

SUNSHINE

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1901.

**Sir Henri Joly de Lotbinière, K.C.M.G.,
The Lieut.-Governor of British Columbia.**

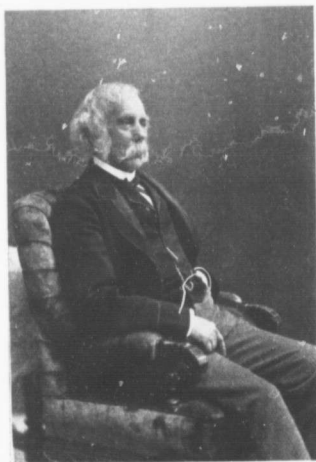
The Hon. Sir Henri Gustave Joly de Lotbinière is the eldest son of the late Gaspard Pierre Gustave Joly, a Huguenot, native of France, who became Seigneur de Lotbinière by his marriage with Julie Christine Chartier de Lotbinière, grand-daughter of the last Marquis de Lotbinière, engineer-in-chief of New France. Born in France, December 5th, 1829, he was educated at the Keler School, Paris, in company with the late Mr. Waddington, the French minister. Coming to Canada, he devoted himself to the study of law and was called to the Quebec bar in 1855. He practised his profession in the city district of Quebec, and was created a Q. C. in 1878. A Liberal politically, he was returned in that interest to the Canadian Assembly, general elections 1861, as the representative of the county of Lotbinière. On the formation of the new administration at Ottawa, he was offered and accepted the office of Controller of Inland Revenue. He became a Privy Councillor with the title of Minister of Inland Revenue, June 30, 1897. He is an honorable D.C.L. of Lennoxville University (1887), an L.L.D. of Queen's University (1894), and in acknowledgment of his public services received the K.C.M.G. from her Majesty the late Queen, May, 1895.

Sir Henri is known all over the continent for his interest in agriculture, horticulture and forestry, having

written and spoken frequently on those subjects.

During the existence of the Imperial Federation League he gave the scheme his entire support, and he is now as warmly inclined towards the British Empire League. He is also connected with the United Empire Loyalist Association.

In religious belief he is a member of the Church of England, and has served as a delegate to the Diocesan and Provincial Synods of the Church. He married, 1856, Margaretta Josepha, daughter of the late Hammond Gowen, of Quebec.



SIR HENRI JOLY DE LOTBINIÈRE, K.C.M.G.,
Lieut.-Governor of British Columbia.

Mr. C. S. V. Branch.

The Manager of the British Columbia district for the Sun Life Assurance Company of Canada was born at Monserrat, in the British West Indies, just thirty years ago. As a matter of course he was sent to England for his education, which he received at the Atherstone Grammar School and Denstone College. While still in his teens he went to Porto Rico, where he spent over two years in the office of a large commission house. In the year 1890 he came to Canada to fill a position in the Head Office of this Company, which he held until September, 1896, when he was appointed cashier of the British Columbia agency. Not long after the position of manager became vacant, and Mr. Branch was promoted to it. The appointment has proved an excellent one in every respect, the different interests of the Company being well cared for under his direction.



"Prosperous and Progressive" is synonymous with the Sun Life of Canada, and its annual statements are the best proof of the claim.

—Spectator, N.Y.



"A sailor going to the sea, his wife desires the prayers of the congregation for his safety." Such was the message as given to the parson. It was read out in the church like this:—"A sailor going to see his wife, desires the prayers of the congregation for his safety."



Persistency Wins.

Persistency is characteristic of all men who have accomplished anything great, says the Detroit Free Press. They may lack in some other particular, may have

many weaknesses and eccentricities, but the quality of persistence is never absent in a successful man. No matter what opposition he meets or what discouragements overtake him, he is always persistent. Drudgery cannot disgust him, labor cannot weary him. He will persist, no matter what comes or what goes. It is a part of his nature. He could almost as easily stop breathing. It is not so much brilliancy or intellect or fertility of resource as persistency of effort, constancy of purpose, that gives success. Persistency always insures confidence. Everybody believes in the man who persists. He may meet misfortunes, sorrows and reverses, but he will ultimately triumph, because he cannot be kept down. "Does he keep at it—is he persistent?" This is the question which the world asks about a man. Even a man with small ability will often succeed if he has the quality of persistence, where a genius without it would fail.

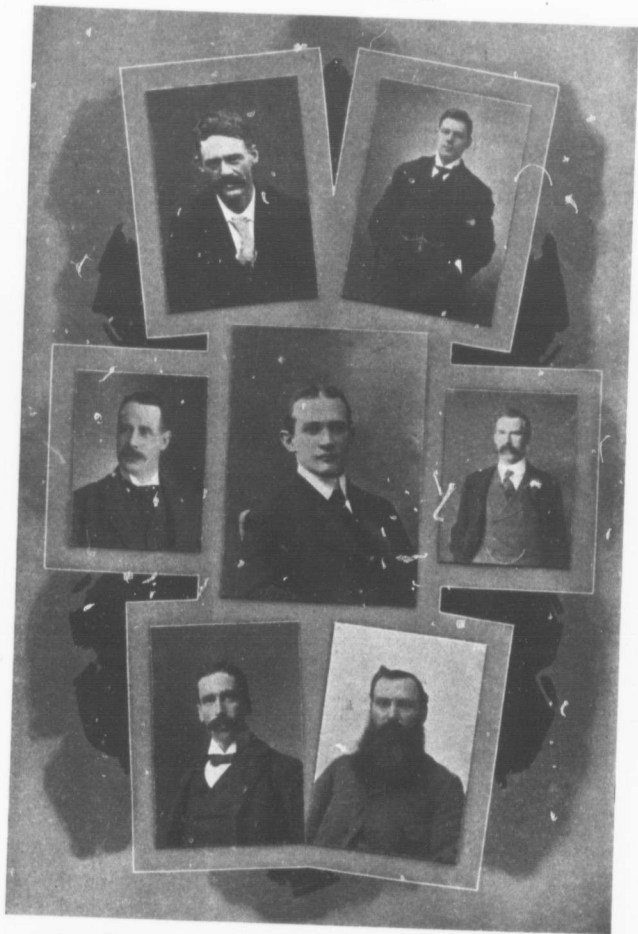


When Death Comes

Life assurance is

A rift in the clouds ;
 Sunshine through the rift ;
 Condolence coined into cash ;
 Glad news in a sorry season ;
 A friend in need who is a friend indeed ;
 The ripened fruit of remembered duty ;
 A halo of glory about the vacant chair ;
 An answer to the prayer—"Give us
 this day our daily bread ;"
 An echo of Holy Writ, "He relieveth
 the fatherless and the widow ;"
 A creator of wealth, a defender of
 home, a provider against want ;
 A will which needs no lawyer to make,
 as none need try to break ;
 A conserver of estates, when involved
 or closely invested ;
 A monument to memory far more
 honorable than marble shaft of granite
 pillar.—The Underwriter.

REPRESENTATIVES OF THE SUN LIFE OF CANADA
IN BRITISH COLUMBIA.



W. B. FALK,
Manager for Kootenay District.

JOHN H. POFF,
Inspector for British Columbia.

J. W. PRESCOTT,
General Agent for Vancouver City.

C. S. V. BRANCH,
Manager for British Columbia.

F. B. PEMBERTON,
General Agent for Victoria City.

F. J. HART,
General Agent for New Westminster District.

W. A. JOHNSTON,
General Agent for Cariboo District.

(Owing to lack of time, before going to press, we are unfortunately unable to secure photographs of the General Agents for the Okanagan District and Vancouver Island.—Editor.)

British Columbia.

The province of British Columbia entered Confederation July 20th, 1871, and is the largest province of the Dominion of Canada, containing an area of 407,300 square miles, with the comparatively small population of 200,000. The important factors stimulating the growth of the province consist of its gold, silver,

The advent of the Canadian Pacific Railway, in the year 1885, found British Columbia an undeveloped country of richest resources. The mineral wealth—which for many years had barely been touched—the mining camps of Cariboo being the only part at all worked to any extent. Now, the Province is covered by prosperous mining camps, thanks to the reclaiming influences of the improved



GREAT CEDAR TREE, STANLEY PARK, VANCOUVER, B. C.

copper and coal mines, its great timber and lumbering industries, its salmon fisheries and canning operations, which are very extensive.

A great deal of attention has been turned towards the Pacific Province of the Dominion of late years on account of its being the highway to the gold fields of the Yukon—the now famous Klondike—where so many fortunes have been made and lives lost in the struggle for the yellow metal.

transportation facilities made by the introduction of railways. Such camps as the East and West Kootenays contain are known the world over, and promising towns have sprung up with rapid and substantial growth, among them being Nelson, Rossland, Greenwood, Kaslo, Sandon and Phœnix.

The timber resources in this rich province are of immense value and add greatly to the commercial interests, lumber being exported to all parts of

the world, besides supplying the greater part of the demand in western Canada. The abundance of fish in British Columbia rivers has enriched the world with a valuable food supply. The salmon canning industry is one of the most important factors in the progress of the province, last year 1,000,000 cases being exported.

In the evening the manager entertained the president and Mrs. Macaulay at a banquet, in the Hotel Vancouver. It was a representative gathering of the agency staff of the Province, including the Company's solicitor, medical examiners and their wives. This function was the initial one of its kind to be held in British Columbia, and proved



PARLIAMENT BUILDINGS, VICTORIA, B. C.

President Macaulay in British Columbia.

The recent visit of President Macaulay to the Pacific Coast was taken advantage of by the agents of the Company in British Columbia. A business meeting was held in the Company's Head Office, at Vancouver, when many matters of interest to the Company and staff were discussed.

a very pleasant event. The president was most interesting and happy in his remarks in reply to the toast of his health.

Mr. Branch congratulates himself on the opportunity afforded to the British Columbia staff of meeting Mr. Macaulay, and is confident that it will result in more determined work and an increase of new business from his district.

Report of the Sun Life Assurance Company of Canada for 1900.

Submitted at the Annual Meeting,
held March 22, 1901.

The directors have pleasure in presenting their report and the usual financial statements covering the year ending 31st December, 1900.

The volume of the Company's new business continues to be well maintained, applications to the number of 13,878 having been received during the year for assurances of \$13,841,872.45. The number of policies actually completed and paid for was 12,219, assuring \$10,423,445.37. This exceeds the corresponding amount of the previous year by \$677,136.53.

The assurances in force on the Company's books at the close of the year numbered 51,226 for \$57,980,634.68, showing the very gratifying increase during the twelve months of \$5,174,598.75.

The financial accounts have also kept pace with the assurance transactions. The income from premiums was \$2,347,743.13, while the total income from all sources, including interest and rents, was \$2,789,226.52. This is an advance of \$193,019.25 beyond the figures of the last report.

The death claims continue favorable. The amount paid to the beneficiaries of deceased policyholders was \$489,989.22 under 492 policies. The Company now pays on an average about fifteen hundred dollars in death claims every business day. In addition \$94,241.64 was disbursed during the year to the holders of policies who had survived their endowment periods. The total of the payments now made by the Company to its policyholders or their representatives since its foundation is \$6,774,364.86. Your directors cannot refrain from drawing attention to the magnitude of the benefits conferred on the community by the distribution of such large sums year after year, chiefly to widows and orphans, who, but for this protection, would in too many cases have been left to the cold charity of the world, without even sufficient income to provide for the proper education of the children.

The assets have been augmented by a larger sum than during any previous year in the Company's history. They have now turned the ten million dollar mark, the amount being \$10,486,891.17, or \$1,239,226.56 more than a year ago. The surplus also has advanced, and is now \$423,637.56 over all liabilities and capital stock. In valuing the liabilities the basis used has been the H.M. table with four per cent. interest on all policies issued prior to the 31st December, 1899, and three and one-half per cent. on all policies issued since that date. This standard is very much more severe than that required by the Dominion insurance law.

The foregoing record shows that the year just closed has been but another page in the history of that prosperity and progress which have for so many years happily distinguished the reports of this Company.

In financial circles the present time is note-

worthy because of the unusual demand for capital in the money markets of the world, resulting from the great industrial activity prevailing in most countries and the expenditures in connection with the South African war. Your directors believe that it is wise to take advantage of these circumstances to purchase securities which will run for long terms, so that the present high rates of interest may continue to be received even into the distant future on the investments now being made. It will be noticed that a considerable portion of the Company's assets now consists of long term Bonds or preferred or guaranteed stocks of the choicest character.

The continual growth of the business decided your directors to purchase the building, known as the Trafalgar Chambers, in rear of our main offices. This has been completely remodelled, and, with the exception of the flat occupied by a portion of the Company's staff, is already almost entirely rented on most favorable terms.

ROBERTSON MACAULAY,
President.

T. B. MACAULAY, Secretary. A. W. OGILVIE,
Vice-President.

Statement of Accounts for 1900.

INCOME.

Premiums—Life, New, including single premiums . . . \$ 49,536.95	
Renewals . . . 1,749,007.82	
Annuitants	\$2,199,534.77
Accident	65,372.04
	164.11
Thrift Premiums—	
New \$29,770.06	
Renewals 54,275.26	
	84,045.32
	\$2,349,116.24
Less paid for Re-assurances	1,373.11
Interest	\$2,347,743.13
Rents, less Taxes and Repairs	416,177.04
Profit on Sale of Bonds	24,713.85
	1,072.50
Total Income	\$2,789,226.52

DISBURSEMENTS.

Death Claims, including Bonuses, \$ 489,989.22	
Matured Endowments, including Bonuses	54,241.64
Annuity Payments	38,076.78
Cash Profits paid Policyholders	55,152.85
Bonuses surrendered	4,691.11
Surrender Values	161,594.55
Accident Claims	25.71
Dividends on Capital, Jan'y and July, 1900	15,750.00
Expense Account	240,999.28
Commissions	335,138.03
Medical Fees	31,583.11
Expense, Thrift Department	45,074.92
Taxes, exclusive of those on real estate	22,579.13
Total Disbursements	\$1,534,537.33
Surplus over Disbursements	1,254,689.19
	\$2,789,226.52

ASSETS.

Debtentures—Market Values:	
Provincial Government Bonds	\$216,246.25
Municipal Bonds:	
Cities	561,266.77
Towns	558,122.32
Counties	231,662.51
Townships	71,151.25
Villages	89,077.27
U. S. Government Bonds	13,800.00
Telegraph and Telephone (Bell)	
Companies' Bonds	647,800.00
Gas and Electric Companies'	
Bonds	139,700.00
Water Company's Bonds	52,000.00
Street Ry. Companies' Bonds	732,751.79
Railway Companies' Bonds	20,750.00
Other Bonds	8,816.75
	\$3,343,145.02
Stocks—Market Values:	
Street Ry. Co.'s Guaranteed	\$294,124.86
Street Ry. Co.'s Preferred	241,400.00
Montreal Street Railway	29,960.00
Bell Telephone Co. of Canada	42,750.00
Montreal Loan and Mortgage	
Company	7,665.00
Montreal Telegraph Company's	
Guaranteed	27,565.20
Loans on Real Estate, first Mortgages	643,468.06
Real Estate, including Company's Buildings	3,627,855.72
Ground Rents	1,072,072.66
Loans on Stocks	38,540.00
Loans on Company's Policies (reserves on	
same over \$1,750,000)	841,670.97
Cash in banks and on hand	254,515.10
Outstanding Premiums, less cost of collection	226,071.72
Deferred Premiums, less cost of collection	131,610.60
These items are secured by Reserves	
included in Liabilities of over \$1,000,000.)	
Interest due and accrued (largely since paid)	168,307.01
Rents due and accrued	8,344.31
Net Assets	\$10,486,891.17
(Including uncalled Capital, the total Assets	
are \$11,081,891.17.)	

LIABILITIES.

Reserves on Life Policies, accord-	
ing to the Hm. Table with 4	
per cent. interest on Policies	
issued prior to 31st December,	
1899, and 3½ per cent. on those	
issued thereafter	\$9,385,535.78
Reserves on Annuities	437,855.14
	\$9,823,400.92
Less Reserves on Policies re-ass'd	5,799.91
Net Reserves	\$9,817,610.01
Death Claims reported but not proved or	
awaiting discharge	92,360.52
Matured Endowments (awaiting discharge)	3,241.93
Present Value of Death Claims, payable by	
instalments, not yet due	8,480.02
Unearned Accident Premiums	98.46
Dividends to Policyholders, unpaid	20,659.45
Sinking Fund deposited for Maturing De-	
bentures	2,786.26
Dividend due Shareholders 1st January, 1901	7,875.00
Sundry Liabilities	5,112.05
Total Liabilities	\$9,958,233.61
Cash Surplus to Policyholders by Hm. 4 p. c.	
Standards, as above	528,657.56
Capital paid up	\$105,000.00
Net Surplus over all Liabilities	
and Capital Stock	423,657.56
Over all Liabilities, except Capital	\$528,657.56
including subscribed but uncalled	
Capital, the surplus on above	
basis is	1,123,657.56
	\$10,486,891.17

(The Surplus according to the Dominion Government Standard is of course very much larger.)

Report of Examining Committee.

The custom of the Company has been to appoint in turn four of your directors to examine and report as to the securities owned, viz., mortgages, debentures, loans on policies, cash in chartered banks, etc., etc. This work was completed on Monday, the 18th instant, and your committee now report that they found each item exactly as per list in the general report, and have much pleasure in vouching as to its correctness.

JAS TASKER.
J. P. CLEGHORN.
S. H. EWING.
M. MCKENZIE.

Montreal, March 19th, 1901.

Auditors' Certificate.

Montreal, March 15, 1901.

To the President and Directors of the
Sun Life Assurance Company of Canada.

Gentlemen,
Our audit of the books of your Company has been carried on during the past year as usual. We have also at various periods during that time verified the cash and bank balances.

The disbursements as per the cash book and agents' statements have been carefully examined and found to be fully corroborated by vouchers. The books have been kept in a careful and systematic manner, and the financial transactions carefully entered therein.

The statements prepared for the Canadian Government, comprising the statement of assets and liabilities of the Company on the 31st December, 1900, and the statement of income and disbursements for the year 1900 have been verified by us, and we certified them to be correctly drawn from the books and records of the Company.

The balances appearing at the debit of the various banks with which the Company is transacting business, as well as the cash on hand at the close of the financial year, have been verified by us personally or by certificate.

The mortgage debtors have been communicated with in the usual manner in regard to their indebtedness to the Company, with satisfactory results.

The bonds and securities held by the Company as investments will, we presume, be verified as usual by the examining committee of your directors.

Respectfully submitted,
P. S. ROSS & SONS,
Chartered Accountants.

A Georgia judge warned his people with regard to coming into court intoxicated, and used these words—"I wish to put everybody on notice that if they come into this court-room while I am sitting on this bench drunk, they had better look out."

SUNSHINE

PUBLISHED BY THE
SUN LIFE ASSURANCE COMPANY OF CANADA.

A. M. MacKAY, *Editor.*

The Danger of Assessment Assurance.

After all that is said against assessmentism we still find many good men who are attracted by the bargain glitter of this sort of assurance. In fact the salvation of assessment assurance is in the good character and high standing of many of its promoters. Herein lies its danger. The average man will argue: "There is Mr. So and So, holding the office of Supreme and Most Glorious High Chieftain, and it must be all right or he wouldn't be in it; and there is Rev. Mr. So and So, who is Most Worshipful Chaplain." These names give dignity to the society, but are a snare to the unsuspecting. In the majority of cases the men who are in the lead are unaware of the ultimate failure of this system of assurance. If assessment assurance was left to its own merits and the system thoroughly understood by the people it would not be so successful, but it is like the Dutchman's saucepan, which had some good points, but lacked a bottom. The assessment societies have some good points but the great danger of the system is that it lacks that which above all things else it should have—permanency. Life assurance is the one thing above all that should be secure. There should not be the shadow of a doubt as to its safety, and with any old line company there is not. With a Company of the standing of the Sun Life of Canada a policyholder can know assuredly that his trust is in safe keeping, and, when the proper time comes for payment to be made, it *will be made* as agreed upon.

Moral: Evade assurance on the assessment plan and make friends of genuine assurance, such as the Sun Life of Canada offers.



A writer has recently said that "each neglected duty means a tragedy." Let this into your mind, my unassured friend, and picture to yourself how your wife and family would get along were you taken away. Give it a thought.



Brains as Capital.

The amount of life assurance which a man carries is often a just measure of what he thinks his own life is worth to his family, says a writer in the Chronicle.

Very few estimate themselves too highly.

This is a direction in which it does not pay to be too modest.

Jones, who is thirty years of age, is earning a salary of \$3,000. How should he appraise himself? His brains and energy constitute the *capital* which enables him to secure the annual *interest* named. When he dies, as die he must, to-morrow maybe, the capital disappears—is lost, counts for nothing forever. If interest is reckoned at, say, five per cent., his brains and energy are worth \$60,000. And yet he risks it day by day; what is worse, makes his family risk it. Does he take this risk with his merchandise, or factory, or the furniture in his home? There it is! The things the machine produced are apparently more valuable and correspondingly better guarded than the machine itself. Absurd, isn't it?

Better permanently capitalize the whole or a part of your brains at once.



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

Why So Successful ?

The remarks of Mr. T. B. Macaulay, secretary and actuary of the Sun Life of Canada, given at the annual meeting, recently held, shows why this Company has been so successful. We know the readers of Sunshine appreciate the great success of the Company, and it will be interesting to them to know the sources from which this success has come.

Mr. Macaulay said :

" It may not be out of place for me to say that the success which has attended our Company has not been due to mere accident or chance. There are solid reasons why such a large proportion of the public prefer to place their assurances with this Company. One of the chief of those reasons is, I think I may safely say, that we have always been a leader in the introduction of improvements into the policy contracts. For example, we introduced to this continent the idea of eliminating all the vexatious restrictions on travel, occupation, etc., which formerly existed, and issued what is known as our unconditional policy. Other companies refused to make this concession, but in the course of years competition compelled them to drop into line, and nearly all the prominent life offices are now issuing policies about as liberal as those introduced by us twenty years ago. We, however, by taking the lead in the improvement naturally secured the confidence of the public to an extent that those who merely followed in our wake could hardly expect to. For a great many years we had no extra claims to pay which we could trace to the liberality of our policies, but lately we have been called upon to pay a few claims on old policyholders, whose deaths were due to war. In South Africa three of our Canadian policyholders died—two from enteric

fever, and one, the heroic Sergeant Builder, of Brantfort, being killed in action at Belfast, South Africa. Another of our policyholders died likewise in camp at Chickamagua, Fla., of enteric fever, on his return from Cuba, and still another, a Canadian, was killed in action in the Philippines. These facts show how widely scattered our business is, and at the same time are an illustration of the practical benefits of having policies without restriction. The sums assured in each case were but small, and the loss to the Company is trifling when compared with the volume of assurances it has in force, but the satisfaction which every one of our policyholders must have in feeling that he is dealing with an institution which does not stand upon technicalities and which pays every policy taken out in good faith, no matter when or how death happens, must be very great indeed.

As a further illustration of the manner in which other companies follow our lead, I might refer to the fact that we were the first Canadian Company to establish foreign agencies. Now four other Canadian companies have taken the same course. So also with our contingent debt of dealing with under-average lives. This has been taken up, not only by Canadian companies, but by leading American companies, such as the New York Life and Equitable. Within the past year our Company has taken another forward step, and we now issue policies which are a vast improvement on the old ones in many respects. They are, in fact, so far as we can at present see, the very acme of perfection, every privilege and concession of any kind which can in our judgment be safely given, being granted in them. It is not difficult to understand that when we place in the hands of our agents better tools with

which to work than competing agents have, it is comparatively easy to secure business. At the same time I have pleasure in paying a tribute to the magnificent staff of agents who are the Company's representatives throughout the world. I have been privileged to meet large numbers of these gentlemen in many different countries, and I have no hesitation in saying that they are a body of men of whom any institution in the world might be proud, and the success of the Company is in no small measure due to their high character, ability and energy.

Just Among Ourselves.

Mr. Eugene P. Ham has been appointed district manager for North-eastern Pennsylvania, with headquarters at Scranton.

Mr. Frederick W. Porter has been transferred from the Michigan agency to the position of state agency inspector for Pennsylvania.

Mr. John R. Reid, manager for Eastern Ontario, Ottawa, is the subject of an interesting sketch in the *Utica Globe*. His portrait also appears, and is true to life. The occasion of the sketch is the appointment of Mr. Reid to the position of first vice-president of the Board of Trade of Ottawa. The sketch concludes by saying:

He has always taken the liveliest interest in commercial matters, and while in Brockville, was an active supporter of the Cheese Board there, which is one of the most important in Canada. This public spirit referred to has characterized him in a large degree since he came to Ottawa some ten years ago, and he has always been active in promoting every good scheme tending to advance the welfare of the capital. He was one of the chief promoters of the Ottawa Cheese Board and his extensive

business knowledge, affable manner and upright character have always commanded a large measure of public esteem. His confidence in the future progress of Ottawa is unbounded and he loses no opportunity, either public or private, in sounding the praises of Canada's capital.

Mr. Geo. Purdy, district manager at Peterson, N. J., has reason for being friendly to Sunshine. In sending in an application for \$5,000 he writes: "Great credit is due Sunshine for the part it played in securing this application..... Sunshine 'pressed the button' and the good contract of the Sun Life of Canada did the rest."

"Git Yer Hair Cut."

The late Professor Blackie used to relate the following story against himself.

As everyone knows, the genial professor was a picturesque and striking figure. A wiry-framed old patriarch, with strikingly handsome features and long hair that fell in ringlets about his shoulders. Nobody once having seen him could forget him.

Passing along one of the principal Edinburgh streets, he was accosted by a very dirty little street gamin with—

"Shine your boots, sir?"

The urchin was very pressing, and the professor being struck by the extreme filthiness of the boy's face, remarked—

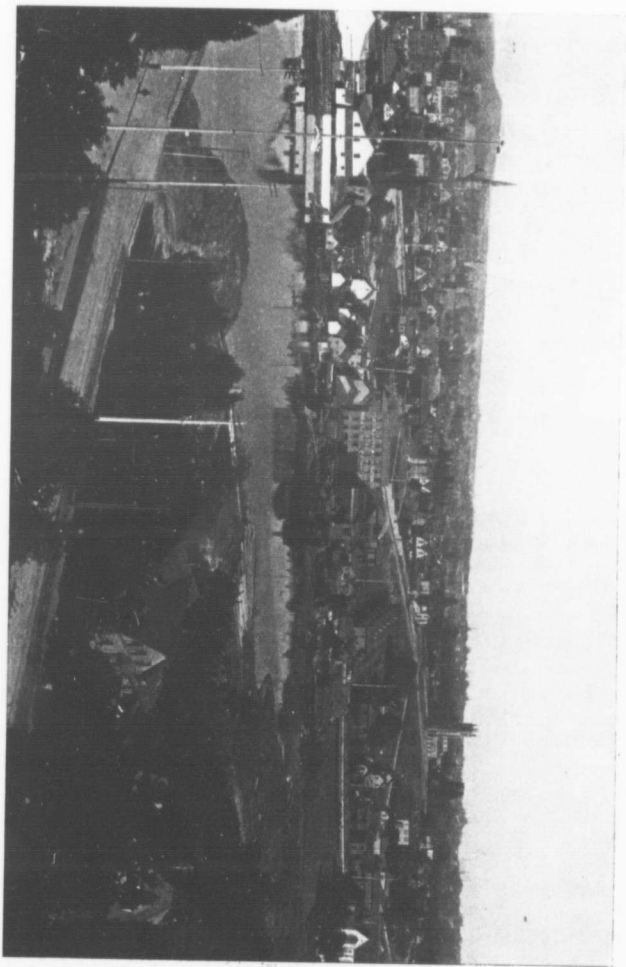
"I don't want a shine, my lad, but if you go and wash your face, I'll give you a sixpence."

"A' richt, sir," was the lad's reply; and going over to an adjacent drinking fountain he made his ablution. Returning, he held out his hand for the money.

"Well, my lad," said the professor, "you've earned your money; here it is."

"I dinna want it, auld chap," returned the boy with a lordly air; "ye can keep it and git yer hair cut."

VICTORIA, B. C., FROM PARLIAMENT BUILDINGS.



The Calf-Path.

One day, through the primeval wood,
A calf walked home, as good calves should ;
But made a trail all bent askew,
A crooked trail as all calves do,
Since then two hundred years have fled,
And, I infer, the calf is dead,
But still he left behind his trail,
And thereby hangs my moral tale.

The trail was taken up next day
By a lone dog that passed that way ;
And then a wise bell-wether sheep
Pursued the trail o'er vale and steep,
And drew the flock behind him, too,
As good bell-wethers always do.

And from that day o'er hill and glade
Through those old woods a path was made ;
And many men wound in and out,
And dodged, and turned, and bent about,
And uttered words of righteous wrath
Because 'twas such a crooked path.
But still they followed—do not laugh—
The first migrations of that calf,
And through this winding wayway
stalked,

Because he wobbled when he walked.

This forest path became a lane,
That bent, and turned, and turned
again ;

This crooked lane became a road,
Where many a poor horse with his
load,

Toiled on beneath the burning sun,
And traveled some three miles in one,
And thus a century and a half
They trod the footsteps of that calf.

The years passed on in swiftness fleet,
The road became a village street ;
And this, before men were aware,
A city's crowded thoroughfare ;
And soon the central street was this
Of a renowned metropolis.
And men, two centuries and a half,
Trod in the footsteps of that calf.

Each day a hundred thousand rout
Followed the zigzag calf about ;
And o'er his crooked journey went
The traffic of a continent,
A hundred thousand men were led
By one calf three centuries dead.
They followed still his crooked way,
And lost one hundred years a day ;
For such reverence is lent
To well-established precedent.

A moral lesson this might teach,
Were I ordained and called to preach,
For men are prone to go it blind
Along the calf-paths of the mind,
And work away from sun to sun
To do what other men have done.

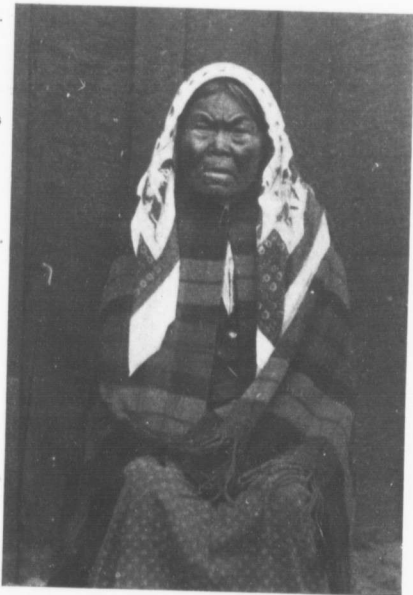
They follow in the beaten track,
And out and in, and forth and back,
And still their devious course pursue,
To keep the path that others do,
But how the wise and wood-gods laugh
Who saw the first primeval calf !
Ah, many things this tale might teach,
But I am not ordained to preach.

—Sam. Walter Foss.

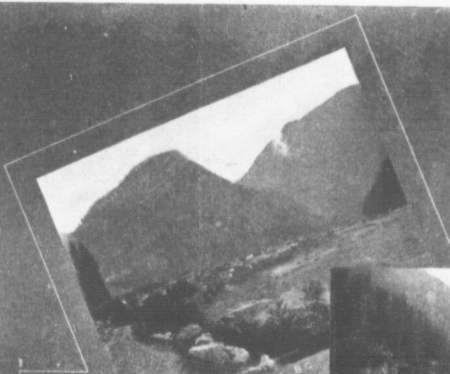


The "Prosperous and Progressive" Sun Life Assurance Company of Canada made a handsome showing in its annual statement for 1900. A comparison of its figures of to-day with those of ten years ago shows an increase in income of \$1,900,147.65; in net assets, exclusive of un-called capital, \$8,013,376.98, and of assurance in force, \$41,221,278.76.

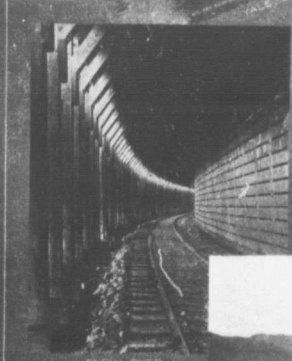
—Insurance Topics, Boston.



A BRITISH COLUMBIA BEAUTY OF OTHER DAYS.



ALBERRY CANYON



SNOW SHED



THOMPSON CANYON

FOUR SQUARE GAINS IN 1900.

GAIN in Assurance

ISSUED and Paid for :

\$677,136.53

GAIN in Cash Income

from Premiums and
Interest :

\$193,019.25

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PROSPEROUS AND PROGRESSIVE

GAIN in Surplus

after paying Profits to Policies
entitled thereto :

\$50,353.11

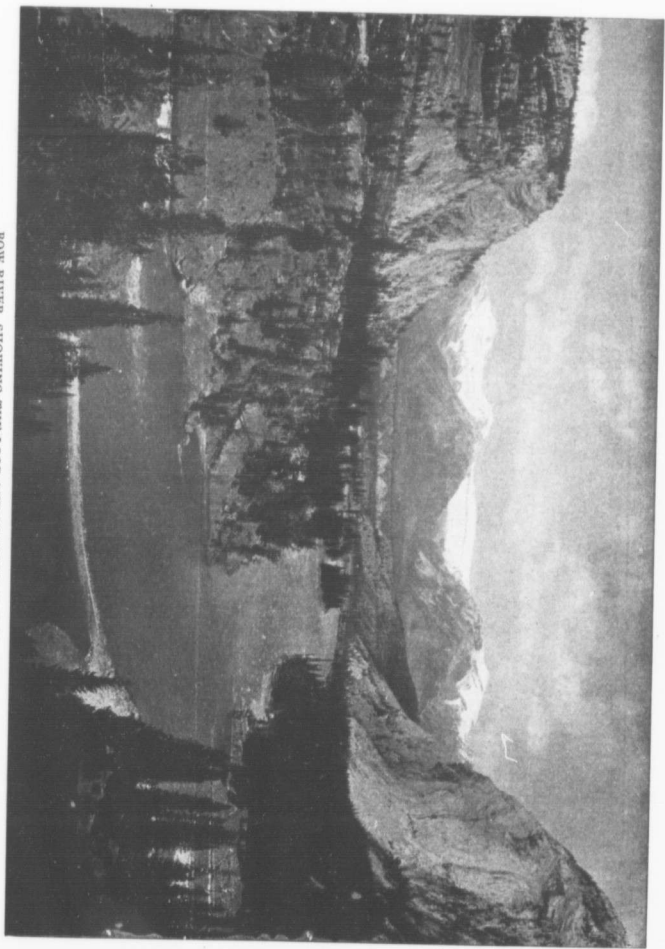
GAIN in Assets :

\$1,239,226.56

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YOU HAD BETTER ASSURE
... WITH ...
THE SUN LIFE OF CANADA.

BOW RIVER, SHOWING THE LOOP AND MALTESE RANGE, BANFF.



THE RECORD OF 1900.

A Few Items of Interest.

Assurances issued and paid for	\$10,423,445.37
Increase over 1899	677,136.37
Income from Premiums and Interest	2,789,226.52
Increase over 1899	193,018.25
Assets at 31st December, 1900	10,486,891.17
Increase over 1899	1,239,226.56
Undivided Surplus over all Liabilities except Capital, (According to the Company's Standard the Hm. Table, with 4 ⁵ / ₁₀ interest on policies issued before 31st December, 1899, and 3 ¹ / ₂ ⁵ / ₁₀ on those issued since.)	529,289.22
Increase over 1899	50,353.11
In addition to profits given during the year to policies entitled thereto	59,843.96
Making a total paid or accrued during the year of	110,197.07
Death Claims, Matured Endowments, Profits and all other payments to policyholders during 1900	843,771.86
Death Claims, Matured Endowments, Profits and all other payments to policyholders to 31st Dec., 1900,	6,774,364.86
Life Assurances in force 31st Dec., 1900	57,980,634.68

PROGRESS.

	Income.	Net Assets, exclusive of uncalled Capital.	Life Assurances in force.
1890	\$ 889,078.87	\$2,473,514.19	\$16,759,355.92
1900	2,789,226.52	10,486,891.17	57,980,634.68
Increase	\$1,900,137.65	\$8,014,376.98	\$41,221,278.76

THE SUN LIFE OF CANADA

.... IS

"PROSPEROUS AND PROGRESSIVE."