

MONTREAL, APRIL, 1896.



HEARING THE NEWS.

THE SUN
Life Assurance Co. of Canada.

REPORT OF THE DIRECTORS

For the Year ending 31st Dec., 1895.

The Annual Meeting of the Shareholders of the SUN LIFE ASSURANCE COMPANY OF CANADA was held on Friday, March 13th, 1896, in the Company's Building, Montreal. The President, Mr. Robertson Macaulay, occupied the Chair. The following Report and Financial statements were submitted:

DIRECTORS' REPORT.

The Directors have the pleasure of submitting their Annual Report together with the usual statements of accounts.

During the year ending 31st December last there were received 6,800 applications for life assurance to the amount of \$9,822,905.03. Of these 6,411 covering \$8,866,688.18 were accepted and policies issued for this amount. The balance were declined or withdrawn. The new assurances actually paid for in cash during the year were 4,738 for \$6,864,092.50. In view of the widespread depression which has prevailed, the Directors cannot but feel highly gratified at the large amount of new business which has thus been secured.

The assurances in force at the close of the books were 22,301, covering \$34,754,840.25. These figures show an advance over those of the previous year of 2,928 in number and \$3,226,270.51 in amount.

The total premium income, after deducting re-assurance premiums, now amounts to \$1,301,589.07 being an increase over that of the preceding twelve months of \$123,075.40.

Seven annuity bonds were issued during the year, the purchase price being \$17,560.05. There are 25 now in force on the Company's books, assuring annual payments of \$5,225.69.

The claims by death, paid during the year, were under 163 policies on 140 lives and amounted to \$297,409.42. Although this amount is not as favorable as that of the previous year, which was entirely exceptional, it is nevertheless well within the total predicted by the mortality tables. In addition, 29 Endowment assurances, to the amount of \$51,713.19, matured and were paid. The total payments to policyholders during the year, including annuities, profits, surrender values, &c., were \$424,339.68. The Company has now returned to policyholders, since its foundation, a total of \$3,113,741.94.

The assets have increased during the year by \$749,350.90 and now amount to \$5,365,770.53.

After the payment of profits on those policies which were entitled to participate during the year, there remained an undivided surplus over all liabilities and capital stock of \$200,449.19, according to the standard of valuation adopted by the Company last year—the Institute of Actuaries Hm. table with interest at 4 per cent. We need hardly repeat that this standard is more severe than that in use by any other Canadian Company. If the policies had been valued by the Government $4\frac{1}{2}$ per cent. standard, the surplus would have been \$473,444.23.

In conclusion the Directors would express their gratification at the strong financial position attained by the Company. The uniform, substantial and yet rapid growth which is being made year after year in all the essentials of solidity and prosperity is highly satisfactory.

R. MACAULAY,
President.

T. B. MACAULAY,
Secretary.

A. W. OGILVIE,
Vice-President.



THE DIGNITY OF DOGHOOD.

STATEMENT OF ACCOUNTS FOR 1895.

INCOME.	
Premiums--	
Life, (New).....	\$343,417 69
Renewals,	943,483 18
	<u>\$1,286,900 87</u>
Annuities.....	15,725 60
Accident.....	397 97
Total Premium Income.....	\$1,302,994 44
Loss paid for Re-assurances.....	1,495 37
	<u>\$1,301,499 07</u>
Interest.....	221,271 22
Rents.....	5,193 80
Total Income.....	<u>\$1,528,054 09</u>
DISBURSEMENTS.	
Death Claims, including Bonuses..	\$297,199 42
Matured Endowments.....	51,713 19
Annuity Payments.....	4,140 60
Cash Profits paid Policyholders.....	25,797 17
Bonuses surrendered.....	11,237 98
Surrender Values.....	33,952 02
Accident Claims.....	89 30
	<u>\$424,339 68</u>
Dividends on Capital.....	9,375 00
Expense Account.....	\$223,369 18
Commissions.....	172,416 46
Medical Fees.....	23,039 33
	<u>419,415 97</u>
Total Disbursements.....	<u>\$843,755 65</u>
Surplus over Disbursements.....	684,298 44
	<u>\$1,528,054 09</u>

ASSETS.	
Debitures--Market value:	
Provincial Bonds.....	\$14,127 75
City Debitures.....	436,103 51
Town ".....	298,297 25
Township ".....	8,412 60
Village ".....	19,559 22
Other Municipality Debitures.....	400,797 37
United States Bonds.....	122,375 00
	<u>\$1,299,582 70</u>
Stock--Montreal Loan & Mortgage Co., market value.....	7,391 25
Loans on Real Estate, first mortgages.....	2,668,337 59
Loans on Bonds and Stocks.....	500 25
Real Estate, including Company's Building.....	358,297 17
Loans on Company's Policies.....	397,362 65
Premiums advanced under nonforfeiture agreements.....	13,376 18
Cash in Banks and on hand.....	215,670 56
Outstanding Premiums, less cost of collection.....	\$180,163 56
Deferred Premiums, less cost of coll.....	83,199 04
	<u>263,362 60</u>
(These items are secured by Reserves included in Liabilities, of over \$850,000)	
Interest due.....	36,508 98
Interest accrued.....	82,163 00
Rents due and accrued.....	1,497 80
Other Assets.....	1,220 40
NET ASSETS.....	<u>\$5,395,770 53</u>

[Including uncalled Capital, the Total Assets are \$5,893,270 53.]

LIABILITIES.	
Reserves on Life Policies, according the Dom. Govt. Standard (Hm. 4 1/2 p.c.).....	\$4,695,539 43
Reserves on Annuities.....	43,716 91
	<u>\$4,739,256 34</u>
Loss Reserves on re-assurances.....	5,240 30
Reserves by Govt. Standard.....	\$4,734,016 04
Additional Amount reserved to change Standard to Hm. 4 p.c.....	272,995 04
Total Reserve by Hm. 4 p.c. table.....	<u>\$5,007,011 08</u>
Death Claims reported but not proved, or awaiting discharge.....	61,202 72
Present value of Death Claims, payable in instalments, not yet due.....	2,688 08
Unearned Accident Premiums.....	220 78
Dividends to Policyholders unpaid.....	11,799 75
Sinking Fund deposited for maturing Debentures:	
Dividend due Shareholders and Jan., 1896.....	4,687 59
Sundry liabilities.....	14,093 74
Total Liabilities.....	<u>\$5,102,821 34</u>
Cash Surplus to Policyholders by Hm. 4 p.c. Standard.....	262,949 19
Capital paid up.....	\$ 62,500 00
Net Surplus over all Liabilities and Capital Stock.....	<u>\$200,449 19</u>
	<u>\$62,949 19</u>
The Net Surplus according to the Government Standard is.....	<u>\$473,444 23</u>
The Surplus to Policyholders, including subscribed but uncalled Capital, according to Govt. Standard, is.....	<u>\$910,914 23</u>
	<u>\$5,395,770 53</u>

THE PRESIDENT, in presenting the Report, said it was a report of very marked and substantial progress, thus affording him much pleasure in moving that it be adopted. That the Company should now be able to report a yearly revenue of over a Million and a half of Dollars, and that after paying expenses, profits, claims, and other current demands, it had in the one year increased its assets by three quarters of a Million Dollars, was surely sound evidence that the Company had had a prosperous year. And yet while he had much satisfaction in drawing attention to the success of the Company, a deeper source of satisfaction lay in the nature of the business itself. He instanced the functions of Banks, Charitable and even Religious institutions, contending that in comparison with Life Assurance, the latter met more fully than all the others combined, the aims and needs of society, the only desideratum in the case being that the business was not universally patronized. From Banks a widow can withdraw only the money actually deposited; charities, while doing a good work, failed to reach,

and that unavoidably, many of the most deserving in our communities; while mere soul-comfort was and ever must be ineffectual in cases where the body was clamorous for food that was not forthcoming. While the good man may "visit the fatherless and widows in their affliction," more than mere word comfort was needed in most cases of that sort. One of the apostles said, "if a brother or sister be naked or destitute of daily food, and one of you say depart in peace, be ye warmed and filled, nevertheless ye give them not those things which are needful for the body, what doth it profit?" Now this form of substantial communism is nowhere found as fully exemplified as in life assurance. Immediately on the death of the bread-winner whose life may be assured, it becomes the duty of the life agent to visit that house of mourning, where overtopping the deep sorrow of bereavement, hearts are oppressed at the grim spectre of home and little ones with no house-band or other protector left. "What," he asked, "in the wide range of Divine Providence can be half as welcome or acceptable in these circumstances as the gift brought by the Life agent, "Ready Cash." That was in the highest sense the fulfilling of the scriptural functions of "visiting the fatherless and widows in their affliction," and supplying them with things needful to the body. Such was a practical plea for life assurance and for its more general adoption by all classes of the community.

It was a matter for sincere satisfaction to be actively engaged in promoting a business which like this distributed so much substantial good throughout Society just where there is the deepest distress. The plea that this was a luxury for the rich only is no longer tenable, for, since the advent of this Company's Thrift Policy, every man woman and child who can spare even five dollars per annum, could make a handsome provision against premature death.

As an illustration of the growing importance of the Sun Life of Canada as the trusted custodian of the people's savings, he mentioned, that the cash assets were already more than equal to one Dollar for every man, woman and child in the Dominion of Canada, while its assurances were nearly \$7.00 on the same number of persons. And as the

stewards of these trust funds the Company had had the gratification of paying in years past to widows and others, the large sum of \$3,113,741.94. Who could tell how much want and suffering that sum may have relieved?

The growth of patriotic sentiment among the assuring classes of the Canadian public was proved by the markedly increasing preference being shown for home Companies in late years. The Government Blue Books show that in 1878 the total Canadian business in force in Foreign Companies was \$56,095,381; in Home Companies \$28,656,556; while in 1895 the figures stood thus: in Foreign Companies \$131,320,862; in Home Companies \$188,461,077. The amount effected by the Home Companies in the year 1895 alone was only about \$700,000 short of their total assurances in 1878,—certainly a marvellous expansion for Canada.

Very deep regret was expressed on account of the death of Mr. Louis Tessier, the Company's late Manager at Quebec, and an eloquent eulogium was passed on him for his sterling integrity, amiability of character, and unwavering devotion to the interests of the Company. Not only had the Company lost a trusted and valued officer, but he himself had lost a warm personal friend.

"Our staff of agents," added the President, "consists of men of sterling worth, and deserving of the highest consideration from the Company, and it is sincerely hoped that recent arrangements made with many of them may tend to advance their interests and in this way increase and ensure their attachment to the Company."

THE HONORABLE SENATOR OGILVIE had pleasure in seconding the motion. The progress of the Company in all the essentials of sound management was simply marvellous. The machinery worked smoothly and successfully, and general prosperity was the result. The Directors and Management, he said, looked well after all monies entrusted to the Company, and much time and thoughtful consideration is bestowed upon the selection of safe and profitable investments.

At Ottawa, new concerns, he said, were all the time seeking incorporation, and the very success of this Company is made

a pretext for obtaining a charter for some new Company. While Parliamentarians knew full well that there were too many Companies already in the field for all to have a fair chance of achieving success with so small a population as that of the Dominion, yet that reason could hardly be urged as a plea for refusing a Charter. He had watched the progress of the Sun Life of Canada from year to year with much interest and satisfaction having been one of its earliest Directors, and now that it had become a great and eminently useful financial Institution, he had a pride in its success and in being on its Directorate.

THE SECRETARY drew attention to the wonderfully rapid progress which had been made in recent years. It was but natural that they should ask, what is the secret of the success which had so markedly attended the Sun Life of Canada? What were the peculiar features which have decided over 20,000 policyholders to give it the preference? When turning over this problem in his mind, he had felt that there were four corner stones on which the prosperity of the Institution rested. The first was the fact that the line of policy adopted had been such as to secure the confidence of the public. Other Companies had been equally honorable in their dealings with their policyholders, but the Sun Life of Canada boldly took the step many years ago, of striking out from its policy contracts all conditions and restrictions which might give rise to disputes, or behind which any litigiously inclined Company might take refuge. It issued an unconditional policy, relying for its protection on the Common Law of the land rather than on small type provisions. Other Companies had since then followed this example to a greater or less extent, but the impression then created that the Company sought no undue advantages and desired to do what was fair and right under all circumstances had never been obliterated, but on the contrary had gathered strength with every passing year. The second corner stone was the high character of the District Managers and Agents. The public knew and judged an Institution by its local Representatives. As the third foundation stone he would put the modern improvements which the Company had introduced into its plans of assurance and methods of business. No Company working in Canada had a more

marked individuality. It had never hesitated to break away from the old lines whenever it was wise and advantageous to do so. Other Companies, it was true, have copied many of these improvements, but imitation was the sincerest flattery. The fourth corner stone was the fact that the Company has been a leader, not only in the vigorous extension of its business, but also in the introduction of conservative measures for the solidification and strengthening of its position. As an illustration he pointed out that the basis of valuation adopted was more stringent than that in use by any other Canadian Company.

The Sun Life of Canada was to continue its career through generations yet unborn, and it was the aim of the Management to give it in these comparatively early years a character for solidity, progressiveness, and honorable dealing, which should attach to it during all the time to come.

MR. ALEX. MACPHERSON, as one of the Directors, took pleasure in adding his testimony to the excellent condition of the of the Company's securities. As a member of the examining committee for the year, he was surprised at the simple yet perfect thoroughness of the records. All the securities, including bonds, mortgages, Real Estate, Loans on Policies, and cash on hand and in Banks had been submitted to and verified by the Committee, the sittings extending over several days, with all members kept busy at work. Each item was carefully scrutinized and confirmed by the committee quite independently of the auditors' checking. And although as a Director he had for years been familiar with the caution observed in accepting securities, the conclusion forced involuntarily upon his mind, by this examination, was that the assets were an exceptionally fine lot of investments.

MR. CHARLES ALEXANDER moved, seconded by MR. E. K. GREENE, a vote of thanks to the President and Directors. This resolution, he said, had been entrusted to him for many years in succession, and each year it afforded him fresh, if not increasing pleasure to move it. For many years, in the early part of the Company's history, he had been one of its Directors. He had always been a shareholder, and it was therefore a matter of much satisfaction to him to

witness its expansion and growth in public estimation. The vastly increased value of its stock was unmistakable evidence of its success. The Directors, all of whom were leading business men in Montreal, had been known to him personally for many years, and were eminently qualified to be entrusted with the supervision of a great public trust like this. He had much pleasure in saying that the Canadian public might safely leave in their hands the funds intended to provide for their loved ones after their death. The splendid showing in the report now before the meeting entitled the Directors to a hearty vote of thanks, and he was very pleased indeed to be the mover of it.

MR. S. H. EWING, responding on behalf of the Board of Directors felt that the compliment was not altogether unearned. The Directors took a deep interest in watching over the interests of the Company. Their position was not a mere sinecure, as the meetings were frequent and the business highly important, requiring careful attention and matured experience. It was a matter of great satisfaction to the Directors to see the progress of the Company, and it was a matter for thankfulness that it was so great a favorite with the public.

MR. JAMES TASKER, in moving a vote of thanks to the Secretary, Officers, and Agents, said it was not the first time he had been privileged to propose a similar resolution, but that he had never done so with greater pleasure than to-day, feeling that more efficient work for the Company had never been done than during the past year. Without appearing invidious he must make special reference to the able work done by the Secretary and Actuary, Mr. T. B. Macaulay. He emphasized the great advantage to a large and expanding Company like the Sun Life of Canada of having a thoroughly skilled Actuary, such as he is, always ready to give aid and advice in the intricate and important questions that were constantly cropping up in connection with the business. While it must be gratifying for him to know that he was held in high esteem by his Directors, it was equally pleasant to them to know that their opinion was shared in by his brother Actuaries. That was well seen in the fact that the Actuarial Society of America, of which he is an active member, appointed him one of a deputation of four, to repre-

sent the Society at the International Congress of Actuaries held in Brussels last year.

Mr. Tasker also mentioned the splendid work done by the Agents under the able leadership of the Superintendent, Mr. Ira B. Thayer, and the Assistant Superintendent, Mr. G. F. Johnston. He had had many opportunities of coming in contact with them, besides hearing outside opinion in his occasional visits to different parts of the country, and it really was a comfort to have men so well reported of to represent the Company. Both the progress and prosperity of the Institution was in their hands, so that their character was an all important factor to the Company. With the President he felt very deeply the loss of Mr. Tessier who had been an exceptionally successful and popular manager.

MR. J. P. CLEGHORN seconded the motion. He could confirm every word said by the mover regarding the Secretary and agents. They had done most excellent work in advancing the interests of the Company, and were most deserving of hearty appreciation and thanks.

The Superintendent, MR. IRA B. THAYER, responded on behalf of the Agency staff as well as himself. It would afford him great pleasure to convey to the agents the kind sentiments expressed in the resolution, and he could assure the meeting that they would greatly appreciate them.

The statement of the past year's business was most gratifying to all interested, especially in view of the hard times through which the country had passed. The Secretary had just given a very interesting account of the working of the Company, and had enumerated a number of items which appeared as assets in the statements of some Life Companies, but which had been omitted from the statements of the Sun Life of Canada. Taken together these would have augmented the surplus very considerably. One very valuable asset had, however, been passed over altogether. He would refer to it. It was well known to be impossible for a Life Company to do business without the assistance of a capable staff of agents; to the casual observer, this might appear to be a small matter, but he could assure the meeting that it was of great importance. It took no insignifi-

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Sunshine.

PUBLISHED BY THE SUN LIFE ASSURANCE COMPANY
OF CANADA.

MONTREAL, APRIL, 1898.

THE RESULTS OF THE YEAR.

The year 1895 was in many respects a trying one for assurance companies of all kinds, and the life companies had to bear their full share of hardship. The chief cause of anxiety and disappointment was of course the prevailing depression in business. The hard times reached Canada in due course, though they came later than they did to some other countries, and they materially affected every branch of commerce. Prices and production went down together, and on all hands earnest effort was put forth to curtail expenses.

Life assurance being still regarded by many in the light of a luxury, as was pointed out in our last number, could not but suffer from such a condition of things. Those who already held policies were chary about increasing, while the unassured wished to postpone commencing until the times should improve.

In view of all this the results of the year for the Sun Life Assurance Company of Canada, as set forth on another page, cannot be considered otherwise than highly satisfactory and encouraging. The volume of new business secured was really remarkable, the total closely approximating ten millions, and exceeding that written by any other Canadian Company. If such large returns are possible in the midst of commercial depression, how much more brilliant a showing may be confidently anticipated with the revival of prosperity that seems now not far distant.

Special attention may be directed to the items of "increase in income," and "increase in assets," the latter amount being but little short of three-quarters of a million. The addition to the surplus was also noteworthy.

Upon the whole the review of the year gives good cause for congratulation. Our Company has not paused in its progress, nor declined in its prosperity, and its future was never brighter nor more assured than it is at the present moment.

A SCHEME THAT DID NOT WORK.

A young lady stenographer in a wholesale business house, who often hears commercial travellers tell their experiences, furnishes the following:

Said one of these men: "I never asked but one buyer to drink with me in order to secure his patronage, and I was so heartily ashamed of it that I vowed at the time I never would do it again, and I never have.

"I never drink myself," he continued, "but I was told that the buyer of this certain house never gave a big order unless he were first warmed up pretty well by a good glass of whiskey." I made up my mind to ask him to drink with me, and, with my order book in hand, I entered his store, quite confident of the success of my little scheme. After shaking hands with him. I slapped him familiarly on the back, and suggested that we go out and take a drink before we talked business.

"He looked at me from head to foot, with a sort of contempt, and then very decidedly said 'No, young man, I don't care to drink with you this morning,' and without another word he turned and entered his private office, closing the door after him.

"I was greatly chagrined and humiliated, as I left the store, and fully believe if I had approached that man in my usual way, I could have taken his order.

"No, I shall never tackle a man in that way again, and have thoroughly made up my mind that if I cannot take his order by fair means, I'll not try to get it by foul means."
Incidents of Travel.



"LISTENING TO THE BIRDS."

From a Copyright Photograph, 1895, by John E. Dumont.

Continued from page 55.

cant sum each year to hunt up new representations, to win now the good from the bad by the test of experience, and to retain old friends. Many agents were doing their work a long distance from Head Office, and consequently it was of the first importance that they should be the right class of men, both as regarded character and ability. A proper selection was the result not of sound judgment, but of years of experience, sometimes better, and thus represented capital. The present staff was the result of about twenty-five years careful selection, and he believed that the Sun Life of Canada had as fine a staff of agents as could well be got together. It would not be possible for a new Company to start business today, under the most favorable auspices, and within five years to have such an organization without a very heavy expenditure. The point he wished to make was, that money so used was a necessity, and although it might not be admissible as a scheduled asset, it was yet one of the most valuable on the Company's books, as every young aspirant for popularity would find out.

Mr. Selkirk Cross, Mr. Charles Cushing, Mr. J. G. Ross, Mr. G. F. Johnston, and others spoke complimenting the Board and Agents on the success and fine condition of the Company.

THE FIRST AT THE POLE.

The business of life assurance, arduous and trying as it is, is not without its humorous side. The energetic and irrepressible agent has furnished the journalistic humorist with the opportunity for many an amusing story or paragraph. The following item from the *Echo* of Smith's Falls, Ont., testifies to the impression made by the indefatigable enter-

prise of one of this Company's representatives:

Dr. Nansen is on his way home from the North Pole in a towering rage. He discovered the pole all right, but on examination found an inscription in plain letters. It was: "J. M. H., S. L. C., S. F., R. T." Experts in hieroglyphics, Greek, Sanscrit, Hebrew and all the ancient as well as the modern languages, now agree on the following solution: "John Marshall Henderson, Sun Life of Canada, Smith's Falls, risks taken." It seems J. M. had the pole assured several weeks before Nansen's arrival, and should premiums lapse will practically become the owner. The affair has created the most profound sensation all over the world.

ENGLISH AS SHE IS SPELT.

It was in one of our schools the other day where I picked up the following thrilling composition written by a 12-year-old girl, which is one of the best pieces of English as she is "spelt" that I have yet seen. "A write suite little buoy the sun of a kernel, with a rough round his neck flue up the road as quick as a dear. After a thyme he stopped at a house and wrung the belle. His tow hurt hymn, and he kneaded wrest. He was too tired to raze his fare, pai face, and a feint mown of pain rose from his lips. The made who herd the belle was about to pair a pare, but she through it down and ran with all her mite, for fear her guessed would not weight, but when she saw the little won tiers stood in her eyes at the site. 'Ewe poor dear? Why do you lye hear? Are yew dyeing? 'Know,' he said; 'I am feint.' She boar him inn her arms, as she aught, to a room where he might be quiet, gave him bred and meet, held a cent bottle under his knows, untied his choler, rapped him up warmly, gave him a suite drachm from a voil, till at last he went fourth as hail a young hoarse." *New Western Magazine.*



"THE SOLO."

From a Copyrighted Photograph by John E. Dumont.

THE LATE MR. LOUIS TESSIER,

Manager for Eastern Quebec.

In the recent death of Mr. Tessier, the Sun Life Assurance Company of Canada has sustained a severe loss, and the vacancy in its field staff thus created will be peculiarly difficult to fill. Mr. Tessier was in many respects an ideal District Manager. A man of the highest integrity with a remarkable aptitude for the work, an admirable organizer, a firm yet courteous commander, and a prompt and painstaking correspondent, he enjoyed the absolute confidence alike of the Management and of the agents under his charge.

The interests of the Company were safe in his hands. He obtained a large and continually increasing volume of new business, and he was exceptionally successful in keeping in force what was once secured.

Mr. Tessier was born near St. Hyacinthe, Quebec, on the 31st December, 1845, his father being a well to do farmer. While still in his teens he started out to provide for himself, and entered commercial life in the United States, where he was successfully in the employment of such famous firms as the Ayers of Lowell, and Field, Leiter & Co. of Chicago. In 1878, he went into business on his own account, at Corning, Iowa, but four years later his health failed, and he returned to his native Province, where he became Inspector of Agencies for the Sun Life Assurance Company of Canada. After two years good service in that capacity he was promoted to the Managership for Eastern Quebec, which responsible position he filled until his death on the 29th February last.

The high opinion of Mr. Tessier entertained by the Management of the Company, is shown by the following resolution passed by the Board of Directors on the 3rd March last.

Resolved,—"That the Directors have learned with profound sorrow of the death of the Company's Manager at Quebec, Mr. Louis Tessier. His sterling integrity, marked business ability, amiable character, and unswerving devotion to the interests of this Company for the past thirteen years, earned for him the highest esteem and warm friendship of the Directors and his brother officers. The vacancy caused by his death it will be difficult to satisfactorily fill. The Directors respectfully tender to Mrs. Tessier and her daughter their heartfelt sympathy, and pray that the Divine comfort may be theirs in large measure."

Mr. Tessier was married in 1878, to a daughter of the late Mr. W. M. Champlain, of Western New York, who with one daughter survives him, having in her deep affliction the profound sympathy of the entire circle of her husband's acquaintance.

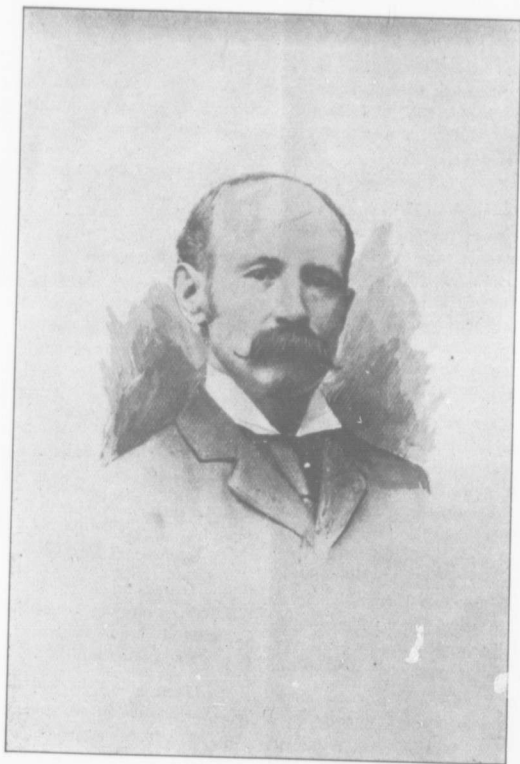
LETTER OF THANKS.

Sun Life Assurance Co. of Canada.

GENTLEMEN,—I desire to acknowledge the payment of the three Policies held on my late husband's life in your Company, in such a prompt manner, I having the check for the entire amount in my hands before my husband's burial, and before any claim had been made out or even a formal notice of death had been given. Permit me to express my sincere gratitude for your kindly act.

Most respectfully,

Laura M. Tessier.



THE LATE LOUIS TESSIER, ESQ.,
MANAGER OF THE SUN LIFE ASSURANCE COMPANY OF CANADA,
FOR EASTERN QUEBEC.

BROKEN STOWAGE.

"DOCTOR, I want a tooth pulled. I'm a great coward when it comes to enduring pain, and yet I'm afraid of both laughing gas and chloroform." "You might be happy with either."—*Chicago Tribune*.

"I CAN see no reason," said the S. P. C. A. boarder, why it should be thought advisable to dock a horse's tail." "Probably," suggested the Cheerful Idiot, "they are docked for being behind."—

Indianapolis Journal.

I HAVE before me a letter from a Persian friend, a gentleman of some literary note in his own country, who informs me that he is learning English by the aid of a small text-book and a dictionary, without any other instructor, and he adds: "In small time I can learn so many English as I think I will come to the America and go on the scaffold to lecture."—*Methodist Herald*.

A LIQUOR CASE was on trial, and one of the officers who had made the raid testified that a number of bottles were found on the premises. "What was in the bottles?" asked the judge of the witness. "Liquor, your honour." "What kind of liquor?" "I don't know, sir." "Didn't you taste it or smell of it?" "Both, your honour." "What! Do you mean to say that you are not a judge of liquor?" "No, sir; I'm not a judge; I'm only a policeman." The witness was excused from answering any further questions.—*Green Bag*.

A PARROT YARN.—A man whose niece had coaxed him to buy her a parrot, succeeded in getting a bird that was warranted a good talker. He brought it home, and after putting it in a cage, stood before it and said, "Say uncle, Polly." The bird did not respond, and after repeating the sentence a dozen times or more with no better success, the uncle put his hand into the cage, and, grabbing the bird by the neck, shook him until his head wobbled around, all the time yelling to him, "Say uncle, confound you, say uncle!" The bird looked limp and

lifeless, and, disgusted with his purchase, the old fellow took the parrot out into the yard, where he had a coop of thirty chickens. Thrusting the half-dead bird in with the chickens, he exclaimed, "There, by gosh! you'll say uncle before you get out!" Next morning the uncle went out to see how the parrot was getting on. Looking into the coop, he counted twenty-nine dead chickens, and in the centre of the coop stood the parrot on one foot, holding the thirtieth chicken by the neck and shaking it till its head wobbled, and screaming, "Say uncle, confound you, say uncle!"—*New Bedford Steward*.

There is no Unbelief... Little York Case... Detroit Free Press

There is no Unbelief!
Whoever plants a seed beneath the sod
And waits to see it push away the clod,
Trusts he in God.

There is no Unbelief!
Whoever says, when clouds are in the sky,
Be patient, heart, light breaketh by and by,
Trusts the most High.

There is no Unbelief!
Whoever sees 'neath Winter's fields of snow
The silent harvests of the future grow,
God's power must know.

There is no Unbelief!
Whoever lies down on his couch to sleep,
Content to lock each sense in slumber deep,
Knows God will keep.

There is no Unbelief!
Whoever says to-morrow, the unknown,
The future, trusts that power alone
He dare disown.

There is no Unbelief!
The heart that looks on when dear eyelids close
And dares to live when life has only woes,
God's comfort knows.

There is no Unbelief!
For thus by day and night unconsciously
The heart lives by that faith the lips deny,
God knoweth why.

Lullaby..... Grace Mitchell.....*Midland Monthly*

Birds in their nests are softly calling,
The dew is falling, the day is done.
Over the hill comes night winds creeping,
To lull thy sleeping, my little one.
Far in the sky gleams the golden crescent,
With motion incessant she swings on high—
A golden hammock for angels' swinging,
While softly singing a lullaby.

*Then sing slow, sing low,
Droop, little head, in thy slumber deep ;
Breath low, breezes blow—
Zephyrs that bring on drowsy wing
Sweet sleep.*

Down in the grass, the folded clover,
With mother-leaf over, lies warm and deep.
Stars in the blue that lightly hover
Shine brightly over, to guard thy sleep.
Come, happy dreams, from your home in
heaven

This midsummer even, and hover nigh,
While baby and I in our hammock are swinging
And softly singing a lullaby.

*Then sing slow, sing low,
Droop, little head, in thy slumber deep ;
Breathe low, breezes blow—
Zephyrs that bring on drowsy wing
Sweet sleep.*

IN PRAISE OF BOOKS.

The following are some of the striking things which have been said by wise men in praise of books :

"A good book is the precious life blood of a master-spirit embalmed and treasured up on purpose to a life beyond life."—*Milton*.

"If the crowns of all the kingdoms of the empire were laid down at my feet in exchange for my books and my love of reading, I would spurn them all."—*Fenelon*.

"A taste for books is the pleasure and glory of my life. . . I would not exchange it for the wealth of the Indies."—*Gibbon*.

"Let us thank God for books. When I consider what some books have done for the world, and what they are doing, how they keep up our hope, awaken new courage and faith, soothe pain, give an ideal life to those whose homes are hard and cold, bind together distant ages and foreign lands, create new worlds of beauty, bring down truths from heaven—I give eternal blessings for this gift."—*Dr. Clark*.

"What a heaven lives a scholar in, that at once, in one close room, can daily converse with all the glorious martyrs and fathers, and hear wise and holy counsels, verdicts, resolutions."—*Joseph Hall*.

"In books lies the soul of the whole past time ; the articulate audible voice of the past, when the body and the material substance of it have altogether vanished like a dream . . . All that mankind has done, thought, gained, or been ; it is living as in magic preservation in the pages of books. They are the chosen possession of men."—*Carlyle*.

"The orators disclaim for me—the historians recite—the poets sing—in a word, from the equator to the poles, and from the beginning of time until now, by my books I can be where I please."—*Arnold*.

"Think what a book is—what each one of these volumes is. It is a portion of the eternal mind, caught in its process through the world, stamped in an instant, and preserved for eternity."—*Moneton Milnes*.

"Precious and priceless are the blessings which books scatter around our daily paths. We walk in imagination with the noblest spirits, through the most sublime and enchanting regions. . . . We can select our companions from among the most richly gifted of the sons of God."—*Whipple*.

"Books are God's greatest and best gifts to man. . . . A library is the strengthener of all that is great in life, and the repeller of what is petty and mean."—*Dawson*.

"Have you ever rightly considered what the mere ability to read means? That it is the key that admits us to the whole world of thought and fancy and imagination, to the company of saint and sage, of the wisest and wisest at their wisest and wittiest moments? That it enables us to see with the keenest eyes, hear with the finest ears, and listen to the sweetest voices of all time?"

—*Lowell*.



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