

# SUNSHINE

Vol. IX  
No. 10

MONTREAL

OCTOBER,  
1904

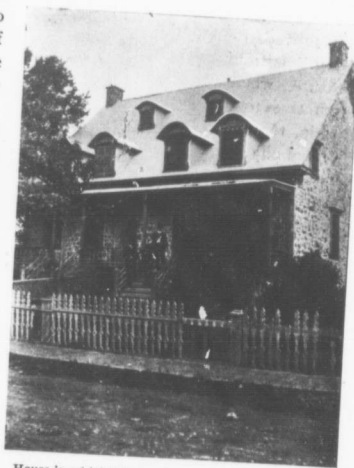
## His Voice Failed.

Congressman Gibson, of Tennessee, as a voice which plays most inconvenient tricks on its owner at times, says the New York Tribune. In the middle of a really good oratorical flight or at a similarly inopportune time it will get clogged for some moments, much to the annoyance of the pudgy little man from the moonshine mountains. The other day he was sailing along in fine shape discussing the tariff. Said he: "Why, tariffs are like a pair of suspenders, sometimes tight and sometimes loose, but Uncle Sam needs them just the same to keep up his" — Right here the voice of Henry Richard Gibson struck a high treble note, flared and stopped short. His vocal chords failed to vibrate and produce sound. Those of the members who were not in agonies of silent laughter breathed hard, wondering whether the speaker meant to say "trousers," "pantaloons," "pants," or "overalls." Mr. Gibson finally recovered his voice,

and said "running expenses." The words which followed were drowned in a mighty roar, and Speaker Cannon, smiling grimly, made no effort to suppress it.

## Challenge the Judge.

A counsel who was appointed to defend an Irishman challenged several of the jury, who his client said had a prejudice against him. "Are there any more of the jurymen to whom you object?" whispered the barrister. "No sor," was Pat's prompt reply; "the jury's awl roight; but I want you to challenge the judge. I've been convicted under him several times already, and loikely he's beginnin' to have a dislike to me."



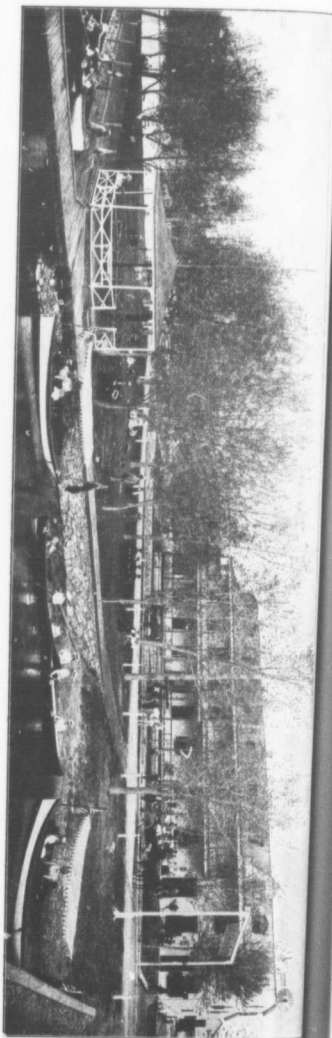
House in which Thomas Moore, the Irish poet, lived, at St. Anne de Bellevue.

See Canadian boat song, page 155.

"How long has this affair been building?" asked the American tourist, as he looked at the Cologne Cathedral. "About five hundred years," answered the guide. "Five hundred years! Why, in Chicago we could put up a building like that and have it all to pieces all within five years.

### Why Have Outings ?

Some of our friends may wonder why we have annual outings. In years gone by the Company's custom was to invite the members of its field staff to an annual conference at Montreal, but this practice did not prove satisfactory. The officers were unable to tear themselves away entirely from the demands of business, while on the other hand the attractions of the city had a tendency to scatter the visitors more than was desirable. The problem was finally solved by the decision to hold the gatherings away from the Head Office entirely, thus ensuring that the party would remain united for the entire period of the conference. It was then thought, and it has since been proved, that a brief holiday or "outing," surrounded by the beauties of nature, would do more to bind our representatives together in the bonds of friendship, than thrice that time spent in a crowded city. Men who for the remainder of the year are separated by hundreds or thousands of miles, are brought to realize that they are not isolated, but belong to a great, energetic army, burning with enthusiastic loyalty to the Company and pride in its success. The opportunity to talk quietly over all matters with the Montreal Officials, to make suggestions and to hear explanations, is also invaluable. As a result largely of these outings, the staff of the Sun Life of Canada feel almost like members of a large family, and their *esprit de corps* is very marked. An invitation to the outing is so prized that our representatives work at high pressure throughout the year in order to attain that coveted honor. The outings contribute greatly to that enthusiasm which is so characteristic of our staff, and which is one of the principal causes why the Sun Life of Canada becomes more and more "prosperous and progressive" with every year that passes.



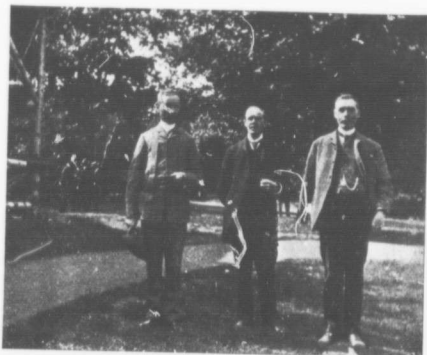
Clarendon Hotel and Grounds,  
St. Anne de Bellevue.



OUTING SCENES.

All aboard for Hudson by steamer  
"Duchess of York."  
On the deck of the "Duchess of York,"  
Mr. Cope found a few moments now and then  
to enjoy himself.

Mr. A. B. Wood with his usual smile.  
Mr. T. B. Macaulay and Mr. Jno. A. Tory  
having a quiet talk.  
Mr. Hiron, of Virginia, going to have  
a quiet talk too.



Three of the oldest representatives of the Company, from years of service. Mr. Thomas Gilroy, of Winnipeg, in the centre, has been with the Company from its organization. Mr. W. H. Hill, of Peterboro', on Mr. Gilroy's right, and Mr. A. S. Macgregor, of London, on his left, have also seen long service with the Company.

#### St. Anne de Bellevue.

This picturesque village selected by the Company for its outing lies at the extreme western end of the island of Montreal, and is, without exception, the prettiest and quaintest bit of the whole island. It is one of Montreal's most popular summer resorts, and the shores of the river above the village are dotted with the magnificent country-houses of the more wealthy Montreal business-men. But St. Anne has very much more than a reputation as a pleasant summer suburb. Its position, at the confluence of the Ottawa and St. Lawrence rivers, made it the scene of many stirring events in the early days of the French settlers. Here, the *voyageurs*, when leaving for the unknown interior, said a long goodbye to civilization; here, the Indian war-parties, traveling from north and west by the two great rivers, united their forces before sweeping down on the white settlers further east; here, about 1700, trade was carried on with the friendly Indians, frequently interrupted by fighting with the hostile Iroquois. Now,

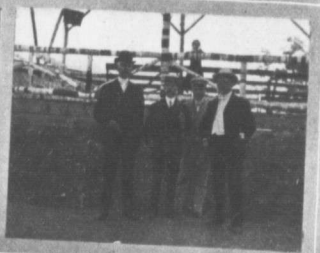
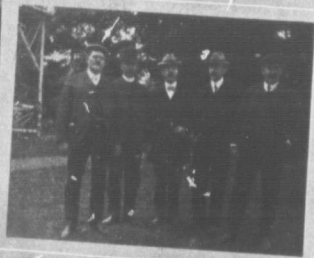
however, all is peace, the only tangible remains of bygone romance being the ruins of old Fort Senneville and the LeBer windmill. The fortified chateau known as Fort Senneville was built by Jacques LeBer de Senneville in 1697. It originally consisted of a two-story house, protected by square flanking towers at each corner, which commanded all approaches both by land and water. Garrisons of soldiers were kept here in 1747 and 1748, in consequence of fresh attacks by the Mohawk tribe. The fort was finally dismantled, in 1775, by the American troops when marching upon Montreal. The ruins are now well preserved but almost lost to sight beneath

(Concluded on page 155.)



At the Lookout, Mount Royal.

Reading right to left—Mr. R. Macaulay, Mr. S. H. Egan, Mr. W. H. Hill.



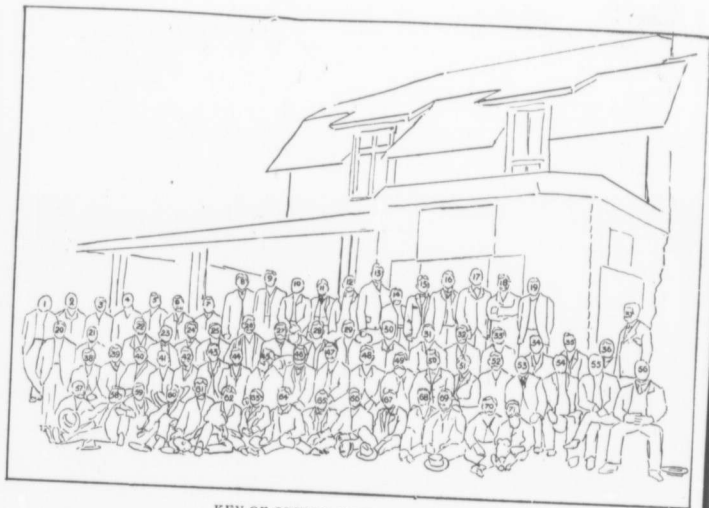
AGENCY OUTING—ST. ANNE DE BELLEVUE.

The representatives in groups.

Michigan.  
Virginia.  
Western Pennsylvania.

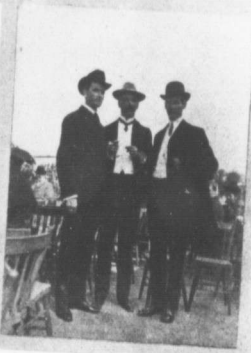
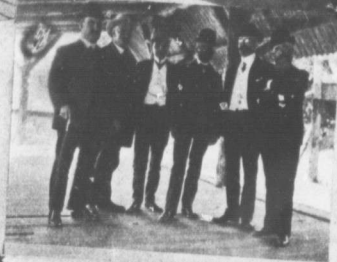
MR. F. G. COPE,  
Superintendent of Agencies.

Quebec.  
London, Ont.  
Maritime Provinces.



KEY OF OUTING GROUP ON PAGE 152.

- |                                       |   |                                      |
|---------------------------------------|---|--------------------------------------|
| 1. J. S. Snasdell, Head Office        | 25. E. Wilkinson, Port Huron, Mich.                 | 48. R. W. Moody, Columbia, S.C.      |
| 2. Walter Hays, Montreal              | 26. A. M. Mackay, Head Office                       | 49. E. W. Hendershot, Montreal       |
| 3. J. C. Stanton, jr., Montreal       | 27. T. C. Rankin, Lapeer, Mich.                     | 50. N. D. Sills, Richmond            |
| 4. E. B. Brinkworth, Montreal         | 28. John A. Tory, Detroit                           | 51. E. G. Hiron, Norfolk, Va.        |
| 5. R. Veziua, Quebec                  | 29. A. S. Macgregor, London, Ont.                   | 52. R. N. Berrien, Atlanta, Ga.      |
| 6. L. A. Trudelle, Quebec             | 30. T. R. Raitt, Toronto                            | 53. H. A. Southall, Lynchburgh, Va.  |
| 7. Peter McCoy, Ottawa                | 31. W. Kennedy, Head Office                         | 54. Holland A. White, Hamilton, Ont. |
| 8. J. P. Mohler, Kalamazoo            | 32. Ira J. Cramer, Aultsville, Ont.                 | 55. H. Ball, Barrie, Ont.            |
| 9. T. Jones, Montreal                 | 33. J. Lane, Lindsay, Ont.                          | 56. S. Y. French, Toronto            |
| 10. T. J. Parks, Montreal             | 34. F. M. Mallory, Sherbrooke                       | 57. C. Cushing, Montreal             |
| 11. W. Lyle Reid, Ottawa              | 35. C. V. Lichty, Lancaster, Pa.                    | 58. Dr. H. R. Macaulay, Shanghai     |
| 12. F. Waterson, North Bay, Ont.      | 36. T. G. Iredale, Dauphin, Man.                    | 59. G. C. Jordan, St. John, N.B.     |
| 13. E. M. Peterson, Raleigh, N.C.     | 37. T. Hendry, Brantford                            | 60. A. E. Moore, Saginaw, Mich.      |
| 14. J. Kaufman, Reading, Pa.          | 38. T. G. McCleary, Pittsburg                       | 61. R. Taylor, Picton, Ont.          |
| 15. E. C. Peed, Baltimore, Md.        | 39. G. M. Hayes, Pittsburg                          | 62. J. W. Simpson, Montreal          |
| 16. J. H. Poff, Vancouver, B.C.       | 40. E. Parke Montague, Pittsburg                    | 63. C. N. Moore, Detroit             |
| 17. H. B. Higinbotham, Philadelphia   | 41. W. J. Marquand, Halifax                         | 64. W. H. Hill, Peterboro', Ont.     |
| 18. A. B. Wood, Head Office           | 42. James R. Wright, Head Office                    | 65. J. O. Richardson, Head Office    |
| 19. H. B. Dunsford, Head Office       | 43. R. B. Swart, Detroit                            | 66. E. S. Baker, Winnipeg, Man.      |
| 20. E. O. Howell, Philadelphia        | 44. F. G. Cope, Montreal                            | 67. C. C. Knight, Sherbrooke         |
| 21. Thos. Gilroy, Winnipeg            | 45. J. P. Cleghorn, Director, Montreal              | 68. E. N. Higinbotham, Winnipeg      |
| 22. E. R. Brow, Charlottetown, P.E.I. | 46. R. Macaulay, President, Montreal                | 69. G. A. Gadbois, Halifax, N.S.     |
| 23. John R. Reid, Ottawa              | 47. T. B. Macaulay, Secretary and Actuary, Montreal | 70. W. H. Bone, Fitzgerald, Ga.      |
| 24. W. H. Hamilton, Guelph, Ont.      |   | 71. Wm. Grant, Ottawa.               |



AGENCY OUTING—ST. ANNE DE BELLEVUE.

Hamilton, Ont.  
Georgia.

Representatives in Groups.

Ottawa.

A Quartette of Notables.  
The Three Giants of the Outing.  
Total height, 18 feet 8 inches.



AGENTS  
Taken in front of Mr. T. B. Macdonald's home, Mount Victoria, Hudson Heights.

Photo by Rowley, Montreal.



# SUNSHINE

PUBLISHED BY THE

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

A. M. MACKAY, *Editor.*

October 1904

SUN.	MON.	TUE.	WED.	THU.	FRI.	SAT.
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8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

## Representative Men.

In any business the MAN problem is the great problem. There are numbers of men, but men of the right sort are to be sought after.

In positions of trust it is difficult to get men who will do their very best in circumstances where they may have opportunities to act more in their own personal interests than in those of their employers.

The personal interest appeals so strongly to men that if there is not a propelling influence within the man, greater than the

influences without, the chances are that the employers' interests will be sacrificed.

Perhaps no business requires more "rounded off" men than life assurance. What they have to sell is of a financial quantity, and looking ahead ten or twenty years gives scope to those who are dominated by self interest and fanciful in their thinking. With this comes the temptation to promise greater things in the way of money profits than the securities in which the interests of the policyholders are invested would warrant.



AGENCY OUTING—ST. ANNE DE BELLEVUE.  
Montreal City Branch Representatives.

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"Prosper

A life company may, in its management, be honestly trying to deal equitably with its patrons, but unless its representatives be impelled with the same motive the company will be misrepresented before the public. It is therefore highly important to have men who are honorable in all their dealings both as regards the Company's direct interests and the interests of the public.

In an address to the field staff of the Sun Life of Canada at the recent Outing, Mr. T. B. Macaulay, Secretary and Actuary, used words to this effect: "If it ever comes to the notice of the management that a representative has obtained an application for insurance in any way but that which is just and honorable, that man will be shown the way out of the company's service as quickly as it can be done." These are not empty words but the expression of a settled principle which is so well known by those who seek admission to the Company's service that, happily, their enforcement is seldom required.

Had our readers been with us at the recent gathering of representatives but for a little while they would have seen by the men who represent the Company in the United States and Canada that the Company has, in its representatives, an asset which cannot be satisfactorily represented in an annual statement, but may perhaps be better seen in the ever increasing fulfilment of the Company's motto "Prosperous and Progressive."

It is good for the Company, the public and the men themselves that this high standard should be maintained. The Company is the gainer financially; the public has an assurance that it is not being fooled, and the men themselves are building up a record which will stand them good for all time.

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

### St. Anne de Bellevue.

(Concluded from page 148.)

the vines and creepers. On an elevation, a little further inland, is the old windmill, erected in 1688, by the same man. It was loopholed, and bore several fierce Indian attacks in safety, until 1691, when the Iroquois burned it, after a gallant defence by LeBer's people, who defended a breach in the wall against three hundred Iroquois, losing only two of their number whilst so doing. A new top has lately been added, and the whole is in excellent preservation. The village of St. Anne de Bellevue consists of one long main street, containing many picturesque old houses. Other streets lead off in all directions, mostly crooked, and queer-roofed, one storied-cottages are everywhere in evidence. Here is to be seen the house in which Tom Moore, the great Irish poet, resided in 1805: A photograph of the house appears on the first page. It was there he wrote: "A Canadian Boat Song," which will be found on this page. The Clarendon hotel, where the outing party stopped, is first class in every particular, and taking everything into account a more pleasant spot could not have been selected.

### A Canadian Boat-Song.

Faintly as tolls the evening chime,  
Our voices keep tune and our oars keep time.  
Soon as the woods on shore look dim,  
We'll sing at St. Ann's our parting hymn.  
Row, brothers, row! the stream runs fast,  
The rapids are near and the daylight's past!  
Why should we yet our sail unfurl?  
There is not a breath the blue wave to curl!  
But, when the wind blows off the shore,  
Oh! sweetly we'll rest our weary oar.  
Blow, breezes, blow! the stream runs fast,  
The rapids are near and the daylight's past!  
Utawa's tide! this trembling moon,  
Shall see us float over thy surges soon.  
Saint of this green isle! hear our prayers,  
Oh! grant us cool heavens and favouring airs.  
Blow, breezes, blow! the stream runs fast,  
The rapids are near and the daylight's past!

This poem was written by the famous Irish poet Thomas Moore, who resided at St. Anne de Bellevue for some time. The house in which he lived is still standing. The "St. Ann's" referred to is St. Anne de Bellevue, and the "rapids" are those of the Ottawa just before it joins the St. Lawrence.



Mr. T. R. Raitt, wiping the brow of Mr. Jno. A. Tory, after the great effort of landing the twenty-three pound maskinongé which he alleged he caught with a silver hook.

### The Outing of 1904.

The outing of 1904 has come and gone, and the general verdict is that it was ahead of any previous one. The management did wisely and well in choosing St. Anne de Bellevue as the central point, for, besides being conveniently close to the Head Office, it is in the centre of a region which played a very important part in the early days of Canada. The weather was of the usual Sun Life of Canada sort; old sol hardly hid his smiling face during the four days. Politicians would take credit for this were it to advance the interests of the country. On the same line of reasoning, we think the agency department should at least be congratulated.

The programme was faithfully carried out, and the arrangements were so minutely planned in every detail that there was no hitch whatever. At this meeting, addresses were made by the President; Mr. S. H. Ewing (Vice-President), Messrs. J. P. Cleghorn (Director), T. B. Macaulay (Secretary and Actuary), W. H. Hill, H. C. Rankin, Jno. A. Tory, N. D. Hadley (Deputy Superintendent of Insurance, of Michigan), Dr. Macaulay, F. G. Cope, Arthur B. Wood,

Thos. Gilroy and others. The several speakers were cheered when any remark relative to the success of the Company was made. The enthusiasm displayed by the representatives at this meeting and throughout the whole outing, spelled out the Company's well known motto "Prosperous and Progressive."

On Wednesday morning the party boarded the Steamer "Duchess of York" for a visit to Canada's Metropolis—Montreal, shooting Lachine Rapids en route. This thrilling experience added interest to the trip. On arrival at Montreal carriages were in waiting for a drive to Mount Royal Park. On the way, the H. M. S. "Indefatigable" was visited and the party had an excellent opportunity of seeing one of Britain's "grey visaged hulks" which aid so much in maintaining the peace of the world. At Mount Royal Park luncheon was served and the many important points of Montreal were then visited. The impression made upon the visitors was that other cities may come and go but Montreal was built for all time. The Grand Trunk Railway, with its excellent suburban service, landed the party at St. Anne's in time for dinner.

On Thursday morning, at ten o'clock the steamer "Duchess of York" took the party to Hudson and the Lake of the Mountains. The Head Office Staff joined the Agency Staff in this day's outing. The trip was very enjoyable. Mr. T. B. Macaulay pointed out the many points of interest along the route. At Hudson the party were conveyed to Mount Victoria, the summer home of our Secretary. After sight-seeing around Mount Macaulay's beautiful property the party had luncheon. Tables were placed under the pines in front of the house. The view of the lake from this point was very charming.

An incident occurred here which afforded a good deal of amusement to

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party. Mr. Jno. A. Tory, while enjoying the beautiful scenery from the mountain brow, was arrested on a charge of destroying property at the Clarendon Hotel, Ste. Anne de Bellevue, on the evening previous. It appears that Mr. Tory had the misfortune of breaking through a bed in his room. This was the basis of the charge. Mr. Hirons, who acted as sheriff, arrested Mr. Tory, and four stalwart constables escorted the prisoner to the court, which was ready for business a few steps away. Mr. H. C. Rankin was judge, and played his part with great gravity and ability. The Clerk of the Court was Mr. John R. Reid. The Attorney for the defence Mr. A. S. Macgregor, and the Prosecuting Attorney Mr. A. M. Mackay. The Jurymen were selected with much difficulty, as the lawyers objected to all, but the judge over-ruled the objections until twelve were empanelled. After a legal battle between the attorneys, the judge declared that the case should not go to the jury as it was not worthy of the time and deliberations of that highly respected body. During the trial, the prisoner made several plunges for liberty, but was quickly surrounded and at last was chained into obedience.

The party later enjoyed a sail on the Lake of Two Mountains and landed at St. Anne's in time for dinner. There is one event of the annual outing which is a fixture, and perhaps one of the most enjoyable events—the staff concert. The programme is made up by talent from within the staff. A new feature of this year's concert was a gaelic song and the highland fling by Mr. Wm. Grant. Every number of the programme was warmly applauded. Mr. Neil D. Sills and Mr. Chas. C. Knight, in brilliant addresses, conveyed the thanks of the staff to the management for the outing. Mr. T. B. Macaulay responded. The last day of the outing is the day

for the sports of the party. This year the City Branch of Montreal challenged a team from the Field Staff to play baseball, and in the forenoon the battle commenced. At first the Field Staff put up a good game, but after a few innings they lagged and the City Branch had things all their own way. The umpire confessed that he did the best he could for the Field Staff but he couldn't stretch his conscience enough to give them the victory.

The following are the names of the teams and the score :

FIELD STAFF	POSITIONS	INNINGS					TOTALS
		1	2	3	4	5	
T. R. Raitt . . . . .	1st b.	1	1	1	0	0	3
H. B. Higinbotham . . . . .	p.	1	1	1	0	0	3
R. W. Moody . . . . .	c. f.	1	1	0	0	0	2
W. B. Falk . . . . .	2 b.	1	0	2	0	0	3
A. E. Moore . . . . .	r. f.	0	0	2	0	1	3
C. V. Lichty . . . . .	s. s.	0	0	0	0	0	0
A. B. Wood . . . . .	l. f.	0	0	1	1	0	2
F. G. Cope . . . . .	3rd b.	0	0	1	0	0	1
J. W. Simpson . . . . .	c.	0	1	0	0	0	1
		4	4	8	1	1	18

MONTREAL CITY AGENCY	POSITIONS	INNINGS					TOTALS
		1	2	3	4	5	
J. Strike . . . . .	c.	1	1	0	1	1	4
M. Grant . . . . .	p.	1	0	0	0	1	2
W. D. McCallum . . . . .	1st b.	1	1	1	1	0	4
A. P. Allingham . . . . .	3rd b.	1	1	1	1	2	6
A. Lecavalier . . . . .	2nd b.	0	1	1	0	2	4
W. A. Moffat . . . . .	s. s.	0	1	0	1	2	4
J. T. B. Foote . . . . .	r. f.	1	1	1	1	1	5
A. E. Patton . . . . .	c. f.	0	0	0	0	0	0
C. D. Wolfkill . . . . .	l. f.	1	0	1	1	1	4
		6	6	5	6	10	33

- Umpire . . . . . R. B. Swart
- Capt. of Field Staff . . . R. W. Moody
- " Mont. City Agency . . A. Lecavalier
- Scorer . . . . . Geo. McLeod Pierce

The outing party left for a visit to Head Office in the afternoon and there the several representatives parted to make another record year for the Sun Life of Canada.



Mr. Wm. Grant, of Ottawa, dancing the Highland Fling. Mr. Grant regretted he hadn't the full Scottish regalia he wore at Lord Dundonald's farewell.

#### Outing Notes.

One of the American representatives is said to have taken his rifle along with him to shoot Lachine Rapids.

On the way south, Messrs. Sills, Peed, Hirons and Southall were locked up in the pullman stateroom.

When twenty miles out of Montreal, the conductor shut their door, and the lock got out of order. Mechanics were called at a divisional point to release them. The conductor, no doubt, thought it better to have these men locked up until well over the Canadian border.

As I look back to the beginning of this Company and look to-day at its size, I am astounded at its rapid and solid growth. —MR. THOS. GILROY, the oldest representative in time of service on the Company's staff.

"Mr. Tory has an open face, one of those faces that grow on one,—but I

wouldn't want it to grow on me."—The Prosecuting Attorney.

"The Sun Life of Canada stands for safety, strength and honorable and worthy representatives." — SECRETARY MACAULAY.

"The outing is not merely for pleasure there is a business end to it. We want the man who is doing well to try and do better and those who are not doing as well as they should to measure up to the opportunities."—MR. F. G. COPE, Superintendent of Agencies.

Once I urged to have a lien taken off a policy. I believed it was not just; but the Head Office wouldn't take it off. Shortly after that the assured died. When Head Office puts a lien on a policy they know what they are doing."—MR. W. H. HULL of Peterboro.'



The Captain of the "Duchess of York." Mr. Hendry, of Brantford, is on the right, talking assurance to a young lady.



AGENCY OUTING—ST. ANNE DE BELLEVUE.

The base-ball team —The camera refused to give a distinct photograph. We don't blame the camera. The mascot of the Montreal team, with the lucky horse shoe, is shown.

Mr. Sills buried the management under a bank of violets and pansies by his eloquent address at the Staff Concert.

Five of the Head Office staff—four ladies and one lone gentleman—slept just five minutes too long the morning the Head Office folks joined the outing party, and missed the boat at Ste. Anne's. They paddled around all day though and had a good time—so they said.

Everybody voted the Clarendon Hotel and its genial manager, Mr. Lalonde, ideal.

"Great care has been given to the management of the Sun Life of Canada at Head Office, but I always recognize the field staff as a very important factor in the Company's wonderful advancement. I am proud of the staff of this Company."—PRESIDENT MACAULAY in his welcome address.

Mr. N. D. Hadley, of the Michigan Insurance Department, the foreman of the jury in the King vs. Tory case, was acting with much levity when these words were addressed to him by the judge: "Mr. Hadley, you must remember you are now in the King's domains where justice is done with proper dignity—You are not now in Michigan."—JUDGE RANKIN, of Michigan.

"I have been announced by the worthy President as the orator of the Board of Directors. I claim that honor only when replying to a toast to the ladies."—VICE-PRESIDENT EWING.

"I don't like that word 'agent' as applied to life assurance men. We are more than agents, we are representatives. When I used to sell books, I never allowed myself to be termed a book agent, I was a missionary of culture."

—MR. H. C. RANKIN.



View from Mr. T. B. Macaulay's Summer Residence, Mount Victoria, Hudson Heights.

*From the Canadian Government Blue Book.*

# Items of Business of the Life Assurance Companies of Canada

Compiled from the Preliminary Report, for 1903, of the Canadian Government Superintendent of Insurance.

COMPANIES.	Premiums for Year.	Total Cash Income (Net).	Increase in Net Cash Income	Excess of Income over Expenditure.	Increase in Assets.	Increase in Surplus.	Amount of Policies New and Taken up.	Increase of Assurances in Force over 19 2.	Amount of Policies New and Taken up in Canada during 19 3.
<b>Sun Life of Canada</b>	<b>\$3,297,494</b>	<b>\$3,085,979</b>	<b>\$424,634</b>	<b>\$1,847,203</b>	<b>\$2,025,504</b>	<b>\$290,918</b>	<b>\$44,067,205</b>	<b>\$8,490,587</b>	<b>\$5,508,369</b>
Canada Life . . . . .	2,798,989	3,975,364	261,224	1,367,166	1,215,075	10,939	10,122,139	6,327,571	4,868,165
Mutual Life of Canada . . . . .	1,254,986	1,561,070	169,972	784,620	841,594	120,305	4,746,368	3,053,131	4,728,868
Manufacturers' Life . . . . .	1,216,436	1,435,269	194,599	692,986	730,339	14,147	6,747,792	4,243,280	4,016,381
Confederation . . . . .	1,169,436	1,595,769	77,954	589,099	674,868	49,523	3,994,439	2,053,552	3,571,766
North American . . . . .	1,132,617	1,381,364	110,524	602,475	614,988	35,102	5,520,041	1,748,209	4,001,601
Great West . . . . .	1,122,617	1,172,944	117,668	386,178	573,919	97,455	4,278,850	2,729,592	4,278,850
Imperial . . . . .	994,481	717,645	87,190	306,895	353,111	23,349	3,804,243	2,210,117	3,632,567
Federal . . . . .	493,781	562,987	20,237	197,799	251,944	15,113	2,644,673	974,672	2,644,673
London Life . . . . .	486,722	598,011	42,908	165,169	160,902	4,445	1,882,836	638,794	1,882,836
Excelsior . . . . .	323,569	398,047	34,546	100,415	106,821	2,301	1,582,793	957,887	1,582,793
Dominion Life . . . . .	188,438	219,354	11,360	104,523	142,030	24,268	816,648	305,059	816,648
Royal-Victoria . . . . .	149,259	183,441	10,589	42,844	42,444	<i>d</i>	1,008,714	439,339	1,008,714
National Life . . . . .	128,873	142,451	20,011	60,846	61,882	6,182	1,426,632	608,515	1,426,632
Home Life . . . . .	128,207	135,568	20,011	60,846	74,534	<i>d</i>	1,002,901	315,993	1,002,901
Northern Life . . . . .	119,664	131,040	19,369	12,242	55,703	<i>d</i>	1,071,530	448,422	1,071,530
Continental Life . . . . .	118,183	131,527	21,146	70,634	71,672	9,324	1,267,724	476,314	1,267,724
Union Life . . . . .	100,174	114,872	12,750	46,985	56,297	<i>d</i>	5,542,288	2,382,592	5,542,288
Crown Life . . . . .	68,442	172,713	87,943	6,940	7,544	<i>d</i>	2,006,850	730,850	2,006,850
Sovereign . . . . .	67,886	70,914	26,238	2,940	14,336	<i>d</i>	791,568	791,568	791,568
	27,659	66,355	16,959	16,959		*			