

THE PRESIDENT OF THE COMPANY

Mr. ROBERTSON MACAULAY is a native of Scotland, having been born in Fraserburgh, Buchan, some sixty odd years ago. Part of his boyhood was spent at Stornoway, on the Island of Lewis, where he attended school. While still in his teens he began to make his way in the world by obtaining clerical employment as paymaster in connection with the construction of a dry dock.

Subsequently he was clerk to the Procurator Fiscal, and afterwards book-keeper for a large manufacturing firm. In the year 1854 he came out to this country, and promptly secured a commercial situation which he retained until the close of 1855, when he was chosen out of nearly two-score applicants for the responsible post of Accountant in the Canada Life Assurance Co. This position he held for sixteen years, and then resigned to accept the Secretaryship of the Mutual Life Association of Canada, whose head office was in Hamilton. Not being satisfied with the volume of new business that was coming in, he gave his chief attention to the organization and extension of the agency department, spending much time in travel and personal work, the result of his efforts being a steady influx of business, and the placing of the Company in good working order. In the meantime he was receiving overtures from other Life Companies, and finally in July, 1874, accepted the request of the SUN LIFE to assume the office of Secretary.

The Company was then in its fourth year, and its agency staff comprised but four members, of whom the faithful veteran, Mr. Thomas Gilroy, of Winnipeg, alone remains. The difficulties inseparable from the building up of a large and profitable business had all to be encountered and overcome, and as the active management devolved almost entirely upon the Secretary, the labours and responsibilities of his position were exceedingly onerous. But he applied himself to the great task with abundant faith in both the Company and himself. One by one the various obstacles were surmounted. The growth of the operations and resources of the Company was by leaps and bounds, until the present day, when the prominence of its place amongst the life companies of the Dominion cannot be challenged.

In the year 1876 Mr. Macaulay was promoted to the Managership; in 1887 he became Managing Director, and on the death of Mr. Workman, two years later, he was elected President of the Company.

Long may he continue to preside over the destinies of the institution with which his name has been, and ever will be indissolubly associated!

GETTING A CHANCE.

BY CHARLES BARNARD.

Not many years ago there was a man in Connecticut who earned his living in a factory for making wire. He knew all about wire and how it was made and how it can be used. One day he saw a woman fastening a pin in her dress, and in spite of her skill she managed to prick her finger, just as the best of us may do.

Nothing in that? No chance there? It seemed to the man a very fine chance. He would invent a better pin, that, once in place, would not prick the finger. In a short time he made the first safety-pin, and built up a great business in making them by the million.

Some of the railroads in the west are single-track lines, and to accommodate the trains going in both directions sidings are placed every few miles, where the trains can turn out to let each other go by. One day it happened that two long freight trains traveling in opposite directions met at one of these sidings. There would have been no trouble were it not that each train was a great deal longer than the siding. Here was a most peculiar difficulty, and the conductors and engineers got down on the track to see what they could do. It did seem as if both trains would have to back to the next siding and leave some of the cars, and then with shorter trains they might get by. While they were talking it over and wondering what they should do a young brakeman stepped up and said that he thought he knew a way to get the trains by. The other men laughed at the young fellow and perhaps told him he was a fool. However, one of the men asked him how he would do it. The young man took a stick and made a rude picture on the ground showing how he would manage the trains to get them by