

Taylor who was the "promoter" of The Mutual Life; Mr. Hendry developed the idea. Mr. Taylor sowed the seed; Mr. Hendry reared the plant. The idea was Mr. Taylor's but the years of laborious effort sustained with infinite patience were Mr. Hendry's. He seemed to have been especially adapted for the work of directing The Mutual Life through the inevitable perils of its pioneer days.

When but a child he emigrated from Scotland with his parents and came to Western Ontario, which was then a wilderness. Not long after they had begun to clear their farm, the father was instantly killed by an accident in the woods, and the widow and her little boy had to continue the struggle alone.

When only six years of age he attended a school which was three miles distant from his mother's home, and the way led through the deep woods, at some seasons infested with wolves and it frequently happened that he returned to his home through snow waist-deep after nightfall. It is no wonder that when as a child he survived such experiences, that he should, as a man have served his associates with such courage, resolution and self-sacrifice.

After some preliminary training in business he joined the ranks of the Mutual Life in the year 1870, and it is largely due to his untiring devotion that the Company has attained its present eminence. Mr. Hendry found the company with the fatal weakness of assessmentism as a feature. This was completely eliminated and the Company was developed as an old-line legal reserve company. At the time of his retirement in 1897 the Company had built up a perfectly sound business of \$21,487,181. A wonderful accomplishment when one considers the conditions then obtaining.