

Just Among Ourselves.

Dr. H. R. Macaulay, the Company's manager in the Far East, is home for a breath of pure Canadian air, although from appearances Eastern air seems to agree with him, as he is the picture of perfect health. The Company's interests under the Doctor's management continue to prosper. It is said that in the East the Sun Life of Canada is even better known than Canada itself. Mr. J. A. Wattie, managing director of the China Mutual Life Insurance Company, says: "Canada should certainly be proud of two of its institutions—the Sun Life of Canada and the Canadian Pacific Railway and Steamship Company. I speak of the Sun Life of Canada first for that Company is really better known than the C. P. R., and I really and truly believe it has done more to advertise Canada in the East than anything else. Go where you will," he adds, "you will meet people who say: 'Oh, yes, I know the Sun Life of Canada.' Talk to a Chinaman about Canada and he will ask you if it is near Hong Kong or Peking, but talk to him about the Sun Life of Canada or 'Yung Ming,' the Chinese name, and he will say: 'Oh, yes, I savee.'"

So, we give our hand of welcome to Dr. Macaulay not solely because he is one of our managers but because he is, as well, doing a great deal to advance the interests of Canada in foreign lands.



The Insurance Register, of Philadelphia, has an extended notice of Mr. J. C. Stanton, jr., the Company's manager for Western Pennsylvania at Pittsburg. After designating Mr. Stanton as a wide-awake assurance man and the Company he represents as one of the best, the article concludes as follows:

He is an underwriter having a wide and practical experience of fifteen years in responsible capacities with leading American companies, never failing to gain and to retain the

esteem and confidence of the officials as well as of the many he was instrumental in inducing to avail themselves of the benefits of life assurance and of all employees or assurance men under his direction.



Sun Life Assurance Company of Canada.

HEAD OFFICE: MONTREAL.

Directors:

R. MACAULAY, Esq.,

President and Managing-Director.

HON. A. W. OGILVIE, Vice-President.

S. H. EWING, Esq.

JAMES TAYLOR, Esq.

J. P. CLEGHORN, Esq.

MURDOCH MCKENZIE, Esq.

ALEX. MACPHERSON, Esq.

T. B. MACAULAY, Esq.

J. R. DOUGALL, Esq., M.A.

Secretary and Actuary:

T. B. MACAULAY, F.I.A.

Chief Medical Officer:

GEO. WILKINS, M.D., M.R.C.S. ENG.

Assistant Actuary:

ARTHUR B. WOOD, A.I.A.