



Mr. Roderick W. MacGregor, the district manager for the South of Scotland branch, Glasgow, was born at Alloa, in 1870, so he has a number of years yet left before he is Oslerized, and he is making excellent use of his time.

With a liberal education, received at Alloa and Moray House Free Church Training College, Edinburgh, and over a dozen years' training in commercial life, Mr. MacGregor is well equipped for his chosen vocation—life assurance.

It was in 1902 that Mr. MacGregor was drawn toward life assurance and decided to make it his lifework, and but recently joined the staff of the Sun Life of Canada. Before he came to this Company he very carefully, as a canny Scot, looked into the record of the Company, and was convinced that it was first-class and had great advantages to offer assurers. The Company is held in high regard in the "old land," and we know that if Mr. MacGregor is given a hearing, he

can easily show his Scottish friends that it is to their advantage to patronize this prosperous and progressive Colonial office. Our many Scottish well-wishers will be pleased to note the flattering commendation that one of the Commissioners, appointed by the Canadian Government, gave to this Company at the conclusion of a searching investigation, to which all the Canadian companies were subject. Commissioner Kent, among other things of a commendatory nature, said: "It seems to me that in the conduct of the Sun Life business there is nothing to be desired. . . . The directors have done their duty nobly; there is no complaint to be made against them, or any one of them."

This strong commendation is of particular value to the managers in distant fields, and we know that Mr. MacGregor will find this of great benefit to him in supplementing the high opinion he himself formed of the Company before he joined its ranks.

Brantford Thinks Well of Hendry.

A brochure, issued by the city of Brantford, makes mention of Mr. Thomas Hendry, the Company's representative, as follows:

For eleven years Mr. Hendry has been district agent of the Sun Life Assurance Company of Canada at Brantford. Among the many assurance representatives in the city he is conspicuous because he is diligent, accurate, and is the representative of one of the best companies in Canada. He is posted on all assurance regulations, writes no policy that will not bear investigation, meets all claims promptly, and is very thorough in his investigations. Mr. Hendry has won the confidence of the people by his careful business methods and also by his honest and straightforward dealing.