

sident of the Company, who was absent taking a rest at the seaside, the telegram and Mr. Macaulay's reply are given below :

Niagara-on-the-Lake, Aug. 29th, 1905.

MR. ROBERTSON MACAULAY,
Brackley Point, P.E. Island.

We, the Committee appointed by the Agency Convention this afternoon, were instructed to express to you the regret of the Convention at your absence and to record their appreciation of your invaluable services to the Company, and trust that you may long be spared to preside over the destinies of the Sun Life of Canada. Please accept yourself and convey to Mrs. Macaulay the esteem and best wishes of the Convention.

JOHN A. TORY.
W. T. MCINTYRE.
W. H. HILL.
W. A. HIGINBOTHAM.
PHIROZE SETHNA.
A. M. MACKAY.

Mr. Macaulay's Reply.

To the Chairman and Members
of the Convention Committee,
at Niagara-on-the-Lake, Ont.

Gentlemen :

While in the course of addressing personal notes to each of you, a mandamus was received from our Attorney General, (Editor of Sunshine), restraining that proceeding and ordering a general letter for publication. Of course, compliance became necessary, and I have now to ask that you will kindly regard this missive, with its general allusions, as an enforced substitute for a personal acknowledgment.

While you folks—a large and happy family gathered from nearly all the four corners under the heavens—were happy and gay in each other's fellowship, renewed after many months of arduous labors in the common cause, and were enjoying the grand natural scenery of the mighty Niagara, I was modestly rusticated in quest of health at the seashore on Prince Edward Island. My thoughts? Well, many times, my thoughts were of the Convention and of those who might be there, and earnestly wishing you favoring weather, and a real good time. At other times, the dear familiar form of Mr. Thomas Gilroy would crowd reminiscent thoughts on my attention, always bringing sincere regret that he should have been called away from us so early

in life. I am very glad indeed to know that the Convention was a grand success and that you so fittingly remembered Mrs. Gilroy in her solitude.

That your flattering greeting was received with pleasure and gratitude by both Mrs. Macaulay and myself, goes without saying. Perhaps I ought not to expose to public gaze the fact that so much have I felt my own life to be bound up with that of the Head Office and field staffs of the Sun Life of Canada, that for many years it has been my daily earnest invocation that we should all be men and women of the highest and best types of manhood and womanhood. I need not hesitate to say that it has been my own unvarying effort to have the administration of the Sun Life of Canada honest and just, and I think I can say that in that I have succeeded.

A word or two about the agitation presently in progress on the other side of the line. I am grieved to have to admit that there can be no question of the fact that regrettable malversation has occurred in the administration of some of the life companies ; but it is equally regrettable that the press should seem with unanimous agreement to magnify unduly that malversation. The malversation was personal and administrative, and could readily have been avoided by the exercise of old-fashioned care in the selection of the management. Great administrative capacity may be, and doubtless is, invaluable, but the handling of large sums of other people's money can hardly dispense with the yet more fundamental quality of strict honesty.

Notwithstanding editorial recommendation for the appointment of policyholding directors, I fail to perceive anything really calling for that innovation. Loss from inherently bad or insecure investments have no place in the indictment ; in fact, nothing that the substitution of policyholding for shareholding directors could have prevented. That agitation I regard as a mere fad. Were it otherwise, how is it that the two leading Mutuals are found charged with most of the offences attributed to the proprietary directorate? The fact is most proprietary directors in life companies are policyholders.

It is claimed that more restrictions should be put upon life investments. Now, to invest safely and profitably a company's earnings is the great problem for all companies. Large funds require and should have experienced investors, men of known probity, well acquainted with the security markets and whose re-election would be assured, so that the experience gained while in office may be available as the funds increase.