

Mr. W. A. Higinbotham.

Mr. W. A. Higinbotham, the manager of the Pennsylvania agency of the Sun Life of Canada, has had a varied and successful experience since joining the Company's staff, in 1889, when he resigned the position of deputy registrar of South Wellington, Ontario, and accepted the position of inspector of the Company's agencies in the foreign fields. After doing good service in the West Indies, he went, in 1891, to Peru and Chili to establish agencies in these countries, and in the following year settled down in Valparaiso, as resident superintendent for the two countries. He was successful in building up an extensive and profitable business. In 1897 he established the Company in the State of Virginia, where he also met with splendid success.

In 1898 he was appointed manager for Pennsylvania, and, in rooms 611 to 614 in the Stephen Girard Building, he directs the movements of the Company's business in this very important territory. Perhaps few know that Mr. Higinbotham is a full fledged army captain, yet such is the case. He was attached to B Battery 1st Brigade of Field Artillery in the Canadian Militia. He resigned, in 1889, with the rank of captain.

We have had access to a batch of interesting newspaper clippings which a friend of Mr. Higinbotham kindly loaned to us. In them we find notices of presentations galore from all parts of the world, which only goes to show that he was always a jolly good fellow. He is highly esteemed in the Company's service, and the record he is now making adds greater lustre to his past achievements.

A Sermon in Rhyme.

If you have a friend worth loving,
Love him. Yes, and let him know
That you love him, ere life's evening
Tinge his brow with sunset glow.
Why should good words ne'er be said
Of a friend—till he is dead?

If you hear a song that thrills you,
Sung by any child of song,
Praise it. Do not let the singer
Wait deserved praises long.
Why should one who thrills your heart
Lack the joy you may impart?

If you hear a prayer that moves you
By its humble, pleasing tone
Join in. Do you let the seeker
Bow before his God alone,
Why should not your brother share
The strength of "two or three" in prayer?

If you see the hot tears falling
From a brother's weeping eyes,
Share them. And, by kindly sharing,
Own your kinship with the skies.
Why should any one be glad
When a brother's heart is sad?

If a silvery laugh goes rippling
Through the sunshine on his face,
Share it. 'Tis the wise man's saying—
For both grief and joy a place.
There's health and goodness in the mirth
In which an honest laugh has birth.

If your work is made more easy
By a friendly helping hand,
Say so. Speak out brave and truly,
Ere the darkness veil the land.
Should a brother workman dear
Falter for a word of cheer?

Scatter thus your seeds of kindness,
All enriching as you go—
Leave them. Trust the Harvest Giver,
He will make each seed to grow.
So, until its happy end,
Your life shall never lack a friend.

—Rochester Democrat.

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"Prosperous and Progressive."