

of the Company was steadily expanding. These were the crucial years during which the great issue was decided as to whether the Mutual was to succeed or fail.

In this humble home the Company continued until the year 1878. By that time the institution had become securely established. The business in force then amounted to about two millions and the assets to \$142,000. Then a site was secured, a building erected and in time the office was moved into its third headquarters. This building was enlarged from time to time as the needs of the business demanded and finally presented the appearance indicated in the illustration, at the head of page forty-one.

When this office was sold and finally vacated in 1912 the assurances in force amounted to \$78,000,000. Since our new offices were occupied in May 1912 the business has grown to over \$170,000,000 so that our policyholders need not be surprised that it is now necessary to extend the present offices.

The building measures 110 by 130 feet. In every detail it is strictly modern. The building is set in handsome grounds, seven acres in extent, improved and beautified by skilful landscape gardening. In front of the building is a fine lawn that sets the structure off to great advantage and in the rear of the building are recreation grounds where the members of the staff take exercise after office hours. Although the building is so attractive it is first and foremost a business office and economy and efficiency are the watchwords of the management. The "glad hand" will be extended to any who may find it convenient to visit the home of the Mutual Life of Canada in beautiful Waterloo—"The Hartford of Canada."