during the third quarter of 2002 received extensive print and television media coverage including the Toronto Star, Toronto Sun, Globe & Mail, National Post, CITY TV, CP24, CTV and Global.
- The NTC web site has been updated with a new look providing Show & Event information, Client and Organizer information as well and an Event Services section.

# EVENT SERVICES

During the 3<sup>rd</sup>. Quarter of 2002, Event and Facility Co-ordinators were involved in the following events:

| National Trade Centre Events  | Exhibition Place Events  |
|---|--|
| <b>July</b>   |  |
| <b>Consumer</b>   |  |
| <ul style="list-style-type: none"> <li>• Canada Ceylon Tamils Chamber of Commerce</li> </ul>  | <ul style="list-style-type: none"> <li>• Molson Indy</li> <li>• World Youth Days</li> </ul>                                |
| <b>August</b>   |  |
| <b>Trade</b>  |  |
| <ul style="list-style-type: none"> <li>• World Jewellery Expo</li> </ul>  | <ul style="list-style-type: none"> <li>• Toronto International Carnival</li> <li>• Canadian National Exhibition</li> </ul> |
| <b>September</b>  |  |
| <b>Trade</b>  |  |
| <ul style="list-style-type: none"> <li>• Integrated Health Expo</li> <li>• GM Goodwrench Tech Rally</li> <li>• IIDEX/Neocon Canada</li> <li>• Truck World 2002</li> <li>• Volvo Truck Launch</li> </ul> | <ul style="list-style-type: none"> <li>• Molson Snow Jam</li> </ul>  |
| <b>Consumer</b>   |  |
| <ul style="list-style-type: none"> <li>• Canadian National Franchise Show &amp; Conference</li> <li>• The Clothing Show</li> <li>• ComputerFest</li> </ul>  |  |

- Molson Indy co-ordination was especially challenging this year due to the quick turnover necessary for setting up World Youth Days. This event required extensive preparation by the NTC Event and Facility co-ordinators to deliver all the services.
- The World Jewellery Expo and the Toronto International Carnival in August both proceeded smoothly.
- During September, there were several returning events including IIDEX/Neocon, Integrated Health Expo, ComputerFest and the New Business Franchise Show, all of which reported satisfaction with their attendance levels and the services provided by NTC staff.
- Truck World once again rented some of the parking lots and offered complimentary parking along with an outdoor exhibit of trucks. Attendance remained substantial for the bi-annual event.

## **THE EXHIBITOR SUPPORT CENTRE**

- The Exhibitor Support Centre has expanded its menu of services to include advance ticket sales for upcoming events, a seated massage service, and a point of sale service to exhibitors. Jennifer Monteith, the proprietor has also added display information pockets on a board, which are available for rent to upcoming events

## **REQUIREMENTS FOR SAFETY**

- During the third quarter facility rules and regulations related to event safety were updated in the final format and made available to all our clients. This included 'Requirements for Safety: A Manual For Show Managers & Exhibitors' and an edited version for use by shows who wish to include these regulation in their exhibitor kits.

## **EMERGENCY PREPARIDNESS**

- The Emergency Procedures Plan was updated for the NTC and now constitutes the working plan for the facility. In addition, the exiting plan for the facility was updated to reflect actual capacities experienced at the NTC in its first five years of operation. Once finalized, updating the exiting plan will allow for better use of the space for some events especially in Heritage Court where set backs for exiting has reduced the amount of usable space.
- During the fourth quarter, a fire drill will be conducted in keeping with the NTC Fire Safety Plan.

## **TELECOMMUNICATIONS**

- To provide a greater variety of services and increasing capacities, the telecommunications department specified and procured additional telephone hardware. This equipment will bring the software release of the PBX up to the latest version as well as providing for Voice over IP capability that will allow for some very exciting opportunities for exhibitors in the near future.
- In the third quarter telecommunications provided services to all events including the World Youth Days. WYD's required a complete independent fibre optic computer network that linked multiple buildings across the grounds as well as the Downsview location. The telecommunications department deployed this network as well as providing Internet access and a variety of digital, analog and ISDN connectivity.

## **BUILDING OPERATIONS**

- Preventative maintenance in the 3<sup>rd</sup> quarter has focused on the Coliseum Complex in preparation for the Fall show season.
- Planning and co-ordination of the Capital Projects for 2003 was evident this quarter, and O&Y/SMG staff are responding to required estimates for 2003 planned projects. The main areas of focus will be enhanced electrical and CCTV Systems, as well as mechanical equipment, to improve services to The National Trade Centre clients.

- O&Y/SMG staff has co-ordinated service delivery to clients of The National Trade Centre to ensure delivery of electrical, plumbing and compressed air services for shows during the 3<sup>rd</sup> quarter.

## **FACILITY SERVICES**

Facility Services department worked diligently throughout the 3<sup>rd</sup> quarter. Building inspections and repairs were a priority throughout each prominent event. The Preventative Maintenance Program (PPM) initiated work orders for the following repairs and improvements in the facility.

- Inspection and necessary repairs to exterior & interior signs
- Masonry & concrete repairs throughout facility and exterior walkways
- Ongoing repairs to washroom stalls and dispensers
- Inspection and repairs to exit doors per PMP
- Custodial services throughout complex including underground garage per PMP
- Inspection / maintenance of Galleria plants & installation of new hanging plants
- Various sod repairs along Princess' Blvd and pruning of tree's/shrubs
- Steam cleaning of carpets in salons & meeting rooms
- Inspection and necessary repairs to mechanical doors / docks and wall partitions
- Installation of keyed "on / off" switches for air curtains to assist in controlling fly entry in loading docks and kitchen
- Necessary interior/exterior paint repairs
- Cleared roof drains per PMP and necessary roof repairs over Coliseum Complex
- Inspection & repair of motorized equipment
- Installation of new propane storage cages
- Conversion of cattle wash area to accommodate propane vehicles
- Co-ordinated scheduling of Capital Projects for remainder of 2002
- Co-ordinated carpet replacement RFP for Salons
- Staff completed mandatory fall-arrest training for high reach equipment. We continue to prepare quotes for cleaning services provided to shows and events. A challenging work environment was complimented with a very successful and satisfying third quarter.

## **SERVICE STARS**

Ernest Vincent received a note from the Canadian Hardware & Building Materials Show, Linda Nodello expressing her thanks, she said: "Would also like to express our gratitude for the superb cooperation we have received from Eileen Davies in the processing and payment schedule for our 2003 contract. She is a real asset to the NTC!"

## **FINANCIALS**

Net Operating Income for the nine months ending September 30<sup>th</sup>, 2002 was \$839,745 compared to a budget of \$762,703 a favourable variance of \$77,042.

- Rental income at \$4,524,711 is unfavourable to budget by (\$231,786) mainly due to the cancellation of the Toronto International QuarterHorse Show.

- New Business objectives set in 2001 for 2002 did not anticipate the extent of the fall off of corporate business due to the events of September 11 and economic downturn experienced in North America.
- Electrical service of \$409,567 have fallen below budget. The reason for this is a reduced demand from exhibitors at certain shows for this service as well as higher costs to deliver the service for the Boat Show, Canadian Hardware and Building Materials Show, Toronto Sportsmen's Show and IIDEX/Neocon. Staff are addressing these issues.
- Direct and indirect expenses are favourable to budget by \$448,552 partly as a result of lower utilities cost and minimal snow cleaning.
- Food & Beverage concessions of \$878,353 are unfavourable to budget by (\$101,755) due to the reduced corporate events that are not allowing new business targets to be achieved.

Accounts receivables at September 30<sup>th</sup>, 2002 were \$1,890,191 consisting mainly of:

- \$656,786 owed as deposits for future events of which \$229,805 has been received by October 10, 2002.
- \$407,669 for services on completed events of which \$9,720 has been received by October 10, 2002.
- \$383,613 estimated for the CNE operational costs. Meeting with the CNE staff to finalize by the end of October 2002.
- \$272,491 of Food & Beverage Concessions is owed by Servo Canada contractually due on the 25<sup>th</sup> of the following month.
- \$49,411 of inter-program settlements, for event support services.

## SERVO-CANADA

### RETAIL DEPARTMENT

- Retail sales for the quarter came in a variety of on and off-premise events. The first two months of the quarter are traditionally slower than most other months, this year that was not the case as World Youth Days added to a busy schedule.
- World Youth Days 2002 included some very different operating areas for us. Our outside operations were very different in that we subcontracted 25 locations both here and at Downsview Park. The subcontracted operations were successful at both locations and the show ended up giving us a good shot of revenue in an otherwise slow month.
- Other shows during the first two months included The World Jewellery Expo, The CNE, The Toronto International Carnival and the Molson Indy.
- The last month of the quarter marks the beginning of show season and is highlighted by some very exciting shows, the IIDEX Neocon Canada Show and Truck World 2002.
- IIDEX Neocon has been a great success for us in past years and is the first show of the season. The Trade market enables us to show some of the more upscale offerings that we have available. This year's show included a Sushi Bar, an Asian Noodle Bar as well as a Restaurant and our existing Retail Stands.

### CATERING DEPARTMENT



- Catering during the quarter included few independent events and many show related catered events. IIDEX Neocon and Truck World 2002 were the busiest shows. Catering for these shows included Continental Breakfasts, Lunches and breaks. Both shows also did large receptions for their exhibitors.
- Independent catering included weddings in The Band Shell Restaurant and The



# APPENDIX "A"

## THE NATIONAL TRADE CENTRE FINANCIAL STATEMENT HIGHLIGHTS SEPTEMBER 2002 and YEAR TO DATE

|                             | MONTH<br>ACTUAL   | MONTH<br>BUDGET     | VARIANCE            | YTD<br>ACTUAL       | YTD<br>BUDGET       | VARIANCE            |
|-----------------------------|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Number of Events            | 9                 | 6                   | 3                   | 68                  | 31                  | 37                  |
| Direct Event Income         | 730,177.07        | 772,714.30          | (42,537.23)         | 5,001,300.04        | 5,175,272.30        | (173,972.26)        |
| Ancillary Income            | 203,759.83        | 277,394.11          | (73,634.28)         | 1,640,259.18        | 1,944,392.11        | (304,132.93)        |
| Advertising Income          | 23,893.47         | 30,213.00           | (6,319.53)          | 237,024.42          | 205,430.00          | 31,594.42           |
| Utility Recovery - WYD      | -                 | -                   | -                   | 75,000.00           | -                   | 75,000.00           |
| CNE Recovery                | -                 | -                   | -                   | 383,613.00          | 383,613.00          | -                   |
| <b>Total Event Income</b>   | <b>957,830.37</b> | <b>1,080,321.41</b> | <b>(122,491.04)</b> | <b>7,337,196.64</b> | <b>7,708,707.41</b> | <b>(371,510.77)</b> |
| Direct Expenses             | 409,600.80        | 450,000.00          | 40,399.20           | 3,617,161.60        | 3,896,868.00        | 279,706.40          |
| Indirect Expenses           | 310,067.35        | 340,757.00          | 30,689.65           | 2,880,290.00        | 3,049,136.00        | 168,846.00          |
| <b>Total Event Expenses</b> | <b>719,668.15</b> | <b>790,757.00</b>   | <b>71,088.85</b>    | <b>6,497,451.60</b> | <b>6,946,004.00</b> | <b>448,552.40</b>   |
| <b>NET INCOME (LOSS)</b>    | <b>238,162.22</b> | <b>289,564.41</b>   | <b>(51,402.19)</b>  | <b>839,745.04</b>   | <b>762,703.41</b>   | <b>77,041.63</b>    |

NOTE: 1 Actuals include 12% markup paid to Exhibition Place on labour and materials. At September 30, 2002 the markup paid to Exhibition Place is \$ 275,004.79 ( \$ 222,010.77 expensed against direct event income & balance of \$ 52,994.02 in direct expense)

NOTE: 2 WYD recovery includes an accrual of \$75,000.00 for energy consumption within the NTC

NOTE: 3 Rental income for three events booked by the NTC for Ride & Drive events in the amount of \$32,564 remitted to Exhibition Place in

NOTE: 4 CNE operation costs estimated. Meeting with CNE staff to finalize by the end of September



**THE NATIONAL TRADE CENTRE  
FINANCIAL STATEMENT HIGHLIGHTS  
AS AT SEPTEMBER 30, 2002 with COMPARISON TO SEPTEMBER 2001**

|                             | 2001<br>YTD SEPT<br>ACTUAL | 2002<br>YTD<br>ACTUAL | 2002<br>YTD<br>BUDGET | 2002<br>VARIANCE    | VARIANCE TO<br>YTD SEPT 2001<br>ACTUAL | %             |
|-----------------------------|----------------------------|-----------------------|-----------------------|---------------------|--|---------------|
| Number of Events            | 71                         | 68                    | 31                    | 37                  | (3)                                    | (4.2%)        |
| Direct Event Income         | 4,546,725.59               | 5,001,300.04          | 5,175,272.30          | (173,972.26)        | 454,574.45                             | 10.0%         |
| Ancillary Income            | 1,809,631.52               | 1,640,259.18          | 1,944,392.11          | (304,132.93)        | (169,372.34)                           | (9.4%)        |
| Advertising Income          | 174,555.05                 | 237,024.42            | 205,430.00            | 31,594.42           | 62,469.37                              | 35.8%         |
| WYD Utility Recovery        |                            | 75,000.00             | -                     | 75,000.00           | 75,000.00                              | N/A           |
| CNE Recovery                | 385,000.00                 | 383,613.00            | 383,613.00            | -                   | (1,387.00)                             | 0.0%          |
| <b>Total Event Income</b>   | <b>6,915,912.16</b>        | <b>7,337,196.64</b>   | <b>7,708,707.41</b>   | <b>(371,510.77)</b> | <b>421,284.48</b>                      | <b>6.1%</b>   |
| Direct Expenses             | 3,438,224.86               | 3,617,161.60          | 3,896,868.00          | 279,706.40          | (178,936.74)                           | (5.2%)        |
| Indirect Expenses           | 2,721,060.97               | 2,880,290.00          | 3,049,136.00          | 168,846.00          | (159,209.03)                           | (5.9%)        |
| <b>Total Event Expenses</b> | <b>6,159,305.83</b>        | <b>6,497,451.60</b>   | <b>6,946,004.00</b>   | <b>448,552.40</b>   | <b>(338,145.77)</b>                    | <b>(5.5%)</b> |
| <b>NET INCOME (LOSS)</b>    | <b>756,606.33</b>          | <b>839,745.04</b>     | <b>762,703.41</b>     | <b>77,041.63</b>    | <b>83,138.71</b>                       | <b>11.0%</b>  |

NOTE: 1 Actuals include 12% markup paid to Exhibition Place on labour and materials. At September 30, 2002 the markup paid to Exhibitio  
\$ 275,004.79 ( \$ 222,010.77 expensed against direct event income & balance of \$ 52,994.02 in direct expense)

NOTE: 2 WYD recovery includes an accrual of \$22,000.00 for energy consumption within the NTC

NOTE: 3 Rental income for three events booked by the NTC for Ride & Drive events in the amount of \$32,564 remitted to Exhibition Place i:

NOTE: 4 CNE operation costs estimated. Meeting with CNE staff to finalize by the end of September

# THE NATIONAL TRADE CENTRE EVENT STATISTICS

FOR THE MONTH OF SEPTEMBER 2002

|                      |                         |                       |                              |
|----------------------|-------------------------|-----------------------|------------------------------|
|                      | <u>MONTH<br/>ACTUAL</u> | <u>YTD<br/>ACTUAL</u> | <u>PRIOR YEAR<br/>ACTUAL</u> |
| Attendance [Note: 1] | 44,650                  | 940,914               | 893,203                      |

| <u>EVENT</u>      | (IN THOUSANDS)           |           |                             |              | <u>REFRESHMENT<br/>PER CAP'S<br/>ACTUAL [Note: 2]</u> |      |
|-------------------|--------------------------|-----------|-----------------------------|--------------|---|------|
|                   | ACTUAL # OF PERFORMANCES |           | NET EVENT INCOME [ Note: 3] |              |   |      |
|                   | 2002                     | 2001      | 2000                        | BUDGET       |   |      |
| Consumers Show    | 30                       | 26        | 30                          | 3,755        | 4,078   | 3.32 |
| Trade Show        | 12                       | 9         | 12                          | 1,324        | 1,565   | 5.61 |
| Concert           | 1                        | 2         | 2                           | 14           | -   | 5.88 |
| Photo/Film Shoot  | 2                        | 4         | 5                           | 56           | -   | 7.17 |
| Meeting/Corporate | 23                       | 30        | 20                          | 387          | 243   | 5.91 |
|                   | <b>68</b>                | <b>71</b> | <b>69</b>                   | <b>5,536</b> | <b>5,886</b>  |      |

- Note: 1 Attendance estimates provided by Show Management.
- Note: 2 Refreshment per cap's based on information reported by Servo Canada
- Note: 3 Net event income includes rent and services, ancillary income includes catering and electrical commissions.



**THE NATIONAL TRADE CENTRE  
BALANCE SHEET  
AS AT SEPTEMBER 30, 2002**

| <b>ASSETS</b>                          | <u>2002</u>                | <u>2001</u>                |
|--|----------------------------|----------------------------|
| <b>CURRENT ASSETS</b>                  |                            |                            |
| CASH                                   | 1,150,273.12               | 809,863.56                 |
| ADVANCE TO EX PLACE                    | 250,000.00                 | 250,000.00                 |
| TERM INVESTMENTS                       | 3,000,000.00               | 3,000,000.00               |
| AMERICAN EXPRESS                       | 102,911.63                 | 32,235.42                  |
| TRADE ACCOUNTS RECEIVABLE              | 1,890,190.96               |                            |
| ALLOWANCE FOR DOUBTFUL ACCOUNTS        | (34,449.23)                |                            |
| NET ACCOUNTS RECEIVABLE                | 1,855,741.73               | 1,305,572.16               |
| RECEIVABLE FROM EX PLACE               | 130,053.25                 |                            |
| OTHER RECEIVABLE                       | 48,974.19                  | 78,482.13                  |
| PREPAID EXPENSES                       | 74,243.14                  | 182,457.63                 |
| <b>TOTAL CURRENT ASSETS</b>            | <u>6,612,197.06</u>        | <u>5,658,610.90</u>        |
| <b>FIXED ASSETS</b>                    |                            |                            |
| EQUIPMENT - NET                        | 91,737.15                  | 152,525.11                 |
| <b>TOTAL ASSETS</b>                    | <u><u>6,703,934.21</u></u> | <u><u>5,811,136.01</u></u> |
| <b>LIABILITIES &amp; EQUITY</b>        |                            |                            |
| <b>CURRENT LIABILITIES</b>             |                            |                            |
| ACCRUED LIABILITIES                    | 2,619,339.66               |                            |
| PROVINCIAL & FEDERAL SALES TAX PAYABLE | 97,620.06                  |                            |
| DEFERRED REVENUE                       | 3,356,990.72               |                            |
|  | 6,073,950.44               | 4,998,823.74               |
| <b>EQUITY</b>                          |                            |                            |
| NET INCOME (LOSS) CURRENT              | 839,745.04                 | 756,606.33                 |
| PRIOR YEAR PSAB ADJUSTMENT             | (209,761.27)               | 55,705.94                  |
| PRIOR YEAR SURPLUS                     | 1,811,909.44               |                            |
| DISTRIBUTION TO EXHIBITION PLACE       | (1,811,909.44)             |                            |
|  | <u>6,703,934.21</u>        | <u>5,811,136.01</u>        |

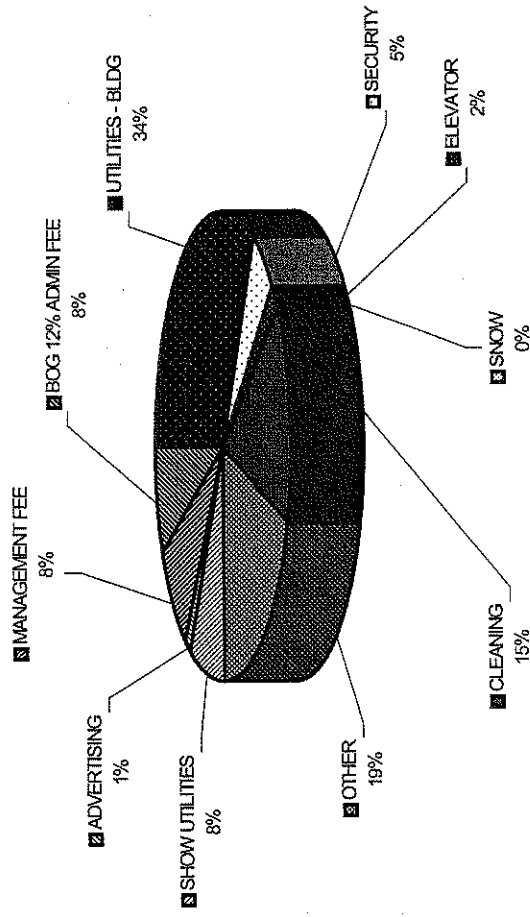


**THE NATIONAL TRADE CENTRE**  
**FINANCIAL STATEMENT HIGHLIGHTS**  
**STATEMENT OF CASH FLOW**  
**FOR THE PERIOD ENDED SEPTEMBER 30, 2002**

|   | MONTH               | YTD                   |
|---|---------------------|-----------------------|
| <b>CASH FLOW FROM OPERATIONS</b>                    |                     |                       |
| NET INCOME (LOSS)                                   | 238,162.22          | 839,745.04            |
| ADD: EMPLOYEE BENEFITS - VACATION/SICK              | -                   | -                     |
| <b>SOURCES (USES) OF CASH</b>                       |                     |                       |
| TERM INVESTMENTS                                    | (300,000.00)        | 1,300,000.00          |
| ACCOUNTS RECEIVABLE - TRADE                         | (63,983.18)         | (267,020.67)          |
| RECEIVABLE FROM EX PLACE B.O.G                      | 40,853.70           | (130,053.25)          |
| ACCOUNTS RECEIVABLE - OTHER                         | 94,448.53           | 94,069.15             |
| PREPAID EXPENSES                                    | 34,000.25           | (18,531.63)           |
| DEPOSITS AND OTHER ASSETS                           | (94,380.25)         | (76,434.55)           |
| ACCOUNTS PAYABLE & ACCRUED EXPENSES                 | 802,589.79          | 764,423.78            |
| OTHER PAYABLES                                      | (44,771.55)         | 10,577.86             |
| DEFERRED INCOME                                     | (57,861.15)         | (385,022.30)          |
| ADVANCE DEPOSITS - Exhibition Place B.O.G           | -                   | -                     |
| <b>NET CASH FROM OPERATIONS</b>                     | <b>649,058.36</b>   | <b>2,131,753.43</b>   |
| <b>OTHER SOURCES (USES) OF CASH</b>                 |                     |                       |
| CAPITAL EXPENDITURES                                | -                   | -                     |
| PAYMENTS OF DEBT                                    | -                   | -                     |
| DISTRIBUTION TO OWNERSHIP - Exhibition Place B.O.G. | -                   | (1,819,603.15)        |
| <b>NET CASH FROM OTHER SOURCES</b>                  | <b>-</b>            | <b>(1,819,603.15)</b> |
| <b>NET INCREASE (DECREASE) IN CASH</b>              | <b>649,058.36</b>   | <b>312,150.28</b>     |
| <b>BEGINNING CASH BALANCE</b>                       | <b>501,214.77</b>   | <b>838,122.85</b>     |
| <b>ENDING CASH BALANCE</b>                          | <b>1,150,273.13</b> | <b>1,150,273.13</b>   |



**COMPONENTS OF DIRECT EXPENSE  
YTD SEPTEMBER 30, 2002**



- UTILITIES - BLDG
- SECURITY
- ELEVATOR
- SNOW
- CLEANING
- OTHER
- SHOW UTILITIES
- ADVERTISING
- MANAGEMENT FEE
- BOG 12% ADMIN FEE



**THE NATIONAL TRADE CENTRE  
 CHEQUE DISBURSEMENTS - SEPTEMBER 2002  
 GREATER THAN \$50,000**

| Check No | Date | Amount     | DESCRIPTION          |
|----------|------|------------|----------------------|
| 13410    |      | 68,599.91  | AUG.SALARIES         |
| 13372    |      | 128,383.34 | AUG. GST RREMITTANCE |
| 13361    |      | 300,000.00 | TERMIINVESTMENT      |
|          |      |            | <hr/>                |
|          |      |            | 496,983.25           |
|          |      |            | <hr/>                |
|          |      |            | 314,043.05           |
|          |      |            | <hr/>                |
|          |      |            | 811,026.30           |
|          |      |            | <hr/>                |

**DISBURSEMENTS OVER \$50,000  
 OTHER DISBURSEMENTS LESS THAN \$50,000  
 TOTAL DISBURSEMENTS FOR SEPT 2002**



