

# SUNSHINE

Vol. XI.  
No. 3

MONTREAL

MARCH,  
1906



EGYPTIAN WOMEN AND CHILDREN—LOWER EGYPT.

On the next page will be found the Directors' Report for 1905. On pages 24 and 25 the Statement of Accounts, and on page 32 a Statement giving the main items of the year's transactions.

Sun Life Assurance Company of Canada.  
Thirty-fifth Annual Report, 1905.

PRESENTED AT THE ANNUAL MEETING FEBRUARY 27TH, 1906.

The applications for assurance were 18,692, for \$25,591,834. The assurances actually completed and paid for were 14,009, covering a total of \$18,612,056.00, being an increase over the figures of the preceding year of \$2,700,152.00.

The policies in force at the close of the year were as follows :

Ordinary . . .	59,816	\$93,147,947.00
Thrift . . .	14,625	2,142,948.00
Total . . .	<u>74,441</u>	<u>\$95,290,895.00</u>

These figures show an increase over those of last year of 5,934 policies assuring \$9,963,232.00.

The income for the year shows a remarkable increase. The premiums received in cash for assurance and annuity contracts were \$4,301,137.92; from interest, rent, profit on investments, etc., \$1,416,354.31, the total from all sources being \$5,717,492.23, an increase for the year of \$1,115,556.04.

Claims by death numbered 642 for \$982,984.42, under 700 policies; while the endowment assurances which matured were 282 for \$290,025.00. The total amount paid to policyholders or their representatives, including profits and annuity payments, reached \$1,648,285.78.

The assets received a handsome increase—much larger than in any previous year, the total now being \$21,309,384.82, an advance during the twelve months of \$3,457,623.90.

The foregoing results should be highly satisfactory to the policyholders, and yet the increase in the surplus is still more gratifying. During the year \$166,578.30 was distributed to policyholders as cash profits, and the undivided surplus was during the same period increased by \$1,177,793.45, a very much larger ad-

dition than ever previously made. Of this amount \$616,541.00 was used as the final instalment required to bring the reserves on the old policies to a three and one-half per cent. basis; the total amount thus used for policies issued before January 1st, 1900, being \$1,186,111.38. The Insurance Act allows till January 1st, 1915, to complete that change, but your directors considered that it would be unwise, having a large surplus on hand, to wait until the expiration of the time limit allowed by law. After bringing all reserves up to this severe standard, the net result is that there remains a surplus over all liabilities and capital stock of \$1,735,698.59. These figures very clearly indicate the strong position to which the Company has attained, and should justify our policyholders in expecting unusually satisfactory profit returns on their policies from now out. The basis for distribution adopted for 1906 is higher than that for 1905, which again in its turn was higher than that for the previous year.

The assets continue to be invested in securities of the highest order, both in regard to safety and profitableness. On those sold during the year a net profit of \$437,930.02 was made, while those that are still owned by the Company show a market value much in excess of the cost. In every respect the position of the Company is highly satisfactory, and the outlook for the future is most encouraging.

R. MACAULAY,  
President.

T. B. MACAULAY,  
Secretary.

S. H. EWING,  
Vice-President.

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



1. Scene in Canal, Yokohama.
3. Landing Wharf, Yokohama.
5. Grand Hotel, Yokohama.

2. Entrance to the Beautiful Park at Nara, Japan.
4. Along the Bund, Kobe, Japan.
6. Street Scene in Sendai, Japan.

## FROM THE ATLANTIC TO THE PACIFIC.

A FEW OPINIONS OF THE CANADIAN PRESS ON THE SUN LIFE OF CANADA'S REPORT FOR 1905.

### HALIFAX, N.S.

Substantial and rapid growth has been the history of the Sun Life of Canada from its organization, but no year in its history has the Company shown such advances as last year. In our advertising pages will be seen a statement the Company has sent out that tells a story of success. The increases over last year are splendid. A feature of last year's operations is the completion of placing all the Company's policies upon a 3½ per cent. interest basis—thus strengthening the Company's reserves. Life companies are allowed until 1915 to do this, but the Sun Life of Canada did it in 1905, and it is now untrammelled to pursue its way of progress. The policyholders of the company should feel pleased with this most excellent showing.—Halifax Recorder.

### ST. JOHN, N.B.

To many people one life assurance report is as another, but at present the public is more attracted by a life company's statement than a year ago. The report of the Sun Life of Canada spells out the Company's motto: "Prosperous and Progressive."

This company has always been favored with "record years," but 1905 is a decidedly record year.—Globe, St. John.

### MONTREAL.

The report for last year of the Sun Life Assurance Company of Canada, bears further testimony to the success in Canada of life underwriting during a period when some American companies were having anything but a confidence creating experience. The Sun Life of Canada statement shows considerable and gratifying increases in the amount of assurance paid for and the amount in force, the cash income, the assets, and the surplus. The latter, calculated according to the government standard, now amounts to \$2,921,810. The law says that Canadian life companies by the year 1915 must place their business on a 3½ per cent. basis a requirement more severe than the existing money market conditions suggest is necessary. The Sun Life of Canada has gone faster than the law ordained, however, and last year completed the work, though it took over \$600,000, and this, it is stated, without impairing to a

marked degree the profits of the policyholders. The result is to place the company in a strong financial position.—Gazette, Montreal.

### OTTAWA.

When figures get into millions they are apt to be confusing to the average individual, but with Canada growing as it is to-day it cannot be helped. The statement of the Sun Life of Canada gives a fair array of millions, but the items are so clearly defined that they are easily comprehended. This company does not say much of itself throughout the year, but to use a slang expression, they "keep sawing wood." The past year was the Company's most prosperous. The assurances issued and paid for, show a steady and strong organization, and it will be noticed that the cash income averaged over \$:6,000 for every working day of the year.—Journal, Ottawa.

### TORONTO.

Life assurance has had a good deal of the attention of the public during the past year, and no doubt people in general are better posted than they were heretofore. As a consequence of the trouble in the United States companies, the Canadian companies have had more attention given to them by Canadians.

The Sun Life of Canada apparently has had an extra share of the business, as will be seen by the statement the Company publishes in the advertising pages of to-day's issue.

The law requires all Canadian companies by the year 1915 to place their business on a 3½ per cent. basis. The Sun Life of Canada set aside each year a portion of the amount required, and completed the work last year, requiring over \$600,000 to do it.—Toronto Globe.

### VANCOUVER, B.C.

The Sun Life of Canada has again demonstrated that its motto, "Prosperous and Progressive," means what it says. The statement is one that should be very gratifying to the Company's many policyholders and the public generally.

The rapid and substantial growth of all the items that are vital to a company's growth goes to show that the Sun Life of Canada is a company of great financial strength.—Province, Vancouver.

## A PAGE OF SATISFACTION.

Wooler, Ont., June 5th, 1905.

SUN LIFE ASSURANCE CO. OF CANADA,  
Montreal.

Gentlemen,—Twenty years ago I took out a policy for \$1000.00 in the Sun Life Assurance Co. on the semi-endowment plan. By this policy I was protected to the extent of \$1000.00 and at the expiration of the term, if still living, I was guaranteed \$500.00, together with the profits accruing in that time to my credit. To-day your agent handed me a cheque for \$839.95, giving me \$339.95 in profits, which amount exceeds your present estimate on that class of policy by over \$30.00. Please accept my warmest thanks for your promptness, and rest assured that I shall neglect no opportunity to recommend the Sun Life Assurance Co. of Canada to anyone who may be contemplating business along this line.

Yours with thanks,

R. J. MCCONNELL.

Brockville, Ont., Dec. 2nd, 1905.

Messrs. J. R. & W. L. REID,  
Managers Eastern Ontario,  
Ottawa, Ont.

Dear Sirs,—I have to thank you for your cheque for \$932.62, handed me the very day of maturity in settlement of a fifteen-year pay-life policy. This is a return of all the premiums paid and a little over, besides free insurance for 15 years of \$1000.00. Considering that I did not take this policy until I was 52 years of age, at which age the cost of assurance is high, the result is very satisfactory.

Yours truly,

D. B. JONES.

Calgary, Alta., Jan. 2nd, 1906.

R. J. STUART, Esq.,  
Manager,  
Sun Life Assurance Company of Canada,  
Calgary, Alta.

Dear Sir,—I beg, to acknowledge with thanks, the receipt through you of a cheque for payment in full of balance due me on endowment policy number 13330 which matured yesterday. I received large cash profits on three former occasions which, being added to the above amount, makes the result of my policy very satisfactory to me.

Yours respectfully,

W. A. THOMPSON.

Detroit, Mich., Dec. 6th, 1905.

JOHN A. TORY, Esq.,  
Sun Life Assurance Co. of Canada,  
Detroit, Mich.

Dear Sir,—Please accept thanks for your cheque in payment of claim on my late husband for \$5,000, together with accrued profits. I had no idea that in addition to the face of the policy that your Company would pay me additional dividends. Therefore, the second amount was a very pleasant surprise.

I take this opportunity to thank your Company, through you, for their promptness and courtesy to me, and would strongly recommend the Sun Life Assurance Company as a first-class, honorable Company to deal with.

Yours sincerely,

LILLIAN ROBINSON.

HEAD OFFICE THE ONTARIO BANK,

Toronto, March 8th, 1906.

W. H. HILL, Esq., Peterboro, Ont.

Re-Policy No. 13566.

Dear Sir,—I have received your letter of the 6th inst. Mr. Smith, Manager of our Toronto Branch, is sending you a cheque for the balance of the loan, and also the discharge for the above policy, and writing you as to the two policies now held by you against the loan, which we are paying in full. I was very much pleased to receive your letter showing the profits on this policy, which I may say were in excess of the amount we expected to receive. This speaks well for the management of the Company you represent in Central Ontario.

Yours truly,

C. MCGILL, General Manager.

Windsor Street Station, January 24th, 1906.

Mr. J. C. STANTON, JR.,  
Manager City Branch, Sun Life of Canada,  
Montreal, Que.

Dear Sir,—I must express my satisfaction with my settlement to-day, regarding semi-endowment Policy No. 13430, twenty payments. The estimated figures given me by your Agent at the time the policy was taken out were \$864.00 per thousand of assurance, while the actual amount received was \$884.00 per thousand, which needless to say is very satisfactory.

Yours truly,

ROBT. MILLAR,  
Station Agent,



Nubian Children.

President James, of the North-Western University, was once traveling with a clergyman who is sixty, but looks so much older than he is, and is so sensitive about it, that any guess at his age always makes a painful scene. At a small rural station an aged and bent farmer, panting violently, boarded the train. "I have had to run," he said, "nearly a half mile to catch this train." Then addressing himself to Professor James' companion, he went on—"It's a bad job, sir, when old folks like you and me has to run." The clergyman, frowning, asked the farmer how old he was. "I'm eighty-six," was the reply. "Oh," said the clergyman, "there is twenty years' difference between you and me." "Goodness, sir," exclaimed the old man, "you don't mean to tell me you're a hundred and six."

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

### The Other Side.

According to the Southeastern Underwriter, 79 old line legal reserve life companies have, since beginning business, to December 31st, 1904, collected from their policyholders the sum of \$5,200,000,000. They have already paid back to them in death claims, endowments, dividends, and otherwise the sum of \$3,276,000,000. They now hold for their benefit and future payment, the sum of \$2,269,000, making the enormous sum of \$345,000,000 already paid and now held, *in excess* of what they received in premiums. This sum has been accumulated, generally speaking, by careful investments, economical management and a constant regard for the rights of the policyholders. It is true that some few companies have spent money wrongfully and illegally, and no doubt have been extravagant in their business management. But the amount all told has fortunately been a very small part of the \$345,000,000 above mentioned.



Coliseum at Rome.

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1. Green Island, Entrance to Hong Kong Harbor.
2. Moyano Hotel, Honolulu.
3. Chartered Bank of India, Australia and China, Singapore.
- 4, 5 and 6. Street Scenes, Singapore.

# STATEMENT OF ACCOUNTS FOR 1905

## Sun Life Assurance Company of Canada.

### INCOME

Premiums—Life, New, including single premiums . . .	\$ 837,250.45	
Renewals . . . . .	3,025,674.32	
	\$3,862,924.77	
Annuities . . . . .		344,676.52
Accident . . . . .		115.82
Thrift Premiums, New . . . . .	\$ 18,729.24	
Renewals . . . . .	75,931.10	
	94,660.34	
Less paid for re-assurance . . . . .	\$4,302,377.45	
	1,239.53	
Interest . . . . .		\$ 4,301,137.92
Rents, less taxes and repairs . . . . .		958,261.58
Net profit on sale of securities . . . . .		20,162.71
		437,930.02
Total Income . . . . .		\$ 5,717,492.23

### ASSETS

Debentures—Market Values:		
Government, State, Provincial and Municipal bonds . . . . .	\$1,224,098.39	
Railway, Traction, Gas and other corporation bonds . . . . .	9,183,863.82	
	\$10,407,962.21	
Stocks—Market Values:		
Preferred and guaranteed stocks . . . . .	\$1,307,221.00	
Other stocks . . . . .	864,390.93	
	\$ 2,171,611.93	
Loans on Real Estate, first mortgage . . . . .	2,272,140.46	
Real Estate, including Company's buildings . . . . .	1,056,597.83	
Ground rents . . . . .	38,640.00	
Loans on Company's policies (fully covered by reserves on same) . . . . .	1,732,198.77	
Loans on bonds and stocks . . . . .	1,789,759.38	
Cash in banks and on hand . . . . .	1,080,478.94	
Cash deposited with Foreign Governments . . . . .	74,700.00	
Outstanding premiums (less cost of collection) . . . . .	348,692.90	
Deferred premiums . . . . .	123,575.08	
(These items are secured by Reserves included in Liabilities)		
Interest due and accrued (largely since paid) . . . . .	202,811.74	
Rents due and accrued . . . . .	10,215.58	
Net Assets . . . . .		\$21,309,384.82

### DISBURSEMENTS

Death Claims, including bonuses . . . . .	\$33,606.88
Matured Endowments including bonuses . . . . .	287,493.38
Annuity payments . . . . .	105,174.11
Cash profits paid policyholders . . . . .	166,578.30
Bonuses surrendered . . . . .	2,873.11
Surrendered values . . . . .	232,551.25
Accident claims . . . . .	8.75
Dividends on Capital Jan. and July, 1905 . . . . .	15,750.00
Expense Account . . . . .	432,049.67
Commissions . . . . .	690,127.09
Medical fees . . . . .	58,559.05
Taxes, exclusive of those on real estate . . . . .	38,513.57
Expenses Thrift Department . . . . .	34,908.92
Total Disbursements . . . . .	\$ 2,919,194.08
Surplus over Disbursements . . . . .	2,799,298.15
	\$ 5,717,492.23

### LIABILITIES

Reserves on Life Policies according to the Hm. Table, with 3½ per cent. interest . . . . .	\$17,826,001.30
Reserve on Annuities, same basis . . . . .	1,277,835.61
	\$19,103,836.91
Less Reserves on Policies re-assured . . . . .	3,637.99
	\$19,100,198.92
Death Claims reported but not proved, or awaiting discharge . . . . .	236,097.62
Annuity claims due and unpaid . . . . .	7,499.04
Matured Endowments awaiting discharge . . . . .	7,149.00
Present value of Death Claims payable by instalments . . . . .	68,322.61
Unearned Accident Premiums . . . . .	69.49
Dividends to Policyholders unpaid . . . . .	30,501.14
Sinking Fund deposited for maturing debentures, etc . . . . .	4,799.47
Dividends due Shareholders 1st Jan., 1906 . . . . .	7,875.00
Sundry Liabilities . . . . .	6,182.94
Total liabilities . . . . .	\$19,468,686.23
Cash Surplus to Policyholders by Hm. 3½ per cent. standard . . . . .	1,840,698.59
Capital paid-up . . . . .	\$ 105,000.00
Net Surplus over all liabilities and capital stock . . . . .	1,735,698.59
Over all liabilities except capital . . . . .	\$ 1,840,698.59
	\$21,309,384.82

The Net Surplus over all liabilities and capital stock, according to the Dominion Government standard, is \$2,021,810.00

In addition to the above the policyholders have the benefit of the security of the subscribed but uncalled capital amounting to \$95,000.00.



# SUNSHINE

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

A. M. MACKAY, *Editor.*

THE **March** 1906

SUN.	MON.	TUE.	WED.	THU.	FRI.	SAT.
Five O'clk	Ten O'clk	Five O'clk	Five O'clk	Five O'clk	Five O'clk	Five O'clk
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31



HEAD OFFICE BUILDINGS  
SUN LIFE ASSURANCE COMPANY  
OF CANADA.

DIRECTORS :

R. MACAULAY, ESQ.  
*President and Managing-Director.*

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

J. P. CLEGHORN, ESQ.  
CHARLES CUSHING, ESQ.  
J. R. DOUGALL, ESQ., M.A.  
ABNER KINGMAN, ESQ.  
T. B. MACAULAY, ESQ.  
JOHN MCKERGOW, ESQ.  
JAMES TASKER, ESQ.

T. B. MACAULAY, F.I.A.  
SECRETARY AND ACTUARY.

GEO. WILKINS, M.D., M.R.C.S. ENG.  
CHIEF MEDICAL OFFICER.

ARTHUR B. WOOD, F.I.A.  
ASSISTANT ACTUARY.

E. A. MACNUTT,  
TREASURER.

*Agency Department :*

FREDERICK G. COPE,  
SUPERINTENDENT OF AGENCIES.

The Pathetic Side of Life Assurance.

Life assurance solicitors do not always receive the glad hand of welcome when they call on men and try, as best they know how, to influence them to assure their lives. The mission of a life company's representative when he hands the widow a cheque, in payment of a death claim, is the other side of the question. While the latter has its sorrowful side yet the fact of being able to meet the world's obligations from the proceeds of the cheque is to the bereaved ones a great blessing.

Life solicitors daily meet with tragedies in their rounds in search of business.

Just the other day a representative of this Company working in Montreal told us of a case he came across that morning.

Nearly a year ago, he said, a clerk in a Government office in the city was canvassed for life assurance to protect his wife and four small children. The man had his excuse, as all men have. His excuse was that they were moving into a new home and there were extra expenses to be met. Life assurance men are familiar with all kinds of excuses, and can answer the most of them, so the solicitor continued his canvass, and found that the clerk did not realise the risk he was running in not having any life assurance. He was earnestly dealt with, for the representative in question is an honest man and takes his business seriously, being in the life assurance business for the good he can do, as well as the good he receives in money

value. His pleadings were fruitless. Eventually a promise was extracted that in the early winter the clerk would consider the question. The assurance man called about the time agreed upon, when he was told that the young man had a few days previously succumbed to pneumonia.

The unfortunate man was without money and the hat had to be passed around among his former associates for funds to meet the pressing needs of the family.

Is this not a tragedy?

Were the bereaved wife left alone she could easily earn a living for herself, but with four helpless children to provide for, and without money, it is a pitiable condition indeed.

It might have been otherwise—even one thousand dollars of assurance would have been a God-send to that poor woman.

The life assurance solicitor felt very keenly his responsibility in the matter. He felt that perhaps he did not do his best in his canvass, that he should have been more persistent; but he did not know the future, neither did the other man.

This is the pathetic side of life assurance, and the conscientious assurance solicitor sees many things, from day to day, that so impress him with the danger of putting off life assurance, that he can be pardoned his earnestness and persistence in pleading with men that they may be assured up to the limit of their financial ability.

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#### Keeping Up to Its Motto,

The Sun Life of Canada made 1905 another record year, thereby adding to its already long string of successes. The volume of new business written and paid for was larger by \$2,700,000 than the amount written in the previous year,

the total paid-for new issues being \$18,615,057. While the writing of new business is commendable as tending to spread the benefits of life assurance more widely, it is equally as important to retain business on the books, and in this respect the Sun Life of Canada shows up very well indeed. It now has assurance in force amounting to \$95,290,895, the gain during the year being \$9,963,232. Large gains were also made in other items of the statement, among which may be mentioned \$1,155,556 in total income; \$3,457,624 in assets and \$1,177,793 in surplus. A few years ago there was passed by the Dominion Parliament a bill providing that life assurance companies should increase their reserves by adopting a three and one-half per cent. interest rate, but gave them until the year 1915 to make the change so far as old policies were concerned. The Sun Life of Canada has saved ten years by now putting all its old business on a three and one-half per cent. standard. In order to do this it transferred during last year the sum of \$616,541 from the surplus account to reserve, but its great financial strength is shown by the fact that even on this rigid standard it has a surplus to policyholders of \$1,735,699. On the standard permitted by the government requirements the surplus is \$2,921,810. Payments to policyholders last year amounted to \$1,648,286, including \$166,578 in the form of dividends. The Sun Life of Canada and its executive officers are well known throughout the world, and both President Robertson Macaulay and Secretary T. B. Macaulay believe firmly in keeping the record of the company up to its motto: "Prosperous and Progressive."—Spectator, New York.

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

## Auditors' Certificate.

Montreal, February 21st, 1906.

To the President and Shareholders of the  
Sun Life Assurance Company of Canada,  
Montreal.

Gentlemen :—

We beg to report having audited the books of your Company for the fiscal year ended 31st December, 1905.

The financial transactions have been incorporated in the books of account in a satisfactory manner, and the disbursements paid through the head office and the agency offices have been supported by documentary evidence.

The Annual Statements of the Company have been verified from the financial books and the records of the various departments and we have signed the same, viz. :—

1. Statement of Assets and Liabilities at the 31st December, 1905.
2. Statement of Income and Disbursements for the year 1905.

The balances at the credit of the Company with the various banks have been established by certificates.

We are in communication with your mortgage debtors for the purpose of checking as usual the loans due to your Company under mortgage.

We are also verifying the documents held against the loans made through your Policy Loan Department.

A report from the Examining Committee of your Directors will be made direct to you, covering the bonds, stocks and other investments of the Company.

Respectfully submitted,

P. S. ROSS & SONS,  
Chartered Accountants.



## Report of Examining Committee,

The undersigned Committee of Directors have carefully examined the bonds, certificate of stocks and mortgages as specified in the statement of the assets of the Sun Life Assurance Company of Canada, as at December 31st, 1905, and found everything in perfect order and as set forth in the said statement.

J. P. CLEGHORN,  
S. H. EWING,  
CHAS. CUSHING.

Montreal, February 21st, 1906.



Shepherd's Hotel, Cairo, Egypt.

"It is amazing," said Professor Cropp of the University of Colorado, the other day, "what an interest people take in any change in their physique.

"I know a fat woman who spent July at the seashore, taking an ocean bath and a hot bath daily, so as to reduce her weight.

"The day she was to leave for home she entered a butcher shop and told the clerk to cut her off twenty pounds of pork.

"He cut and weighed this great chunk of meat and then said :

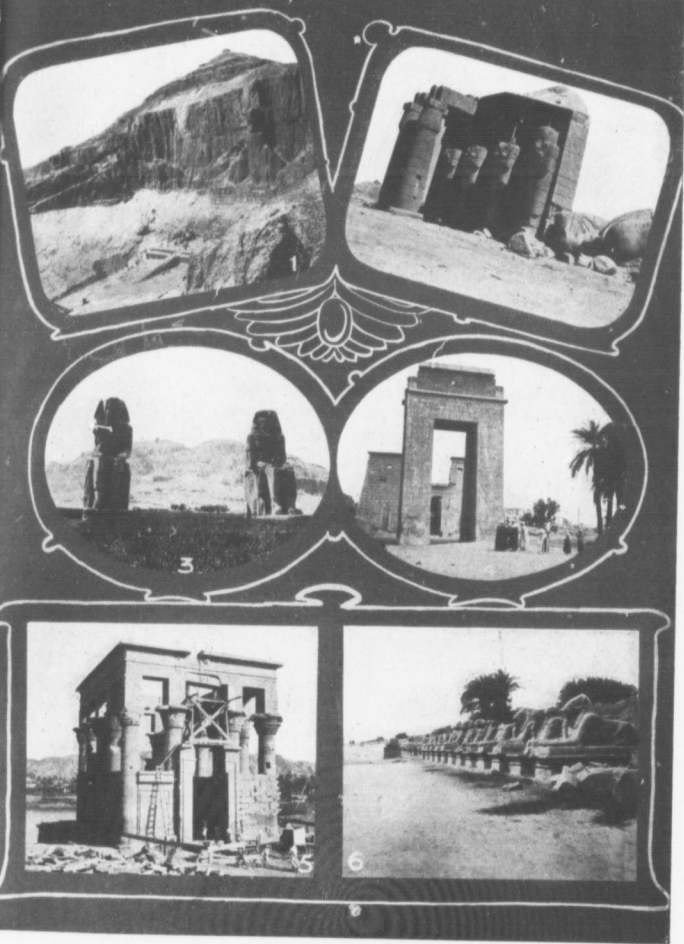
"Where, madam, shall I send it?"

"The woman, as she feasted her eyes on the pork, replied :

"Oh, don't send it anywhere. I don't want to buy it. You see, I have lost twenty pounds since I have been down here, and I just wanted to see how much it was."—Philadelphia Enquirer.



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



1 and 2. Ruins of Thebes.

3. Colossi of Memnon, Thebes.

4. Ruins at Temple of Karnak.

5. Kiosk of Cleopatra, Island of Philae.

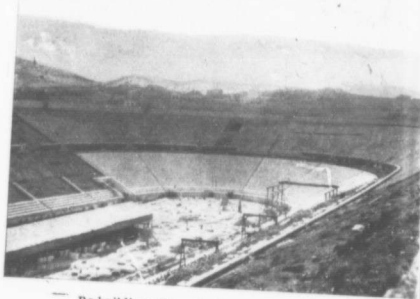
6. Avenue of Sphinxes, Temple of Karnak.

### This Month's Illustrations.

We are indebted to Mr. H. B. Higinbotham, Manager for France, for the photographs in this month's issue of SUNSHINE. Mr. Higinbotham used his camera to good profit when he was a "globe trotter" some years ago, and he very kindly has placed at the disposal of SUNSHINE a number of very interesting photographs.

### Prosperous Self-Denial.

There is surely something in the idea that genuine unselfishness brings its steady reward, says the Denver Post. The most successful of all modern institutions is life assurance, yet the fundamental principle of life assurance is about as far removed from the spirit of self-advancement as anything that can be imagined. It is self-denial and self-abnegation practiced by men in order that their families may never know want, but it results in the most prosperous business known to mankind; a business free from disaster, growing continually and a source of wonder to the greedy world at large and comfort to its army of friends. Nowhere else do men put away their earnings for their mutual good and that of their dependents as in life assurance, and in nothing else is there such progressive prosperity. A cynical world hates to believe that there is such a thing as veritable unselfishness, or that if it exists at all it can in any way be an attribute of cleverness. But in buying and keeping alive his assurance a man's last thoughts are for himself, yet he is doing his part, among other things, to maintain and perpetuate the most prosperous of all financial institutions, a good life company, and is also proving his own shrewdness. It is his company. He



Re-building of the Stadium, Athens, Greece.

owns some of it. He shares in its profits, and his estate or himself are in due time to be fully reimbursed for all he has put in. He is thereby showing every day that unselfishness pays, and that there is at least one place in existence where a man does not have to get the best of somebody in order to win for himself and his family.

Speaker Joseph Cannon, of the United States, in response to a toast at a recent dinner, began his remarks so as to create the initial laugh which is so much desired by orators as a preparation for weightier matter to follow.

"Astronomers tell us," he began, "according to the gentleman who has just sat down, that an express train moving a hundred miles a second would consume several million years in reaching a certain star.

He paused and looked toward the guest to whom he had referred.

"That was the statement," said the Speaker's neighbor, nodding.

"I was just thinking," pursued Mr. Cannon, "what a predicament a man would be in if he should miss the last train and have to walk."

### The Unique Security of Life Assurance.

One of the most conspicuous examples of the unique security of life assurance is that of Charles W. Netcher, creator and owner of the Boston store, one of the great Chicago State street emporiums, writes Herbert Vanderhoof in the Indianapolis News. The Boston store does a business of millions each year; its annual turn over in stock is stupendous; the crowds who trade with it are endless. Surely, if success could be predicted of any undertaking, it could safely be counted on for the Boston store. But Mr. Netcher, shrewd man that he was, decided to "play safe." Out of the profits accruing to himself he bought and continued immense assurance policies. When he suddenly died, worn out by his nervous intelligence, his widow was paid \$500,000—half a million—by an assurance company.

In this case the half-million was not indispensable, since the store was a success, but the widow, herself developing acute business sense and enterprise, is employing it in enlarging the store to mammoth proportions in order to seize the possibilities of business which have developed. Meanwhile, it is said, following the policy of her husband, she has made heavy investments in life assurance.

Another example of how able men regard life assurance is that of a man I once knew intimately. He was energetic and ambitious. He desired to make one of the great fortunes of the country, and he missed doing so by a hair's breadth.

He realized that to achieve his ambition he must risk much, if not all. He had inherited a small manufacturing plant.

He sold it and went into the telephone business when telephones were new. He succeeded; he rapidly acquired a large fortune. He desired a larger one and went into far-reaching speculations, many of which would not mature for several years and would require able manipulation meantime. His whole wealth was tied up. Suddenly he was seized with typhoid fever and died within a fortnight.

Deprived of the master hand, the speculations proved valueless; they absorbed the dead man's whole estate. His family, an expensive one, was panic stricken. But the assurance companies paid down \$160,000, which the husband and father, realizing the speculative nature of his operations, had secured to his family in the event of his death. Out of all that able man's activities there remained a single available asset, his investment in life assurance.

No wild beast is more to be dreaded than a communicative man having nothing to communicate.—Swift.

The most virtuous of all men is he that contents himself with being virtuous without seeking to appear so.—Plato.



Sea Drive, Colombo, Ceylon.

# Sun Life Assurance Company of Canada

"PROSPEROUS AND PROGRESSIVE"

## THE RECORD FOR 1905

Assurances issued and paid for in Cash . . . . .	\$18,612,056.51
Increase over 1904 . . . . .	\$ 700,152.27
Cash Income from Premiums, Interest, Rents, &c. . . . .	5,717,492.23
Increase over 1904 . . . . .	\$1,115,556.04
Assets as at 31st December, 1905 . . . . .	21,309,384.82
Increase over 1904 . . . . .	\$3,457,623.90
Increase in Surplus during 1905 . . . . .	1,177,793.50
Out of this there was set aside to complete the placing of all the policies on the 3½ per cent. standard the sum of . . . . . (although the law allows the Companies until 1915 to do this.)	616,541.00
Surplus over all Liabilities and Capital (according to Hm. Table, with 3½ per cent. interest) . . . . .	1,735,698.58
And in addition profits were paid to policyholders amounting to . . . . .	166,578.30
Surplus by Canadian Government Standard . . . . .	2,921,810.00
Death Claims, Matured Endowments, Profits and all other payments to Policyholders during 1905 . . . . .	1,648,285.78
Payments to Policyholders since organization . . . . .	13,118,368.35
Life Assurances in force, December 31st, 1905 . . . . .	95,290,894.71
Increase over 1904 . . . . .	\$9,963,231.86

## LOOKING BACKWARD—FIFTEEN YEARS

SHOWING THE STEADY GROWTH OF THE COMPANY

	Income.	Net Assets exclusive of Uncalled Capital.	Life Assurances in force.
1890 . . . . .	\$ 889,078.87	\$ 2,473,514.19	\$16,759,355.92
1895 . . . . .	1,528,054.09	5,365,770.53	34,754,840.25
1900 . . . . .	2,789,226.52	10,486,891.17	57,980,634.68
1905 . . . . .	5,717,492.23	21,309,384.82	95,290,894.71