



Mr. Marquand's Death.

The many friends of Mr. Walter J. Marquand, till recently manager for the Sun Life of Canada in Nova Scotia, will be shocked to hear of his sudden death, which took place under tragic circumstances on the 15th instant.

Mr. Marquand had just been appointed to the managership of the Western Pennsylvania agency, but had planned to make a trip to his native island of Jersey, in the English Channel, to visit his people before taking up his new duties. He was on the train for Montreal to embark upon the steamer there when he was seized with the attack which terminated fatally soon after his arrival in the city.

Mr. Marquand, who was not quite 46 years of age, came over from Jersey as a young man and entered the Head Office of the Sun Life of Canada. In 1897 he went to Newfoundland as Special Agent of the Company. In 1899 he returned to Montreal to take charge of the Company's Thrift Department. The following year saw him back in the Ancient Colony of Newfoundland, this time as manager. So striking was his success there that two years later the Company transferred him to the more promising field of Nova Scotia, where he continued to produce excellent results. Just recently he was transferred to the Western Pennsylvania management and he would shortly have assumed his new duties but for his tragic death.

Mr. Marquand was a splendid life assurance man, alert, tactful and thorough. In all the important positions he filled he showed ability and won success. He was a man of great personal charm and kindness of heart, and a host of friends will mourn his untimely decease. **SUNSHINE** joins with the management of the Company and the co-workers of Mr. Marquand in extending sympathy to the widow and other relatives.

Recent Appointments.

There have been several changes recently in the field force of the Sun Life of Canada. Mr. Herbert Walker, lately manager for Manitoba, has been transferred to Nova Scotia. Mr. W. D. McCallum, who has been joint manager for Honolulu, will take over the management of the Manitoba business. Arrangements had been made for Mr. W. J. Marquand, recently manager for Nova Scotia, to assume the management in Western Pennsylvania, with headquarters in Pittsburgh. Mr. Marquand's sudden death came shortly after his appointment and before he was able to enter his new field. Mr. Hayes having requested to be relieved of the responsibility of the management of the Agency and to be given more time for personal work, the Company has agreed to his continuing in Pittsburgh as "Special Representative", giving his assistance as heretofore to the Agency in any way he can. Mr. Ernest W. Owen has taken over the management of the Detroit Agency, and is succeeded as manager for Alberta by Mr. Archibald McTeer.

A Michigan Banquet.

The Agency force of the Sun Life in Michigan where tendered a banquet at the Hotel Pontchartrain on the evening of the 1st instant, the home office being represented by Mr. T. B. Macaulay, Managing-Director and Secretary. It was what John A. Tory, Supervisor for Western Ontario and Michigan, called an "old-fashioned Michigan banquet," which meant the presence of the ladies and a jolly good time. Mr. Tory acted as toast-master and was very happy in his introductions at the same time keeping matters moving expeditiously.

Ernest W. Owen, manager of the Detroit district, who recently was transferred from Calgary, was the first speaker. He extended hearty greetings to all present and said that he had been so warmly welcomed in his new field that he felt very much