

IN BURNS' COUNTRY

SUNSHINE

Vol. XII.
No. 3

MONTREAL

MARCH.
1907



Robert Burns

1759-1796

In Burns' Country.

In two years more a century and a half will have passed since the birth of Scotland's immortal bard, Robert Burns. It was on Jan. 25, 1759, that "Bobbie" Burns was born, in a humble cottage at Alloway, a place probably not large enough to be marked on the map of Ayrshire, Scotland. There he spent childhood's days, and along the same rippling, sparkling Doon he spent some of his sparkling years. Then he belonged to Alloway and Ayrshire; nobody else wanted him. To-day he belongs to the world; and the world is proud of him. In like manner the big world is pleased to recognize the claims of little Alloway, writes W. Bert Roadhouse in the *Toronto Globe*. Universal fame magnifies rather than swallows up local interest. The little cottage, the auld kirk and the auld brig of Doon are sacred not only in the Scottish heart, but also in the history of literature.

From Ayr to Alloway is scant two miles. It is a beautiful country road, with tall, mighty trees on either side. Every little while electric cars pass too and fro; every little while the whizz and rush of the merry auto is heard. These inroads of modern civilization are strangely out of keeping with the thoughts of the tourists as his eye falls upon the long, low cottage, with its clay walls and thickly thatched roof. Close to the roadside, it stands out apparently just as it did in 1756, when it was built by the hands of William Burns, father-to-be of the great genius. Bicycles may give way to automobiles and automobiles to flying machines, but the cottage remains the same yesterday, to-day and to-morrow. But it has had its vicissitudes. For over a century it has served as a public house wherein to dispense intoxicating liquids. It was not till May, 1881, that it was purchased by the Burns monument trust-

tees for £4,000. Then it was restored to as near its original shape as possible, and another small building erected on one corner of the beautiful lawn. In this building are displayed dozens of interesting and valuable Burns relics. Over 50,000 people each year make a personal pilgrimage to this spot and sign their names in the big book. No twentieth-century tourist would miss an opportunity presented to sign his name.

But it is not such cold facts and figures which fill the mind of the visitor as he enters. A strange feeling of awe, even reverence comes over him. There are but two rooms to see, aside from the byre and barn, which are under the same roof. In the kitchen is the bed on which the poet was born. The visitor is impressed with the humility of it all. He fain would forget the rough stones which serve as a floor in the smoothness of his own poetic thoughts; he fain would adorn the bare, cheerless walls with the romantic pictures which his fancy paints. But he sees a deeper, sterner meaning. The cottage is emblematic of the time in which it flourished. In such as this lived the ancestors of many a sturdy Canadian pioneer. In such as this the strong qualities of Scottish character, which are the admiration of the world, were developed and the simple joys of family took place. Had he not been a cottar's son, Burns would probably never have given to mankind that magnificent picture in which he truly says:

"From scenes like this old Scotia's grandeur
springs,
That makes her loved at home, revered abroad;
Princes and lords are but the breath of Kings,
An honest man's the noblest work of God."

It is perhaps a quarter of a mile farther down the road before the auld kirk is reached. The roof is gone, but the walls still stand with their thick mantle of clinging ivy. Especially silhouetted

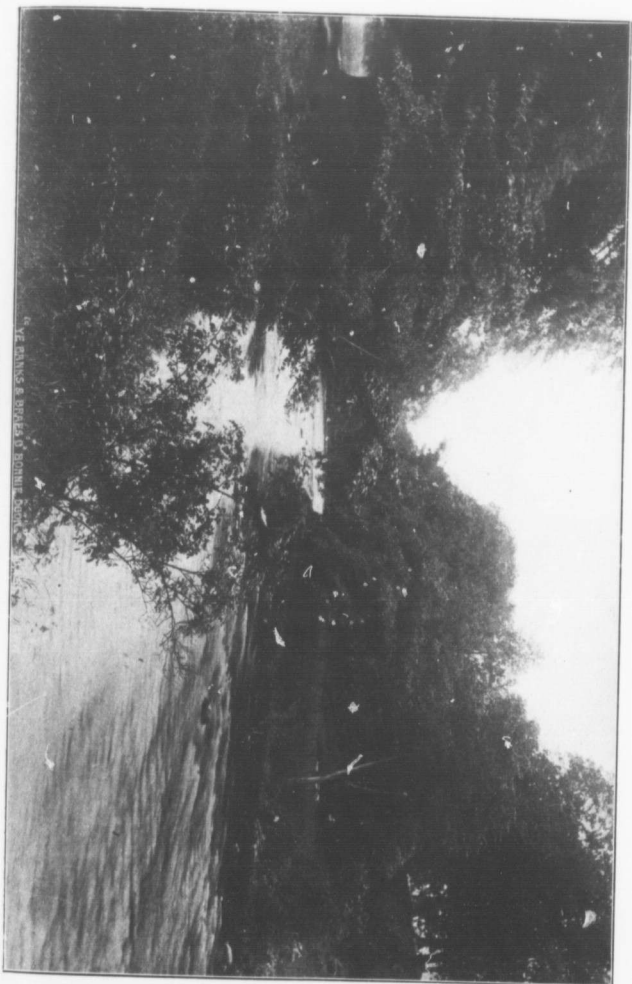
(Continued on page 50)

THE BURNS & BRIGGS OF ROBIN DOON
"THE BURNS AND BRIGGS OF ROBIN DOON"

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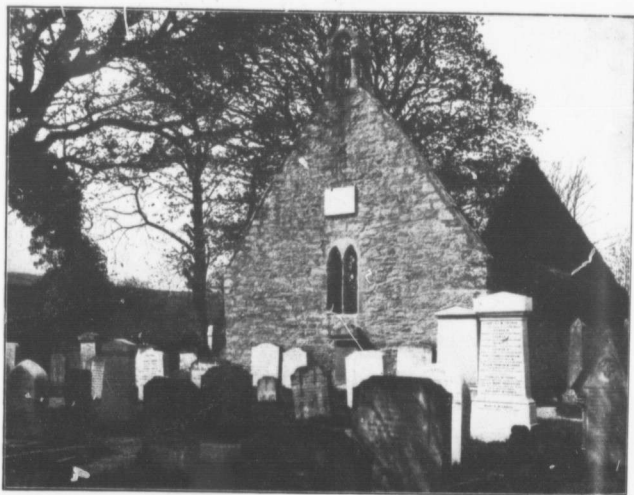
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"THE BANKS AND BRANCHES OF BOSSNIE DOON."





BIRTH PLACE OF ROBERT BURNS, ALLOWAY.
"The Auld Clay Biggin" built by the Poet's Father.



ALLOWAY'S "AULD HAUSTED KIRK."
The Rounded Tombstone at the Left marks the Grave of Burns' Father.

"ATLANTA" AND NEW BRIDGES OF HOONS, ALLOWAY.



SUNSHINE

PUBLISHED BY THE

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

A. M. MACKAY, *Editor.*



HEAD OFFICE BUILDINGS SUN LIFE ASSURANCE COMPANY OF CANADA.

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March 1907											
SUN.	MON.	TUE.	WED.	THU.	FRI.	SAT.					
Est. 70	Est. 100	Est. 200	Est. 300	Est. 400	Est. 500	Est. 600	1	2	3	4	5
3	4	5	6	7	8	9					
10	11	12	13	14	15	16					
17	18	19	20	21	22	23					
24	25	26	27	28	29	30					

Directors' Report for 1906.

Applications for assurance were received to the number of 16,546 for \$22,901,570.65. The policies actually issued and paid for numbered 12,933 and covered \$17,410,054.37, the balance being declined or uncompleted. The total assurances in force at the close of the year now amount to \$102,566,398.10 under 78,623 policies. The passing of the hundred million dollar line marks another milestone in the Company's progress.

Income Rapidly Increasing.

The income continues rapidly to increase and has now reached \$6,212,615.02. The assets show the same characteristic, and are now \$24,292,692.65, the addition for the twelve months being very close to the even three millions of dollars. During the past five years the assets have more than doubled, and during the past ten years they have almost quadrupled.

Growth in Profit- Earning Power.

But while the growth in size, indicated by the preceding items, is very gratifying, the growth in strength and profit-earning power has been even more marked. The surplus earned during the year was \$921,721.34, of which \$208,658.97 was distributed in cash to policyholders entitled to participate that year; \$207,763.51 was set aside to place the reserves

on all policies issued since 1902 on a three per cent. basis, and \$489,548.86 was added to the undivided surplus. The surplus over all liabilities and capital stock is now \$1,225,247.45, which indicates the strength of the Company's position and the amplitude of the provision for those policies whose time for participation has not yet arrived.

Liabilities Calculated on Stringent Basis.

The liabilities have been calculated on the Hm. table, with three and one-half per cent. interest for all policies issued prior to December 31st, 1902, and three per cent. for those issued since. It should also be noted that the Hm. mortality table, in itself, calls for heavier reserves than the American table in use in the United States, so that both from the standpoint of the table employed and the rate of interest assumed, the liabilities have been calculated on an unusually stringent basis.

Handsome Current Dividends to Policyholders.

Although the increase in the surplus on hand has been great and promises well for future distributions of profit, the dividends actually being paid to our policyholders have kept pace. The steady growth in the profit earnings permitted the Company to increase the scale of distribution for the year 1905 beyond that for 1904, and the scale for 1906 in its turn beyond that for 1905. We are pleased to say that the scale which has been adopted for the current year, 1907, is again beyond that for 1906. The large earnings have, therefore, not merely benefitted the policyholders by adding to the strength of the Company and by increasing the provision for future profits, but also by permitting the distribution to them of remarkably handsome current dividends.

Insurance Investigation.

The most noteworthy feature of the past year in Canadian insurance circles has been the investigation of our life companies by a Royal Commission. The public are already so thoroughly informed in regard to this matter that any detailed reference here is unnecessary. Speaking of our own Company, while the Commission unquestionably gave the officers an immense amount of additional labor, the results of the enquiry have been very beneficial. The great strength of the Company, its profitable investments, the large dividends paid by it to its policyholders, the ample provision for profits on policies not yet participating, and, if we may be pardoned for saying so, the honesty and cleanness in all its business methods, have been brought into the light as never before.

A Most Striking Fact.

Possibly the most striking fact brought out was that the Company is really much stronger than it has ever claimed to be, having a contingent fund outside its published list of assets, composed largely of bonus stocks obtained in connection with purchase of bonds. This fund is already worth a large sum, and not only adds to the strength of the Office, but will in time materially increase the payments of profits as the various items are converted into cash.



The Scot 'Way Down South.

The Scot is everywhere. North, south, east or west you will find a McLeod, Brown or Fraser. We have before us the Atlanta Georgian, of recent date, which tells us that away down south the Scot migrates, and they have a real live Burns Society in Atlanta, with the Sun Life manager, Mr. John S. Cameron, a raw-boned Scot, as president.

STATEMENT OF ACCOUNTS FOR 1906

Sun Life Assurance Company of Canada

INCOME

Premiums—Life, New, including single premiums	\$ 796,965.19	
Renewals	3,412,541.10	
		\$4,209,506.29
Annuities		359,126.41
Accident		138.32
Thrift Premiums, New	\$ 18,313.70	
Renewals	79,462.06	
		97,775.76
		\$4,666,546.78
Less paid for re-assurance		1,239.55
		\$4,665,307.23
Interest		1,003,435.30
Rents, less taxes and repairs		18,806.16
Net Profit on sale of securities		525,066.13
		\$6,212,615.02
Total Income		<u>\$6,212,615.02</u>

ASSETS

Debtures—Market Values:		
Government, State, Provincial and Municipal bonds	\$ 1,117,470.69	
Railway, Traction, Gas and other Corporation bonds	12,105,231.09	
		\$13,222,701.78
Stocks—Market Values:		
Preferred and guaranteed stocks	\$ 783,528.00	
Other stocks	1,331,889.71	
		\$ 2,115,417.71
Loans on Real Estate, first mortgage	2,073,167.94	
Real Estate, including Company's buildings	767,415.08	
Ground rents	38,640.00	
Loans on Company's policies (fully covered by reserves on same)	2,122,634.01	
Loans on bonds and stocks	2,342,195.00	
Cash in banks and on hand	762,750.05	
Outstanding premiums (less cost of collection)	395,185.25	
Deferred premiums " " " "	162,718.10	
(These items are secured by Reserves included in Liabilities)		
Interest due and accrued (largely since paid)	280,754.93	
Rents due and accrued	9,112.80	
		<u>\$24,292,692.65</u>
Net Assets		<u>\$24,292,692.65</u>

DISBURSEMENTS

Death claims, including bonuses	\$ 1,001,715.52
Matured Endowments, including bonuses	381,316.86
Annuity payments	138,583.32
Policy Annuity payments	275.70
Guaranteed interest payments	75.89
Cash profits paid policyholders	205,681.85
Bonuses surrendered	2,874.19
Surrender values	235,333.09
Surrender values for matured deferred dividend policies	14,949.10
Accident claims	50.00
Dividends on Capital Jan. and July, 1906	15,750.00
Expense Account	444,744.71
Commissions	684,168.24
Medical fees	52,620.45
Taxes, exclusive of those on real estate	47,339.24
Expenses, Thrift Department	30,743.47
Total Disbursements	<u>\$ 3,256,221.63</u>
Surplus over disbursements	2,956,393.39
	<u>\$ 6,212,615.02</u>

LIABILITIES

Reserves on Life Policies according to Hm. Table, with 3½ per cent. interest on all policies issued prior to December 31st, 1902, and 3 per cent. on all policies issued since that date	\$20,027,306.42
Reserves on Annuities, same basis	1,556,530.67
	\$21,583,837.09
Less Reserves on Policies re-assured	4,369.00
	21,579,468.09
Death Claims reported but not proved, or awaiting discharge	245,724.06
Annuity claims awaiting discharge	8,660.83
Matured Endowments awaiting discharge	10,909.90
Present value of Death Claims payable by instalments	71,108.55
Unearned Accident Premiums	82.99
Dividends to Policyholders declared, but not yet due, or awaiting discharge	33,478.26
Sinking Fund deposited for maturing debentures, etc.	5,030.47
Dividends due Shareholders 1st Jan., 1907	7,875.00
Sundry Liabilities	107.05
Total Liabilities	<u>21,962,445.20</u>
Cash Surplus to Policyholders by Hm. 3½ per cent. and 3 per cent. standard	2,330,247.45
Capital paid up	\$ 105,000.00
Net Surplus over all liabilities and capital stock	2,225,247.45
Over all liabilities except capital	<u>\$ 2,330,247.45</u>
	<u>\$24,292,692.65</u>

The Net Surplus over all liabilities and capital stock, according to the Dominion Government standard, is \$3,654,964.81

In addition to the above the policyholders have the benefit of the security of the subscribed but uncalled capital amounting to \$595,000.00.

Concerning Profits.

The Sun Life of Canada is steadily, year by year, increasing its basis for division of profits, the present year's basis being materially higher than that of any former year. Congratulatory letters are being daily received from policyholders and we regret that space forbids reproducing many in one number of *SUNSHINE*. These letters go to show that to be outside the fold of the Sun Life of Canada a great deal of profitable satisfaction is missed.

"Wise and Careful Financial Management,"

THE GAULT BROTHERS CO., LIMITED,
WHOLESALE DRY GOODS,
MONTREAL, Feb. 2, 1907.

T. B. MACAULAY, Esq.,
Secretary,
Sun Life Assurance Co., of Canada,
City.

Dear Sir,—I beg to acknowledge receipt of your favor of 30th ult. enclosing bonus certificate on policy held by me in your Company.

The results of the business for the past five years are certainly very satisfactory, and show wise and careful financial management on the part of the directors of the Company.

I would take this opportunity of congratulating you on the excellent showing made by your Company before the insurance commission some months ago.

Wishing the "Sun" every success, and assuring you of my appreciation of your personal efforts to keep the Company up to its present high standard,

I remain,
Yours truly,
H. B. PICKEN.

"A Showing That Will Bother a Good Many Companies to Beat."

YORK, Pa., Jan. 15, 1907.

W. A. HIGINBOTHAM, Esq.,
State Manager,
Sun Life Assurance Co. of Canada,
Philadelphia, Pa.
Re No. 99704.

Dear Sir,—Your Company's dividend certificate, showing the first five years' profits on my twenty year endowment policy just to hand, and it certainly is a most satisfactory and excellent return, endorsing to the fullest all that I have read and learned regarding the careful management of the Sun Life of Canada. A cash dividend of 14% on the total premiums paid, on a twenty year endowment policy, is a showing that will bother a good many companies to beat.

Very truly yours,
N. A. WISOTZKEY.

"I Am Most Satisfied."

WINNIPEG, February 2, 1907.

T. B. MACAULAY, Esq.,
Secretary,
Sun Life Assurance Co. of Canada.

Dear Sir,—I beg to acknowledge the receipt of dividend certificate on my policy No. 9007, and wish to say that I am most satisfied with the dividend of bonus as shown in the statement. I shall always speak well of the Sun Life. The late Thos. Gilroy was an old and very personal friend of mine. With best wishes and every success for your Company,

Believe me,
Yours truly,
(REV.) H. T. LESLIE.

"This is the Best Investment I Have Ever Made."

TORONTO, Jan. 8th, 1907.

HOLLAND A. WHITE, Esq.,
District Manager,
Sun Life Assurance Co. of Canada,
Hamilton.

Dear Sir,—Allow me to express my great satisfaction at the amount of the dividend, the notice of which your agent at St. Catharines, Mr. John W. Gordon, has just forwarded me in connection with my 20 Payment Life, One Thousand Dollar Policy No. 63680 in your Company.

The premium on the above policy is only \$29.40, and the five year dividend is a bonus addition of \$55 00, which equals over 35% of the premiums paid in that time.

After congratulating myself on being a Sun Life policyholder, I wish to congratulate the directors and thank them for the wise and careful management that has made possible the remarkable success that has placed the Sun Life in its present exalted position among the great and successful financial institutions of the day.

Ever may success and prosperity follow the Sun Life Assurance Co. of Canada.

Yours truly,
J. B. MITCHELL.

The Macaulays.

The Insurance Times, of New York, has the following :

" Mr. T. B. Macaulay, the actuary of the Sun Life Assurance Company of Canada, is perhaps one of the busiest men in the Dominion. He has a fine frame and an energy that is catching, a manner that at once makes you feel at home, and above all, a grasp on his business that many are ambitious to attain. His father, Mr. Robertson Macaulay, is still active, a grand old gentleman and very approachable. We would like to read a history of assurance written by Mr. Macaulay. The Sun has an official force and standing in Montreal that easily makes it the leader in that ancient city, and a leader, too, which others will follow without reluctance. Mr. Macaulay is very fair to the American companies doing business in Canada, and has recently had an opportunity to show it in a very substantial manner. It can easily be understood why the Company is doing a very substantial business in the United States."

(This has been inserted, without the approval of the Messrs. Macaulay.—Ed.)



Library Indexing.

We are all aware of that gem of indexing :

Mill on Logic.

" on the Floss.

But the catalogue of a public library in the provinces contains an example equally as good in the following :

Lead Poisoning.

" Kindly Light.



THE GROWTH OF INCOME OF THE SUN LIFE OF CANADA.

1871 \$48,210.23.

1876 \$102,822.14.

1881 \$132,500.58.

1886 \$373,500.51.

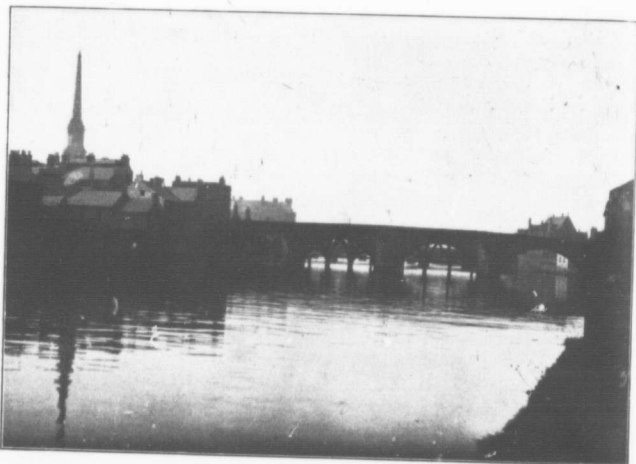
1891 \$920,174.57.

1896 \$1,836,258.00.

1901 \$3,005,666.07.

1906 \$6,212,615.02.

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



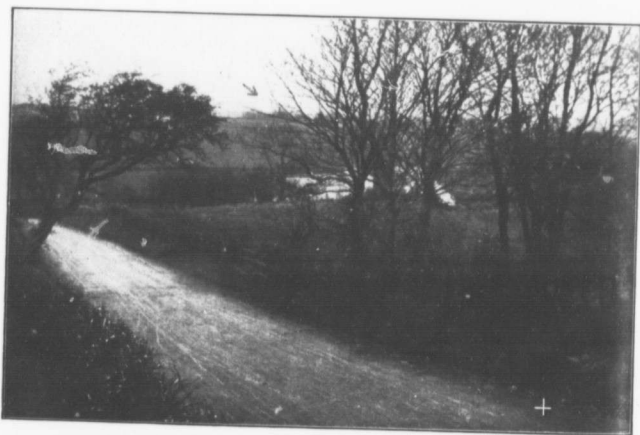
THE "TWA BRIGS" OF AYR

The nearer one being the famous "Auld Brig."

The Town of Ayr is seen at the left.

"This mony a year I've stood the flood and tide,"

"Auld Ayr wham ne'er a town surpasses,
For honest men an' bonnie lasses."



THE SCENE OF "DEATH AND DR. HORNBOOK."

The Cross at the side of the Road on the lower right hand corner marks the Stone Seat where Burns wrote the Poem. The Arrow Points to "Willies Mill."

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Took Everything in Sight.

At a recent political banquet in Montreal the following story was told. It may be old to many of SUNSHINE's readers, but it is worth repeating:

"A toast to politics," the speaker began. "A toast to politics and politicians."

"I know a man whose son is 10 years old. To find out what his son's tastes were, this man put in the boy's room one day a Bible, a bottle of whiskey and a five dollar bill.

"If he takes the Bible," the father said to himself, 'its a sign he's going to be a preacher. If he takes the money he'll be a business man. If he takes the whisky, he'll be no good—a drunkard.'

"And he crawled under the bed and waited for the boy to come in.

"When the boy came in he was whistling. He ran to the table like a shot and took the money and put in his pocket. He took the Bible and put it under his arm. He uncorked the bottle of whisky, took a mouthful of it, smacked his lips and went out whistling again.

"By jingo," said the father crawling out from under the bed, 'he's going to be a politician.'"

The Sun Life of Canada has always been notable for the steadiness of its investments and the prudence and foresight with which they have been made, and it is safe to say that in this respect the position of the Company is unsurpassed."—The Policyholder, London, England.

Agreeably Surprised.

WINNIPEG, Dec. 28, 1906.

EDWIN S. BAKER, Esq.,
Manager for Manitoba,
WINNIPEG.

Dear Sir,

I beg to acknowledge dividend certificate for allotted profits on Policy 10393. I am agreeably surprised at the increase for the last five years.

Yours truly,

J. H. CHAMBERS.

1881 \$96,461.95.

1886 \$263,944.64.

1891 \$538,523.75.

1896 \$1,575,027.10.

1891 \$2,083,374.

1896 \$6,508,146.00.

1901 \$11,775,032.07.

1906 \$24,292,092.65.

THE GROWTH OF NET ASSETS OF THE SUN LIFE OF CANADA.

(Continued from page 38)

against the moonlight and surrounded by tombstones which speak for those who cannot speak, the auld kirk seems an ideal playground for witches. Just across the road the Burns monument rises in its noble proportions. From the top may be obtained a magnificent view of the tree-covered hills and dales of Ayrshire.

It is situated in the centre of a garden of bloom, and at one corner is a little building which contains plaster statues of the immortal Tam O'Shanter and Souter Johnnie. Just a few yards distant at the foot of the bank runs the Doon, being spanned at this point by the auld brig and a short distance away by the two newer brigs.

It is beautiful to picture the young Burns gathering poetic inspiration from the beauties of nature which surrounded his childhood days. The isolation of the cottages gives to it a rusticity and a charm which are lacking in the birth-places of many great men. Then the Doon, with a wealth of foliage on either side, bending over as though to kiss its clean, rippling waters, affords a scene positively enrapturing. Sit upon its banks on a bright afternoon and allow the soft music of a lone fiddler in the distance to be wafted to your ear as you gaze up beneath the noble arches of the brigs, and the scene must arouse even the most unpoetic persons to higher thoughts. Hence it is beautiful to think of Burns in such a poetic setting, but it is not altogether true. Even in his youth he followed the plough, and later years saw no cessation in his struggle for

existence. But as those very struggles gave to him the broad, human sympathy and insight which marks his work, so perhaps it is not too much to think that the charm and beauty of his surroundings contributed not a little to the gentleness and tenderness which make him beloved to-day wherever Scottish heart beats or Scottish emotions throb.



The Braes O'Ballochmyle.
"Ayr gurgling kissed her pebbled shores."

Mr. Sills, of Virginia.

A Richmond, Va., paper informs us that Mr. N. D. Sills, our manager for Virginia, has been selected as president of the newly formed Young Business Men's Committee, whose object is for the public good, morally, socially and commercially. Mr. Sills did valiant service as head of the Young Business Men's organization in the raising of \$225,000 for the Y. M. C. A.

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The Man Whose Watchword's Wait.

"Great deeds," said Uncle Hiram, "I've observed, 'tween me an' you, fer every man that does'em there are ten agoin' to do;

There's lots o' men can sit aroun' an' entertain a crowd

With how they're goin' t' plant a field they've likely never plowed;

Bill Jones was such a feller, an' I used t' hear him tell

Of a scheme he had fer killin' weeds that sounded mighty well;

Machinery could do the work—a man need never sweat,—

But I find that William has n't set the world afire yet.

"When Simpson's boy from college came, the family prophesied,

Within a year or two, the world would view him open-eyed,

And marvel at the wonders of improvement he'd advance

To scientific methods if he had but half a chance. He stayed around the town awhile an' worked

quite hard, I jinks,

At poundin' little rubber balls o'er what he called 'the links,'

We've scientific problems still that makes professors fret,

But I note young Simpson has n't set the world afire yet!

"An' so," said Uncle Hiram, "future action does not count

Toward betterin' of our present state to any 'great amount;

A million 'goin'-t'-do-its' would n't balance one 'has-done,'

An' a pound of 'right-this-minute' 's worth 'to-morrow's,' half-a-ton.

I've noticed in my lifetime scores of fellers, sad to state,

Who'd have prospered if they had n't for their watchword taken 'Wait';

Fellers sure to do great wonders ere the next day's sun had set,—

But I've noticed none of them has set the world afire yet!"

—Roy Farrell Greene.

1872 \$ 1,061,350.00.

1876 \$ 2,414,063.32.

1881 \$ 3,010,156.31.

1886 \$ 9,413,358.07.

1891 \$ 29,430,900.84

1896 \$ 38,696,890.92

1901 \$ 62,400,251.00.

1906 \$ 102,566,598.10.

THE GROWTH OF LIFE ASSURANCES IN FORCE SUN LIFE OF CANADA.

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

Some Facts from the Report of 1906

Sun Life Assurance Company of Canada

1	Cash Income from Premiums, Interest, Rents, &c.	\$6,212,615.02
	Increase over 1905	495,122.79
2	Assets as at 31st December, 1906	24,292,692.65
	Increase over 1905	2,983,307.83
3	Surplus earned during 1906	921,721.34
	Of which there was distributed to policyholders entitled to participate that year	208,658.97
	And set aside to place reserves on all policies issued since December 31st, 1902, on the 3 per cent. basis	207,763.51
	Surplus over all Liabilities and Capital (according to Hm. Table, with 3½ and 3 per cent. interest)	2,225,247.45
	Surplus over all Liabilities and Capital Stock, Dominion Government Standard	3,654,964.81
4	Death Claims, Matured Endowments, Profits and other payments to Policyholders during 1906	1,980,855.52
5	Payments to Policyholders since organization	15,099,223.87
6	Assurances issued and paid for in Cash	17,410,054.37
7	Assurances in force December 31st, 1906	102,566,398.10

The Company's Growth

	Income.	Net Assets exclusive of 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
1881	182,500.38	538,523.75	5,010,156.81
1886	373,500.31	1,573,027.10	9,413,358.07
1891	920,174.57	2,885,571.44	19,436,961.84
1896	1,886,258.00	6,388,144.66	38,196,890.92
1901	3,095,666.07	11,773,032.07	62,400,931.00
1906	6,212,615.02	24,292,692.65	102,566,398.10

Head Office

Montreal