

Interest allowed on debenture sinking fund	237 53
Total disbursements	\$167 840 74
Surplus over disbursements	110,538 91
	\$278,379 65
Assets.	
Debentures -	
Stratford, Ont., market value.	\$82,100 00
Belleville, Ont.	6,420 00
Cote St. Louis, Que.	22,600 00
Cornwall, Ont.	8,100 00
Sorel, Que.	1,040 00
North Stukely, Que.	6,240 00
Montreal Farnhope Trust.	2,80 00
St. Mary's, Ont.	4,140 00
Wyoming, Ont.	4,140 00
	\$ 87,580 00
Molson's Bank stock (market value)	\$ 2,180 00
Montreal Loan and Mortgage Co's stock (market value)	20,000 00
	\$ 32,180 00
Loans on bank stock (market value) \$35,256	30,000 00
Loans on real estate, first mortgages	451,250 21
Real estate	70,217 71
Cash on hand and in bank	14,155 76
Loans on policies (reserves on same being \$79,245.37)	34,956 01
Deposit re Quebec tax account.	875 00
Bills receivable.	4,678 42
Office furniture.	3,263 57
Interest due	1,615 74
Interest accrued	8,950 03
Rates due and accrued	227 50
Agents' balances	7,187 81
Outstanding premiums on policies in force	\$49,148 72
Deferred premiums	29,842 61
	\$78,991 53
Less 10 per cent. for collection	7,898 15
	71,093 38
Computed commissions	17,961 00
Sundries	561 90
	\$886,897 04
Capital stock subscribed and unpaid	437,500 00
Total assets	\$1,274,397 04
Liabilities.	
Life reserves (institute of Actuaries Hm tables, 43 per cent)	\$696,721 10
Annuity reserves	8,090 89
	\$704,812 99
Less reserves on policies	1,647 58
	703,165 41
Unearned accident premiums	9,704 59
Death claims (life) reported, but not proved or awaiting discharge	6,771 49
Accident claim, awaiting discharge	1,000 00
Paid due policyholders	204 94
Debenture sinking fund	4,396 33
Sundry	1,000 00
Total liabilities	760,260 76
Cash surplus to policyholders	110,538 28
	\$836,897 04
Capital paid up	\$62 50 00
Surplus over all liabilities and capital stock	48,186 28

Montreal, 25th March, 1885.

To the President and Directors of the SUN LIFE ASSURANCE CO., OF CANADA.

GENTLEMEN,—I have audited and verified all the transactions of the company during the past year, and found everything in good order and correct.

I have also examined and checked over the final Statement for 1884, and find it agrees with the books and accounts of the company.

I have much pleasure in testifying to the efficiency of the officers in their various departments, and also to the manner in which the books are kept.

I am, yours truly,

PHILIP S. ROSS, Chartered Accountant, Auditor.

Montreal, 24th March, 1885,

We have pleasure in reporting that we examined all the mortgages, bonds and debentures held by the company, and verified the totals by the auditor's certified balance sheet for the 31st December, 1884, and found everything in order.

THOMAS WORKMAN, President.

W. J. WITHALL, } Directors.
S. H. EWING, }

Mr. Workman said:—The report now read is I think, eminently satisfactory. In these days of close and hot competition, it is no easy task to transact in one year nearly four million dollars of new assurance. The prevailing depression in business generally did not make the task an easy one. Life assurance is like a delicate flower, which speedily shrinks when the surrounding atmosphere is depressed. I congratulate you, however, that we have made marked progress, notwithstanding this depression. Having been president of the company since its commencement, I naturally feel the deepest interest in its prosperity. Life assurance funds

are a sacred trust, and ought to be invested so as to guarantee to policy-holders, and all those who may have claims upon our company, the most perfect and undoubted security. Your directors have been most particular in this respect; they have carefully examined and checked every bond, stock and mortgage held by the company, and found them correct to a cent. Of course the bonds deposited with the Dominion government at Ottawa could not be so handled, but the returns as published in the blue book were taken as correct. The present condition of the company is correctly shown in the statements now submitted. I do not doubt they will be satisfactory to all interested in the welfare, and that we shall continue to make rapid and substantial progress. The reports of the auditor and the investment committee are also on the table. I trust they will meet with your approval. I now beg to move the adoption of the report.

Mr. J. S. McLachlan had much pleasure in seconding the adoption of the report.

Hon. A. W. Ogilvie said so far as the directors are concerned they took the greatest possible care in getting good security. That was the prime consideration in making the investments. In addition to first-class security, good rates of interest are obtained. No investment not of the very best kind is entertained.

Mr. Tasker then moved:—"That the thanks of the shareholders are due and are hereby tendered to the president, directors, officers, medical staff and agents, for the successful conduct and progressive management of the business of the company for the past year." He said he had gone to some trouble before coming to the meeting to compare this year's annual report with last year's, and was very much gratified to find that the income was much larger and the expenditure much smaller. There was another important matter also in which the company had been particularly fortunate, and that was in having a very low death-rate. In looking at the statement he felt satisfied the Sun had never been on a firmer basis than to-day, and he therefore had much pleasure in making this motion.

Mr. Cooper seconded the motion.

The president returned thanks on behalf of the board. The remarks had been too complimentary. It was true a great deal of care and attention had been given to the management of the company. He said the first interests of the company to care for are those of the policyholders, and, secondly, those of the shareholders. He simply desired to do his duty as a citizen of Montreal.

Mr. Macaulay, the managing director, considered \$3,600,000, life and accident, a large amount of new business for any Canadian company to transact in one year. Over \$4,000,000 would have been done had the usual trip to the West Indies been made. The total liabilities had increased by \$70,662 while \$110,538.91 was carried to the net cash assets. The interest outstanding at the close of the books did not exceed 1.5 of one per cent. on the investments, and since then even that small amount has been reduced to about 1.10th. He thought that under a protective ministry it seemed paradoxical to have free trade in life insurance. American co-operatives were endeavoring to secure a footing here, and strange to tell, our Finance Minister and Superintendent of Insurance seemed to favor their being licensed, although the result will only be to repeat the frauds and failures that had attended their operations at home. The chief virtues of a Life Company consists in:—

- 1st. Having no vexatious policy conditions.
- 2nd. Dealing honorably with the assured.
- 3rd. Apportioning profits honestly and fairly.
- 4th. Having no contested claims.
- 5th. Paying claims promptly.

In all these great essentials the Sun Life took a leading position. The company had attained what the management is ever striving to promote, a high character for honorable dealing. It was never in so prosperous and hopeful a condition as now. The members of the head office staff had performed their duties satisfactorily. With the aid of the agents he looked for rapid headway.

Mr. Gilroy (Winnipeg) thanked the meeting for the kind expressions to the agents, and promised that everything possible would be done this year to advance the company. Men urgently need life insurance. It is the only certain way of providing for families. It is a plain duty; every day men pass away and leave nothing but their life policies.

Mr. Gilbert, (Toronto Manager), thanked the Board of Management for the uniform courtesy

received by himself and the large staff of agents associated with him in the west. Having given close attention to the matter of co-operative assessments for insurance purposes he was surprised and mortified to know that our present enlightened Government should in any way seek to give it legislative countenance. It was a fraud that the public had difficulty in fully comprehending, and when its true character came to be known it always injured legitimate insurance.

Messrs. Thos. Workman, Hon. A. W. Ogilvie and Robert Anderson were re-elected as directors. At an after meeting of the Directors Mr. Thos. Workman was re-elected president and Mr. A. F. Gault vice-president.

BUSINESS CO-PARTNERSHIP.

Following is a synopsis of the lecture delivered by the President of the Toronto Board of Trade to the students of the British American Business College, to which reference was made in our last issue. We should have been glad if the illustrations and anecdotes could have been included which so greatly heightened the interest of the address.

"I have selected the subject of business co-partnership," said Mr. Darling, "as one that might properly be considered by us, inasmuch as there is no young man who contemplates a business career, who does not look forward to the time when he will cease to be an employee and become an employer, either in connection with some established business or in business on his own account.

In this country of change and restless activity, with opportunities in abundance we find very young men attracted by the latter and induced to assume responsibilities which are quite unknown—because the opportunities are unknown—in the older world. There we find a class of employees, who have been all their lives in the employment of the same firm, and who have perhaps succeeded their fathers in the same position. I have great respect for some of these employees for their contentment and fidelity, and for the industry which has led them to remain so long in one establishment, content with their lot, inspiring confidence in, and gaining the esteem of all about them—men occupying positions of usefulness and value in the world not second to that of any employer.

I have an abiding faith in what is known as 'one man power.' My experience has shown me that a well-considered project, consistently and persistently carried out, is far more likely to be successful than a fitful or changeable policy which in the end accomplishes very little. But we cannot all be John Warranmakers, A. T. Stewarts, Geo. Browns, or William McMasters, all of whom I regard in the light of what we call "one-man power." In this country, where capital is limited and enterprises have often to be entered into under unfavorable circumstances or not at all, it is an object for you to enlist the aid of your neighbor's capital, energy, enterprise, and possibly experience, to aid you in attaining a position of prominence or at least power in the business world. I will therefore assume your circumstances as unfavorable to engage in business on your own account, and that you have determined to take advantage of the opportunity to join an established concern, or to unite your fortunes with one or two other persons, with the aim that you may begin business as principal.

We shall divide our subject into (1) Entering into a co-partnership; (2) Carrying it on; (3) Closing it. There are some special features to be observed in connection with each. Satisfy yourself before entering a co-partnership that your intended partner is a man of sterling integrity. Failing in this you lay up for yourself an endless amount of trouble, which it will take the rest of your life to overcome. I am now assuming that your own intentions are honest, that you are an upright man, or an upright youth, and that you have the necessary amount of experience and knowledge for the position you are about to occupy.

After character I would rank suitability. Your partner should bring you strength in the direction in which you are weak, and vice versa. It may be in capital, enterprise, or some special knowledge of one portion of the business which will fall to his lot, while your special fitness for another part of it, makes a very desirable combination.

Let me explain what a partnership is. It is the association of two or more persons who combine their capital, skill, or labor, or all of them, for the purpose of carrying on some lawful business, and for participating in the profits and