



MR. GILBERT C. JORDAN,
 Manager for New Brunswick,
 Sun Life Assurance Company of Canada.

Mr. Gilbert C. Jordan, although only twenty-eight years of age, has given six of these years to writing life assurance. He began his life assurance career with the Sun Life of Canada, and has been very successful. In a sketch of Mr. Jordan, which recently appeared in "Insurance Topics" of Boston, his success is attributed to "starting with a good concern and staying with it."

On a former occasion "Sunshine" has had the pleasure of noticing Mr. Jordan's good work, when, in 1901, he won a gold watch which the Company offered to the largest individual writer in Canada.

Early this year Mr. Jordan was promoted to the managership of New Brunswick, and we are pleased to note that he is not lowering his already successful record in his new position.

The Sun Life of Canada is
 "Prosperous and Progressive."

St. John, N. B.

The city of St. John is the commercial center of New Brunswick. At one time it was one of the greatest ship-owning ports in the British Empire, until the rise of the steel age caused the glory of the "wooden walls" to wane. The city is now fast redeeming her lost prestige, as the Atlantic terminus of the Canadian Pacific Railway. The city received her name on the day in June, 1604, when Champlain and De Monts sailed into the harbor. In honor of the day—the festival of St. John the Baptist—the name St. John was given to the river. On May 18th, 1783, three thousand United Empire Loyalists landed, and at once commenced the building of a city which is to-day a credit to them. The city was on two occasions visited by great fires, in 1837 and June 20th, 1877. The latter rendered 13,000 people homeless, and the loss sustained was about \$20,000,000. A new city has arisen from the ashes, which is bright with promise. The present population is in the neighborhood of 50,000. Besides being a commercial city, St. John is fast becoming a tourist center, being visited annually by crowds of tourists, principally from the United States. The Tourist Association of St. John is one of the most active organizations of its kind in Canada, and is doing good service in this regard.



"That" Six Times.

There is one word in the English language which can appear six times consecutively in a sentence and make correct English. To illustrate:—A boy wrote on the blackboard: "The man that lies does wrong." The teacher objected to the word "that," so the word "who" was substituted. And yet it must be evident to the reader for all that, that that "that" that that teacher objected to was right, after all.