

this toast by drawing your attention to a few of the more important points bearing on Mr. Macaulay's long and successful connection with the Sun Life of Canada.

After a most valuable training and experience with the oldest life company in Canada, he was bold enough to come to Montreal and take charge of the then baby company of this country, only three years in business. A daring venture in those times and under the conditions prevailing in those early days of life assurance you will readily admit; but those of us who have been actively associated with him for many years, well know of what sterling qualities he is possessed, and that he has plenty of that most essential article needed in our work called "grit." I read not long ago a story told of a colored divine in Richmond, Va., who, in appealing to his congregation for funds, said: "Now, dis heah chuch needs jes three things, and dey all begins with 'G.' Dey's grace, grit and greenbacks. De good Lawd sends us grace, I'se got de grit, and you, me brudders, jes got ter hustle for de greenbacks." (Applause.) You are all agreed, I observe, that our President has the grit, now it is up to the agents to hustle for the applications, or greenbacks.

So, in 1874, when our President took hold of the Sun Life of Canada, it required both hustling and grit to organize and put things in good working shape. Perhaps many of you would be surprised to learn that at that time the Sun had but three agents, one of this little band of loyal workers being our late deeply lamented friend, Thomas Gilroy, of Winnipeg, whose period of service with the Company extended over 33 years. At this same period the income of the Company was only \$70,000, its assets only \$200,000, and its assurances in force less than \$2,000,000. Can you not imagine the just pride that our President feels, when he contrasts these small figures with those of to-day, deeds accomplished under his guidance and care! Think of the delight it gives him to know that the Sun Life of Canada has a cash income to-day of over six million dollars—larger than that of any company in this great Dominion,—its assets over twenty-two millions, and its assurances in force of one hundred millions; truly a most remarkable showing, and one thoroughly justifying its motto of "Prosperous and Progressive." To-day, too, our Agency force has grown from the original three active workers to thousands of producing agents, representing as they do, my friends, this grand old Company in every part of the civilized world. (Applause.) To all

of us come sad thoughts when we realize that in the natural order of things, the active period of his wonderfully successful and energetic career must soon close, and when that day dawns, and he retires to a well-earned rest from active labors, his will be the honor and satisfaction of having erected a lasting monument that will live long after him, and generations yet to come will bless the name of Robertson Macaulay, architect, and builder of The Sun Life of Canada. During these years he has reared and tutored in the business his son, our able Secretary (applause), a noble son of an illustrious father, and one well fitted to fill the highest position in the gift of this Company. (Applause.) I notice, gentlemen, that Mr. Cope is getting restless, so in concluding these few remarks, I ask you to fill your glasses to the brim and drink a bumper toast to the good health of Robertson Macaulay, President of the Sun Life of Canada, the agents' friend, our grand Old Man, and may he long be spared to direct the affairs of this Company. (Loud applause.) Mr. Higginbotham led off with three rousing cheers for the President.

The President, on arising to respond, was greeted with round after round of applause. His first words were indicative of the man. He understands what applause and cheers mean. He said: "Nothing distinguished my birth; nothing shall distinguish my death." "My ancestry was humble," he continued, "nothing but hard work—strenuous effort—faithful labor has been my lot in life. When I came to the Company I found it a struggling infant; to-day you know its strength. I am thankful." The President then became reminiscent and told how, in his early assurance experience, with a rate book he went up and down the country seeking life assurance. In those early days life assurance was not as popular as it is to-day. It was, therefore, doubly hard to convince the people of the righteousness of it. He heartily thanked the representatives for their loyalty. "What success I have had is attributable to getting a good class of men around me. My set purpose has been to get men of