



Old Cotton Tree to which the Caravel of Columbus was Moored.
(Ceiba Antigua donde fué amarrada la Carabela de Colon.)

attained by sheer energy, indomitable perseverance and the possession of the knack of seizing the right opportunity at the right time. Mr. Macaulay has fought his own way to the top of the ladder. When but a lad he was a paymaster in connection with the building of a dry dock. After the dock had been made, he became a bookkeeper in a large manufacturing firm. In 1854, he came to Canada, and, less than two years later, he was selected out of a large number of candidates for the post of accountant in the Canada Life Assurance Company. There he stayed sixteen years, at the end of which time he became secretary of the Mutual Life Association of Canada. In July, 1874, he accepted the secretaryship of the Sun Life of Canada — then an infant with an agency staff of four! Two years later,

he became manager; in another twelve-month, managing director; and in 1889 was made president of the Company, which position he still holds. What his influence has been on the rapid progress of the Sun Life of Canada may be readily gathered from the details given elsewhere.

Regarding the Company's Manager for the United Kingdom:

One might as well try to get blood out of a turnip as to get any information from Mr. George Edward Reid — about himself. He will not tell you that his father was a native of Enniskillen, that his mother was born in Walsham-le-Willows in Suffolk, and that he himself first saw the light under a Canadian sky. He would be horrified to be reminded