

True, the author does no more than to state the fact of the gift itself as an action prompted by the boy's love; but the underlying considerations are clear.

What was the present? It was no dainty gew-gaw, or pretty garment or anything else for immediate enjoyment. It was something which would provide for Elspeth if he were taken away. Let Mr. Barrie tell it: "With the first pound he earned he insured his life, leaving all to her."

This was surely not Sentimental Tommy—it was Thoughtful Tommy, made thoughtful by real solid love. Perhaps Elspeth might have been more pleased with a muff or a picture, but it was serious, thinking Tommy who bought the life assurance policy. He let affection over-ride sentiment for once, and played the part of a responsible man in providing for Elspeth's future.

Mr. Barrie certainly did not pen his book as a canvassing document for life assurance agents. But he wished to show that his hero truly loved his sister.

How about your wife, your children, your sister?

Royal Victoria Policies Prosper.

An Interesting Commentary on the Position and Prospects of new Life Assurance Companies in these days of keen competition.

The experience of the policyholders of the Royal Victoria Life, following the reinsurance of that company by the Sun Life of Canada, affords the best available method by which to judge the position in which the policyholders of the Home Life, lately taken over by the Sun, will find themselves. The following letter, written by Mr. T. B. Macaulay to *Saturday Night* of Toronto, concerning the position of Royal Victoria policyholders, should prove of considerable interest:

EDITOR, CONCERNING INSURANCE:

Dear Sir, I thank you for the opportunity of replying to the letter signed "Another Subscriber."

To appreciate the advantage to the Royal Victoria policyholders of the reinsurance of their

contracts by the Sun Life, let us consider what their position would have been had the Royal Victoria continued in business. The statement of that company at 30th September, 1910, showed not only that the whole capital of \$200,000 had been sunk, but that there was a further deficiency of over \$50,000. Not a dollar of profits had ever been paid by the company to its policyholders, and there was little prospect that any ever would be paid. Under the most favourable conditions it would have taken many years to make good the deficiency of over \$250,000, and it was, in fact, doubtful if it ever would be made up.

Your correspondent is in error when he says that the policyholders forfeited profits for five years after the transfer to the Sun. The clause in the agreement covering this point is as follows:

"Until the 1st day of January, one thousand, nine hundred and sixteen, a separate account shall be kept of the participating policies of the Royal Victoria Company, and the profits accruing to such policies during the period ending on the said date, shall depend upon the profits earned by such participating policies as a class."

On account of the heavy initial deficiency which had to be assumed, and the uncertainty regarding the mortality to be experienced, it was deemed advisable to insert this precautionary provision. Its fairness to the policyholders of both the Sun Life and the Royal Victoria is self-evident. The agreement expressly provided that after the expiration of the said five years, the Royal Victoria policies should receive profits on the same basis as the corresponding policies of the Sun Life.

I am pleased to say that the business has turned out so well, that the Sun Life has felt justified in paying full profits on the policies from the date of the reinsurance, and as the respective dividend periods have matured, every Royal Victoria policyholder has received, for the period since the transfer of his policy, profits calculated on the same basis as is used for the Sun Life's own policies.

Before the reinsurance the Royal Victoria policyholders had but the guarantee of a weak company, and no prospect of receiving profits for many years, if ever; since the reinsurance they have had the guarantee of a powerful company, and have received highly satisfactory profits. So far as I am aware, all the policyholders of the Royal Victoria are, without exception, delighted at the change; and well they may be.

Yours faithfully, T. B. MACAULAY,
Managing-Director,
Sun Life Assurance Co. of Canada.

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