

From the Detroit Daily Tribune.

The Detroit Tribune contains the following report of Michigan's annual banquet, held recently.

"Mr. T. B. Macaulay, F. I. A., secretary and actuary of the Sun Life Assurance Company of Canada, left yesterday for Montreal, the Head Office of the Company. He was in attendance at the seventh annual banquet given to the Michigan staff by Mr. John A. Tory, the state manager. Fully eighty persons were present at the banquet, and it was the most enthusiastic one yet held.

"Mr. Macaulay gave a very able address, showing that the Company has been placed in a most prosperous position and that it is on an absolutely permanent and solid basis, having a surplus of nearly \$1,000,000.

"Regarding the principles of the Company, Mr. Macaulay said that absolute honesty was demanded by the officers of the Company from its agency force the world over; if there was a man anywhere who promised a policyholder larger profits than he honestly believed would be returned to him, that agent would lose his position. He said no man who misrepresented in any detail whatever could do business for the Sun Life of Canada, for the Company was getting lots of business by perfectly honorable means, and it would not knowingly accept a dollar of business secured by exaggeration or misrepresentation.

"He said that last year the Company invested five million dollars, placing it as much as possible in long-term investments guaranteeing a high rate of interest for a long term of years. The rate of interest earned by the Sun Life of Canada last year was 5.22 per cent.

"Mr. Macaulay's address was one of the most able ever heard in Detroit on the subject of life assurance.

"Mr. Tory, state manager, who has placed his Company very near the top of the list of the big companies doing business in Michigan, was presented by the Michigan staff with a beautiful watch and chain, and many expressions were made of the affection with which Mr. Tory is regarded by the Michigan agency. The presentation was made by the manager of the Western Foreign Department, and in the course of his address he said that for intelligence the Michigan agency could not be duplicated anywhere on the continent. He believed the agency would be able to get the \$2,500,000 that is asked for in Michigan for next year by the state manager.

"Mr. Tory has shown himself to be one of the most successful assurance managers in Michigan, having made an enormous increase in the business in the State, until now the Sun Life of Canada leads some thirty-eight of the forty odd companies in business secured.

"On the front of the menu was a photograph of Mr. Robertson Macaulay, the president of the Sun Life of Canada, who has had possibly more than any other person to do with making the policies of the Sun Life of Canada among the best in the world. He is recognized as being one of the ablest assurance men on the American continent."



The judge in a breach of promise case gave the shortest charge on record to his jury. After the lawyers had talked for their fees, His Honor said to the jury, "How much?"

Cash Income of the Sun Life of Canada for 1902 was \$3,561,509.34, an increase of \$465,843.27 over 1901, an increase in ten years of \$2,426,641.73.