

CCH Canadian Limited

Did You Know...

▶ In 1946 the Canadian Tax Reporter was 3 volumes— 2 for the provinces and one covering all federal income and commodity taxes.

▶ In 1946 the Canadian Labour Law Reporter was only 1,500 pages. Today there are more than 40,000 pages.

▶ Quick Facts for Payroll Managers, the handy “desktop” reference was originally a “give-away” conference item.

▶ The acronym DOF came from Dominion of Canada.

▶ CCH did not stop “hot lead” publishing until 1988.

▶ The CCH mailing list was originally kept on metal addressograph plates—an entire department was responsible for its upkeep.

Special points of interest:

- How it all started **1**
- Kingsland Company **2**
- The fifties **3**
- Formules **4**
- Municipales Ltée **4**
- CCH goes electronic/WK purchase **5**
- CanTax & TaxPrep Softkey **6**
- The Professional’s First choice **7**

Setting the Standard Since 1946!

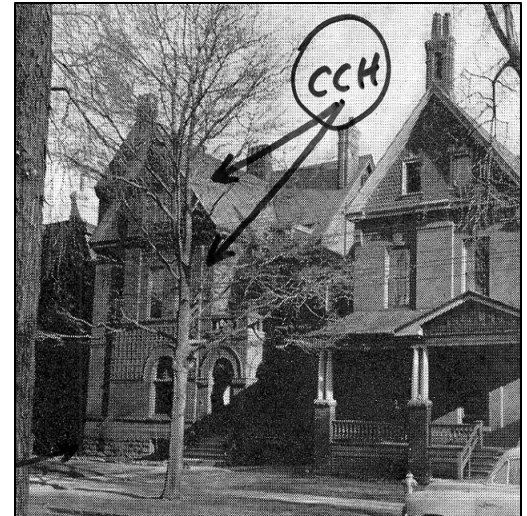
Special 60th Anniversary Commemorative Issue

How it all started...

Commerce Clearing House in the US has roots that go back to 1892, when the **Corporation Trust Company (CTC)** was originally formed to provide statutory representation for companies doing business outside their home state. They also assisted lawyers in representation of corporate business. In 1901, they opened a legislative reporting department and in response to the Tariff Act of 1913, which established the federal income tax under the sixteenth amendment, the Corporation Trust Company published the first Federal Income Tax Reporter.

Around the same time, (1915) a Chicago attorney William Kixmiller started a publishing company called **Commerce Clearing House** which focused on import and export business practices (hence the name). When CCH issued a bound Income Tax Guide (the forerunner to the Master Tax Guide) they switched to publishing income tax forming a loose leaf tax service in 1917.

CTC and CCH merged in 1927 as a publishing company called **Commerce Clearing House, Inc.** (which eventually became **CCH INCORPORATED**).



The first CCH Canadian location was a distinguished old house at 31 Willcocks Street in downtown Toronto in the 1930’s. The Kingsland Company rented the second floor bedrooms, which housed the administration, and the third floor attic rooms which occupied the editorial and compilation departments. Outside of these few departments the remainder of the work, i.e. typesetting, composing, printing, was contracted to Age Publications owned by Mr. Kingsland’s brother.

The Canadian beginnings...

CCH Canadian Limited can trace its origins back to 1931 when, as the **Kingsland Company**, it was responsible for numerous insurance and legal publications. It was responsible for the

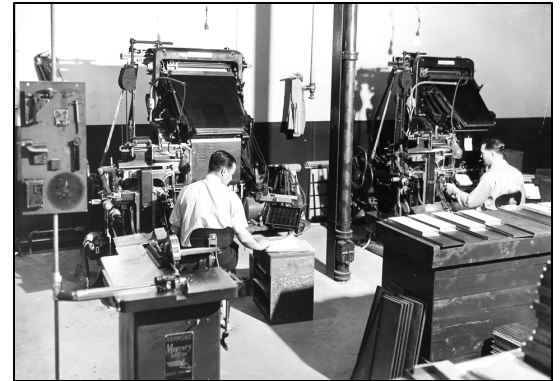
Insurance Law Reporter, Dominion Report Service, Dominion and Quebec Legislation Services and Canadian insurance Case Law. In 1939, the Kingsland Company became the exclusive

CCH Canadian Limited



The Canadian beginnings...

distributor in Canada for Commerce Clearing House Inc.'s loose leaf publication **Canadian Tax Reports** in 3 volumes, just commencing publication at the request of CCH's U.S. customers who conducted business in Canada and required Canadian tax law information.



Two publications from the Willcocks Street era—the Income War Tax Act of 1934 and Insurance Case Law, 1939—both only \$1.00!

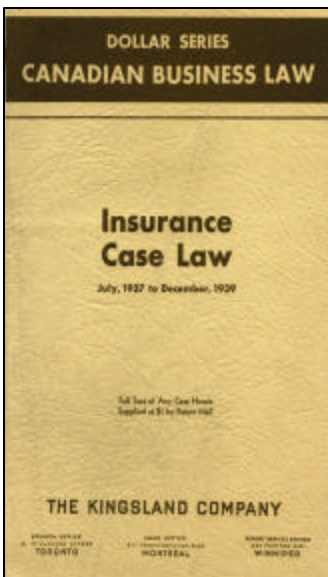
Walter R. Kingsland—CCH Canadian's first President

The Kingsland Company, under its founder and President, Walter R. Kingsland, moved from Montreal to a distinguished old house at 31 Willcocks Street in downtown Toronto in the 1930's. These facilities were rented from, and shared with, Age Publications Limited whose owner was Mr. Kingsland's brother.

In 1940, Walter R. Kingsland left for the R.C.A.F leaving the conduct of the business to a staff of three - his sister-in-law in charge of sales, billing, records, correspondence, etc.; an editor in charge of editing, producing and distributing Canadian produced publications and one sales person. Mr. Kingsland returned in 1945 and in December of that year, the Kingsland Company

and CCH jointly formed **CCH Canadian Limited** which acquired the Kingsland publications, the Canadian Tax Reporter and the selling rights in Canada for all CCH publications. **Walter R. Kingsland** became CCH Canadian Limited's first President.

*In those days the **Canadian Tax Reporter** was a heady three volumes—two for the provinces and one covering all federal income and commodity taxes. Today it is 30 volumes plus a vast amount of supplementary reference material available on **CCH Online**.*



CCH on the Move...

Like many other companies, CCH Canadian benefited from the post war economic boom and the company rapidly outgrew its original offices. The former Canadian Succession Duties Reporter came into distribution about the time of incorporation and printing of the two loose leaf reporters was shortly transferred to Canada. The **Canadian Labour Law (CAB)** reporter was edited and produced in Canada and then Dominion Report Service in loose leaf form. By 1947, CCH had grown so

rapidly that it became impossible for the company to remain at 31 Willcocks Street. It was at that time that the Lawrence Ave. building was planned and conceived. Located at **1200 Lawrence Ave. West** (Lawrence and Caledonia) it was the first plant in the world to be designed, built and equipped for the straight-line production of loose-leaf reports. Financing, building and equipping the 10,000 square foot plant and office building was completed by May, 1948.

The Fifties...

Other new publications were then added in rapid succession. Dominion Companies Law Reporter and **Dominion Tax Cases** were added to the line. The Canadian Tax Reporter was expanded to six volumes and the Insurance Law Reporter converted to loose leaf.

In addition many tax “booklets” were produced - 1950 sales of booklets alone exceeded the entire 1945 sales of The Kingsland Company and Canadian Tax Reporter. CCH Canadian Limited was nearing the half million mark in total sales and had a prospect list of 29,000.

In 1950, Mr. Kingsland sold his interest in the company and CCH Canadian

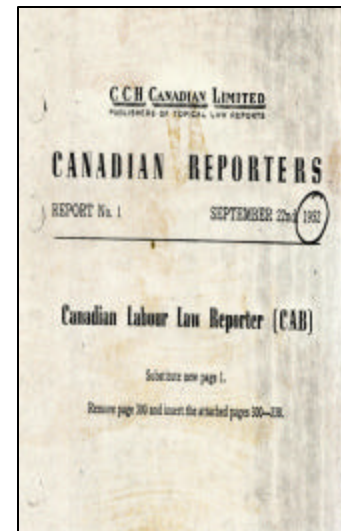
Limited became a wholly owned affiliate of Commerce Clearing House, Inc.

Mr. Kingsland stepped down as President in December, 1950 and Mr. **Roger L. Vincent** became the second CCH

Canadian Limited President in 1951.

Through the 1950's the number of employees and sales representatives grew steadily and a few years later another 5,000 feet were added to the Lawrence Ave. building.

However, steady growth and an expanding market soon made yet another move necessary.



The second location for CCH Canadian Limited was at 1200 Lawrence Ave.

West—the first plant in the world to be designed, built and equipped for the straight-line production of loose-leaf reports.

CCH moves to Don Mills...

In 1960, CCH Canadian Limited purchased five acres of land in Don Mills where a new, modern plant and office would be built at **6 Garamond Court**. The original floor area of this building was 39,000 sq. ft. (at a cost of \$15 per sq. ft.!) and the building was completed in 1961. During the expansive years of the sixties more and more new publications such as the **Canadian Securities Law Reporter (CSL)**, and the **Canadian Employment Benefits and**

Pension Guide (CPEN) spelled further substantial growth for the company. By 1968 this new plant had already run out of storage space and another area of 20,000 square feet had to be added.

In June 1968, CCH Australia was organized by Mr. Vincent to edit, produce and distribute loose leaf reporters on Australian law. Preparation of initial copy for Australian publication was done at CCH in Canada and Australian staff spent considerable time learning

CCH Canadian Limited

Setting the Standard Since 1946!

The new plant and office built in 1960 was at 6 Garamond Court in Don Mills, a Toronto suburb

the business in Don Mills before they commenced operations in Australia full tilt. Mr. Vincent retired at the end of 1968 and J.W. “Jack” Kirk became CCH’s third President.

Product growth continued with CCH purchasing competing publications such as **Industrial Relations & Personnel Developments (IRPD)** and

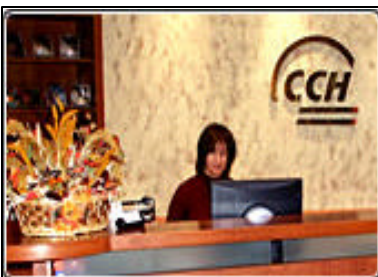
Canadian Government Programs and Services (CGOV). Other in-house publications were also added such as **Ontario Real Estate Law Guide (OREG)** and **British Columbia Corporations Law Guide (BCLG)**. By 1978 the number of loose leaf reporters and newsletters published exceeded 30, book titles over 50 and employees and sales territories continued to grow until another 11,000 sq. ft. expansion to the building was necessary in 1979.



We're on the Web

www.cch.ca

CCH Acquires Formules Municipales Ltée...



Publications CCH Ltée —

Brossard, Quebec

In 1979, CCH Canadian acquired **Formules Municipales Ltée (FM)**, a Quebec based company which had been supplying forms and stationery requirements of the municipalities and school boards of Quebec since 1886.

Mr. Kirk retired in 1980 and, **Ken Lata** became the fourth CCH Canadian President in 1981.

Even through such economic upheavals as the 1981 recession and the 1987 market crash, CCH went from \$13 million in revenue in 1980 to \$35 million in 1989, and the revenue earned at “FM” reached \$6.5 million as compared to \$1.3 million in 1980.

The number of publication rose from 33 in 1980 to 66 and from 1 to 15 in 1989 for “FM”.

“FM” (renamed **Publications CCH Ltée** in 1996) was on the way to becoming one of the largest publishers of legislative information outside the Quebec government, producing many original French language products and reporting on Quebec provincial laws and regulations which are based on French Civil Law.

Again, the Garamond building was expanded with another 20,000 sq. ft. being added in 1985 - the fourth expansion since 1961 - to accommodate the growing PC environment.

During the eighties CCH was slowly converting its hot metal pages to electronic so that computer-aided typesetting could be achieved. Previously all of the information accumulated over the course of CCH history was in the form of lead slugs packed away in rack upon rack of metal containers. By the end of 1988, CCH had terminated its hot lead operations.

It wasn't until 1985 that the first personal computer arrived in the editorial department and not until 1990 that every editor was equipped with a PC and hooked to the VAX. The new technology moved CCH away from the traditional print-shop driven production to an editorially driven one. Ken Lata had retired in December 1989 and **John Pineo** became CCH Canadian's fifth President in 1990.



Linotype Operators casting CCH content in "Hot Lead"

CCH goes electronic...

In the early 1990's, after many years of development work, CCH began offering its tax products in an electronic platform and in 1991 conversion to SGML (standardized general mark-up language) allowed CCH to produce both print and electronic products from one master file. The first electronic product offered was the **Canadian Master Tax Guide on Disk** in March, 1991. In November, the first of the ITA Series using



FolioView software was released and, by the end of the year, an electronic copy of the book containing both law and commentary on the GST was available. In 1992 DTC and DOF commentary went electronic and the CCH electronics product line had been born.

CCH Canadian rapidly adapted to the new technologies of the 1990's and was well ahead of the competition. By 1996 CCH was concentrating all its efforts on increasing the family of electronic products by completing the Tax Line and by expanding rapidly in the Legal and Human Resources areas.

Besides "going electronic", the nineties brought many other changes to CCH Canadian - a new logo (the "helmet") was launched in 1994 - the first logo change since 1927; an order management system was created (COMIT in 1997); a new mission to "become the Global knowledge Provider" and a new tag line "Now You Know!" were launched. New products - both paper and electronic - like PaySource and the Practitioner's Suite - were created and electronic versions of GST and PROV were launched in late 1995. Even newsletters got a new look by going to the present format of 8 ½ X 11! And, in December, 1995, CCH Canadian celebrated its 50th Anniversary.

The Wolters Kluwer Era...

Of course the biggest change for CCH was the purchase of CCH Incorporated by Wolters Kluwer, the Dutch publishing company on November 27, 1995. Wolters Kluwer had been seeking to further develop its presence in North America and by purchasing CCH incorporated, with all its international subsidiaries, including

CCH Canadian Limited

CCH Canadian Limited, it was able to do so. Wolters Kluwer's core publishing markets include: legal, tax and business, health, science, and education, in 26 countries, as well as North America. It has over 19,000 employees worldwide. CCH Incorporated had, for many years, been owned by one family -- the Thorne

family - who had a majority of the shares. The family sold the company to Wolters Kluwer and as of January 1, 1996, CCH Incorporated became a wholly owned subsidiary of Wolters Kluwer NV (Amsterdam). With the purchase by Wolters Kluwer, CCH was on the move again, this time to the present location at 90 Sheppard Ave. East in Toronto in January, 1997 where a 10-year lease was signed. The Garamond Court building was sold and the print production side of the business had been moved temporarily to rented facilities in Aurora. Book distribution was outsourced to TTS Distributing (who still distribute for us today from Aurora).



CCH Canadian Limited Head Office—90 Sheppard Ave. E., Suite 300

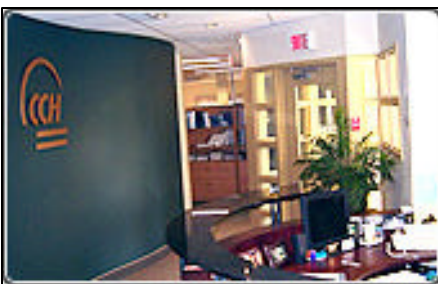
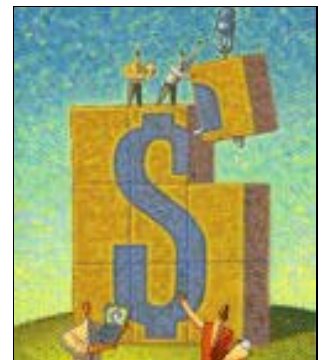
In 1998, work had begun with CCH Inc. in Chicago and IBM to complete development of a digital **Print-On-Demand system (POD)**. POD has the ability to print whole volumes of a reporter with all of the pages in order and completely up to date (can produce the contents for a 2,000 page volume in four minutes). By 2000, CCH completed migration of all its loose leaf research products to the POD facility in Chicago where loose leaf production is still being done.

The Acquisition of Cantax and TaxPrep & Portfolio Publishing...

A new era was ushered in with the acquisition of CCH by Wolters Kluwer. John Pineo retired and **James de Gaspe Bonar** became CCH's sixth President July 1, 1998. John Pineo's official retirement date was February 28, 1999 and between those dates, he was "Special Advisor to the President" working on special assignments from WK which included the acquisition in July, 1998 of SoftKey, a tax compliance software company. Now located in Sherbrooke, Quebec, the tax compliance products **Cantax** and **TaxPrep** (software for preparing tax returns)

formed the backbone of CCH's Tax Compliance products. These software products simplify compliance for tax practitioners, expertly preparing tax returns for all federal and provincial/territorial jurisdictions.

In September 2000, CCH acquired Portfolio Publishing financial planning software products to cover this new, fast-growing area of financial services. Financial planning software prepares sophisticated plans and forecasts, calculating changes in seconds.



Sherbrooke, Quebec Office

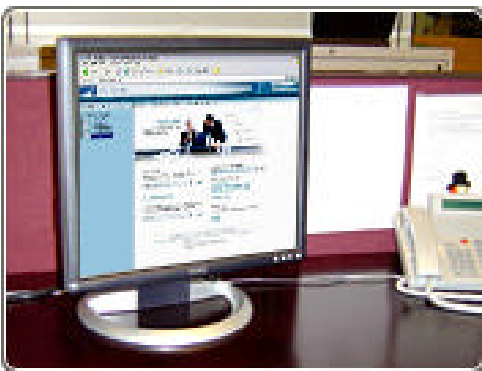
In 2002, **Ian Rhind** became the seventh President of CCH. New innovative products like the CCH Accountant's Suite have been launched to provide tax and accounting professionals with the most comprehensive suite of tools in the market today. **The Accountants' Suite** meets the rapidly evolving needs of today's growing accounting practice - from tax compliance software and workflow tools, to audit processes, client management, and electronic document storage. *"With the launch of CCH Accountants' Suite, we are bringing to the Canadian market the first genuinely integrated solution of its kind."* (Ian Rhind - CMA Magazine, 2006).

On the Legal and Business side of the business, a significant product partnered with the HRPAA, the **Ultimate HR Manual**, was created to provide comprehensive and practical HR reference material.



Ian Rhind, CEO & President CCH

CCH today looks very different from the "black binder" image of old. Now, over one-third of CCH Canadian Limited employees are working full-time in software development, and almost two-thirds of CCH's revenues come from electronic services.



CCH has continued to develop its presence on the Internet, improving the functionality of **CCHOnline** products, re-launching a new site - www.cch.ca - where customers can shop and purchase online, and access their accounts giving them the ability to pay invoices online through "My Accounts". To help customers further, CCH has trainers and a training portal to make sure customers make the most of their services.

The WK era has given CCH a new Vision - "to become the Professional's First Choice" in providing information tools, solutions and services to help customers make critical decisions effectively and achieve success and values to guide corporate actions. Partnerships with key industry associations are critical to helping to achieve this goal. CCH develops relations and alliances with key industry organizations to stay current on factors driving industry change and to help anticipate professionals' needs.

And while part of a global enterprise, CCH is a committed contributor to the Canadian communities in which they work. Whether it's fund-raising for United Way, Centraide or the Cancer Society, or supporting professional associations with educational bursaries and awards, CCH and CCH employees take pride in being a progressive organization.

In 2006, a new logo and corporate branding - "CCH a Wolters Kluwer business" - was launched which aligned CCH with the look of all other Wolters Kluwer companies around the world. To quote Ian Rhind -



"All Wolters Kluwer companies share the mission of being the Professional's First Choice. This theme resonates through everything we've done in CCH's first 60 years. Individuals and logos may have changed, but the level of expertise, the passion for creating effective solutions for customers and the commitment to knowledgeable and caring service remain sustaining values of CCH".

We have indeed been "Setting the standard since 1946"!

CCH Canadian Limited–Timeline

- 1915 - Publishing company **Commerce Clearing House** started in Chicago
- 1931 - **Kingsland Company** started under President Walter R. Kingsland
- 1935 - Montreal office moves to Toronto, to 31 Willcocks Street
- 1939 - Kingsland Company become exclusive distributor in Canada of Commerce Clearing House Canadian Tax Reports publication
- 1946 - Commerce Clearing House & Kingsland Company merge—**Walter R. Kingsland** become CCH Canadian Limited's 1st President
- 1948 - New plant & office completed at 1200 Lawrence Ave. West
- 1951 - **Roger L. Vincent** becomes CCH Canadian Limited's 2nd President
- 1961 - 6 Garamond Court plant & office completed in Don Mills, ON
- 1969 - **J.W. "Jack" Kirk** becomes CCH Canadian Limited's 3rd President
- 1979 - CCH Canadian acquires Formules Municipales Ltée (FM), based in Québec
- 1981 - **Ken Lata** becomes CCH Canadian Limited's 4th President
- 1985 - First personal computer arrived in editorial department
- 1990 - **John Pineo** becomes CCH Canadian Limited's 5th President
- 1994 - First logo change since 1927
- 1995 - Wolters Kluwer NV (Amsterdam) purchases CCH Incorporated
CCH celebrates 50th Anniversary!
- 1996 - Formules Municipales Ltée (FM) renamed **Publications CCH Ltée**
- 1997 - Move to 90 Sheppard Ave. East where 10-year lease signed
- 1998 - **James de Gaspe Bonar** becomes CCH Canadian Limited's 6th President - CCH Canadian acquires SoftKey (CanTax & TaxPrep)
- 2000 - CCH Canadian acquires Portfolio Publishing financial planning software products
- 2002 - **Ian Rhind** becomes CCH Canadian Limited's 7th President
- 2006 - New logo and corporate branding launched
CCH celebrates 60th Anniversary!



Join us on June 27th to celebrate CCH Canadian's 60th Anniversary aboard the **Maraposa Belle**.

- Boarding 6:00pm-6:30pm - (boarding pass with cruise credits/draw/drink tickets)
- We set sail at 6:30pm
- Captain's reception 6:00pm-7:00pm (bar open)
- Riverboat gambling (4 stations) - 6:00pm-9:00pm
- Food served at 7:00pm-9:00pm (fabulous finger foods)
- Draws for prizes (gambling winnings cashed in for draw tickets) 9:00pm-9:30pm
- DJ with music throughout the ship
- Dock - 9:30pm-10:00pm



CCH Canadian Limited is a committed contributor to the Canadian communities in which we work..