

Our European Manager.

Mr. Harry B. Higinbotham, the manager of the Sun Life of Canada for the European Continent, has had a varied experience in his comparatively short life. After graduating from the Guelph, Ontario, Agricultural College, he took to ranching and his cowboy experiences in the "Wild West" would fill many pages of *SUNSHINE*. He afterwards joined the service of the Fall River Steamship Line



MR. HARRY B. HIGINBOTHAM,
Continental Manager, Sun Life of Canada.
(From a Snapshot)

and hustled for them up and down the land for a number of years; all this was a good introduction as far as training goes to a life assurance career. His first work in life assurance was in Philadelphia where he worked with his brother. Entering the foreign field of the Company he followed the sun with Sun Life policies—a true world wide mission-

ary for a number of years. He was manager of Egypt and the Levant for a time—then at Paris and is now at Bruxelles, where he has control of the business of the Company for the Continent of Europe. Mr. Higinbotham has had splendid success with this Company.

Up or Down?

On Mount Tom, in Massachusetts, there is a traction system operating two cars on a cable. As one car goes up the other comes down. The grade is an extraordinary steep one, a fact that frequently calls forth anxious inquiries relative to the safety of the system from nervous tourists.

One afternoon a lady from Boston seated herself in the rear of the car that was about to make its ascent of the mountain, and it was at once observed by several that she was extremely anxious as to the outcome of her temerity.

"Is this car perfectly safe?" she asked of the conductor.

"It is considered to be, madam," was the reply.

"Have there never been any accidents?"

"None to speak of, madam—that is, no serious ones."

The lady sighed, uneasily. "I was wondering," she observed, "what would become of me if the cable should break when we were just reaching the top of the mountain."

"That would depend upon how you had spent your past life, madam," quietly replied the conductor.

Some Indian Proverbs.

What's in the Melon's Heart, the knife blade knows.

What's in the Soul, the Sword of Sorrow shews.

And what is Glory? What is Shame?

And what is Virtue? What is Sin?

The man but dies and leaves a name,—

The Tiger dies and leaves a skin.

Ghent w.
Edward
Henry IV
of Burgu
struction