

Annual Banquet of the Michigan Agency.

Ever since Mr. John A. Tory became manager of the Michigan agency of the Sun Life Assurance Company of Canada he has made a practice of giving an annual banquet to his staff, to which he always invites the ladies. The aim has always been to make these affairs both pleasant and profitable, and the programmes are always arranged with that end in view. The eighth annual banquet was held on the evening of the 22nd ult., at the Hotel Cadillac, and was pronounced the best yet held. What has given added interest to these banquets of late is the fact that for the past two years the Michigan agency has held the position of the Company's banner agency, and this means that during 1902 and 1903 the agency led all of the Company's general agencies in the world in point of new business written. The competition for this position has been sharp and has only been won by hard work on the part of Manager John A. Tory and his staff.

There were about eighty persons present at the banquet, a considerable proportion of whom were ladies, and the guests of honor were Mr. Robertson Macaulay, president of the Sun Life of Canada; Mr. T. B. Macaulay, secretary and actuary; Hon. Jas. V. Barry, commissioner of insurance of Michigan, and Mr. N. B. Hadley, deputy commissioner. The table decorations were pleasing and the menu one of Hotel Cadillac's best.

When, at the conclusion of the repast, Mr. John A. Tory, the Michigan manager, rose he was greeted with prolonged applause, an evidence of his great popularity. He gracefully extended a welcome to all present and expressed his pleasure at meeting them again.

He also extended a greeting to those not members of the staff. He then introduced Mr. R. B. Swart as toastmaster, who accepted the position in a happy

speech. He complimented Mr. Tory on the results achieved and said that his methods are such as to bring him in close touch with his agents and to inspire them to their best efforts. Mr. Swart officiated very gracefully during the evening and all agreed made an admirable toastmaster.

The first speaker of the evening was President Robertson Macaulay, who was received with great enthusiasm. He expressed his pleasure at again being present, and especially at meeting the ladies once more. He spoke of the benefits conferred upon mankind by life assurance and alluded to the good work done by the Sun Life of Canada. The growth of the company has been very gratifying and is now in the strongest possible condition. He alluded to the caution and conservatism of its management and the care exercised in safeguarding the interests of its policyholders. He complimented the Michigan agency very highly and said that the home office is proud of it. He thought a better staff could hardly be gotten together, and praised Manager Tory for organizing so fine a corps of agents.

Hon. Jas. V. Barry, commissioner of insurance of Michigan, followed with one of his characteristic speeches. Mr. Barry fairly bubbles over with wit and humor and he turned some of it loose on this occasion, to the delight and amusement of his auditors. Speaking seriously, he said that he felt it an honor to be present and was there because he is always willing to aid in a good cause. He had great confidence in the good which comes from such gatherings, both to the public and those engaged in the business. To the public, he said, derives fully as much good from honest conferences of the insurance men, as from those of men in any other business. They elevate an honorable calling and enlighten and broaden all engaged in it. Another good which