

This is the tradition and it seems fairly well established. However it was Mr. Taylor who actually succeeded in interesting the men of influence who launched the good ship "Mutual." All great movements are at first mere ideas which men of vision entertain, and which practical men of means must realize. But the idea is the vital thing. The late James McQueen was in more than one way associated helpfully with the Company in its early days.

The late Mr. McQueen was a scholar, a graduate of Glasgow University, who, moved with the spirit of adventure, came out to settle in Canada in the pioneer days. He was clerk of the Town of Fergus and principal of its school, but perhaps as great a distinction as any enjoyed by the late Mr. McQueen was that of being the schoolmaster of William Hendry, who was afterwards for twenty-five years the Managing Director of The Mutual Life Assurance Company of Canada. Mr. McQueen discovered this orphaned Scotch boy and appreciating the fine material that was in him gave him every encouragement to cultivate his abilities with the result that Mr. Hendry became a very successful business man and afterwards a life insurance worker of the first order. We may say that Mr. McQueen presented the Mutual with the most valuable of gifts—a competent manager.

Mr. Hughes who brought the germinal idea of the company to Waterloo is still living and has become a most devoted admirer of the grand old Mutual for sentimental reasons. He saw the acorn planted and year by year for half a century has watched it develop into the rugged oak.