

Actuary, and Mr. Frederick G. Cope, Superintendent of Agencies, has been made Assistant Secretary, a new office, in addition to his present position.

Mr. Robertson Macaulay is the nestor of Canadian life assurance, having given fifty-four years' service as a Head Office official. Perhaps he holds the record on this continent in this regard. He came to the Sun Life Assurance Company of Canada in 1874 as Secretary. After serving in that capacity for some time he became Manager, then Managing Director, then President and Managing Director—the dual position which he held up to the present time.

Mr. Macaulay found the Sun Life of Canada in its infancy, with an income of \$50,296, assets of \$129,960, and with life assurances in force of \$1,514,300. It now has an income of \$6,249,288, assets of \$26,488,595, and life assurances in force of \$111,135,694.

He has by wise and careful management brought the Company to its present magnificent proportions. It must be a matter of great satisfaction to him to see the successful results of his labours. Although Mr. Macaulay will no longer be Managing Director he will still give his undivided attention to the Company as President.

Mr. Macaulay does not interest himself much with matters outside the Company's business. Every moment of his time is given to its advancement. He can always be found during business hours at the Sun Life office—at other times in his home library.

Mr. Macaulay is still active and full of vigour, and we trust he may for many years to come be the President of Canada's "Prosperous and Progressive" Company, which will ever be a monument to his great ability as a life assurance manager.

Mr. T. B. Macaulay, F.I.A., the new Managing Director, is well-known in life assurance circles and to the policyholders of this Company. He joined the Company's service in October, 1877, became its Actuary in 1880, its Secretary in 1891, and has since held the combined offices of Secretary and Actuary. He became a Director of the Company in 1898.

Mr. Macaulay has been so long known as "The Secretary" that it will be difficult to think of him by any other name. For the past few years he has taken a prominent part in

the management of the Company in co-operation with the Managing Director and is quite familiar with the duties of his new office.

Mr. Macaulay is a Fellow of the Institute of Actuaries of Great Britain (by examination) and is the Institute's Supervisor in Montreal in connection with their examinations. He is a Charter Member of the Actuarial Society of America, was elected President of the Society in 1899 and re-elected in 1900; he is also a Fellow of the Royal Statistical Society of Great Britain and a corresponding Member of the Institute des Actuaire Français, of Paris. He was one of the representatives of the Actuarial Society of America at the International Congresses of Actuaries in Brussels in 1895, London in 1898, Paris in 1900 and Berlin in 1906. Mr. Parishe was elected the Vice-President of the Congress for the United States and Canada, and was re-elected at Berlin.

Mr. Arthur B. Wood, F.I.A., the newly appointed Actuary, has had a very successful career with the Company. He joined the Head Office staff in 1893, coming fresh from McGill University where he was a gold medalist in mathematics. He came to the Company for a year to ascertain if the work would be to his liking and if he would be suitable for actuarial work. The Management soon recognized Mr. Wood a young man of marked ability and he was appointed chief clerk of the Actuarial Department, then in 1900 he was appointed Assistant Actuary. During the past year or two Mr. Wood has been entrusted with the bulk of the actuarial work of the Company; he is therefore, in his new appointment, merely carrying forward his regular actuarial work.

Mr. Wood is a Fellow of the Institute of Actuaries of Great Britain, is also a member of the Actuarial Society of America.

Mr. F. G. Cope, the Assistant Secretary, has given most of his life to the Company's service. He started as a stenographer at Head Office in 1889, removing afterwards to the Toronto office as cashier. He was latterly appointed cashier of the Pennsylvania agency where he remained for some time. He showed such ability in agency matters that Mr. Jas. C. Tory, the then Superintendent of Agencies, had Mr. Cope appointed as his chief clerk in the Agency Department at Head Office. When Mr. Tory resigned as Superintendent Mr. Cope was left in charge of agency matters for some time and he carried

the work so satisfactorily as Superintendent of Agencies, that the Directors, recognizing his ability, have been in the Agency Department since his wider scope. He has, at least, continued to be in the Department.

The Directors are so satisfied with the wise appointments made in the Agency Department, and it is believed that motions have been passed to employ their own staff. The policyholders receive direct benefit from the experience of the new management of the Company's business.

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