

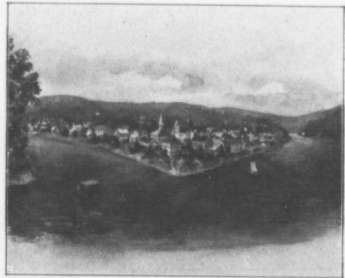
MR. GEORGE M. HAYES.

Mr. George M. Hayes, the manager of the Sun Life of Canada for the Pittsburg district, joined the staff of this company a couple of years ago. From the beginning he liked the methods, policy plans, and in fact everything connected with the Company, so that with an easy mind in this regard, coupled with lots of energy on his part, he has been successful in introducing many of Pittsburg's good citizens to Canada's "Prosperous and Progressive" life Company. When Mr. Stanton came to Montreal, Mr. Hayes was at once offered the managership of the district, and he has maintained the high standing of the agency, as is evidenced by the batches of applications which come to Head Office each week. The city of Pittsburg being an embodiment of this Company's well known motto, may be one reason why the citizens make choice of this Company. We want more of them.

Pittsburg.

When George Washington first marked Pittsburg as the site of a large town, yet to be, he took into consideration its natural advantages. Its commanding position at the head of the Ohio river appealed to him as the place for a frontier post, and he named the fort, which he placed at the confluence of the Monongahela and Allegheny, Fort Pitt, in honor of William Pitt. The residents, who were chiefly Scotch and Irish, afterwards called the town Pittsburg.

The great prominence of the Pittsburg of to-day, as a steel and manufacturing centre, places it in the front of manufacturing cities of America. A recent writer says: "One needs to dwell little upon the history of Pittsburgh; it is well known to all. It is not known generally, however, that it was not until 1860 that the manufacture of iron was begun on a permanent basis in the place. That business venture has brought wealth and prosperity to that part of Pennsylvania. The names of Carnegie, and Jones, and Park, and others are recalled at once with this marvellous industrial development. And what a splendid monument to American industry they and the others have built up there! In 1800 the population was only 1500. In 1900 it was 321,000, including the



Pittsburg in 1813.