



## 6 Things To Know About Your Transfer Agent

### 1. Equity is fully qualified to do your work

Equity Transfer & Trust Company is a federal trust company that is regulated and subject to supervisory review by the Office of the Superintendent of Financial Institutions, Canada (OSFI).

We are recognized in North America by security exchanges and commissions and have met requirements prescribed by the senior exchanges such as the TSE and the NYSE as well as the U.S. Securities and Exchange Commission in our capacity as a qualified transfer agent.

Over an 18 year period, we have solidly built our business and we have attracted, retained and developed what we believe is the best senior management team in the industry

### 2. We specialize in mid cap companies

Our service offering is tailored for small to midsized public issuers and we thoroughly understand the issues and needs of this market sector. Equity currently maintains 600 shareholder registers for over 500 public companies. In 2007 Equity won the business of 65% of the new capital pool companies in Ontario.

### 3. Equity is an energetic company

Equity is an entrepreneurial and energetic enterprise that counts on its reputation to retain and to build business. Equity is owned by Grey Horse Corporation, a Canadian public company and our senior managers own shares of Grey Horse. That means our future wealth creation depends on our customers being satisfied and our service offering being the best in the business. We are continually evolving and improving. Over the past three years we have added approximately 200 new issuers as clients and tripled the number of employees in order to effectively service our clients. Our strength is our personalised client service focus and that takes an energetic corporate culture.

### 4. We share your sense of urgency

You need a highly responsive service provider. When you choose Equity as your transfer agent you can expect highly personalized, fast, responsive and expert service. That's what makes us different and the best in the industry. We cut through the red tape without compromising our high professional standards.

### 5. We share your sense of economy

Equity launched its business in 1990 with a strategy of delivering the most competitive pricing in the industry. Today, as a well established federal trust company we can still

boast the best prices amongst the major transfer agencies. We have no transfer agency "set-up" fees and no "minimum" annual fees. We have very attractive flat fees for companies with less than 300 registered shareholders and for capital pool companies. We compare our pricing with our competitors regularly and we are determined to hold our prices and maintain this competitive edge.

### 6. You are helping young Canadian athletes

We are Canadian and we are proud of our country and its young people. On behalf of our issuers, Equity sponsors eight elite athletes who are training hard to win gold on the international stage, including Beijing. Your fees help these young Canadians train to compete for our country. We feel good about giving in this context and our Issuers can share in this celebration.

## Sprott Inc. completes largest IPO for 2008

Equity Transfer & Trust Company is proud to have been selected as Transfer Agent for Sprott Inc.

# Team Equity

Equity and clients are sponsoring eight Canadian elite athletes in their bid for Olympic gold.



**Kelly Bechard**  
**Hockey**

Olympic gold medalist, 2002  
World Champion: 00, '01, '04, '07

## Kelly Bechard

This past April, I had the opportunity to represent Canada at what would be my 6th World Championship. Not only was I playing the sport that I love, but this year's World Championships were held in Harbin, China.

Prior to leaving for China, our team gathered in Victoria for a pre-competition training camp. A week out of competition, we left for Harbin hoping to adjust to the time change and culture. The tournament provided for some unexpected outcomes with Finland defeating the United States and Switzerland defeating Sweden in round robin play. In the end, it was as expected, a Canada and USA gold medal final. Unfortunately, we fell short of our goal, losing 4-3. In the last 5 minutes we had chances to tie the score, but just could not convert. It is always very upsetting and disappointing to not attain your goal, but in the end we are a very confident group, know we can learn from this, rebound stronger than ever next year and look forward to the 2010 Olympics.

With the rigorous and ever-changing training schedules, it is very difficult to find an employer willing to step up to the plate and hire an athlete with such a demanding schedule. In November of 2006, I was put in contact with Kevin Reed, CEO of Equity Transfer & Trust. He and all of Team Equity decided to take a chance on me and for this I will be forever grateful. Now, not only am I able to pursue my dream of competing in the 2010 Olympics, but I also have the opportunity daily to enhance my professional skills and use my Bachelor of Commerce degree. Thank you to everyone at Equity for your support and for challenging and teaching me everyday!



## Buffy Williams Rower

2 X Olympian '00 & '04

Bronze medalist: 2000 (8 man)

## Buffy Williams

In the beginning of May, we headed to Europe for a month of racing. We have had an incredible year of training. Spending time on the indoor rowing machines, in addition to several training camps south of the border, has produced personal bests on physiological tests and significant technical changes and improvements on the water. We are now a stronger and faster team than last year. But how would we stack up against the rest of the world?

Our first race of the season was World Cup #2 in Lucerne, Italy. The final day of racing was very close with only .7 seconds between 1st and our 3rd place finish. Racing at its best. This was the first time a Canadian women's eight had won a medal since 2003. Also this regatta was a great dry run for June 18th, the Olympic qualifier in Poznan, Poland.

In our qualifying race there were 6 boats entered and only 2 qualifying spots for the Olympics (women's eights). In what was the most closely contested race of the day, we won by .3 seconds and secured a berth to the Olympics.

This was a critical milestone in our journey. Accomplishing this goal has simply set us up for the ultimate objective of standing on the podium at the 2008 Olympic Games. If we continue on our current path, this goal is within reach.

Unlike my previous Olympic campaigns this time around I have the additional role of being a mom to a two-year old boy. Consequently there are emotional and financial pressures that I have not experienced in my previous Olympic pursuits. Realizing these personal goals may not have been possible without the incredible support of my family and the financial backing I have received from Equity Transfer & Trust.



## Earle Connor Paralympic Sprinter

2000 Paralympic Summer Games  
gold and silver medalist

World record holder: 100m, 200m,  
400m

## Earle Connor

In August of 1996 I stumbled upon Paralympic Games on television. This would be the day that would change my life forever. As a baby, I lost my left leg, but I have never let my disability stand in the way of accomplishing anything in life. At a young age, sport became my passion and at 15 years of age, I became the first amputee drafted into junior hockey ranks. But upon seeing that 100m dash, sprinting became my dream and focus moving forward. After four years of hard work and dedication, I found myself standing on the podium in Sydney, Australia where I had won a gold medal for Canada.

After a very successful 2007 season, I pre-qualified for the 2008 Beijing Paralympic Games. This season, I started off stronger and faster than ever before, but suffered an Achilles injury that forced six weeks of rest and rehabilitation. Today I am in the middle of my outdoor preparations, fully healed and excited to get the season started. Everyday, while I train, I think about Beijing and winning another gold medal for Canada!

In July of 2007, Equity Transfer & Trust stepped into my life and since that day I have developed great relationships with the entire Equity team. As I look down the calendar towards my race in China, I know that I will not be running alone, but that I will have Equity and their clients supporting me as I race towards another gold medal! Thanks for helping make me as fast as I am today!



# Securities Transfer Act

Recent corporate law changes in some provinces have removed the ability of third parties, including the issuer, to prevent the transfer of a properly endorsed certificate without obtaining a court order. That ability is now confined to the registered shareholder or their legal representative.

James Gould, VP, Compliance & Secretary

## Background

Until recently, the securities transfer provisions of most Canadian corporate statutes were based on the traditional concept of delivery of securities certificates, registered in the owner's name. Since 1970, securities have come to be held indirectly, almost exclusively through depositories such as CDS and financial intermediaries. As a result, the law governing the transfer of securities and, more importantly the creation of security interests in them, has been out of date. The Canadian Securities Administrators (the council of the Canada's provincial and territorial securities regulators) set up a task force in 1998 at the request of the Uniform Law Conference of Canada ("ULCC") to develop a Uniform Securities Transfer Act ("USTA"). The Task Force's draft USTA was approved by the ULCC in August 2004. (The report is available at [www.ulcc.ca/en/us/Uniform\\_Securities\\_Transfer\\_Act\\_En.pdf](http://www.ulcc.ca/en/us/Uniform_Securities_Transfer_Act_En.pdf))

The USTA is based on Article 8 of the U.S Uniform Commercial

Code and the intention is that each province adopt it, as close to verbatim as possible, so that the law governing the transfer of interests in securities will be uniform across Canada. To date, seven provinces (Alberta, British Columbia, Manitoba, Newfoundland & Labrador, Ontario, Québec (effective Jan. 1, 2009) and Saskatchewan) have passed Securities Transfer Acts. Remarkably the provinces are following the USTA closely, apart from a few exceptions and some drafting protocol differences.

The USTA deals extensively with the creation and management of securities entitlements where the securities are held indirectly through intermediaries. In addition, the USTA now contains the provisions governing the transfer of registered securities which were formerly in the business corporations statutes.

## Stop Transfers

Traditionally as a matter of law or practice, anyone could notify the transfer agent of a claim against a certificate and that would result in a stop being placed against the

certificate affected. If the certificate was presented for transfer, the person placing the stop was usually given 30 days to provide either a court order or an indemnity to prevent the transfer and protect the issuer and the transfer agent against claims arising from holding up the transfer.

The underlying principle of the USTA is that no one should be able to block a valid transfer of a registered security, simply by sending a notice to the issuer or its transfer agent. A court order is now required. The only exception is for registered owners to protect them from the wrongful transfer of a lost certificate. The same principle applies with respect to preventing the transfer of securities held indirectly through depositories.

Equity clients wishing to know more about this issue should consult the report referred to above and the appropriate legislation in their jurisdiction. This outline is a summary of the requirements and presented as general information, not a complete statement of the law.

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