

The Simpson Investment Management Group Newsletter



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Investing Takes "Grit"

If there's one thing that the extended bull market run has taught us, it's that investing takes "grit". Often dubbed "the most hated bull market of all time", for many years now the media has been calling its top.

Grit is about having the same goal for a very long time, and sticking to it despite setbacks or failures. Researchers have determined that it can be one of the greatest predictors of an individual's long-term success, even more important than IQ or wealth.¹

As investors, how do we maintain grit in investing?

Savvy investors start by having a plan in place. Portfolios are created with personal objectives in mind, to meet an investor's needs over the longer term. Each element has been selected to serve a purpose, in both up and down markets.

Then, they stick to the plan. This involves focusing less on short-term news and more on end goals. In good times, it means maintaining a realistic approach to returns and not chasing strong market performance. In difficult times, it often means tuning out the noise and continuing to save and invest.

Where are the economy and the markets headed? This is not a normal cycle left to run by itself. It has been largely supported by the actions of central banks. Over the summer, while the Bank of Canada kept interest rates on hold, the U.S. Federal Reserve lowered its overnight rate for the first time in over a decade (see page 3). Will this help to keep recessionary concerns at bay?

Of course, the economic cycle is immutable and there will be inevitable ups and downs. But there is often little value in trying to predict the markets or economy: your plan's overall success isn't dependent on calling the top of any cycle. Many investing mistakes come from trying to run a marathon in an hour. As the saying goes: "More money has been lost preparing for corrections than has been lost in corrections themselves."

Modern capital markets have always adjusted and progressed. It is a good reminder that over the past 25 years, the equity market went up by 393 percent, in spite of two recessions collectively lasting 32 months and three bear markets totaling 38 months – two of which saw market drops of over 40 percent.² We may forget that bad news almost never supersedes the power of true grit.

The investing journey is a long one and an investor's ability to keep focused can be one of the keys to longer-term success. And, it all starts with a little grit.

1. "Grit: The Power of Passion & Perseverance", Angela Duckworth, 2016. 2. S&P/TSX Composite Index, 8/94 to 8/19.

CONSIDER THE IMPLICATIONS

Thinking About Gifting Funds to Adult Children?

Most of us have heard the statement: *"back in my day, I walked uphill both ways to get to school."* But given the rising costs to own a home or earn a higher education, perhaps kids these days don't have it as easy as we may think. If we look back 35 years, the average cost of a home was only 1.6 times annual family income; today, it has climbed to around eight times average income. Tuition costs have also risen faster than inflation. One thing in today's favour? A mortgage today comes with lower interest rates, if you can afford it!

How Costs Have Risen in 35 Years: Costs in 1984 vs. 2019

Average Cost	1984 ^A	Inflation-adjusted: 1984 figures in 2019 terms ^F	2019
Canadian home ^B	\$76,214	\$171,132	\$480,000
Tuition ^C	\$1,058	\$2,376	\$6,838
Family income ^D	\$48,500	\$108,902	\$71,000
5-yr. mortgage rate ^E	13.6%	N/A	4.4%

A: 1984 figures: Globe & Mail "2012 vs 1984: Young Adults Really Do Have It Harder Today", R. Carrick, 12/18/12; B: cbc.ca/news/business/crea-house-price-march-1.5098120; C: Statistics Canada Table 37-10-003-01; D: Statistics Canada (after-tax) figures; E: Bank of Canada v122497, CANSIM 027-0015; F: Adjusted for inflation using Bank of Canada inflation calculator, www.bankofcanada.ca/rates/related/inflation-calculator/

Given these financial challenges, we are often asked about gifting money to adult children. There are other reasons to gift funds: It may be fulfilling to see funds put to work while you are alive or when most needed by a child; some wish to die with as few assets as possible; and others wish to take advantage of income-splitting opportunities.* If you are thinking of gifting funds to adult children, here are three things to keep in mind.

1. Plan ahead, with care. Before you consider gifting, ensure you will have sufficient funds for your own retirement. It isn't unheard of to have a situation in which parents have suffered financial difficulties down the road because too much was gifted to children. Often, contingencies such as health care aren't adequately factored in. Planning for longevity and its associated costs is something we can assist with. As life expectancies rise, this becomes more important than ever.

2. Let it go. If funds are truly a gift, there should be no strings attached. One concern that parents have if children are married/common-law is what happens in the event the couple splits. If there is a desire to protect funds in the family, this should be planned from the onset. Various arrangements, if executed properly, may be viable alternatives to a gift. For instance, if funds are to be used to purchase a home, consider gifting them to a trust for the purchase. Or, a loan may be chosen over a gift. As family law varies by province, seek legal assistance in the province where the child resides.

3. Clarify to avoid future discrepancies. It may be beneficial to create and retain documentation to avoid future disputes. If the intention is to eventually equalize your estate between multiple beneficiaries, the gift could be structured as an advance of a beneficiary's future inheritance. Either way, this should be clearly communicated or documented. There have been situations in which family members have questioned past gifts when settling an estate.

*The tax rules for attribution of income and tax on split income should be considered before implementing income-splitting measures.

Back to School: Funding an RESP for Grandchildren?

With kids now back in school, and with the rising costs of education, many grandparents have been asking about funding a Registered Education Savings Plan (RESP) for a grandchild's post-secondary education.

While it is possible for grandparents to open an RESP for grandchildren, it is important to exercise caution for two reasons. First, if multiple RESPs exist for the same child, total contributions need to be carefully monitored so they don't exceed the maximum of \$50,000 per beneficiary, as penalties will apply.

Second, if the beneficiary doesn't pursue post-secondary education, under certain circumstances RESP funds may be transferred back to a contributor's Registered Retirement Savings Plan (RRSP). However, grandparents beyond the RRSP age cannot transfer funds to a Registered Retirement Income Fund (RRIF). As such, taxes and penalty taxes would apply to earned

amounts. Thus, if parents have already opened an RESP, it may be better to gift funds to parents and have them make the RESP contribution.

Are there other funding alternatives?

Setting up a trust* may be an alternate solution. There are no contribution limits, but unlike an RESP there are no tax deferral or CESG benefits. If set up correctly, it may be possible to have withdrawals taxed in the hands of a beneficiary, which may be beneficial if (s)he has a lower tax rate. However, keep in mind that once a child gains control, usually at age of majority, the funds can be used for any purpose, not just education.

To discuss more about these or other options, please call.

*Note: Setting up a trust may be a complicated legal arrangement and a tax expert should be consulted to ensure it is carried out in the way intended.

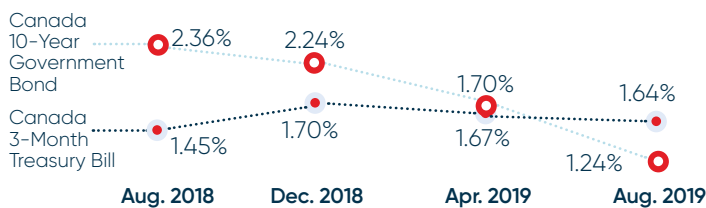
The Yield Curve and Interest Rates: What Do They Mean?

If you've been paying attention to the markets or the media lately, there has been a lot of talk about the yield curve.

What is the yield curve? Simply put, it is a graph that plots the interest rate yields of bonds over time. Usually, longer maturity bonds have a higher yield than shorter maturity bonds because investors are compensated with higher returns for tying up their money for a longer period of time.

However, in March of this year, the yield curve inverted for the first time since the financial crisis of 2007/08. This means that a shorter-term bond has a higher yield than a longer-term bond. One year ago, the yield on a Canada 10-year government bond was 0.91% (or 91 basis points) above the rate on a 3-month Treasury bill. In August, it was around 40 basis points *below* (see chart below). For many economists, an inverted yield curve has historically been one indicator of an impending recession.

The Difference a Year Can Make: Rates on Select Bonds



Source: Bank of Canada: 8/1/18, 4/1/19, 8/8/19.

Does this mean a recession is in sight?

There's an old joke that says the markets predicted nine of the past five recessions. This is to say that predictions are often more pessimistic than what happens in reality. Of course, as long as we have a business cycle, every

recession prediction will eventually be correct, it's just the timing that is often wrong.

While it is true that global economic growth has slowed, these are unprecedented times. Never before have central banks held interest rates at these low levels for such long periods of time. In July, the U.S. lowered its overnight interest rate for the first time in over a decade, citing slower global growth and uncertainty from U.S./China trade tensions. Here at home, interest rates were held steady (at press time) due to a variety of bright spots: over the summer Canada's productivity, measured by GDP and trade surplus, posted surprising growth; employment still remains at historical highs; and many companies have posted positive results.

Negative interest rates: The new normal?

In some parts of Europe and in Japan, negative interest rates have continued for years. Central banks have kept overnight rates negative to dissuade commercial banks from maintaining large deposits with the central bank and instead encourage them to lend to businesses and consumers who will spend funds. This is to try and boost economic activity, growth and inflation.

What does this mean for investors?

Equity markets can react favourably to lower interest rates. As finding income in fixed income products becomes more difficult, investors may look to more risky assets like equities. However, slowing global growth is expected to impact global equity markets, and growing global indebtedness continues to be a concern; the future consequences of which are not fully understood.

Before Year End: Do Good; Save Tax!

'Tis almost the season of giving. If you are planning on taking equity gains after the extended bull run and may be faced with the prospect of a substantial capital gains tax liability, why not consider doing some good, while saving tax at the same time?

Even though capital gains are taxed at one-half the regular rate, it may not be palatable to see an asset value reduced by the Canada Revenue Agency. If you were to instead donate appreciated shares "in kind," you would receive a donation receipt for the gross value of shares and not be subject to the capital gains liability. However, shares must be donated; do not sell them first and donate the proceeds, as part of the tax benefit will be lost.

Be sure to give yourself enough time to do this before year end. The donation must be received by the charity before the calendar year end for it to apply to your 2019 personal income taxes, but time may be required to settle the transaction. Call for assistance.

Interesting Charity Facts

- 🇫🇷 France is the first country to forbid food waste by supermarkets; by law they must donate it to charity.¹
- 🇺🇸 Late actor Paul Newman commercialized his homemade salad dressing in 1982. "Newman's Own" donates all after-tax profits to charity: US\$525 million to date.²
- 🌍 The "Giving Pledge" consists of 204 of the world's wealthiest from 23 countries pledging at least half of their wealth to charity.³
- 🇺🇸 George Lucas sold the rights to Star Wars in 2010 and pledged the majority of \$4 billion in proceeds to educational charity.⁴
- 🇺🇸 John F. Kennedy donated his entire presidential and congressional salaries to charity during his time in office.⁵

1. npr.org/sections/thesalt/2018/02/24/586579455/french-food-waste-law-changing-how-grocery-stores-approach-excess-food; 2. newmansown.com; 3. givingpledge.org; 4. forbes.com/sites/briansolomon/2012/11/04/donating-star-wars-billions-will-make-george-lucas-one-of-the-biggest-givers-ever/#606f8e5d2adb; 5. upi.com/Archives/1962/11/14/JFK-Donates-Full-Salary-To-Charity/3714224962880/

RRSP to RRIF: Plan Your Retirement Income Strategy

The end of the year is quickly approaching. For individuals who have turned, or will turn, 71 years old in 2019, remember that funds in your Registered Retirement Savings Plan (RRSP) must be withdrawn, transferred to a Registered Retirement Income Fund (RRIF) or used to purchase an annuity by the end of the year. If you choose to convert to an RRIF, you will be subject to the RRIF minimum income withdrawal rules starting in the year after you open the RRIF.

The decision to convert an RRSP to a RRIF should be part of a larger retirement income strategy. There are many moving parts that may impact the conversion, including:

Tax planning – RRIF withdrawals are included in annual taxable income. The required minimum withdrawal is based on a set percentage of the RRIF value at the start of the year (the percentage gradually increases each year, to age 95).

Preserving income-tested benefits – In order to preserve income-tested benefits like Old Age Security (OAS), you may wish to keep RRIF withdrawal amounts within a certain level. By taking larger withdrawals from the RRIF in certain years, or in the RRSP before you convert to the RRIF, you may be able to reduce the opening asset balance and, therefore, the minimum withdrawal in a future year. This may require advanced planning. This may also depend on when you plan to start OAS benefits – as early as age 65 or as late as age 70.

Pension income tax credit – If you are 65 years of age or older and do not have pension income, you can open an RRIF and do a (partial) conversion prior to age 71 in order to be eligible to receive the federal, non-refundable tax credit on the first \$2,000 of pension income. Provincial credits may also apply.

Income splitting – If you have a spouse* in a lower marginal tax bracket, there may be an opportunity to lower your overall household tax bill. You can notionally split up to 50 percent of eligible pension income with a spouse on your tax return, which includes your RRIF income once you turn age 65.

Planning with a younger spouse – When setting up your RRIF and before you have received any payments, if you have a younger spouse, you may be able to use your spouse's age as the basis for withdrawal calculations, which can result in a lower minimum withdrawal rate.

Tax-deferred growth – Don't forget that keeping funds in the RRIF allows you to take advantage of tax-deferred growth. If you decide to withdraw funds, consider depositing assets into a Tax-Free Savings Account (TFSA) should contribution room exist, to allow assets to grow on a tax-free basis. At the time of withdrawal, assets withdrawn from an RRSP/RRIF will be subject to tax.

Given the many considerations when converting an RRSP to an RRIF, it is recommended to plan ahead as you consider your overall retirement income strategy. If you need help with this, or any other retirement planning matters, please get in touch.

*Including common-law partner.



Investing Stats: Averages Can Be Misleading

Statistics are very important tools in the investing world, whether to analyze returns or project future investment potential. We often use averages – the central or typical value in a set of data – to help explain investment performance. But, sometimes averages can be misleading. While it is helpful to understand what a portfolio can potentially deliver over the long term, on a short-term basis these same averages may do more harm than good. If you are investing with the expectation of achieving average market performance each year, you're more than likely to experience an emotional ride.

The amusement park provides an interesting analogy. If a roller coaster was viewed only by its average speed, you might not see the whole picture. Canada's Wonderland, the nation's largest amusement park, recently unveiled its record-breaking roller coaster, the Yukon Striker. It boasts three world records, two of which are enough to get most people's adrenaline rushing: fastest dive at 130 km/hour and tallest coaster at 245 feet high! But consider that from start to finish this 3.4 minute wild ride runs at an average speed of only around 19 km/hour – a sloth-like speed if you were driving a car. This makes it seem like a walk in the park, doesn't it?

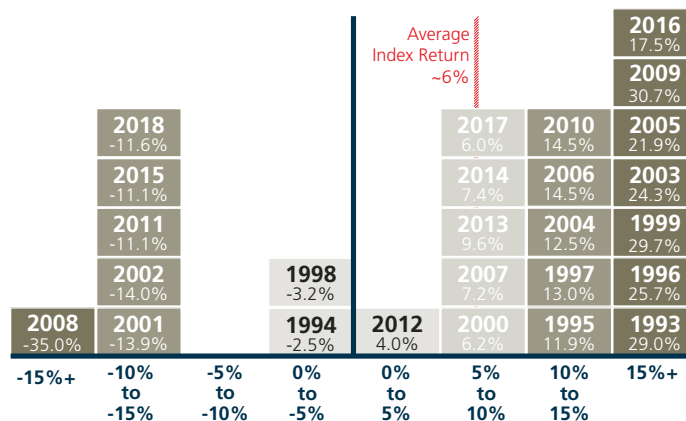
Often, averages don't tell the whole story, so we should exercise caution when using them in isolation. The same principle applies to investing. A strategy's long-term average returns or the returns of the market over the long run may not be the best yardsticks to gauge what will happen in the short run.

Take, for example, the S&P/TSX Composite Index. Over the past 25 years, the long-run average return was around six percent. But when looking back at historical returns each year, annual performance rarely was around six percent – it hovered close to this mark in only five of 25 years (see chart to the right).

When investing in equities, the reward of greater longer-term expected returns comes in exchange for tolerating the normal periods of volatility. This is especially important to remember during challenging years, when annual returns may present disappointing drops. Preparing ourselves for the inevitable down periods in every market cycle may help to minimize the risk of making hasty decisions. During these times, long-term averages provide a good reminder of why it is important to hold on.

Take time to look beyond the averages over the short term and remember their purpose in helping to explain the bigger picture.

S&P/TSX Composite Index Annual Returns 1993 to 2018



Source: S&P/TSX Composite Index, 1/1/93 to 12/31/18.



Year-End Financial Housekeeping, Buffett Style

As we approach the final months of the year, why not derive inspiration from one of the greatest investors of our time? Here is some sage advice from Warren Buffett as it relates to your year-end financial housekeeping:

"Predicting rain doesn't count, building the ark does."

Get ahead with your retirement savings. While negative media commentary has focused on an impending economic downturn, don't let that dissuade you from continuing to build your portfolio for the future. Have you maxed out your tax-advantaged accounts? Consider contributing to your Tax-Free Savings Account (TFSA). Or, don't wait until the last moment: make Registered Retirement Savings Plan (RRSP) contributions for the 2019 year. You still have until 60 days after the calendar year to make RRSP contributions to impact your 2019 taxes.

"Do not save what is left after spending; instead spend what is left after saving."

Improve your savings by employing tax strategies, such as income splitting. If you have a spouse¹ in a lower marginal tax bracket, there may be a variety of ways in which to do this. In general, if you are a business owner, it may include paying reasonable salaries to a spouse for services provided. Or, you may elect to split eligible pension income with a spouse on your tax return. It may also be achieved by way of an investment loan. If you are 65 years old or older and don't have eligible pension income, consider purchasing an annuity or opening a small Registered Retirement Income Fund (RRIF) to claim the federal pension income tax credit.

"The most important thing to do if you find yourself in a hole is to stop digging."

Consider realizing capital losses to offset realized capital gains for 2019, or take advantage of the carry-back rules to recover taxes paid on taxable capital gains realized in three preceding taxation years. If you have a spouse,¹ there may be opportunities to transfer capital losses. In doing so, be aware of the superficial loss rules (please get in touch to learn more).

"I believe in giving my kids enough so they can do anything, but not so much that they can do nothing."

Fund a Registered Education Savings Plan (RESP) to support the education of kids or grandkids. Consider making a contribution before year end to potentially benefit from the Canada Education Savings Grant (CESG) for the year.²

"If you're in the luckiest 1% of humanity, you owe it to the rest of humanity to think about the other 99%."

Eligible charitable donations made before Dec. 31 can benefit your 2019 taxes. Remember that gifting publicly-traded securities with accrued capital gains to a registered charity not only entitles you to a tax receipt for their fair market value, but also eliminates the associated capital gains tax.

"The most important quality for an investor is temperament... You need a temperament that neither derives great pleasure from being with the crowd or against the crowd."

Being a disciplined investor often means resisting the temptation to act on emotion: during bull market times, it may be greed; during bear market times, it is often fear. Markets will always have ups and downs and your plan has been put in place to meet your goals throughout the inevitable cycles. Look forward with confidence.

As always, if we can help with these, or any other investing matters, please get in touch. For tax-loss selling or gifting publicly-traded securities, please get in touch well before the year end.

Thank you to Warren Buffett for providing permission to use his quotations.
1. Including common-law partner; 2. Unused amounts can be carried forward.



Industry Evolution: The Rise of the Robo-Advisor

It wasn't too long ago that robo-advisors were the new kid on the block, being touted as a fad for technology-obsessed millennials. Now over 10 years since their inception and with no signs of disappearing, many investors seem to be taking notice. As we have been asked about the rise of technology-driven advice, here are some perspectives:

What is a robo-advisor?

A robo-advisor is an automated, computer-driven financial planning service. It differs from an online discount brokerage in that an automated system determines an investor's risk tolerance, usually through an online questionnaire. Based on that profile, funds are invested in one of a fixed group of portfolios created to meet different risk levels. Each portfolio acts as a fund-of-funds, commonly consisting of a group of Exchange-traded Funds (ETFs).

What are the benefits and drawbacks?

The primary advantage is that robo-advisors provide a low-cost alternative to traditional advisors. Because portfolios are automated and usually contain cost-effective ETFs, many services charge between 0.2 and 0.7 percent of assets managed. Robo-advisors often have excellent user interfaces that are accessible 24/7 with an internet connection. The minimum assets required to open an account are generally smaller than with traditional advisors.

But, there may be certain drawbacks to using an automated service, including:

Investment selection – There are limited investment options. You cannot choose which ETF or mutual fund to invest in, or purchase individual stocks or bonds.

Setting and achieving goals – Relying only on a small amount of information the investor provides when they first sign up, these programs often don't consider evolving life factors such as income, marriage, children or retirement. Robo-advisors are not focused on keeping an investor on track to reaching their financial goals. While computers are capable of creating tasks or sending reminders, they are limited in their ability to foster accountability.

Risk management – Equity markets have experienced bull market runs since the inception of the robo-advisor. What will happen during a market downturn, a time in which some investors may panic or make rash decisions? It can be argued that one of the greatest roles of a traditional advisor is to help mitigate risks and manage emotions during critical times.

Complete wealth management – Robo-advisors do not look to optimize an investor's total wealth picture. For many investors, there are opportunities to improve wealth beyond investing, including tax, retirement, insurance or estate planning.

Are robo-advisors here to stay?

As the industry continues to evolve, it is important for investors to have choice in how they manage their investments and there is certainly a place for this type of service. However, without the "human touch," many things can be lost: protecting wealth during difficult times, accountability in achieving financial goals and opportunities to grow wealth beyond investing. Our top priority remains keeping your hard-earned wealth working for a brighter tomorrow.

It's a Matter of Trust



Chances are that, at some point, you've heard a story about a professional athlete declaring bankruptcy. It's a story more common than not. Ten years ago, Sports Illustrated claimed that 78 percent of NFL players were bankrupt or in financial distress just two years after retirement. NBA players didn't fare much better: almost 60 percent were broke within five years. Of particular interest to those of us who work in the investing industry: beyond the challenges experienced by young athletes in dealing with a financial windfall, many fell prey to dubious individuals pitching "investing" ideas destined for failure.¹

Have things changed over the past decade? It is likely that the same issues persist, and it's not just the rich and famous who are targeted. The world of investment advice has, unfortunately, been plagued with conflicts of interest and an overall lack of transparency. Complicating matters is the absence of established standards by which advisors must operate, although regulatory bodies continue to take steps towards their creation.

As advisors concerned about how our industry is perceived, we want to remind you of what we consider to be our obligations to you:

To act as a fiduciary. We are committed to putting you first. We have a fiduciary responsibility to always act in our clients' best interests, meaning that you can expect independent, unbiased advice based on our principles and years of industry experience. We will act in good faith and always have a reasonable basis for the decisions we make.

To be a steward of your wealth. We focus on maintaining meaningful, long-term partnerships with our clients, with the priority of keeping your hard-earned funds working for you. Even though equity market performance has been largely positive during the extended bull market run, one of the most important roles we play is to provide support during the inevitable down times. We're in this for the long haul, through good times and bad, ensuring that your financial goals remain the focus. Protecting wealth means resisting the temptation of fads, maintaining discipline and taking a longer-term view.

To offer additional value. We are continuously educating ourselves to stay current and believe that educating our clients is similarly important. For example, this newsletter is just one of the tools that we use to provide you with actionable ideas to grow your wealth. This isn't a company-sponsored publication. It is a unique collaboration created for you with strategies and tactics to help improve your wealth position.

While we bring independent thinking to our approach, we are supported by a well-capitalized organization with many resources. With our broader team, we have helped clients build wealth through tax planning, estate planning, business succession planning, among other services.

We have also provided a second opinion to family members or friends of our current clients who may be looking for unbiased advice and we are happy to extend this service to your loved ones.

We Are Here for You

Thank you for your confidence in our services. We are grateful to have your trust in managing your wealth and will continue to provide you with the best support.

1. <https://www.si.com/vault/2009/03/23/105789480/how-and-why-athletes-go-broke>

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