

New Jersey's Manager.

Mr. Thomas R. Raitt, the manager for the State of New Jersey, whose portrait appears in the centre of the group on page 116 of this issue, has been in the Company's service for over seven years. His first work for the Company was at Toronto, where he was in charge of the Thrift Branch. He was afterwards transferred to Philadelphia as superintendent of the Thrift Department for the State of Pennsylvania, which position he held for a short time, when he was again promoted, being made inspector of agencies for Pennsylvania. In March, 1899, he was appointed to his present position—State manager for New Jersey. His career in the assurance business has been marked with success throughout. With good organization and a prosperous and progressive company like the Sun Life of Canada back of it, he is daily adding his share to the growing list of policyholders on the books of the Company. The chief office for the State is in the Bonnell Building, 196 Market Street, Newark, N. J.

**Life Assurance a Good Thing.**

While the life assurance agent seems sometimes unnecessarily persistent and while his visits and his glibly-related arguments are not always welcome to the busy man, it is very generally conceded that life assurance is a very good thing to invest in, and those who have policies in first-class companies regard them as a very valuable asset. The time is past when it is necessary to produce any great array of facts or figures to show that life assurance is a good thing. The talking points are now restricted to the difference between companies, the special attractions of this or that policy, and the effort to induce the party that now is the accepted time. — Utica Press.

Hon. Foster M. Voorhees

Governor of New Jersey.

Honorable Foster M. Voorhees, descendent of a long line of Dutch ancestry, was born in Clinton, New Jersey, in 1856. Graduating from Rutgers College at the age of twenty, he spent the following year as teacher in the Grammar School connected with that institution. In 1880, at the June term of the Supreme Court, he was admitted to the bar as attorney at law, and commenced the practice of his profession in Elizabeth, New Jersey.

Not only as a lawyer, but in the wider field of political action, Governor Voorhees has attained a marked degree of success. From 1888 to 1890 he represented Union County in the House of Assembly, while from 1894 to 1898 he was senator from the same county. During his senatorial term, he declined both the Circuit Court judgeship and the clerkship of the Court of Chancery.

Governor Voorhees has twice occupied the position of Chief Executive of New Jersey. By virtue of his position as President of the Senate, under the State Constitution, he became acting Governor from February 1st, 1898, to October 18th, 1898, vice ex U. S. Attorney General John W. Griggs, who resigned the governorship to accept his federal position. In 1899, Governor Voorhees was elected to the position he now holds. His term expires January, 1902. He resides in Elizabeth, New Jersey, not possessing an executive mansion.

F. B. L.



CUSTOMER: "Here, waiter, I give you a dime for yourself; now tell me what you would recommend with a clear conscience?"

WAITER (in a confidential whisper): "Go to another restaurant."