



IN BRITISH COLUMBIA.—PRINCE RUPERT.

no room for envy or rivalry between one district and another, each is equally endowed, and its people firmly convinced that theirs is the "bonanza" belt, unequalled by anything on earth.

Our Cardiff Agent.

The Insurance Truth, of Cardiff, Wales, in its issue of July last, prints a very flattering testimonial to the Company's representative for the South of Wales, Mr. Thomas Parkinson. Our contemporary has the following to say :

"If a man is to be judged by the Company he represents Mr. Parkinson is doubly fortunate, for the Sun Life of Canada has an extraordinary record of steady success. According to the leading authorities this Company gives higher rates of annuities than any other. It also earns a higher rate of interest on freeholds than any other. The whole of its £6,700,000 of funds are, in fact, well invested, and so ably is its management conducted generally that we are not surprised that the Prime Minister of Canada (Sir Wilfrid Laurier) and 140 members of Parliament signed a remarkable testimonial in favour of its soundness and prosperity. Mainly through Mr. Parkinson's initiative a local board comprising some of the most influential gentlemen in the Principality has been formed for the Company in South Wales.

Mr. Parkinson, by his rare tact and exceptional ability, has made for himself a host of

friends. His genial cordiality, and courteous good nature, and that gift of personal magnetism which he possesses so largely, draw men to him, while his straightforwardness, and high character secure him the respect and admiration of all.

He is a writer of unusual ability, and a few years ago at the request of his friends published a valuable treatise on life assurance, with suggestions and hints to agents, who to-day frequently turn to his book for sound advice and practical encouragement."

NORTH LOW, Que., May 10th, 1910.
Messrs. JOHN R. & W. L. REID,
Managers Eastern Ontario,
Sun Life Assurance Company of Canada,
Ottawa, Ont.

Gentlemen,—Your general agent, Mr. McCoy, has handed me the Company's cheque for my son Herbert's policy of \$1,000 which he took through him in April, 1908. I am very thankful to all of you for the quick manner in which you have paid over the money. I was very willing to have Mr. McCoy insure my boy because it was to be a means of saving a part of his wages, but little did I think that in less than two years we would be drawing the policy ourselves. I was saying to Mr. McCoy that this shows the value of life assurance, and I am anxious that my friends should know of the prompt and kind way in which the Company and its agent have fixed up this matter without the least trouble to me.

Yours truly,

OWEN O'NEILL.