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SUNSHINE

PUBLISHED BY THE
SUN LIFE ASSURANCE COMPANY OF CANADA,
AT HEAD OFFICE, MONTREAL.

W. F. STEEDMAN, *Editor.*



HEAD OFFICE AND BUILDINGS
SUN LIFE ASSURANCE COMPANY
OF CANADA.

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S. H. EWING, *Vice-President.*

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GEO. E. DRUMMOND.
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Treasurer.

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Chief Medical Officer.

ANOTHER RECORD YEAR!

Nothing could emphasize more strongly the prosperous and progressive spirit of the Sun Life Assurance Company of Canada than the manner in which it has forged ahead in 1913. In a year of great financial stringency and generally unsatisfactory business conditions, the Company has not only made a large addition to the amount of its business in force, but it has made a much larger addition than in any previous year, even when business was good and money free.

During the year an important landmark was passed when the total assurances in force reached and passed two hundred million dollars. This means that within the next generation or so over two hundred million dollars will be distributed by the Sun Life to aid in keeping the wolf from the door of widowhood, orphanhood and old age. The fact that the assurances in force on the Sun's books are the largest upon the books of any Canadian company is a tribute to the Company's record for good results and fair dealing.

The Company's new assurances issued and paid for during 1913 tell a similar story, the Sun Life leading all other Canadian companies by a handsome margin. The total is \$34,290,917, an amount which exceeds that of the previous year by about three and a half millions, and affords tangible evidence of the confidence reposed in the Company by the general public.

With the huge amount of assurances which it has in force, the Company naturally has a very large income. For 1913 the total receipts from premiums, interest, etc., were practically fourteen million dollars, an increase of more than \$1,600,000 over the income of the previous year. This again is a record for Canadian companies.

Such a large income, of course, has an important bearing both upon the assets and upon the profit-paying abilities of the Company. During the year the assets were in-

creased by over six million dollars, the total on December 31st being \$55,726,347. These huge assets, the largest held by any Canadian life company, are the guarantee our policyholders have of the security of their policies.

We now come to the net surplus shown by the Company over all liabilities, including capital. Although the Sun Life uses a basis of computation for arriving at this surplus much more stringent than the law requires, and despite the great shrinkage in the market-values of securities the world over, the Company, after paying large sums in claims, profits, etc., was still able to add substantially to its total net surplus, which stood, on December 31st, at over five millions and three-quarters.

During the year payments to policyholders or their beneficiaries amounted to a trifle over \$4,982,500. This means that nearly five million dollars was handed back by the Company, and the bulk of this was in the shape of death claims and matured endowments, which, of course, meant lightening the burden of those left without their previous means of support either by death of the earner or by his increasing years.

The foregoing figures are full of interest to all readers of SUNSHINE. They show that the Sun Life of Canada is, as ever, prosperous and progressive; that even the trying financial conditions of the past year failed to make it falter in its onward stride; and that to-day the Company is still maintaining its steady advance and forging further and further ahead in the forward march of life assurance.

Who Carries the Risk?

Many a man who refuses to take out life assurance declares that he prefers to carry his own risk. But this is something he cannot do. It is his family that carries the risk.

This risk means the chance of suffering by reason of his death and the consequent loss of his earning power. When he is dead,

this loss will not be felt by him. It is upon his family, those who depended upon him, that the blow will fall. It is they who carry the risk. It is their comfort and happiness that are at stake, not his.

So the man who has no life assurance is not carrying his own risk—his family is. He is gambling with the future of his loved ones.

The Sun Life Assurance Company of Canada will carry the risk for him, and the annual price for which it will do so is comparatively small and definitely fixed. But what limit is there to the price the family may have to pay?

The man who refuses to let a life assurance company carry his risk will save but a matter of so many cents a day, and meanwhile he lets his family carry the risk at a price which may be want and misery for all of them after his death.

Life's Tragedies.

Conceive that three years have passed and that you are in fact dead. You are buried; you are lying away over there in the cold dark. The funeral is done. The friends are gone. But your family is just as alive as ever. Disaster has not killed it, nor even diminished its vitality. It wants just as much to eat and drink as it did before sorrow passed over it. Look through the sod. Do you see that child there playing with a razor? It is your eldest son at grips with your business. Do you see that other youngster striving against a wolf with a lead pencil? It is your second son. Well, they are males, these two, and must manfully expect what they get. But do see those four creatures with their hands cut off, thrust out into the infested desert? They are your wife and your daughters. You cut their hands off. You did it so kindly and persuasively. . . .

"Yes, you compelled all these four women to live so that money and luxury and servants and idleness were absolutely essential to them if their existence was to be tolerable. And what is worse, you compelled them to live so that, deprived of magic money, they were incapable of existing at all, tolerably or intolerably. Either they must expire in misery—after their splendid career with you!—or they must earn existence by smiles and acquiescence and caresses. (For you cut their hands off). They must beg for their food and raiment."—*Arnold Bennett in A Plain Man and his Wife.*

O T T A W A

OTTAWA, the seat of the federal government of Canada, while by no means the largest city in the Dominion, nevertheless possesses the advantages of location and physical appearance necessary to meet the requirements and uphold the dignity of the Canadian capital.

As the chief interest in Ottawa hinges upon the fact that it is the seat of the central government of Canada, so does the city itself, in general appearance, group itself around the stately legislative and administrative buildings which constitute authority's visible image, and within whose walls there are laws enacted and orders given for the guidance and control of eight millions of people and half a continent.

The Parliament Buildings occupy a distinctly beautiful site. They stand upon the summit of a steep, lofty, tree-clad bluff rising to a considerable height from the shores of the Ottawa River, and viewed from this angle their appearance is picturesque in the extreme. The buildings, however, face in the other direction. They form a handsome quadrangle, enclosing beautifully kept lawns and facing out over the city, which slopes away in all directions at a gradual and decreasing gradient. Thus, looking from any direction, one sees the city rising to the central culminating feature—the splendid pile in which is housed the highest representative authority of the Dominion.

But while Ottawa has reached its present importance chiefly by reason of its being the Capital, still there was a city there before such a dignity was thrust upon it. The original *raison d'être* of the settlement lies in the decision of the War Department of Great Britain that a line of communication between Lower Canada and Upper Canada should be provided, which would not lie too dangerously near to the United States frontier. It was following the war of 1812, when the disadvantages of the St. Lawrence route in this regard were demonstrated, that the British authorities first suggested to the Canadas, and then undertook themselves, in 1826, the construction of such a line of communication. The result was the Rideau Canal, leading from Grenville, on the St. Lawrence, through Ottawa to Kingston, on Lake Ontario, thus avoiding the frontier route via Cornwall and Brockville. In connection with the work, which was undertaken for military purposes, Colonel By, who was in charge, formed a settlement at the junction of the rivers Ottawa

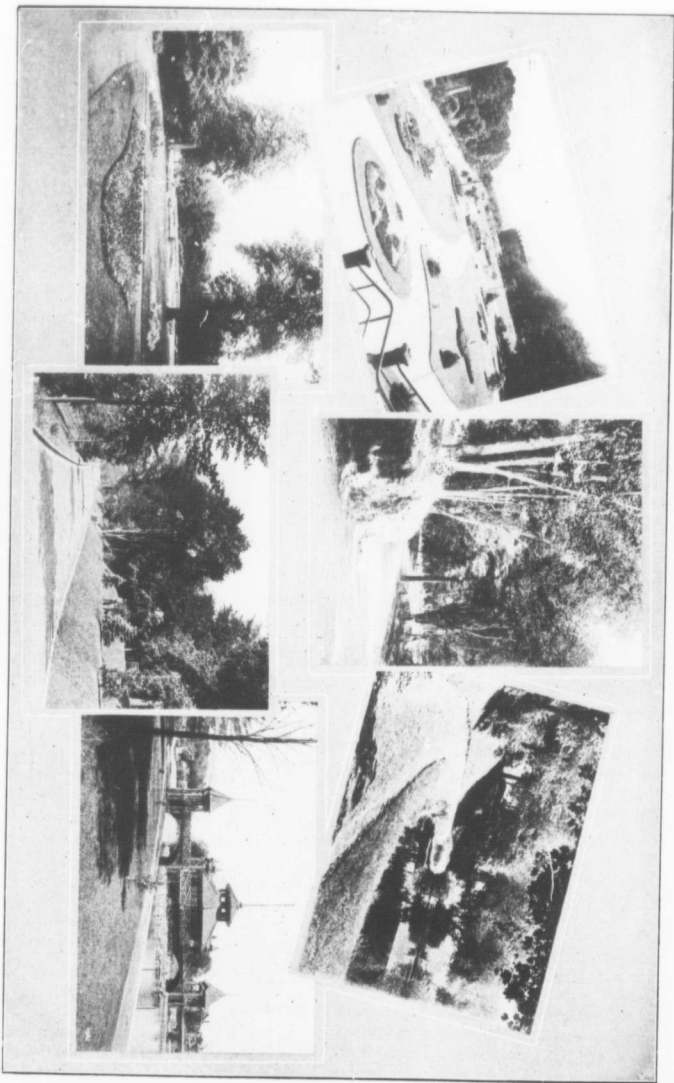
and Rideau, which became known as Bytown. It is worthy of note that the foundation stone of the locks at Bytown was laid by Sir John Franklin, in 1826, on his return from one of his trips to the far north. The canal was finished in 1832, and following its completion there seems to have been little in the way of expansion of the town for some years, a large number of the population going into the surrounding country and settling down as farmers. Ultimately, however, the town began to grow, and by 1854 the population had reached the ten thousand mark. The town was then incorporated into a city and took the name of Ottawa.

Following the burning of the Parliament House in Montreal by a riotous mob, in 1849, the capital of united Canada, formed by the union of Upper and Lower Canada, which took the names of Ontario and Quebec respectively, alternated between Toronto and Quebec city. This, of course, was a highly unsatisfactory system, and considerable jealousy existed as to which city should be the permanent capital. In 1857 Queen Victoria was asked to designate the city which should receive the honour. Her choice fell on Ottawa. Considerable resistance was at first evidenced to this choice, but in the end the Queen's ruling was accepted and preparations made for constructing suitable buildings. These were commenced in 1860, when the Prince of Wales (later King Edward VII) laid the foundation stone; and in 1865 the buildings were completed and the first session of the Canadian Government held in Ottawa.

Ottawa thus became the capital of Canada as a sort of "compromise candidate", but on the whole the choice seems to have been an excellent one. Ottawa is situated on the boundary line of Ontario and Quebec, and was thus very centrally located as regarded the Canada of that day. Although the city at the time of its selection was in a somewhat isolated position, the building of several railway lines subsequently resulted in bringing it into closer touch with the outside world, and to-day, standing as it does on the main line of the Canadian Pacific Railway's transcontinental line, and with excellent connections with the Grand Trunk, Canadian Northern and other systems, it is really excellently situated with regard to communication with other points in Canada.

The year after the opening of the Parliament Buildings, the Confederation of Ontario, Quebec,

SOME PARK AND DRIVEWAY SCENES.
Ottawa is well equipped with park space as these pictures will testify.





THE PARLIAMENT BUILDINGS.

Nova Scotia and New Brunswick was consummated, Ottawa remaining the capital. At later dates the other Provinces entered Confederation, and to-day Ottawa is the capital of a Dominion which stretches from the Atlantic to the Pacific.

In the last forty years Ottawa has made considerable strides, and to-day it has a population of somewhere in the neighbourhood of one hundred thousand souls. It has also attained considerable prominence as a manufacturing centre. Within the city limits there is available no less than 100,000 hydraulic horse-power. If we include all the water powers within a ten-mile radius of the city hall the total is increased to 230,000; and within forty-five miles the total horse-power is close to the one million mark, or more than twice the amount available at Niagara. This, of course, is an important consideration from a manufacturing point of view, and considerable industrial development is going on in Ottawa to-day. Particularly as regards the lumber industry and manufactures associated with it is Ottawa prominent. The Booth and Eddy establishments rank among the largest in the world in this respect, drawing as they do from the magnificent lumbering regions along the Ottawa and Gatineau rivers; and it is

stated that Ottawa is the centre of the largest lumber business in the world.

The city that has grown up is one which possesses a considerable amount of quiet beauty; the streets for the most part are well laid out and the houses of attractive architecture. It was decided some years ago, however, that the appearance of the capital city of Canada was something in which the Dominion authorities should take a hand, and accordingly the Ottawa Improvement Commission was established. This Commission has taken in hand the beautifying of the city, to bring its appearance up to a standard in keeping with the Capital's dignity. A considerable amount of work has been done in the laying out of drive-ways, boulevards and parks; and to-day Ottawa is very well equipped in these respects, in comparison with its sister cities of the Dominion.

Practical.

"Yes, my friend, I was about to marry the Countess when I suddenly learned that she spent more than \$12,000 a year on her dress-maker.

"Then what did you do."

"Married the dressmaker."



LOOKING TOWARDS HULL.

This view, taken from the Grand Trunk Railway's magnificent new hotel, the Château Laurier, shows a portion of the Parliament Buildings, the Rideau Canal locks, the Ottawa River and the Interprovincial Bridge, leading across to the City of Hull, on the Quebec shore.

Life Assurance Enriches Church.

A life assurance policy for a large amount was recently presented to the Second Presbyterian Church of Pottsville, Pa., by Samuel H. Karcher, for forty years a leader of the Schuylkill county bar, counsel for the Girard Estate, vice-president of the Safe Deposit Bank of Pottsville and officially identified with several corporations. There is a suggestion here.

Praise From Colombia.

PALMIRA, Colombia, Oct. 22nd, 1913.

SUN LIFE ASSURANCE CO. OF CANADA,
Bogotá, Colombia.

Re No. 151815.

Dear Sir,—Your favour of the 13th instant received, together with Certificate of Dividend on my policy No. 151815, due 1st November, 1913, for which I give you and your honourable Company, the Sun Life Assurance Co. of Canada, my warmest thanks.

I have decided to choose the third option, i.e. a single payment in cash of \$236.10, to be used in paying the next premium to your agent here.

Yours respectfully,

DR. GUSTAVO MARTINEZ, M.D.

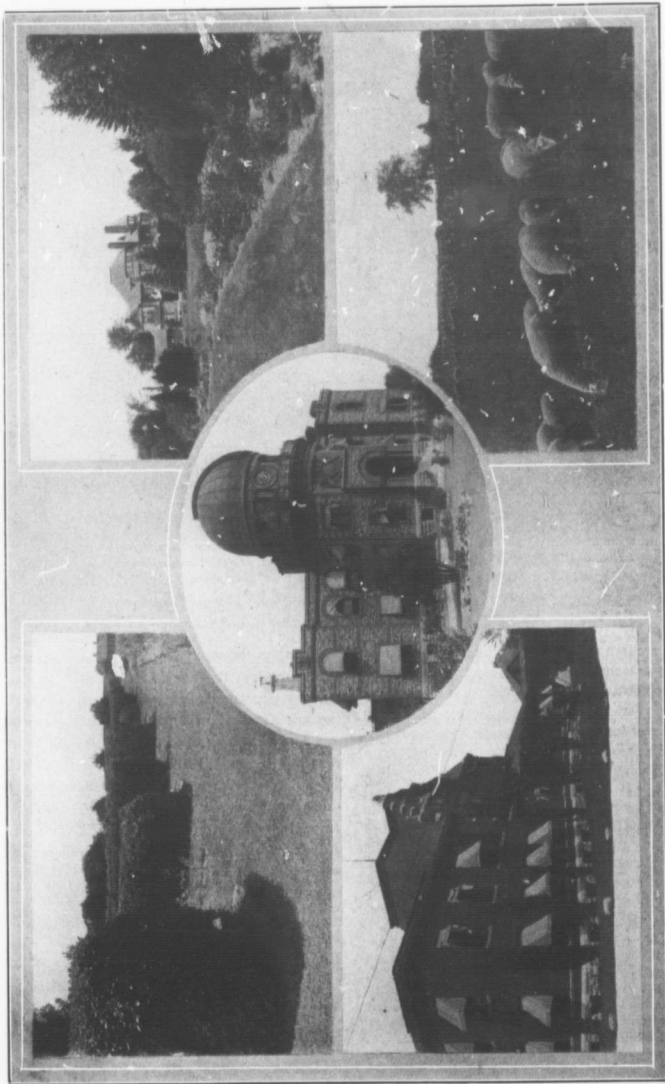
Agency Department Changes.

Owing to the rapid increase of the business of the Company, the work in connection with the Agency Department has become such as to require the appointment of another Agency Inspector, and a re-arrangement of the duties of those connected with the Department.

Mr. J. W. Simpson is appointed Inspector of the Agency Bureau, and he will also act as Agency Inspector for Western Ontario and United States Agencies. Mr. Simpson will supervise the office work of the Department as a whole, and in addition the Agencies named.

No change is made in the work of Mr. W. A. Higinbotham, Inspector of British, American and Foreign Agencies, except that Mr. Simpson will relieve him of the Supervision of the Agencies in the United States as above noted. The word "American" is dropped from his title.

Mr. J. C. Stanton, Agency Manager at Montreal, is appointed Inspector of Canadian Agencies, exclusive of Western Ontario. Mr. Stanton will continue in charge of the Montreal Agency.



SCENES AT THE DOMINION EXPERIMENTAL FARM.

Living Models in Hedges.
Laboratories and Officers' Residences.

The Director's Residence.
A few fine Sheep.

A Senator on Assurance.

"Life assurance is a protection. It is not bought for pecuniary gain. * * * As a shelter for the helpless it has no equal and few substitutes. The uncertainty of life and the certainty of death are problems which face every man. Most men begin life poor. They marry; their wives are dependent upon them; children come into the world, and between the family and want there is only the earning power of the man. The creation of a family at once increases the liability of general society, because if the man fails to support them the risk of becoming public charges arises. Through no fault of the man death often causes him to default in his obligations.

"Life assurance is a device by which such defaults may be avoided, a process by which society may be relieved of what ultimately may be a public burden. It capitalizes the future earning power of the head of the family. * * *

"Sound life assurance leaves nothing to chance. There is not so certain a business obligation in the civilized world as the modern life assurance policy. It never trifles with its obligations; it does not guess at how it will pay its obligations. Life assurance takes unorganized life and organizes it; it takes unrelated money, that would otherwise be scattered and lost, assembles it and turns it from all quarters of the civilized world into great financial reservoirs through co-operation, from which States, cities, industrial and private enterprises may draw for their upbuilding and for the support of social obligations."—U.S. Senator Lawrence J. Sherman in speech in U.S. Senate.

Wherein Annuitants Gain.

In the course of a lengthy article on annuities, a writer in the London *Times* remarks: "Why annuitants should be an especially long-lived class cannot be precisely explained; but the fact has been clearly established. It has been shown unmistakably in the experience of the largest English office, which transacts a very considerable annuity business with the very poor classes. Freedom from worry is the common explanation. And there is good reason to believe that the tables now in use by the offices under-estimate the span of life. It had long been suspected that the tables employed in the past by the Government underrated the vitality, and the impression was confirmed last year by the issue of a report by the actuary to the National Debt Office. New tables have been prepared which show an average increase in the cost of annuities for males of 2.2 per cent., and for females of as much as 4.5 per cent.,

at the ages at which annuities are usually purchased—i.e., from fifty to seventy-five. The British offices are still using old tables because they reason that the under-estimate of longevity may be off-set by the rise in the rate of interest. It is highly probable that when the rate falls they will resort to the new Government tables, giving less favourable terms to annuitants. Possibly the knowledge that the present tables are more favourable to purchasers than those which will be used later is not unconnected with the present demand for annuities."

An Old Life Assurance Prophecy.

Writing in 1838 "An Essay on Probabilities," Professor Augustus de Morgan, father of William de Morgan the novelist, spoke of "one of the most useful consequences of human association," adding the prophecy that "Common as life assurance has now become, the present amount of capital so invested is trifling compared with what will be the case when its principles are better understood."

Provision for a "Rainy Day."

"Your cheque in settlement of policy No. 43079, received. Please accept my thanks for the same. In connection with this policy, results show that the money paid you was, for me, a profitable investment, apart altogether from the aspect of protection,

"The policy was a 30-Year Endowment, Five-Year Distribution plan, for \$2,000, annual premium, \$89.60.

"Total gross premiums during the 20	
years	\$1,792.00
Less reduction by profits	230.00
Net payment	1,562.00
Cash received at maturity	2,150.95
Excess over cost	588.95

"It will, therefore, be seen that I received back an average of \$137.70 for each \$100.00 invested, and in addition had the protection of a life assurance policy during those 20 years.

"I have always been an advocate of life assurance, not only as a protection for the family in the event of the death of the bread-winner, but also as an investment for young men, who will often save a little money in this way when otherwise they would make no provision for a 'rainy day,'—H. JEKILL, Montreal, Que.

More Than Expected.

"I have to-day received a cheque for \$2,465.45 being settlement of my 10-payment 15-year Endowment policy No. 68412 in the Sun Life Assurance Company of Canada.

"I paid in premiums \$1,740.00 and I have received \$2,465.45, or \$725.45 more than I paid in premiums, and 15 years' life assurance for \$2,000.00 free. This is most satisfactory and more than I expected."—A. A. PARKS, Owen Sound, Ont.

Importance of Life Assurance.

Newspapers are Awakening to Its Value as Social and Economic Factor—Interesting Extracts from Philadelphia Paper.

The public press of the United States is awakening to a sense of its duty as the counsellor of the people, and we find a social uplift movement expressing itself more and more emphatically through the daily papers. One feature of the "uplift" work of the journals is their growing recognition of and insistence upon the economic and social value of life assurance. The Philadelphia *Evening Telegraph* is a pioneer in this respect, and we take pleasure in reproducing two of that paper's recent articles:

Little Assurance Better Than None.

The following concrete instance illustrates the folly and unsound reasoning of a man who, with others depending on him for support, says: "I cannot afford to carry enough assurance to be worth while to my dependents; therefore, I will take none until I can put on such amount as I feel would be sufficient for their needs."

Eighteen months ago a young man in his twenties, who, as he reasoned, would live many years, was canvassed for life assurance. He was a dentist, just married and just establishing his practice. He claimed that to carry the proper amount of assurance, on the plan he desired, would take more money than he could put away at that time, but that he felt the need of assurance and fully intended to take a policy of considerable size in the course of three or four years, when his practice had grown.

It was then suggested that instead of taking assurance on the plan desired, he take the amount, but on a cheaper form, in order to protect his wife while he was waiting for his income to grow. It was explained that this could be done very cheaply, and later, when he was able, he could change to the form of policy he desired.

He would not consider this, saying he "would take the risk of death". He was of a long-lived family, and the chances of his death in the next ten years were slight. He preferred to take no assurance until he could take the kind he wanted.

He was then urged to take the plan he wanted for a smaller amount, and add to the amount as he was able; but this he refused to do.

About a year after a child was born, and the father was the happiest of men. The agent again urged assurance, pointing out that in case death should overtake him before he had made enough money

for their support, the mother would have the child to provide for in addition to herself.

The doctor listened carefully, and even appeared to consider doing as advised, but finally said, "No, I feel my physical condition warrants putting that money into equipment to help me in my profession instead of holding off on the appliances and putting that sum in life assurance premiums." He was at this time in splendid health and his practice was growing nicely.

"Call around in a couple of years and I'll give you an application worth having," was the parting courtesy extended.

Six months after this doctor contracted typhoid pneumonia, and in three days was dead.

He left—a widow, an infant six months old, no estate and no life assurance. Did HE take the chance or did he throw the chance on the helpless wife and baby whom he said he loved best of all things on earth?

Lapsing a Policy.

What we have said in this column about the man who mortgages his assurance applies also, and in an aggravated degree, to the man who needlessly drops his assurance.

There are some commodities that can be bought in the open market almost any time and at substantially the same price, but life assurance is not one of them. Age determines the price, and, of course, men do not grow younger.

Men who drop their assurance usually expect to take it on again at their convenience. Sometimes they can; sometimes they can't. But they can never replace it at the same rates, so as a purely business proposition they make a mistake. The man who, on second application, finds that his heart or kidneys have become affected, forever barring him from life assurance, comes to a realization of the fact that he has made something more than a business mistake.

When a man takes out a policy of life assurance, whether it be for a thousand dollars or a hundred thousand, he has added that much to his estate, established to that extent at least his worth to his family and to the community. It represents just so much headway. To drop that policy is to go backwards, to lose ground. Progress, the ambition to weigh well in the scales with other men, is an innate desire with us all, and if our lives are well regulated we will not permit ourselves to lose ground if we can help it.

Once you start a policy, never lapse it.

The Sun Life of Canada is
"Prosperous and Progressive."



THE PARLIAMENT BUILDINGS.
A beautiful view from the Chateau Laurier.



SOME OTTAWA BUILDINGS.

Y. M. C. A. Building.

New Grand Trunk Central Station.

The Civic Library.

Sun Life Building.

Château Laurier.



CHAUDIÈRE FALLS.

Our President's Birthday.

**"Grand Old Man" of Canadian Life Assurance
Still Active at Age of Eighty-one.**

On the 20th of January, our beloved President, Mr. Robertson Macaulay, completed the eighty-first year of his long and useful life. Despite his advanced age, Mr. Macaulay is still a vital force in the direction of the Company. He still comes to the office and lends the aid of his great experience, keen mind and wonderful personality to the furtherance of the Company's and policyholders' interests. The Head Office staff, on the occasion of his birthday, sent the President a beautiful floral remembrance, to give evidence of the love and respect they bear towards him; and their hope to-day is that the President will enjoy many more years of usefulness among those to whom his life work has meant so much. We have no doubt that a similar hope exists in the breasts of all policyholders of the Company and readers of SUNSHINE throughout the world.

The splendid manner in which the Sun Life weathered the storms that beset the early years of a life assurance company was due to the energy,

enthusiasm, staunch integrity and kindly personality of Mr. Robertson Macaulay; and while an increasing amount of the burdens associated with the direction of the Company's work rests upon the shoulders of his able son, Mr. T. B. Macaulay, Mr. Robertson Macaulay is still an important force in the continually pyramiding success of the Sun Life of Canada. The imprint of his personality and integrity has been stamped indelibly upon the Company's work, and so long as he is spared to us that imprint will become deeper and deeper.

To-day Mr. Macaulay is held throughout Canada as the "Grand Old Man" of life assurance; and it is to be hoped that for many years he will continue to give both his own Company and the profession as a whole the benefit and inspiration of his counsel and his example.

"I beg to thank you for the prompt settlement of the life assurance on my father.

"Anything that I can do to increase the business of your Company by recommendation I will be pleased to do so."—MISS MABEL GRAY, Calgary, Alberta.



THE SEAT OF HIGHEST AUTHORITY.

In front the Chair of the Speaker of the Senate. Behind it the Throne used on State Occasions by the Governor-General.

Sir Henry Kelly Egan.

Among the New Year honours bestowed upon Canadians by His Majesty it is interesting to note that a knighthood has been conferred upon Mr. Henry Kelly Egan, of Ottawa, at one time a valued member of the agency staff of the Sun Life of Canada.

Sir Henry is one of the leading men in the Canadian lumber trade and one of the wealthiest men in the Ottawa Valley. He is head of the Hawkesbury Lumber Company, and besides his connection with that immense concern he is in various other ways closely associated with the business development of the capital. During the past year he was appointed a member of the Ottawa Improvement Commission. He was born at Aylmer, Que., on January 15, 1848, the son of John Egan, a native of Galway, Ireland, who represented Ottawa and Pontiac Counties successively in the Canadian Assembly, 1848-57.

Sir Henry has always taken a personal interest in the scheme of beautifying Ottawa with the ultimate object of making it the show city of the Dominion.

Many years ago, while still a young man, Sir Henry was an agent of the Sun Life and he still remembers with pleasure his association with the Company. Writing to our Managing-Director, Mr. T. B. Macaulay, in answer to a letter of congratulation, he says:

"Your kind letter was very much appreciated. Yes, I have never forgotten that I worked for the Sun Life Assurance Company and I remember it with pleasure."

The congratulations of SUNSHINE are warmly extended to Sir Henry on the occasion of his receiving the honour which has been bestowed upon him.

What She Saw.

"Farmers," said the fair city visitor, "are just as dishonest as the city milkman."

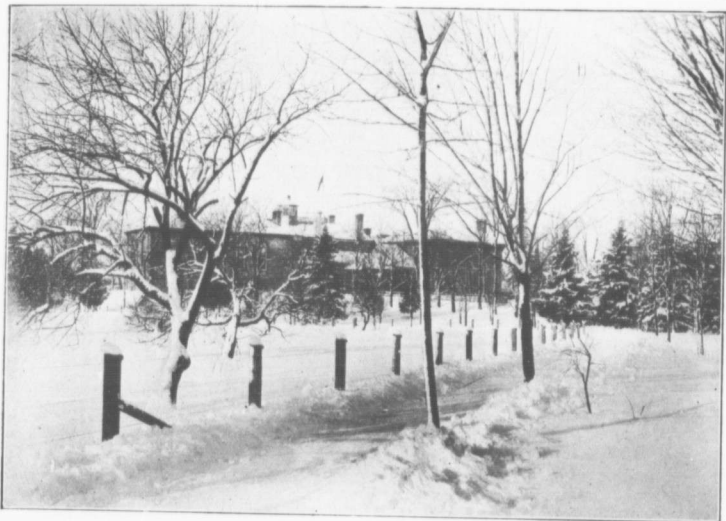
"How d'ye make that out?" asked the farmer's wife.

"This morning," said the girl, accusingly, "with my own eyes I saw your man water the cows just before he milked them."

"I am well pleased with this policy and its results; they compare more than favourably with those in one or two other leading companies with which I had dealings."—DR. WILLIAM GUNN, Clinton, Ont.



SIR HENRY KELLY EGAN.



RIDEAU HALL IN WINTER.

This modest building is the residence of the Governor-General of Canada, the present incumbent being H.R.H. the Duke of Connaught, uncle of King George.

PARTICIPATING POLICY PAYS BEST

Fifteen years ago a prominent merchant of Peterborough, Ontario, took out a 10-pay 15-year endowment policy of \$2,000 on his life at age 45 in the Sun Life of Canada, premium \$189.50.

Had this man taken a non-participating policy his premium would have been \$172.50 or \$17.00 per year less.

Participating Results

\$2,637.75

1,895.00

742.75

Almost 40 p.c.

1,299.70

..... Total cash 1st Dec. last.....

..... Total premiums paid.....

..... Amount received over that paid in.....

.. Percentage returned over premiums paid..

or, Cash returned and a paid-up policy of \$2,000

Non-participating Results

\$2,000.00

1,725.00

275.00

Almost 16 p.c.

661.25

Now, this man paid \$17.00 per year for 10 years only, or \$170.00 all told and it yielded him \$637.75 in profits. Just figure out what rate of interest that is on the \$17.00 per year, paid extra for profits!

The above policyholder thinks he had a splendid result. Don't you ?

Sun Life Assurance Company of Canada

The Results for 1913

Assets

Assets as at 31st December, 1913.....	\$55,726,347.32
Increase over 1912.....	6,120,730.83

Income

Cash Income from Premiums, Interest, Rents, etc., in 1913,	13,996,401.64
Increase over 1912.....	1,663,320.04

Surplus

Surplus distributed to policyholders entitled to participate in 1913	706,424.19
Added to Surplus during 1913	421,904.26
Surplus earned in 1913.....	\$1,128,328.45
Total surplus 31st December, 1913, over all liabilities and capital	\$5,752,986.08

(According to the Company's Standard, viz., for assurances, the O.M. (5) Table, with 3½ and 3 per cent. interest, and, for annuities, the B. O. Select Annuity Tables, with 3½ per cent. interest).

Payments to Policyholders

Death Claims, Matured Endowments, Profits, etc., during 1913.....	4,982,553.25
Payments to policyholders since organization	39,385,287.91

Assurances Issued During 1913

Assurances issued and paid for in cash during 1913	34,290,916.79
Increase over 1912.....	3,476,507.15

Business in Force

Life Assurances in force 31st December, 1913	202,363,996.00
Increase over 1912.....	19,631,576.00

The Company's Growth

YEAR	INCOME	ASSETS	LIFE ASSURANCES IN FORCE
1872	\$ 48,210.93	\$ 96,461.95	\$ 1,064,350.00
1883	274,865 50	735,940.10	6,779,566.00
1893	1,240,483.12	4,001,776.90	27,799,757.00
1903	3,986,139.50	15,505,776.48	75,681,189.00
1913	13,996,401.64	55,726,347.32	202,363,996.00