

VOL. IV.

MONTREAL, APRIL, 1899.

No. 4.



AMONG THE PINES.

## ANNUAL MEETING

OF

**The Sun****Life Assurance Company of Canada.**

The Annual Meeting of the Company was held in the Head Office Building, Montreal, on Friday, March 3rd, 1899, at 2 p.m. In the absence of the President, the Vice-President, Honorable A. W. Ogilvie, occupied the chair.

The following report and statement of accounts were submitted :

**DIRECTORS' REPORT.**

The Directors have pleasure in reporting another year of quiet, satisfactory progress and increasing prosperity.

The proposals for new assurances were 23,565 in number, and \$15,019,445.68 in amount. The policies written were 21,427, for \$13,145,988.51; while those paid for numbered 16,752 for \$10,680,957.92. The assurances actually put in force were thus 1616, for \$119,688.19 in excess of those of the preceding twelve months, and larger both in number and amount than for any previous year in the Company's history.

Included in the foregoing figures are 14,946 proposals for Thrift assurances of \$2,049,090.34, on which 13,559 policies to the amount of \$1,778,221.29 were written, 10,056 for \$1,254,619.25, being taken and paid for.

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

	Number.	Amount.
Ordinary Department. . . . .	30,664	\$47,682,343.91
Thrift Department. . . . .	16,189	2,011,061.74
Total. . . . .	46,853	\$49,693,405.65

Those totals show the very satisfactory increase of 7,695 policies, for \$4,709,608.86, over the corresponding figures of 1897.

The premium income continues to increase steadily, and after deducting re-assurances amounting to the sum of \$1,993,813.12. Of this amount \$503,156.82 consisted of premiums on new policies—a proportion so large as to be noteworthy. The total income, including interest and rents, was \$2,327,913.60.

The claims by death which arose during the year were under 440 policies, on 410 lives, assuring \$457,928.19. This is an increase of but \$34,432.00, and is well within the predictions of the Mortality Tables. In addition, 75 Endowment assurances for \$88,630.28 matured by survival.

The assets have been augmented by \$909,540.37, and now amount to \$8,231,911.81. The surplus over all liabilities to policyholders, according to the Company's standard of valuation (the Hm. Table with four per cent. interest), is \$359,398.26.

The following figures show the Company's position according to the various standards usually employed :

Hm. Table with 4 % interest. . . . .	\$359,398.26
American Table with 4 % interest. . . . .	555,239.40
Dominion Government Standard (Hm. with 4½ %) . . . . .	734,038.06

Your Directors believe that the time has come when, in the interest of policyholders, some of the legislative restrictive on the investments of Canadian life companies should be removed. Application has accordingly been made to Parliament for an extension of the Company's powers in this connection, corresponding to those already enjoyed by most British and American offices.

Branch Office buildings have been completed during the year at Ottawa and Hamilton. Another has recently been begun at Sherbrooke. It is the policy of the Directors to gradually erect a number of such small but choice edifices at the leading centres of the Company's business, where rent would otherwise be paid.

They believe that this course is preferable to that of having but one or two mammoth structures in the great cities.

The Directors who retire this year in rotation are Messrs. James Tasker, A. Macpherson and M. McKenzie. All are eligible for re-election.

R. MACAULAY,  
*President.*

T. B. MACAULAY,  
*Secretary.*

A. W. OGILVIE,  
*Vice-President.*

### Statement of Accounts for 1898.

#### INCOME.

Premiums—	
Life (New) . . . . .	\$ 449,888 34
(Renewals) .. . . .	1,374,896 22
	<hr/> \$1,824,785 56
Annuities . . . . .	98,466 63
Accident . . . . .	185 91
Thrift Premiums (New). \$53,268 48	
(Renewals). 20,028 31	
	<hr/> 73,296 79
	<hr/> \$1,996,733 80
Less paid for Re-assurances..	2,920 77
Interest . . . . .	\$1,993,813 12
Rents, less Taxes and Repairs . . .	323,909 73
	<hr/> 10,190 75
	<hr/> 334,100 48
Total Income . . . . .	<hr/> <u>\$2,327,913 60</u>

#### DISBURSEMENTS.

Death Claims, including Bonuses. \$	478,572 28
Matured Endow'ts, including " "	88,271 35
Annuity Payments . . . . .	19,884 44
Cash Profits paid Policyholders. . .	58,498 84
Bonuses surrendered . . . . .	10,040 28
Surrendered Values . . . . .	90,899 30
Accident Claims . . . . .	82 50
	<hr/> \$ 745,648 99
Dividends on Capital, Jan. and	
July, '98 . . . . .	15,750 00
Expense Account . . . . .	215,737 86
Commissions . . . . .	300,826 17
Medical Fees . . . . .	36,834 70
Expense, Thrift Department. . . . .	54,972 59
	<hr/> 654,091 32
Total Disbursements . . . . .	<hr/> \$1,399,740 31
Surplus over Disbursements . . . . .	<hr/> 928,173 29
	<hr/> <u>\$2,327,913 60</u>

#### ASSETS.

Debentures—Market value:	
Provincial Bonds . . . . .	\$ 222,810 00
City Debentures . . . . .	575,349 85
Town " . . . . .	424,693 19
County " . . . . .	231,265 68
Township " . . . . .	103,127 27
Village " . . . . .	84,240 16
Bell Telephone Bonds. . . . .	26,795 00
Gas Companies' Bonds. . . . .	51,308 41
Street Ry. Companies' Bonds. . . .	308,006 25
Street Ry. Guaranteed Stock. . . .	4,875 00
U. S. Government Bonds. . . . .	38,775 00
	<hr/> \$2,072,145 81
Stocks—	
Montreal Loan & Mort'ge Co. \$	7,391 25
Bell Telephone Co. of Canada . . .	4,325 00
	<hr/> 11,716
Loans on Real Estate, First Mortgages. . . . .	3,952,099 51
Real Estate, including Company's Buildings. .	70,460 80
Ground Rents . . . . .	38,640 00
Loans on Company's Policies [reserves on same over \$1,150,000]. . . . .	566,305 70
Premiums advanced under nonforfeiture agreements . . . . .	108,011 70
Cash in Banks and on hand . . . . .	175,602 22
Outstanding Premis., less cost of coll. \$240,076.74	
Deferred " " " " " " " " " " " "	122,432.05
	<hr/> 362,508 79
	<hr/> [These items are secured by Reserves included in Liabilities, of over \$1,000,000.]
Interest Due and Accrued [largely since paid]. .	166,963 22
Rents Due and Ac rued. . . . .	6,237 41
Other Assets . . . . .	1,220 40
	<hr/> Net Assets . . . . .
	<hr/> <u>\$8,231,911 81</u>

[Including uncalled Capital, the Total Assets are \$8,826,911.81.]

#### LIABILITIES.

Reserve on Life Policies, according to the Hm. table with 4 per cent. interest . . . . .	\$7,468,605 74
Reserve on Annuities . . . . .	282,933 08
	<hr/> \$7,751,538 82
Less Reserves on Policies re-assured . . . . .	6,191 20
	<hr/> Net Reserve . . . . .
	<hr/> \$7,745,347 62
Death Claims reported but not proved or awaiting discharge . . . . .	77,095 37
Matured Endowments [awaiting discharge] . .	2,640 00
Present Value of Death Claims, payable by instalments not yet due. . . . .	111 55
Unearned Accident Premiums . . . . .	2,381 85
Dividends to Policyholders unpaid . . . . .	111 53
Sinking Fund deposited for maturing debentures	31,302 75
Dividend due Shareholders and January, 1899. . .	2,312 07
Sundry Liabilities . . . . .	7,875 00
	<hr/> 3,461 86
Total Liabilities . . . . .	<hr/> \$7,872,513 55
Cash Surplus to Policyholders by Hm. 4 p. c. Standard. . . . .	359,398
Capital Paid-up . . . . .	\$ 105,000 00
Net Surplus over all Liabilities and Capital Stock . . . . .	<hr/> 254,398 26
	<hr/> \$ 359,398 26
The Net Surplus according to the Government Standard is. . . . .	<hr/> \$ 629,038 06
The Surplus to Policyholders, including subscribed but uncalled capital according to Government Standard, is. . . . .	<hr/> <u>\$1,329,038 06</u>
	<hr/> <u>\$8,231,911 81</u>

THE CHAIRMAN regretted that he had to apologize for the absence of the honored President, who was confined to his house by illness, but would probably be able to resume his duties at an early day. He suggested that the report of the directors be taken as read (which was agreed to). As usual it was a good, clear, concise statement of the business of the year, and showed that the Company had continued to prosper. He would not take time to discuss it in detail, but would just point out that the increase in the cash income from premiums, interest and rents amounted to nearly \$180,000; that the growth in assets exceeded \$900,000, and in assurance in force \$4,700,000, the total now assured by the Company being almost exactly \$50,000,000, which was certainly an immense sum, and spoke volumes for the way in which the Company's affairs had been conducted. With regard to the assets of the Company he would say that they had been examined in the most thorough manner by a committee of the Board, and found to be exactly as set forth in the report. In closing he would like to draw attention to the fact that the increase in income, assets and assurances in force for 1898 was equal to a Company of the same size as the Sun Life of Canada itself in the year 1882, which was certainly good cause for gratification. Yet the Company had been during the past year much more concerned about securing a safe business than a large one, and the utmost attention has been devoted to this object. He had much pleasure in moving the adoption of the report.

MR. S. H. EWING, in seconding the motion, felt bound to say that, like the Chairman, he considered the report a very good one. The Vice-President had moreover simply voiced the feelings of the whole body of shareholders and policyholders in expressing deep regret at the enforced absence of the President through illness and the hope that he might soon be able to resume his place and work. An important item in the report, and a very gratifying one, was that after paying out nearly \$60,000 in cash profits to the policyholders there still remained a surplus of the very handsome amount of \$629,000 over all liabilities and capital stock according to the Dominion Government Standard. With regard to the growth of the business, it had been stated at the beginning of 1898 that the policy of the Company for the year would be rather to restrict than to foster it, but as the months went by it poured in at such a rate that it was evidently impossible to keep it down, and he must say this did not appear to make the President and Secretary particularly sad. (Laughter.)

MR. JAMES TASKER referred to the policy of the Company in regard to the erection of build-

ings in different cities of Canada as offices for the Company. This course was one that could not fail to commend itself to those directly interested. In Ottawa and Hamilton such buildings had been completed, and in Sherbrooke a third was in course of erection. These were not extravagant edifices, but sensible structures adapted to the locality, for which it was easy to find the best of tenants at remunerative rents. Thus not only are they worthy of the Company and of the cities in which they are located, both in solidity and attractiveness, but they are likely moreover to prove desirable investments, with the additional advantage of localizing the Company in these cities and giving it a claim upon their inhabitants almost equal to that which would be enjoyed by a local institution. He would also refer to the manner in which the Company writes down its investments and to the fact that a large contingency fund had thus been accumulated to provide for any losses which might occur in the future, to say nothing of writing off all losses which had already been actually ascertained. The pruning knife had been applied very freely on the accounts now before the meeting, and one result was that because of the elimination of some items of overdue interest accrued in previous years, chiefly on debentures for which provincial government bonds have since been received in exchange, the interest earnings of this year would appear to have dropped to about 4½ per cent., whereas in reality the rate was much higher than that, and the lowness of the figures was due solely to the very conservative course which the Company had taken with regard to its investments. He was sure that both stockholders and policyholders would agree with him that in thus writing down the assets to a very conservative basis, the directors were taking decidedly the wisest course, even though the interest rate for the time being might appear to suffer.

MR. J. R. DOUGALL said that, as the newest member of the Board, he had been struck with the evidence of the rapid growth of the Company, whereby the care and labor demanded by the investing of the accumulating funds were continually increasing. At the same time, however, owing to the introduction of improved methods in conducting the business, the work of the directors had been kept within bounds. He could not help being pleased at the spirit in which the directors viewed the responsibilities of their position. While other companies are being torn asunder over questions of control and management, and claims were being made that policyholders should receive greater representation, it was a pleasure to turn as a contrast to the satisfactory condition of affairs prevailing in the

Sun Life of Canada. He proceeded to discuss at some length the different methods of governing life companies, whether by stockholders, policyholders, or both, and concluded by stating that while he personally would have no objection whatever to a proposition by which policyholders might have representation on the Board, yet in the case of the Sun Life of Canada such a change is entirely unneeded, for the Company is already emphatically a policyholders' Company.

MR. T. B. MACAULAY said it was unnecessary to add anything further about the prosperity and progressiveness of the Company, but he would just point out how the record of the Sun Life of Canada confirms the concluding remark just made by Mr. Dougall. The directors thoroughly realized that they were trustees for the policyholders, and their aim was to make the Company a policyholders' Company in the sense that every advantage which could be given to them was given, and given ungrudgingly. True, there was a capital stock, but this only served to furnish the policyholders with some \$700,000 additional security, while their interests never had been and never would be sacrificed to those of the shareholders. In fact the directors were far-seeing enough to realize that whatever was for the benefit of the policyholders was also for the advantage of the stockholders, as it increased the popularity and enlarged the business of the Company. He would as briefly as possible refer to some of the features of the Company, which proved it to be, above all else, a policyholders' Company.

First. There is the payment of death claims. The policies allowed the usual sixty days, but the rule of the Company has long been to pay as soon as the necessary proofs were complete.

Second. This Company was the first in Canada to introduce the Unconditional policy. The old life policies were very much like railway bills of lading, so covered over were they on both front and back with conditions in fine print. Now those of the progressive companies were simple, intelligible contracts, and to the Sun Life of Canada belonged most of the credit of introducing this great improvement.

Third. This was also the first Company in America to introduce the special automatic non-forfeiture feature, which has already proved itself such a boon to policyholders, many policies having been kept in force through it that otherwise must have lapsed. This most desirable arrangement has already been copied by two or three other companies, but it still remains as one of the great advantages which the Sun Life of Canada offers over nearly all of its competitors.

Fourth. When the Company was started, 20 per cent. of the profit earned by the participating policies and all of that earned by the non-participating went to the shareholders. But step by step this had been reduced until now **95 per cent.** of the profit earned by both participating and non-participating policies went to the policyholders, and only **5 per cent.** to the shareholders. And when the new stock was issued last year at a substantial premium, the profit accruing therefrom was divided in just the same ratio, so that the protection afforded by the capital stock would practically cost the policyholders nothing for many years. For these and other reasons, which if time permitted he might detail, it was very clear that whereas in some companies the policyholders had their interests overruled for the benefit of the shareholders, in the Sun Life of Canada it was exactly the reverse.

Before closing he would like to say how fortunate the Company was to have so energetic and capable a head of the agency department as Mr. Tory, and that he was also very glad to see present Mr. S. W. Baber, who had faithfully represented the Company in Barbados for many years.

MR. J. C. TORY, speaking on behalf of the agency staff, would express his regret at the absence of the President, and would thank the directors for the kind references made to him and to those associated with him in enlarging the business. With regard to either the Company or its agents he was glad that there was no need to offer any apology, but, considering the past record and the future prospects, there was abundant reason for congratulation. In some respects the year 1898 had been one of special difficulty for the agency department, but it was notwithstanding the best in the Company's history in this respect—that the amount of business taken up and paid for was larger than in any preceding year. For this satisfactory state of affairs, the agents deserved very great credit.

MR. S. W. BABER said that although he had been connected with the Company for some twenty years this was the first annual meeting he had been privileged to attend. It seemed to him that so long as the management of the Company continued to be as good as at present, there was no need for the policyholders to be specially represented on the Board. He understood that the Company had a by-law by which no investment could be entertained except with the unanimous approval of the Board. This was a safeguard so unusual and so important that it should be widely known. He also understood that almost all the directors were policyholders as well as shareholders, and they therefore represented both

classes. The Unconditional policy issued by the Company had proved a great boon to the assuring public and had evidently been highly appreciated, judging from the vast volume of business which had been secured and the manner in which the policy had been copied by other offices.

The report was unanimously adopted.

MR. CHARLES ALEXANDER moved; "That the thanks of the shareholders are tendered to the directors, the officers and agency staff, for the efforts which they had made on behalf of the Company during the past year, and which have resulted in the splendid showing now before us." He said it gave him much pleasure to make this motion because he had the utmost confidence in the Company and its management. He was glad that the immense investments were so carefully looked after and the pruning knife applied whenever required, so that everything might be kept on a thoroughly sound basis.

MR. DAVID MCFARLANE, in seconding the resolution, would take the opportunity of remarking that he had been very much gratified by the reports presented at the meeting, showing as they did substantial growth in every direction.

THE VICE-PRESIDENT briefly returned thanks on behalf of his fellow directors and the staff of the Company.

MR. JAS. TASKER suggested that, having regard to the absence of the president, a small committee should be appointed to prepare a resolution of sympathy and of confidence. He made a motion to that effect.

MR. A. MACPHERSON seconded the motion, which passed unanimously, and the mover and seconder were appointed to carry it into effect.

The retiring directors were unanimously re-elected.

The meeting then adjourned.

Having read to her pupils a description of the sinking of the Merrimac, the teacher some days later asked her pupils what the word "catamaran," then used, meant. These are some of the answers: "A catamaran is a mounting lion." "The catamaran is a savage officer in the Phillipose Islands." "A catamaran carries clubs in a gof game." "The catamaran is the place in Chicago where the Cat Show was held." "The catamaran was a convention hall prise." "The catamaran is the proper name for a catboat and war ram together like the Catadin." "Hobbin obtained a catamaran from the Spanish officers which was all he had to eat."—*Kansas City Star.*

## GEORGE EDWARD REID, ESQ.

Mr. Reid was born in Belleville, Ontario, in the year 1852, but spent the early period of his youth in Tweed, where he received his education at the public school, returning to Belleville for a course at the Grammar School, after which he graduated from the Ontario Commercial College. His first business experience was in a dry goods establishment, but subsequently he became Secy.-Treas. of The Intelligence Publishing Company, wherein his uncle, Sir Mackenzie Bowell, at one time Premier of Canada, held the chief interest. After nine years service in this capacity he joined the local staff of The Sun Life Company of Canada, and in 1887 became cashier of the Toronto branch. From this he was advanced in 1894 to the responsible position of cashier of the branch office for Great Britain, in London, and in 1897 on the Managership becoming vacant was made Resident-Secretary in full charge of the Company's English business. The success with which he discharges the duties of his post is well evidenced by the gratifying fact that the income of the Branch for 1898 was in excess of that for 1897 by over £10,000 sterling.

In view of the rapid extension of its business in the United Kingdom, The Sun Life of Canada has found it necessary to secure more commodious offices in Queen Victoria Street, where ample and fitting accommodation will be arranged.

WHEN THE BIRDS GO NORTH AGAIN.....*Ella Higginson.*

Oh, every year hath its winter,  
And every year hath its rain—  
But a day is always coming  
When the birds go North again.

When new leaves swell in the forest,  
And grass springs green on the plain,  
And the alder's veins turn crimson—  
And the birds go North again.

Oh, every heart hath its sorrow,  
And every heart hath its pain—  
But a day is always coming  
When the birds go North again.

'Tis the sweetest thing to remember  
If courage be on the wane,  
When the cold, dark days are over—  
Why, the birds go North again.



GEORGE EDWARD REID, ESQ.

# Sunshine.

PUBLISHED BY THE SUN LIFE ASSURANCE COMPANY  
OF CANADA.

MONTREAL, APRIL, 1899.

J. MACDONALD OXLEY, *Editor.*

## THE BLESSING OF LIFE ASSURANCE.

In a previous issue we had the pleasure of printing a most eloquent tribute to the institution of Life Assurance from the lips of Judge Kown of the United States. It presented the matter from the point of view of the "outsider," so to speak. We now are glad to quote a very comprehensive and graphic presentation of the subject from the standpoint of the "insider," to wit: President McCall of the New York Life Company, and we commend it to the appreciation of our readers:

"I have said so much by way of criticism that I am sure no one will grudge me a paragraph in praise of the benefits which Life Assurance has conferred during the past twenty-seven years. The companies have, during that time, received from policyholders over three thousand million dollars; they have paid over one thousand millions in death claims, and nearly as much more in endowments, annuities, dividends and surrender values. It will help us to appreciate the significance of these figures if we compare them with others which more strikingly impress the imagination.

A third of a century ago a terrible civil war raged in this country for four years. The number of deaths in the Federal armies is officially stated to have been over 350,000; the National debt at the close of the war exceeded twenty-seven hundred million dollars; and the Government has since paid in pensions over twenty-one hundred millions. The debt was so great that the Nation's ability to pay it was openly questioned, and our pension legislation has been the most liberal the world has ever seen; yet, since 1871, we have paid out for Life Assurance more than the amount of the National Debt when at its highest point, and the payments of the life companies to the members have nearly equalled the disbursements of the Government on account of pensions. The Nation poured out blood and treasure like water, and laid a heavy burden upon posterity that it might insure its own integrity and perpetuity; under Life Assurance individuals have freely paid these vast sums that they might insure the integrity and perpetuity of their families, and that their posterity might be free. The patriot who gives his life for his country and the man who assures his life for the protection of his family alike link their being with the future by unselfish devotion to present duty, and, though they perish outwardly, they still live

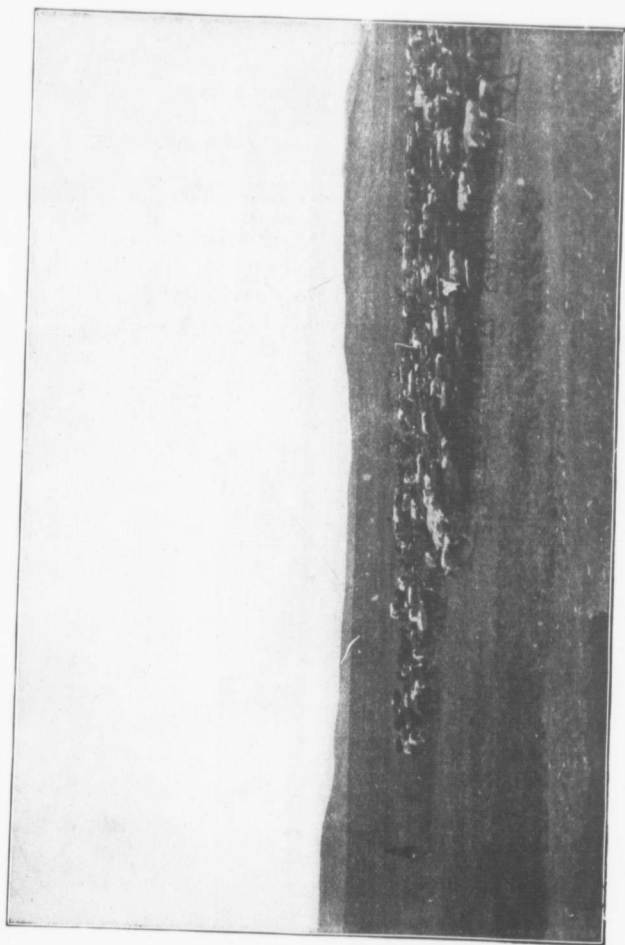
"In minds made better by their presence;  
live,

In pulses stirred to generosity,  
In deeds of daring rectitude, in scorn  
For miserable aims that end with self,  
In thoughts sublime that pierce the night  
like stars,

And with their mild persistence urge man's  
search  
To vaster issues."

A CABOWNER had the word "Excelsior" painted on the door panel of all his vehicles. He explained that his motto was "hire."





GRAZING ON THE PLAINS

**PROFITS AND  
PROMPTNESS  
APPRECIATED.**

BORCAYGEON, 5th December, 1898.

MR. W. H. HILL,

Peterboro,

Manager for Central Ontario.

DEAR SIR,

I beg to acknowledge receipt (through your local agent, Mr. N. C. Moore) of the Company's check for \$1,093, being amount of assurance on life of my late husband under Policy No. 17168.

The profits are very satisfactory and I wish to thank you for your promptness in settlement of this claim.

Yours truly,

SARAH J. ROSS.



**NASSAU'S**

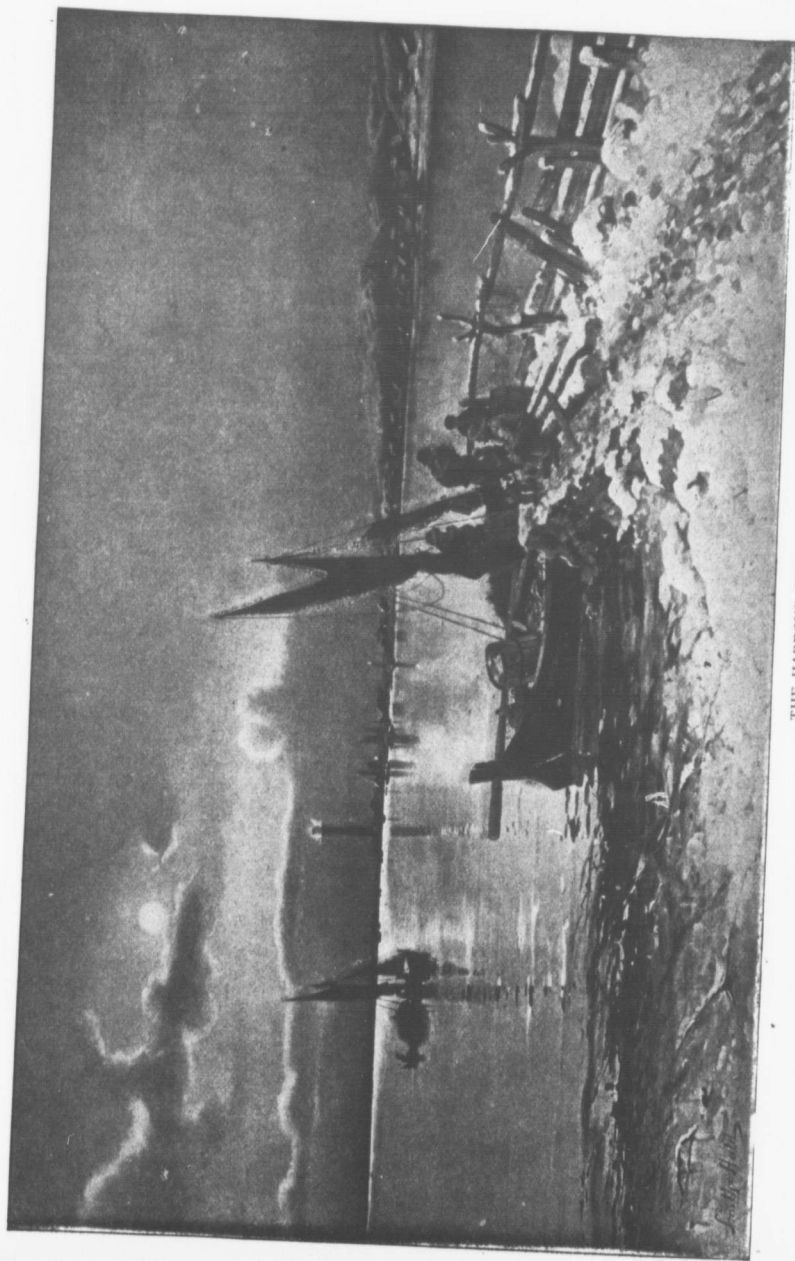
**PHOSPHORESCENT LAKE.**

BEAUTIES OF A NATURAL WONDER. . . . FOREST AND STREAM

Having in remembrance old Sampson Stamp, of Key West, the discoverer of the sea gardens at Nassau, we took a pilot and sailboat the following morning and sailed some four miles up the channel. There we embarked in a rowboat with a glass bottom, made by inserting therein plates of thick glass, through which the bottom of the sea spread out before us like dry land. A strange feeling crept over me and in imagination I fancied myself with Jules Verne on the voyage of Twenty Thousand Leagues Under the Sea. We could see all the little fishes, minnows one inch long and larger kinds one foot, two feet and three feet in length, some white and black and blue, besides many angel-fish, all yellow like a canary, with bright blue fins and tail, swam by beneath us. As the ripe wheat fields in summer sway to the breeze, so there in the submarine currents waved great bunches of fan-leaf coral, purple, yellow and white. The water was clear as air, and, pointing to some especially beautiful specimens of rock

and fans, our little darky dived over, and, like the fish, we could see him swimming down until at last, clutching the growth with two hands and feet firmly braced against the coral, he gave a tug and away he came to the top, fan in hand. Indeed, God hath wrought marvelous things in this world of His, but nothing of greater bewitching fancy than the sea gardens of Nassau.

When night came and before the moon was up a drive of two miles back on New Providence island brought us to a most interesting work of nature. A lake some 1,000 feet long and 300 feet wide lay quiet and black as any other sheet of water at night might do. But once in a rowboat and shoved off from shore what a mighty change was wrought! Two small out-swimmers, the hue of the surrounding darkness, accompanied our boat of fire, for such it seemed. Like two human torches our darkies swam by our side as in a cloud of phosphorescent fire. At the slightest disturbance the whole surrounding water lit up like molten silver. Each boy's toes and fingers were as though the sun shone on them, and fish darted through the quiet water like sky-rockets, leaving a glittering trail behind. The light was so vivid I could see the time by my watch, and when a wave was sent upward with the oar the falling drops were like blue-tinted pearls. The movements of our boat made enough light to plainly show the bottom, for the water is from the ocean and as clear as all that which nature makes to flow about those lovely Bahamas. Enticed by the water's warmth and the hot night my friend and I went in swimming, but only for a few minutes. From this swim comes a story hard to believe, but as true as Gospel. That night, as was my custom before turning in, I went to the bath-room, which I could easily darken, to change some photo plates in my holders. When about to pull the slides I noticed phosphorescence, which I had brought from the lake, shining from my bare feet and giving so much white light I had to cover them with a towel before I dared expose the plates to what a moment before had been intense darkness.



THE HARBOUR SIDE.

*Edith H. H.*

## APRIL WEATHER.

Oh, hush, my heart, and take thine ease,  
For here is April weather!  
The daffodils beneath the trees  
Are all a-blow together.

The thrush is back with his old note;  
The scarlet tulip blowing;  
And white—ay, white as my love's throat,  
The dogwood boughs are growing.

The lilac bush is sweet again;  
Down every wind that passes.  
Fly flakes from hedgerow and from lane;  
The bees are in the grasses.

And Grief goes out, and Joy comes in,  
And Care is but a feather;  
And every lad his love can win,  
For here is April weather.

## GETTING ASSURED.

Old Bob conceived the idea of having his life assured.

"How much do you weigh?" asked the examining physician.

"I weighs 'bout fifteen pounds more den my wife does."

"Well but how much does she weigh?"

"I'se dun forgot; but she's a whooper, lemme tell you."

"How tall are you?"

"Who—me?"

"Yes, you."

"Lemme see. Does yere know Abe Sevier what worked fur ole man Plummer?"

"No."

"Wall, I'se sorry, fur I ain't quite ez tall ez he is."

The doctor, after weighing old Bob and measuring his height asked:

"How old are you?"

"Who—me?"

"Yes, of course, you. You are being examined."

"Dat's a fact. Wall, lemme see. My birthday comes in July, an' now what I wants ter git at is how many Julys I ken recollect. Ain't dat de p'int?"

"Yes."

"Wall, lemme see. Bleme ef I knows. Suppose we make it August, 'stead of July?"

"What difference would that make?"

"Doan' know, but it's jez ez easy."

"I'll put you down at fifty."

"Put who down at fifty."

"You of course. How old is your father?"

"'Bout er hunnerd an' ten."

"You don't tell me so?"

"Yes, I does."

"Is he in good health?"

"Oh, no, sah; dat aint' whar he is. He's in de grave."

"Thought you said he is 110?"

"He is, You didn't ax me how old he wuz when he died."

"Well, how old was he when he died?"

"'Bout forty"

"Had he enjoyed good health?"

"Oh, yes, sah; de healthiest man ye eber seed,"

"Did he have a lingering disease?"

"Whut sorte 'zeaze?"

"Was he sick very long?"

"Oh, no, sah. He drapped off mighty sudden."

"Heart disease?"

"No, sah."

"Did the doctors attend him?"

"No, sah."

"Well, what did they say was the matter with him?"

"Da didn't say much o' nothin'. One o' 'em climbed up an' put his year agin de ole man an' said dot he wuz dead enough ter be cut down. Den de sheriff cut him down an' put him in er box. Doan' think dat he had heart 'zeaze, boss. Think dat he had some sorter trouble wid his naik."

"Look here, I don't believe that you want your life assured."

"I doan' b'lebe I dose, sah, since yer's gointer pry inter a man's family history. Good day, sah."—*The Arkansas Traveler.*



### TRIBUTE FROM ABROAD.

AMSTERDAM, 28th February, 1899.

GEO. A. CHERRIER, ESQ.

8 Avenue de l'Opera,

Paris.

DEAR SIR,

By the present I beg to communicate to you that by mediation of Mr. A. H. Siepman van den Berg, of this town, I have received the sum of £2,000 (Two thousand pounds sterling), for which amount I handed this gentleman the Policy No. 24774 of my deceased brother A. N. van Gilse van der Pals.

I am very glad to state that the payment of the amount took place without any difficulty, and when I have an opportunity I always will recommend the Assurance Company, "The Sun of Canada" to every one.

I remain, Dear Sir,

Yours truly,

J. P. VAN GILSE VAN DER PALS.

1873 - 1898

THE ASCENSION  
 OF THE  
**SUN LIFE**  
 OF CANADA

1898	INCOME	\$ 2,327,913.60
	ASSETS	\$ 8,231,911.81
	ASSURANCE IN FORCE	\$ 4,969,405.65
1893	INCOME	\$ 1,240,483.12
	ASSETS	\$ 4,001,776.90
	ASSURANCE IN FORCE	\$ 2,799,756.51
1888	INCOME	\$ 525,273.58
	ASSETS	\$ 1,539,816.21
	ASSURANCE IN FORCE	\$ 1,931,316.21
1883	INCOME	\$ 274,865.50
	ASSETS	\$ 755,940.10
	ASSURANCE IN FORCE	\$ 6,779,565.74
1878	INCOME	\$ 126,635.63
	ASSETS	\$ 349,525.60
	ASSURANCE IN FORCE	\$ 3,369,683.43
1873	INCOME	\$ 51,574.26
	ASSETS	\$ 129,959.97
	ASSURANCE IN FORCE	\$ 1,514,300.00

**THE ESTIMATES  
EXCEEDED,  
AND THE  
ASSURED DELIGHTED.**

BROCKVILLE, ONT., February 1st, 1899.  
JOHN R. REID, ESQ.,  
Manager East, Ont.  
Ottawa, Ont.

DEAR SIR,  
I hereby acknowledge the receipt of the Company's cheque, in settlement of my policy No. 25317, being a 10 year Endowment for \$500 with profits.

The payment of the amount on the exact day of maturity, and the added fact that the investment has exceeded the estimates given when I assured, renders the settlement an entirely satisfactory one and increases the good opinion I have always entertained of the Sun Life.

Yours very truly,

J. H. GILMOUR.

**THE LAND OF "PRETTY SOON."**

I know of a land where the streets are paved

With the things which we meant to achieve,

It is walled with the money we meant to have saved,

And the pleasures for which we grieve.

The kind words unspoken, the promises broken,

And many a coveted boon

Are stowed away there in that land somewhere—

The land of "Pretty Soon."

There are uncut jewels of possible fame,  
Lying about in the dust,

And many a noble and lofty aim

Covered with mold and rust;

And Oh! this place, while it seems so near,

Is farther away than the moon,

Though our purpose is fair, yet we never get there—

The land of "Pretty Soon."

The road that leads to that mystic land

Is strewn with pitiful wrecks,

And the ships that have sailed for its shining strand

Bear skeletons on their decks.

It is farther at noon than it was at dawn,

And farther at night than at noon;

Oh! let us beware of that land down there,

The land of "Pretty Soon."

**THE ELEPHANT'S JOKE.**

A very amusing story is told of an elephant and a constable. The day was very windy, and the constable stood in the shelter of a large building looking in an opposite direction from that in which the elephant was appearing. The circus had given its performance for the week, and men and animals were on their way to the next town. The performing elephant was started in advance of the others. He and his keeper were walking quietly along in the very early morning. The only disturbance was the elephant's apparent determination to walk on the footpath. His keeper drove him from the sidewalk several times, but, like a mischievous little boy, back he would go. When the elephant reached the corner where the constable was he touched the constable on the arm with his trunk. The constable, turning saw the huge beast at his shoulder, and, frightened almost to death, began running down the street, and the elephant after him. The keeper called and called, but the animal paid no attention. The elephant ran until he reached an open gateway into which the constable rushed, shutting the iron gates after him. The keeper says that the elephant fairly chuckled, as though he had had a great deal of fun.

**THE SHAH OF PERSIA.**

In the *World* this week there is a very amusing story about the late Shah of Persia. It appears that during the winter months the little colony of sixty or seventy English people at Teheran organize concerts for one another's amusement; there is a dance now and then at the Legation, and on Christmas night every Englishman in the place is a guest of Sir Mortimer and Lady Durand. When the weather is cold of course there is skating. Skating is the greatest marvel of all to the Persians. A few years ago the late Shah, Nasr-i-Din, saw twenty skaters twirling and curling and spinning gracefully on the ice. He was amused; he thought it wonderful. The next day he sent to the Legation and borrowed a dozen pairs of the skates. These he made his Ministers put on and then attempt to skate on the lake in the palace grounds. The poor ministers were terribly discomfited, but it was twice as much as their heads were worth to refuse. His Majesty was more amused than ever, and he nearly had an apoplectic fit from laughing.

## LIFE ASSURANCE BUSINESS IN CANADA FOR 1898.

COMPANIES.	NET PREMIUMS RECEIVED.	ASSURANCE ISSUED AND TAKEN.	TOTAL ASSURANCE IN FORCE.
	\$	\$	\$
Canada Life...	2,167,488	5,792,235	75,256,241
Confederation .....	960,620	3,183,000	29,651,000
Dominion Life .....	77,935	619,250	2,960,881
Excelsior .....	83,797	1,095,085	3,043,659
Federal Life .....	366,729	2,031,585	11,125,566
Great West Life .....	240,127	2,378,000	8,403,000
Imperial Life .....	154,946	3,477,900	4,169,125
London Life .....	206,514	1,574,818	5,182,831
Manufacturers .....	440,578	3,182,227	13,072,724
N. American .....	649,750	3,901,850	20,595,708
Northern Life .....	20,448	665,950	879,950
Ontario Mutual Life .....	726,283	3,901,961	23,703,350
Royal Victoria Life .....	24,278	770,500	921,577
<b>Sun Life of Canada .....</b>	<b>1,993,813</b>	<b>10,638,057</b>	<b>49,693,415</b>
Temperance & General .....	187,318	1,953,250	7,985,859
BRITISH COMPANIES.			
British Empire .....	215,403	418,375	6,299,001
London & Lancashire .....	244,384	1,070,000	8,026,289
Standard .....	605,899	1,729,850	17,040,898
Star Life .....	20,000	37,000	570,000
AMERICAN COMPANIES.			
Ætna Life .....	510,883	543,800	15,000,000
Equitable .....	693,611	1,595,345	19,193,279
Mutual Life .....	818,128	1,515,937	18,657,184
New York .....	854,399	3,202,700	24,309,649
Travelers .....	148,015	849,419	5,577,664
Union Mutual .....	142,010	766,853	5,032,675
United States .....	45,172	270,880	1,523,320

**A WIDOW'S  
GRATITUDE.**

NEW GLASGOW, N.S., March 2nd, 1899.

T. B. MACAULAY,  
Secretary,

Sun Life Assurance Company of Canada,  
Montreal.

DEAR SIR,

Your agent, Mr. A. R. McQueen,  
has handed me the Company's check for the full

amount of Policy No. 68050 which my late husband held in your Company.

In acknowledging receipt of same, I desire also to express my appreciation of your prompt payment of the amount, and the attention given by your agent in saving me trouble and expense in preparing the necessary papers in connection with the claim.

I remain, Yours truly,

MAUDE TOWNSEND.



## The Sun Life Assurance Company of Canada.

HEAD OFFICE, - - MONTREAL.

Directors.

**R. MACAULAY, Esq., President and Managing Director.**

HON. A. W. OGILVIE, *Vice-President.*

S. H. EWING, ESQ.

MURDOCH MCKENZIE, ESQ.

JAMES TASKER, ESQ.

ALEX. MACPHERSON, ESQ.

J. P. CLEGHORN, ESQ.

T. B. MACAULAY, ESQ.

JOHN REDPATH DOUGALL, ESQ.

Chief Medical Officer.

GEO. WILKINS, M.D., M.R.C.S. ENG.

Secretary and Actuary.

Superintendent of Agencies.

T. B. MACAULAY, F.I.A.

JAMES C. TORY.