

Jos. Eugene Derome.
Quebec Seminary,
Quebec

MONTREAL, MAY, 1897.



WHAT SHALL I WRITE?

ANNUAL MEETING

OF

THE SUN

Life Assurance Co. of Canada.

The Annual Meeting of this Company was held at the Head Office of the Company in Montreal, on the 2nd April. The President, Mr. Robertson Macaulay, occupied the Chair. The following Report and Financial Statements were submitted:

DIRECTORS' REPORT.

The Directors have much satisfaction in presenting the following report on the transactions of the Company for the year ending the 31st December, 1896, together with the audited accounts.

The life applications received were 10,898 for assurances to the amount of \$11,110,292.19. Of these 10,161, covering \$9,741,258.38 were accepted, and policies issued therefor, the balance being declined or not completed. The assurances on which premiums were actually paid in cash before the close of the year were 6,519 for \$7,468,281.57. This new business is not only larger than that secured by the Company in any previous year of its history, but also much larger than that of any other Canadian life company.

The policies in force on 31st December last, were 26,840, assuring \$38,196,890.92, being an increase for the year of 4,539 policies for \$3,441,050.67.

The Company has recently introduced a system by which the benefits of life assurance are extended to persons of limited income, by means of policies of small amount, but calling for annual, half-yearly or quarterly premiums in the usual way. These assurances are known as Thrift policies. The influence of this department is observable in

the reduction in the average sum of the new assurances. In the ordinary department the average amount of the new policies was \$1,931.

The cash premium income, after deducting sums paid for re-assurances, amounted to \$1,529,624.34. In addition to this \$120,644.02 was received as consideration for annuities granted. The total net premium income was thus \$1,650,268.36, being an increase of \$348,679.29 over the figures of the previous twelve months. The total receipts for the year, including interest and rents, were \$1,886,258.00.

The death claims which fell in were 215, on 190 lives, and assuring \$350,185.17. The amount "expected," according to our mortality tables, was \$454,544.75. It will thus be seen that while the sum paid was large, the Company's experience was in reality very favorable. In addition to the foregoing, 53 endowment assurances for \$64,934.90 matured during the year. The total payments made to policyholders were \$512,886.86. It may be interesting to know that in the twenty-six years of its active history, the Company has returned to policyholders or beneficiaries \$3,626,628.80. It would be difficult to estimate the extent of the influence for good of this large amount, which has been paid chiefly to widows and orphans, or to persons in advanced age.

The assets now amount to \$6,388,144.66, being an increase of \$1,022,374.13 during the year. After setting aside the amounts needed to cover all outstanding claims; after valuing the policy liabilities by the very severe standard which the Company has voluntarily adopted, (the Institute of Actuaries H.M. Table with 4 % interest); after providing for the paid-up capital stock; and after distributing \$27,835.23 in cash profits to policies entitled to participate during the year; there remains a net surplus over all liabilities of \$282,608.65.

For the purpose of showing what the corresponding Surplus figures would have been had any of the following tables been

used in valuing the policies, the several net results are here appended :

	Surplus over all liabilities and capital stock.
By the Dominion Government standard (the Hm. table with 4½% interest) \$595,002.02	
By the American table with 4% " " " " 432,604.32	
By the American table with 4½% " " " " 749,555.88	

Since the last annual meeting the Company has further extended its operations in the United States by establishing a branch at Philadelphia, covering the States of Pennsylvania and Maryland, and the District of Columbia.

The foregoing statements speak for themselves as to the progress and prosperity which have characterized the Company's growth; and the character of its business in those matters which do not appear on the surface and which can only be known to those having an intimate knowledge of its affairs, has been equally satisfactory.

The Directors have to record with much regret the death, since the last annual meeting, of their esteemed colleague, Mr. Robt. Anderson, who had been a member of the board since 1884 and whose deep interest and conservative judgment they much appreciated. Mr. T. B. Macaulay was unanimously appointed to fill the vacancy thus created. The Directors who retire by rotation are the Hon. A. W. Ogilvie and Mr. J. P. Cleghorn. Mr. T. B. Macaulay's election also comes before you for confirmation.

R. MACAULAY,
President.

T. B. MACAULAY,
Secretary and Actuary.

A. W. OGILVIE,
Vice-President.

STATEMENT OF ACCOUNTS FOR 1896.

INCOME.

Premiums—Net.....	\$1,529,624 34
Annuities.....	120,644 02
	\$1,650,268 36
Interest and Rents.....	235,989 64
Total Income.....	\$1,886,258 00

DISBURSEMENTS.

Death Claims and Matured Endowments, including Bonuses.....	\$296,534 80
Annuity Payments.....	7,149 42
Cash Profits, Bonuses Surrendered, Surrender Values, Accident Claims.....	4,6933 58
	\$310,380 80
Dividends on Capital.....	9,373 05
Expense Account, Commissions, Medical Fees.....	459,733 32
	\$570,090 18
Total Disbursements.....	\$880,470 98
Surplus over Disbursements.....	\$1,886,258 00

ASSETS.

Debentures—Market value.....	\$1,111,305 05
Stock and Loans on Bonds and Stocks.....	47,017 50
Loans on Real Estate, first mortgages.....	3,098,135 13
Real Estate, including Company's Building.....	473,534 18
Loans on Co's Policies (reserves on same, over \$1,000,000).....	439,463 72
Premiums advanced under nonforfeiture agreements.....	36,337 06
Cash in Banks and on hand.....	39,277 14
Outstanding and Deferred Premiums.....	349,035 79
Interest and rents due and accrued, etc.....	19,353 68
	\$6,585,044 06

NET ASSETS.....

[Including uncalled Capital, the Total Assets are \$6,875,644 06.]

LIABILITIES.

Reserve on Life Policies and Annuities (Hm 4 p. c.) net.....	\$5,618,007 11
Additional Amount reserved to change Standard to Hm. 4 p. c.....	313,093 37
Total Reserve by Hm. 4 p. c. table.....	\$5,932,000 48
Death Claims and Matured Endowments (awaiting discharge).....	64,777 13
Present value of Death Claims, payable in instalments, not yet due.....	4,500 14
Dividends to Policyholders unpaid and Sundry Liabilities.....	43,272 80
	\$604,550 04
Total Liabilities.....	\$6,536,550 52
Cash Surplus to Policyholders by Hm. 4 p. c. Standard.....	345,108 65
Capital paid-up.....	\$ 62,500 00
Net Surplus over all Liabilities and Capital Stock.....	282,608 65
	\$ 345,108 65

The Net Surplus according to the Government Standard is.....\$ 395,932 02

The Surplus to Policyholders, including subscribed but uncalled Capital, according to Govt. Standard is.....\$1,033,402 02

\$6,886,144 66

THE PRESIDENT in moving the adoption of the report drew attention to the remarkable growth and development of the Company, in spite of the financial depression which had so generally prevailed. Not only was the gain in new business and in business in force satisfactory in the highest degree, but the no less important and essential items of Income, Assets and Surplus showed increases that were eminently gratifying. With regard to these sure tokens of progress, he would like to point out that the increases made by the Company in the single year covered by the report were but little less than the total results under these heads at the end of the first 16 years of the Company's history. This was very noteworthy as showing what great strides the Company had lately taken in winning the confidence of the public. The volume of new business secured, exceeding eleven millions, and surpassing anything ever before achieved by a Canadian Company, deserved special emphasis for the same reason.

It was also very gratifying to find that both the Death rate and general expenditure were so well within reasonable bounds.

The policy of extending the Company's field of operations into Great Britain, the United States and other sections beyond the limits of the Dominion, had been amply justified by actual results. Sister Companies had, by adverse criticisms, made capital for years out of that movement on our part, but the Sun Life of Canada has now a large following, with the promise of a contingent to bring up the rear soon. The fact was that owing to Canada's extended territory and sparse population and the keen and persistent competition from British and American Companies, it had become almost necessary, in order to obtain the average experience required in Life Assurance, that our Home Companies should

in their turn cultivate for themselves a foreign business. The rapid growth of Life Assurance and the ever-increasing economic uses to which it is being put by all classes from the millionaire, like Mr. Wannamaker, down to the wage-earner, who could lay aside but a very few dollars per annum was one of the many remarkable features of the closing century. The Thrift department of Sun Life of Canada, which is meeting with a cordial reception wherever established, enables people of very limited means to make all sorts of provision for themselves or for young members of their family.

In conclusion the President paid a high tribute to the zeal and efficiency of the Agency Staff, to whose faithful efforts the splendid results attained were mainly due. The Company desired and aimed to have only loyal, trustworthy and energetic representatives, and had been remarkably fortunate in gathering such a force under its banner.

HON. A. W. OGILVIE had great pleasure in seconding the report just laid before the meeting, and which had been so thoroughly explained by the President that it would be only a work of supererogation on his part to add anything further, save that from his personal knowledge of the business of the Company he could heartily endorse all that had been said. He was connected with a good many other enterprises and institutions, but to none of them did he give more time and thought than to the Sun Life of Canada, for it always seemed as if, whatever else might be on hand, this Company's interests must have precedence.

MR. S. H. EWING, referring to the rapid extension of the foreign business of the Company, said that it might fitly take for its motto the couplet:

"No pent-up Utica contracts our powers,
But the whole boundless continent is ours."

While walking along the Poultry in London last summer, his eye had caught



FEEDING THE BIRD.

the sign, "SUN LIFE OF CANADA," and it gave him a thrill of pride to see a Canadian company so well established in the mother country.

MR. CHARLES ALEXANDER, in moving a vote of thanks to the President and Directors of the Company, said that he had been watching the progress of the Company with deep interest for many years, and was glad to note that it had always been onward and upward. He thought it very remarkable that the past year should have been so prosperous in the face of the prevailing hard times.

MR. NOLAN DELISLE seconded the motion, and remarked upon the scant attendance of stockholders as being the best evidence of their perfect confidence in the management of the Company. He thought life assurance a better investment than real estate, for it gave the holder no trouble and was sure to realize its full value.

MR. J. P. CLEGHORN, responding on behalf of the Directors, described the care taken by the Board in the selection of securities, and the thoroughness with which they were examined year by year. He also referred to the class of buildings owned by the Company. They were not large expensive affairs yielding poor returns on the money invested in them, but of moderate size, easily rented, and paying good interest.

MR. JAMES TASKER moved a vote of thanks to the Secretary, Officers and Agency Staff. Referring to the President's speaking of the necessity of having loyal and energetic agents, he said that it was clear to him that unless the Company had a large staff of such agents, it would never have been able to secure such a splendid volume of business as the report showed. Continuing, he spoke in high terms of the work of the Officers whose devotion to the interests of the Company left nothing to be desired.

The SECRETARY, MR. T. B. MACAULAY, in acknowledging the vote of thanks, spoke of the confidence shown in the Company in England and the United States. The receipt by the British branch of a cheque for \$108,000, in payment of a single premium, showed what faith the British public were already putting in the Company, and the fact that although less than two years established in the state of Michigan, the Sun Life of Canada last year stood eighth in the list of about forty life companies as to volume of new business secured, was sufficient evidence of the favorable opinion entertained of it in that state. In the city of Philadelphia a good start had already been made, and the prospects for a large and satisfactory business were most excellent. In view of these gratifying proofs of public confidence in the Company, the question naturally arose—what was the reason of it all? and he would answer it in one word—*character*. Whether corporations have souls or not, they certainly have character, and he believed that what had done more than anything else to establish the Sun Life of Canada in the confidence of the public was its reputation for thorough integrity in every department of its work. Before closing, he would say that the SUPERINTENDENT OF AGENCIES Mr. Johnston, who was to speak with reference to the agency work, had been just called away owing to the illness of his wife, and therefore would not be able to say what he intended.

MR. S. J. EYRE HARTLEY, Manager for the Company in Great Britain, being called upon to speak, expressed his great pleasure at being present at the annual meeting after his three years' connection with the Company. He came from the most difficult part of the Company's field. John Bull was proverbially slow in taking hold of what was new to him, yet the Company's advance in his confidence and favor had been most encouraging. The Secretary referred to a big premium which had been received by the British branch. He would mention another, exceeding two thousand pounds sterling, paid by a large

colliery proprietor, who had thus shown his preference for the Sun Life of Canada. The Company was doing such good work for Canada by making the country better known throughout Great Britain, and thus attracting emigration, that he really thought the Dominion Government might give it a subsidy for its services. Great Britain was the home of life assurance and, it spoke volumes for the Sun Life of Canada that it should be able to establish a good footing in that country. The visits of the President and Secretary to the field had been productive of great good. They had made a most favorable impression and were regarded as high authorities in their sphere. The Secretary's actuarial abilities were fully recognized, and his management of that department of the business was considered sufficient guarantee for its being conducted upon sound principles. Altogether the outlook was very promising, and he was confident that it would not be long ere returns from Great Britain would compare favorably with those from other parts of the field.

A pleasing and memorable feature of the meeting was the presentation by the Directors to the President of a beautifully engrossed and illuminated address, expressive of their high appreciation of his services to the Company, the success of whose operations were due more to him than to any other person connected with it, and of their fervent hope that he might be spared to direct its fortunes for many years to come.

Hon. A. W. Ogilvie presented the address, and the President accepted it in fitting and felicitous terms.

The retiring Directors were re-elected. Subsequently at a Directors' meeting the President and Vice-President were unanimously re-elected for the current year.

DR. NANSEN AND THIRTEEN.

The safe return of the Fram is regarded as a knock-down blow to the thirteen superstition. There were thirteen men in her crew, of whom the thirteenth joined

at the last moment. All returned safe and well, and none of them was ill at any time, or a cause of anxiety. Then, too, it was on the 13th of August last that Nansen reached home, and on the same day the Fram got quit of the ice, seven months to a day after (on January 13) she had struck a southerly current. To these coincidences it is added that three litters of thirteen pups were born in Nansen's pack of Esquimo dogs (though a greater number than six to a litter is unusual), and that just thirteen publishers bid for his book after his return.—Harper's Round Table.

KISSED HIS MOTHER... *E. E. Rexford*
Martinsburg Independent.

She sat on the porch in the sunshine,
As I went down the street—

A woman whose hair was silver,
But whose face was blossom-sweet,
Making me think of a garden,

Where in spite of the frost and snow
Of bleak November weather,
Late fragrant lilies blow.

I heard a footstep behind me,
And the sound of a merry laugh,
And I knew the heart it came from
Would be like a comforting staff
In the hour and time of trouble,
Hopeful and brave and strong.

One of the hearts to lean on
When we think that things go wrong.

I turned at the click of the gate latch,
And met his manly look ;

A face like his gives me pleasure,
Like the page of a pleasant book,

It told of a steadfast purpose,
Of a brave and daring will—

A face with a promise in it
That God grant the years to fulfill.

He went up the pathway singing ;

I saw the woman's eyes
Grow bright with a wordless welcome,
As sunshine warms the skies.

" Back again, sweet mother."

He cried and bent to kiss
The loving face that was lifted
For what some mothers miss.

That boy will do to depend on,

I hold that this is true—
From lads in love with their mothers

Our bravest heroes grew.
Earth's grandest hearts have been loving
Since time and earth began !

And the boy who kissed his mother
Is every inch a man.

Sunshine.

PUBLISHED BY THE SUN LIFE ASSURANCE COMPANY
OF CANADA.

MONTREAL, MAY, 1897.

J. MACDONALD OSLEY, *Editor.*

PRESENTATION to the PRESIDENT.

At the Annual Meeting of the Company, held in the Head Office building, on April 2nd, HON. A. W. OGILVIE, on behalf of the Directors, presented MR. MACAULAY with the following address, it being beautifully engrossed and illuminated, and richly framed:—

ROBERTSON MACAULAY, Esq.,
President,
SUN LIFE ASSURANCE COMPANY OF CANADA.

DEAR SIR,

The Directors of the Sun Life Assurance Company of Canada deem it timely, on this the occasion of the 26th annual meeting, to place on record their cordial appreciation of the faithful and fruitful services which, during many years, you have rendered to the institution.

To your capacity, experience, energy, and integrity, has been due to a very large extent, the steady development of the Company's business, until, as shown by the preliminary statement of the business of Life Assurance Companies in Canada issued by the Insurance Department of Ottawa for 1896, the new business of the Sun last year exceeded that of any other Company, home or foreign, doing business in Canada, by about 20%. As Secretary, Manager, and Managing Director, you were instrumental, as well by your personal exertion as through the confidence inspired by your unflinching uprightness of character in making the Sun Life Assurance

Company of Canada one of the most successful institutions in the Dominion. It is, however, to the extraordinary augmentation of the Company's business during the years of your Presidency that they would especially and gratefully bear witness. They are happy to acknowledge how closely and satisfactorily the Company's exceptional prosperity during the last seven years has been identified with the fact that you were at the head of its affairs.

It is their sincere desire that you may be long spared to enjoy the contemplation of the benefits which your knowledge, tact, assiduity and deservedly high reputation as an insurance actuary, and a man of business have conferred upon this essentially Canadian institution, the management of which, so largely under your direction has been so advantageous to the policy-holders. That with the consciousness of duty faithfully discharged and the affection and esteem of hosts of friends you may be blessed with health and happiness for many years, and see the work of your hands continue to prosper is the earnest prayer of your co-directors in the Company.

A. W. OGILVIE, *Vice-President.*
S. H. EWING. W. J. WITHALL.
A. MACPHERSON. M. MCKENZIE.
J. TASKER. J. P. CLEGHORN.
T. B. MACAULAY.

MONTREAL, April 2nd, 1897.

MR. OGILVIE said:

MR. PRESIDENT AND CHAIRMAN,

I was asked to perform a little piece of work at this Annual Meeting and I came all the way from Ottawa last evening to do it.

I would explain to the Stock-holders here present, and to others who are not Directors, that we the Directors, are of one opinion and of one mind, and that while we know that to the Agents of the Company and to the men who bring in the business to the Company credit is due

SUNSHINE.

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"WE ARE SEVEN."

for the success we have attained, yet all of us who have sat around this Board, and we know whereof we speak, believe that the success of the Sun Life of Canada has been achieved mainly by the efforts of its present President, Mr. Macaulay. While other men have had diverse views and interests, Mr. Macaulay has had but one view and but one interest in his mind, viz: the success of The Sun Life Assurance Company of Canada. We the Directors, thought that the Shareholders would forgive us if we took up a little of the time at this meeting for we wanted the President to understand how he possessed the sympathy and confidence of his friends around him. I think there is nothing so cheering to a man as to know that he has the perfect confidence of his friends who may be about him. That is the feeling which we the Directors all have towards our President, and it gives me very great pleasure indeed Mr. Macaulay to present to you this beautiful address, with the sincere wish that you may be spared for many years to come to preside at this Board at its weekly deliberations.

THE PRESIDENT in acknowledging the presentation said:

Senator Ogilvie, Brother Directors and Gentlemen. This is the first intimation I have had of an intention to make any kind of presentation to me. I can see now the import of Mr. Ogilvie's enquiry in the morning if it was my intention to be in the office all day, and, on receiving an affirmative answer, why he remarked "that's all right, the Directors have been told what to do" and went his way. Wondering what could be meant I approached the Secretary, who shook his head, implying, as I thought, innocency of there being any movement on foot outside the routine of the Annual Meeting about to be held. I am sure it was very kind indeed of you gentlemen to think of presenting me with this exceedingly handsome illuminated address.

Mr. Ogilvie, let me tell you that the address and your very kind remarks in presenting are appreciated a great deal more than if you had given me a cheque for \$5000. The many nice things you have said of me I leave, of course, to the judgment of others. Some of them I know to be true. I need not hesitate to take credit for this one thing, that if ever a man

worked with a single eye for the interest of one institution I have done so for the Sun Life of Canada. From the first I reckoned my personal interests to be identical with those of this Company. Somehow this idea of identity of interests has ever been present to my mind. It inspired me to seek its prosperity, but while doing so it often betrayed me into difficulty and trouble. I never tried to explain to myself why I thought so, but the fact itself might throw light upon some otherwise obscure chapters in my life work. Had I been a merchant operating for my own personal gain I could not have given the same amount of unremitting attention, thought and energy to any business as I have given to the business of the Sun Life. For many years thought for the Company's interests were ever present to my mind wherever I went. It was my chief and I might add, only earthly concern. For that reason my pleasure, nay, joy, has been so much the greater to note year after year the success which has attended the Company's progress.

One simple principle has guided me throughout in the management of the Company's affairs, viz: Be sure you are right, then while your head remains on its shoulders be faithful to your trust. I presume it was that stubborn trait in my character that the Senator referred to when speaking of a "determined man."

I would however wish it to be very clearly understood that I by no means appropriate all the credit of the success of the Company. For some years back the success in actual management has been owing chiefly to the intelligent and faithful cooperation of the Secretary. While it may have occasionally happened that we entertained and even warmly advocated diverse opinions on questions of vital importance to the Company, we made it a rule to thresh out all differences, till agreement could be reached as to what promised to be for the best interests of the Company, and such conclusions would thereupon be adopted and carried into action, sustained and encouraged by the hearty zealous fellowship and advice of the Board of Directors. Speaking of the state of things strictly as they now are I have often said that if I had the pick of Montreal I question if I could select a Board of Directors more completely to my



THE CITADEL OF CANADA

mind than the one with which I have the honor to be associated.

In conclusion, Gentlemen, allow me to return my very sincere thanks for this beautiful presentation, and to you Senator Ogilvie for the over generous remarks made by you. The Address, as it deserves, will find a conspicuous place in my little library where it will often remind me of the kindly sentiments entertained and expressed by you on this occasion. It is my sincere wish that we may all continue for many years to come the cordial co-workers we now are in the interests of the Sun Life of Canada.

PROMPT PAYMENT APPRECIATED.

ORILLIA, Feby 27th, 1897.

HOLLAND A. WHITE, ESQ.,

Manager Hamilton District,

Sun Life of Canada,

Hamilton, Ont.

DEAR SIR,

I beg to acknowledge receipt of cheque for \$1000.00 handed me to-day by your local agent, Mr. J. M. Watson, being the amount of claim due me under policy No. 44377, held by my late husband in the Sun Life. In doing so I desire to express my sincere and heartfelt thanks for the prompt and courteous manner in which your Company has settled with me.

Yours truly,

MARGARET C. GALLAGHER.

ORIGIN OF MAPLE SUGAR.

LEGEND OF THE ALGONQUINS.....ATLANTIC MONTHLY.

It does not appear that any record was made of aboriginal methods of tapping the maple and converting its sap into sugar, nor is the oldest maple old enough to tell us, though it had the gift of speech or sign-making intelligible to us. We can only guess that the primitive Algonquin laboriously inflicted a barbarous wound with his stone hatchet and with a stone gouge cut a place for a spout, so far setting the fashion which was long followed by white men, with only the difference that better tools made possible. Or we may guess that the Indian, taking a hint from his little red brother, Niquasese, the squirrel, who taps the smooth-barked branches, broke these off and caught the sap in suspended vessels of birch bark, than which no cleaner or sweeter receptacle could be imagined. Doubtless the boiling was done in the earthen kokhs or pots, some of

which had a capacity of several gallons. According to Indian myths, it was taught by a heaven-sent instructor.

The true story of the discovery of maple sugar making is the legend of Woksis, the mighty hunter. Going forth one morning to the chase he bade Moqua, the squaw of his bosom, to have a choice cut of moose meat boiled for him when he should return, and, that she might be reminded of the time he stuck a stake in the snow and made a straight mark out from it in the place where its shadow would then fall. She promised strict compliance and as he departed she hewed off the desired tidbit with her sharpest stone knife, and, filling her best kokh with clean snow for melting, hung it over the fire. Then she sat down on a bearskin and began embroidering a pair of moccasins with variously died porcupine quills. This was a labor of love, for the moccasins, of the finest deerskin, were for her lord. She became so absorbed in the work that the kokh was forgotten till the bark cord that suspended it was burned off and it spilled its contents on the fire with a startling, quenching, scattering explosion that filled the wigwam with steam and smoke. She lifted the overturned vessel from the embers and ashes by a stick thrust into its four-cornered mouth, and when it was cool enough to handle she repaired it with a new bail of bark and the kokh was ready for serving again. But the shadow of the stake had swung so far toward the mark that she knew there was no time to melt snow to boil the dinner. Happily, she bethought her of the great maple behind the wigwam, tapped merely for the provision of a pleasant drink, but the sweet water might serve a better purpose now. So she filled the kokh with sap and hung it over the mended fire. In spite of impatient watching, it presently began to boil, whereupon she popped the ample ration of moose meat into it and set a cake of pounded corn to bake on the tilted slab before the fire. Then she resumed her embroidery, in which the sharp point of each thread supplied its own needle. The work grew more and more interesting. The central figure, her husband's totem of the bear, was becoming so lifelike that it could easily be distinguished from the wolves, eagles and turtles of the other tribal clans. In imagination she already beheld the moccasins on the feet of her noble Woksis, now stealing in awful silence along the war-path, now on the neck of the fallen foe, now returning jubilant with triumph or fleeing homeward from defeat to ease the shame of

failure by kicking her, in which case she felt herself bearing, as ever, her useful part. So she dreamed and worked, stitch by stitch, while the hours passed unheeded, the shadow crept past the mark, the kokh boiled low and the cake gave forth the smell of burning. Alas! the cake was a blackened crisp, and lo! the once juicy piece of meat was a shrivelled morsel in the midst of a gummy, dark-brownish substance. She snatched kokh and cake from the fire and then, hearing her husband coming, she ran and hid herself in the nearest thicket of evergreens, for she knew that when he found not wherewith to appease the rage of hunger he would be seized with a more terrible one against her. Listening awhile with a quaking heart and catching no alarming sound but aware instead of an unaccountable silence, she ventured forth and peeped into the wigwam. Woksis sat by the fire eating with his fingers from the kokh, while his face shone with an expression of supreme content and enjoyment. With wonder she watched him devour the last morsel, but her wonder was greater when she saw him deliberately break the earthen pot and lick the last vestige of spoiled crockery from the shards. She could not restrain a surprised cry, and, discovering her, he addressed her:

"Oh, woman of women! Didst thou conceive this marvel of cookery or has Klosekur-Beth been thy instructor?"

Being a woman she had the wit to withhold the exact truth, but permitted him to believe whatever he would.

"Let me embrace thee," he cried, and upon his lips she tasted the first maple sugar.

The discovery was made public and kokhs of sap were presently boiling in every wigwam. All were so anxious to get every atom of the precious sweet that they broke the kokhs and scraped the pieces, just as Woksis, the first sugar eater, had done. And that is why there are so many fragments of broken pottery and so few whole vessels to be found.

A little fellow who lives near us went into a shop some weeks ago to buy a pair of gloves. The shopman stared at his juvenile customer, and asked him what size he took, the youngster promptly informed him. "Do you want kid gloves, my boy?" asked the shopman. "Kid gloves," ejaculated his customer. "I'm not a kid now. I want 'grown-up 'ones!'"

Town & Country Journal.

OH, SWEET CONTENT.....*Thomas Dekker.*

Art thou poor, yet hast thou golden slumbers?

Oh, sweet content!

Art thou rich, yet is thy mind perplexed?

Oh, punishment!

Dost thou laugh to see how fools are vexed

To add to golden numbers, golden numbers?

Oh, sweet content! Oh, sweet content!

Work apace, apace, apace, apace;

Honest labor bears a lovely face;

Then hey noney, noney, hey noney, noney.

Canst drink the waters of the crispèd spring?

Oh, sweet content!

Swimmest thou in wealth yet sinkest in thine own tears?

Oh, punishment?

Then he that patiently want's burden bears,

No burden bears, but is a king, a king!

Oh, sweet content! Oh, sweet content!

Work apace, apace, apace, apace;

Honest labor bears a lovely face;

Then hey noney, noney, hey noney, noney.

ANYTHING TO BEAT THE COMPANY.

"What station was that?" demanded the passenger in the rear seat, suddenly rousing himself, straightening himself up, and projecting his voice through the dimly lighted car.

The conductor, who was coming down the aisle, stopped and held his lantern close to the speaker's face.

"It was Bragdon," he replied. "Ain't you the man that wanted to get off at Smallville?"

"I am," rejoined the passenger. "I asked you to wake me up when we got there, and you said you would."

"I did wake you up."

"Oh, you did, did you? How far have we gone past Smallville?"

"Forty-five miles."

"And you waked me up? Strange I didn't know anything about it."

"I shook you, called out the name of the station, and you said 'all right,' and

reached for your hat. I supposed you were wide awake. Several passengers got off there and I took it for granted you were one of them."

"Well, I wasn't. I'm pretty hard to wake up, you ought to have been sure about it. I had friends waiting for me at the station. It'll make an awful mess. I wouldn't have had this happen for \$1,000!"

"You can telegraph them can't you?"

"I suppose I can. What's the next station?"

"Flaxwood."

"Does the next train stop there?"

"Yes."

"Well, you give me a note to the conductor, can't you, telling him to pass me back to Smallville? It's as little as you can do. It wasn't my fault that I got carried past."

The conductor scribbled a few lines on a piece of paper and handed it to him.

"We're coming to Flaxwood now," he said, looking at him sharply. "Are you sure you're awake?"

"I'll get off here anyhow," responded the passenger, grabbing his valise and starting for the door, "whether I'm awake or not."

As the train pulled out of Flaxwood the brakeman standing on the rear platform of the last coach heard a voice calling out in the darkness:

"Hello, old fellow! I was afraid you wouldn't meet me here. I came all the way on a 50-cent ticket. There's more than one way to beat a railroad, b'gosh!"
—*Chicago Tribune*.

BROKEN STOWAGE.

SHE: "I wish I'd never married you!"
He: "So do I. You did some girl out of a first-class husband."—*Judy*.

UNANSWERABLE.—Policeman: "You had better come along quietly, and not make trouble." Pickpocket: "G'yarn. Not give you trouble! Where'd your job be if it warn't for the likes o' us?"—*Judy*.

INGENIOUS TEACHER: "If the clock were to strike fourteen, what time would it be!"
Intelligent Pupil: "Time to send the clock to be repaired."—*Melbourne Weekly Times*.

INSINUATING.—Lady (angrily to servant): "Mary! some silver spoons have mysteriously disappeared, and you will have to go."
Servant (indignantly): "I ain't no detective, mum. Wot's the good of sendin' me arter the spoons?"—*Pan*.

AMATEUR "Minimus Poet" (who has called at the office twice a week for three months): "Could you use a little poem of mine?" Editor (ruthlessly determined that this shall be his final visit): "Oh I think so! There are two or three broken panes of glass, and a hole in the skylight. How large is it?"—*Punch*.

SHE glided into the office and quietly approached the editor's desk. "I have written a poem," she began. "Well!" exclaimed the editor, with a look and tone intended to annihilate; but she calmly resumed: "I have written a poem on 'My Father's Barn,' and—" "Oh," interrupted the editor, with an extraordinary suavity, "you don't know how I am relieved. A poem written on your father's barn, eh? I was afraid it was written on paper, and that you wanted me to publish it. If I should ever happen to drive past your father's barn I'll stop and read the poem."

HER PROBABLE ANSWER.—Miss De Lyte, if—if I should ask you a question how—how would you answer it?" "Why, Mr. Jones, if it's just some ordinary question, I can't tell until I hear it; but if it's a question of real importance, I'd probably say 'Yes.'"—*Melbourne Weekly Times*.

SHE: "If it were necessary, and I were your wife, would you go through fire and water for me?" He: "Do you think it would be necessary?" She: "It might be." He: "Then I think you had better marry a fireman. Good evening!"—*Town & Country Journal*.

"SAY, WILKINS, that five dollar bill you loaned me last night was a counterfeit."
"Well, you said you wanted it bad."—*New York Herald*.

"Do you think that it is ladylike for a woman to ride a bicycle?" she inquired.
"Yes," he replied; "unless she insists on riding like a gentleman."—*Washington Star*.

"What two beautiful children! Are they twins?" said an old bachelor to an Austin lady with two children. "O yes, they are twins," replied the lady. "Excuse my curiosity, madame; but are you the mother of both of them?"—*Texas Siftings*.

SUMMARY of the ANNUAL REPORT for 1896.

New Life Applications received during 1896.....	\$11,110,292 19
Increase over 1895.....	1,287,387 16
Cash Income for year ending 31st December, 1896.....	1,886,258 00
Increase over 1895.....	358,203 91
Assets at 31st December, 1896.....	6,388,144 66
Increase over 1895.....	1,022,374 13
Reserve for Security of Policyholders (according to Hm. Four per cent. Table).....	5,932,200 48
Increase over 1895.....	1,198,184 44
Surplus over all Liabilities, except Capital (according to Hm. Four per cent. Table).....	345,108 65
Surplus over all Liabilities and Capital Stock (according to Hm. Four per cent. Table).....	282,608 65
Surplus over all Liabilities and Capital Stock (according to Dominion Government Standard, Hm. 4½ per cent.).....	595,902 02
Claims Paid during 1896.....	398,504 86

The rapid progress being made by THE SUN LIFE OF CANADA may be seen from the following statement:—

Year.	Income.	Net Assets, besides Uncalled Capital.	Life Assurances in force.
1872	\$ 48,210 93	\$ 96,461 95	\$ 1,064,350 00
1876	102,822 14	265,944 64	2,414,063 32
1880	141,402 81	473,632 93	3,897,139 11
1884	278,379 65	836,897 24	6,844,404 04
1888	525,273 58	1,536,816 21	11,931,316 21
1892	1,134,867 61	3,403,700 88	23,901,046 94
1896	1,886,258 00	6,388,144 66	38,196,890 92

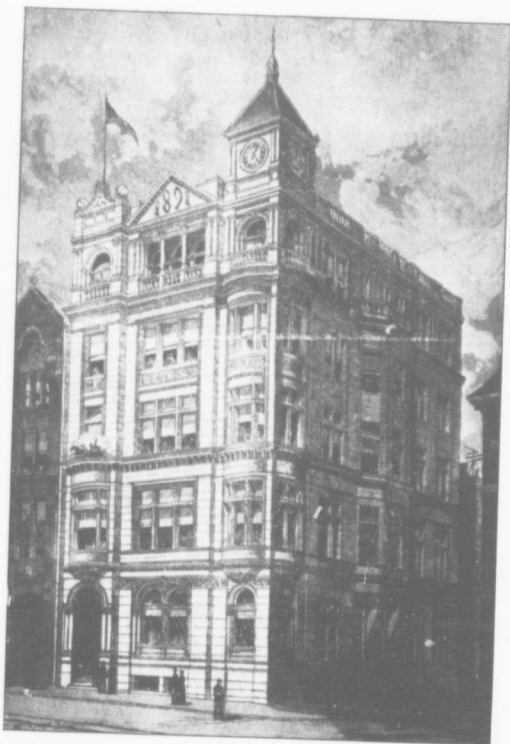
The year 1896 was the very best in the business experience of the Sun Life Assurance Company of Canada. The fact that the Dominion was in a condition of uncertainty and unrest owing to the Federal elections, rendered it very difficult to secure business, but notwithstanding this great impediment, the Company's record for the year shows a large increase over all previous years. The summary of the report for 1896, as given above, is well worth reading. It represents a good year's work and denotes prosperity and a healthy growth.

The total income for the year amounted to \$1,886,258, an increase of \$358,203.91 over the previous twelve months.

A splendid addition has been made to the assets, which now amount to **\$6,388,144.66**. The increase for the year is \$1,022,374.13—a remarkable showing indeed.

The surplus over all liabilities is \$345,108.65. The valuation of all policies is now made on the Hm. four per cent. basis, instead of four and one-half, (as authorized by the Government) thus increasing reserve on policies by \$1,198,184.44.

The death rate was again below the expectation, which goes to prove that the management has shown great care in the selection of risks.



HEAD OFFICE
Sun Life Assurance Company of Canada,
MONTREAL, QUEBEC.