

SASKATCHEWAN—ONE OF THE NEW PROVINCES.

SUNSHINE

Vol. XIII
No. 6

MONTREAL

JUNE,
1908



Photo. by W. A. Cooper, New York.
BREAKING THE PRAIRIE WITH DUTCH BELTED CATTLE AND HORSES,
NEAR REGINA, SASKATCHEWAN.

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.

DIRECTORS :

R. MACAULAY, Esq.
President.

S. H. EWING, Esq.
Vice-President.

J. P. CLEGHORN, Esq.
CHARLES CUSHING, Esq.
J. R. DOUGALL, Esq., M.A.
ABNER KINGMAN, Esq.
T. B. MACAULAY, Esq.
JOHN MCKERGW, Esq.
JAMES TASKER, Esq.

T. B. MACAULAY, F.I.A.
MANAGING DIRECTOR AND SECRETARY.

GEO. WILKINS, M.D., M.R.C.S., ENG.
CHIEF MEDICAL OFFICER.

ARTHUR B. WOOD, F.I.A.
ACTUARY.

E. A. MACNUTT,
TREASURER.

FREDERICK G. COPE,
ASSISTANT SECRETARY AND
SUPERINTENDENT OF AGENCIES.

| | | | | | | |
|------|----|----|----|----|----|----|
| June | 1 | 2 | 3 | 4 | 5 | 6 |
| | 7 | 8 | 9 | 10 | 11 | 12 |
| | 14 | 15 | 16 | 17 | 18 | 19 |
| | 21 | 22 | 23 | 24 | 25 | 26 |
| | 28 | 29 | 30 | | | |
| | | | | | | |

Sound Juvenile Logic.

A couple of months ago an American Life Company offered prizes for an essay on "Why Should Father Assure His Life?" The competition was open to pupils in the first to twelfth grades in any American high or grammar school, and fully one thousand children submitted essays. One of the contestants a prize winner, from Texas, a boy twelve years old, submitted the following :

WHY SHOULD FATHER INSURE HIS LIFE ?

Walking in the woods on a fall day with my chum, John, we noticed my little dog, Snip, wildly scratching under an old log. Pretty soon he was scratching out nuts, berries, and other things right and left.

John said rats had carried them there to feed on during the winter. A little further on we came to a hollow tree and found where a squirrel had piled up pecans and things for the winter.

But we were sure excited and glad when we found a bee tree—just lots of honey! They were sure fixed for the winter. These little bees must have worked hard—mighty hard, all of the pretty days when the flowers were blooming, to get all that honey saved up.

John's papa died nearly two years ago. He left seven children. He did not have any life insurance and left no money. He owed money on the home. John's mama has to take to sewing, and the eldest children had to stop school too and go to work to make a living and pay out the home. They have a hard time. It is sure winter for them all the year. The neighbors are sorry for them but that don't buy me bread and clothes.

If John's papa had left life insurance his widow and orphans would not have such a hard time. Even the rat, squirrel and busy little bee

look ahead and for a father to leave them with keep his life insur

There is a lesson in this was doing some provident saving bees who laid days of winter

Perhaps John men who believe of faith in Providence prov bees by giving the squirrel in Providence will and stored, so he profits from it does the bee flower to flower, ness it can get, on the time waste ness around.

Many men higher intelliger No unassured m how Providence family should he death unless he some effort now man who helps h

Life Assuran

The Montreal has the following life assurance, give this Company's b

"The fact that the created an immense since the financial st finger upon industr good deal of discus practical men, some not only bigger bu some cases resu:ts th

look ahead and fix for winter. The best way for a father to look ahead for his loved ones and leave them with comfort if he should die, is to keep his life insured for them.

There is a lot of good sound common sense in this little fellow's essay. He was doing some thinking as he saw the provident savings of the squirrels and the bees who laid up in store for the cold days of winter.

Perhaps John's father was one of the men who believed that it exhibits a lack of faith in Providence to provide for the future after death has done its work. Providence provides for the squirrels and bees by giving the nuts and flowers, but the squirrel is too wise to believe that Providence will have the nuts gathered and stored, so he hustles all summer and profits from it during the winter. So does the bee keep ever buzzing from flower to flower, contracting all the sweetness it can get, keeping a weather eye on the time when there will be no sweetness around.

Many men with their supposedly higher intelligence live only for to-day. No unassured man can logically explain how Providence is going to look after his family should he be taken from them by death unless he looks ahead and makes some effort now? Providence helps the man who helps himself!

most prosperous year that they actually dazzle the imagination.

The Sun Life's business record for March, for example, outstripped the best month's achievement in the Company's history, and for the first quarter of the year the corporation is well ahead. How is it that the year which is generally looked upon as rather lean should be fat to the assurance man? There are several explanations for it. Temperamentally the business man, when he finds his returns not quite so good, undergoes a change. He looks with a more favorable eye on life assurance. He listens with a more willing ear to what the assurance agent says. As the head of one of the departments of the Sun Life put it the other day a man's more straitened circumstances causes him to think of his home, his wife, his children, and what would befall them should anything happen to him. It is the cheapest and best provision for them he can make. But aside from family claims he feels that when trade is moving a little bit the wrong way it is a good time to increase his assurance. On general principles the investment in a life policy is a good one. It brings a safe return when other investments may seem for the time a little shaky. Then there is another type of business men who turns to assurance for help. He sees in it a means of raising money when his business needs to be propped with fresh capital. He can get this money by mortgaging his assurance policy when the bank has closed down upon him. All these considerations operate in favor of the assurance companies at such times as these."



Changes at Head Office.

The following changes at Head Office are announced :

Mr. Robertson Macaulay, President and Managing Director, has relinquished the office of Managing Director, retaining the office of President.

Mr. T. B. Macaulay, F.I.A., Secretary and Actuary, has been appointed Managing Director, retaining the office of Secretary.

Mr. Arthur B. Wood, F.I.A., Assistant Actuary, has been promoted to

Life Assurance and Hard Times.

The Montreal Herald of May the 9th has the following interesting editorial on life assurance, giving special reference to this Company's business :

"The fact that the assurance companies have created an immense volume of fresh business since the financial stringency laid a depressing finger upon industrial progress has excited a good deal of discussion among shrewd and practical men, some of whom they say show not only bigger business than usual, but in some cases results that are so far ahead of the

Actuary, and Mr. Frederick G. Cope, Superintendent of Agencies, has been made Assistant Secretary, a new office, in addition to his present position.

Mr. Robertson Macaulay is the nestor of Canadian life assurance, having given fifty-four years' service as a Head Office official. Perhaps he holds the record on this continent in this regard. He came to the Sun Life Assurance Company of Canada in 1874 as Secretary. After serving in that capacity for some time he became Manager, then Managing Director, then President and Managing Director—the dual position which he held up to the present time.

Mr. Macaulay found the Sun Life of Canada in its infancy, with an income of \$50,296, assets of \$129,960, and with life assurances in force of \$1,514,300. It now has an income of \$6,249,288, assets of \$26,488,595, and life assurances in force of \$111,135,694.

He has by wise and careful management brought the Company to its present magnificent proportions. It must be a matter of great satisfaction to him to see the successful results of his labours. Although Mr. Macaulay will no longer be Managing Director he will still give his undivided attention to the Company as President.

Mr. Macaulay does not interest himself much with matters outside the Company's business. Every moment of his time is given to its advancement. He can always be found during business hours at the Sun Life office—at other times in his home library.

Mr. Macaulay is still active and full of vigour, and we trust he may for many years to come be the President of Canada's "Prosperous and Progressive" Company, which will ever be a monument to his great ability as a life assurance manager.

Mr. T. B. Macaulay, F.I.A., the new Managing Director, is well-known in life assurance circles and to the policyholders of this Company. He joined the Company's service in October, 1877, became its Actuary in 1880, its Secretary in 1891, and has since held the combined offices of Secretary and Actuary. He became a Director of the Company in 1898.

Mr. Macaulay has been so long known as "The Secretary" that it will be difficult to think of him by any other name. For the past few years he has taken a prominent part in

the management of the Company in co-operation with the Managing Director and is quite familiar with the duties of his new office.

Mr. Macaulay is a Fellow of the Institute of Actuaries of Great Britain (by examination) and is the Institute's Supervisor in Montreal in connection with their examinations. He is a Charter Member of the Actuarial Society of America, was elected President of the Society in 1899 and re-elected in 1900; he is also a Fellow of the Royal Statistical Society of Great Britain and a corresponding Member of the Institute des Actuaire Français, of Paris. He was one of the representatives of the Actuarial Society of America at the International Congresses of Actuaries in Brussels in 1895, London in 1898, Paris in 1900 and Berlin in 1906. Mr. Parishe was elected the Vice-President of the Congress for the United States and Canada, and was re-elected at Berlin.

Mr. Arthur B. Wood, F.I.A., the newly appointed Actuary, has had a very successful career with the Company. He joined the Head Office staff in 1893, coming fresh from McGill University where he was a gold medalist in mathematics. He came to the Company for a year to ascertain if the work would be to his liking and if he would be suitable for actuarial work. The Management soon recognized Mr. Wood a young man of marked ability and he was appointed chief clerk of the Actuarial Department, then in 1900 he was appointed Assistant Actuary. During the past year or two Mr. Wood has been entrusted with the bulk of the actuarial work of the Company; he is therefore, in his new appointment, merely carrying forward his regular actuarial work.

Mr. Wood is a Fellow of the Institute of Actuaries of Great Britain, is also a member of the Actuarial Society of America.

Mr. F. G. Cope, the Assistant Secretary, has given most of his life to the Company's service. He started as a stenographer at Head Office in 1889, removing afterwards to the Toronto office as cashier. He was latterly appointed cashier of the Pennsylvania agency where he remained for some time. He showed such ability in agency matters that Mr. Jas. C. Tory, the then Superintendent of Agencies, had Mr. Cope appointed as his chief clerk in the Agency Department at Head Office. When Mr. Tory resigned as Superintendent Mr. Cope was left in charge of agency matters for some time and he carried

the work so satisfactorily as Superintendent of Agencies, that the Directors, recognizing his ability, have been in the Agency Department since his wider scope. He has, at least, continued to be in the Department.

The Directors are of the opinion that the wise appointment of Mr. Cope to the office; and that his motions have been of great benefit to the Company's own staff. The policyholders receive direct benefit from the experience of the new Actuary, and the Company's business is being carried on in the most efficient manner.

What More

"An extensive and very greatly improved provision"



the work so satisfactorily that his appointment as Superintendent of Agencies followed. The Directors, recognizing the great success he has been in the Agency Department, are giving him wider scope for his abilities in the office of Assistant Secretary. He will, for the present at least, continue to have supervision of the Agency Department.

The Directors are to be congratulated upon the wise appointments made to these important offices; and it is worthy of note that the promotions have been all within the Company's own staff. The policyholders will in turn, receive direct benefit from the judgment and experience of the new officers in the conduct of the Company's business.

What More Can You Want ?

"An extensive and growing business, a very greatly strengthened reserve, ample provision for contingencies, in-

creased earning power, enhanced annual income, and every prospect of continued progress, What more can you want ?

Well done, bravely shone, the Canadian Sun!"—The Financial News, London, England.

He was a Hero.

It was sentence day in the city court. A man in the prisoners' pen, who had been sentenced to two years for larceny, began to cry softly. The big man next him, who was going to serve seven years for bigamy, said :

"Aw, wotcher sniffin' about?"

"I'm—I'm—th-th-thinking about leavin' (sob) my—my—family. Leav-leaving my wife——"

"Aw, cut it out! Look at me. I ain't cryin', am I? An' I'm leavin' two of 'em."—Everybody's Magazine.



AN "OCEAN" OF GRAIN, NEAR REGINA, SASKATCHEWAN.

Mr. C. C. Knight.

Mr. C. C. Knight, the Company's manager for Saskatchewan, is an Eastern man, his residence in the West, dating from the opening up of the Company's business in the new province a little over a year ago. Having spent some time in Head Office, and latterly as manager of the Eastern Townships Agency, Mr. Knight is very well equipped assurance-wise for his present wider sphere of work. The business the Company is receiving from this new territory is evidence of Mr. Knight's activity and that the old Sun Life is making many new friends.

Mr. Knight's influence for good is felt wherever he resides, being intensely interested in everything that makes for good citizenship and the uplifting of the community.

We note that he is a member of the Regina Board of Trade, a member of the Executive of the Canadian Club, prominent on the Mission Board of the Methodist Church of the West, president of a large social society of men; and we are almost certain that now and then between times he takes a look into his political club, for one of Mr. Knight's manias is politics—and a good mania it is when tempered with judgment. Above all else Mr. Knight is a life assurance man, who believes in it, not altogether for the sake of personal gain, but for the benefit it is to society.

He has a good Company, he is a good man to represent it, and there is little wonder that he is sending a good volume of business to Head Office each week.

We are pleased to show on another page the strong corps of agents Mr. Knight has gathered around him. With this strong organization we can readily understand why this new province of the West is fast taking a front place among the Company's agencies.

"The Best Seller."

"Shakespeare is in the air just now—though we hope that that remark will not be taken literally, seeing that we have really no positive evidence as to where he has spent his time since 1616—and SUNSHINE, very appropriately, has come out with a Stratford-on-Avon number. SUNSHINE, as most people know, is the Sun Life of Canada's literary mouthpiece—and a very effective mouthpiece it is. In an article in the issue in question the editor quotes from the Philadelphia Inquirer which states that Shakespeare continues to be the "best seller." Our Philadelphian contemporary had evidently overlooked the Sun of Canada's endowment assurance policy."—Insurance, Banking and Financial Review, London, England.

It is taken for granted on this side.—Editor SUNSHINE.

The Province of Saskatchewan.

The Province of Saskatchewan extends from the United States boundary to the 60th parallel and is bounded on the east by the Province of Manitoba, and on the west by the Province of Alberta. It has an area of 251,887 square miles and a land surface of 244,980 square miles.

The province is admirably adapted for agriculture, the southern half being almost entirely composed of first class farming land. The northern half is more broken and of less value for its timber, fish and minerals but is still practically undeveloped. In the south-western portion the land is more broken and rolling, and is adapted for ranching and mixed farming.

The settlement of the province dates back to 1882 though before that date there were a few squatters and the half-breed settlements which had grown up around the Hudson Bay Company's posts; but in 1882 the race march for the further west commenced. In the spring of that year the Canadian Pacific Railway was in operation as far west as Winnipeg and from there adventurous spirits started by the old Hudson Bay trail for Fort Qu'Appelle and on to Regina with horses, ponies and oxen.

at now-
ark will
that we
ce as to
nce 1615
ely, has
on num
e know
literary
mouth
issue in
om the
tes that
e "bes
mporary
Sun of
policy."
cial Re
is side

nds from
parallel
vince of
vince of
re miles
les.
for agri
most es
ng land
l and b
minerals
In the
broker
ing an
es bac
were
lement
Hudson
he rea
In the
ic Rail
nipeg
orted by
Appell
nd oxe

90 APPELLE VALLEY, NEAR PORT OF APPELLE, SASKATCHEWAN



harnessed to various kinds of rigs, the Red cart and the Prairie Schooner playing an important part.

The country was very wet that year and many and varied were the experiences of being stuck in the mud holes—experiences which were often

proached, and that was in 1894, when the total rainfall for the year was 6.63 inches. The average rainfall for the past sixteen years has been 20.39 inches. These difficulties, however, have been overcome to a large extent in more recent years by scientific methods of farming, and

were the dry years of the early eighties to recur the better cultivation, especially on the heavy lands such as abound in the Regina district, would ensure a fair crop.

The early settlers came with great expectations as to the possibilities and future of the country—expectations which have been amply justified in recent years, but which were not realised quite as soon as they expected. I have pointed out some of the difficulties and disadvantages under which the early settlers laboured. Following these came the hard times of 1893, 1894 and 1895 when a great financial depression existed all over the world. Money was scarce in the country in those days, most of the proceeds of the crop going out of the country to pay imple-

ment manufacturers in the east, and there was very little immigration, but 1896 saw an improvement, which has increased year by year until in more recent years the flood tide of immigration has set in and literally poured into the province.

In 1898 the total area under crop in the Province was 350,990 acres. This increased steadily but gradually until 1902 when it had reached 805,029 acres, after which the increase was more rapid, and in 1907 had reached 2,500,816 acres. The average yield of wheat for the nine years from 1898 to 1906 was 20.28 bushels per acre; of oats 35.67 bushels per acre, and of barley 24.48 bushels per acre. Wheat is of course the main crop, and in 1907 the total crop of the province was 37,040,098 bushels.

These figures compare very favourably with those of other wheat growing countries as the following statement shows:

| | | | |
|--|-------------------|-------|----------------|
| Saskatchewan | 1898-1906 average | 30.28 | bush. per acre |
| Manitoba | 1899-1905 | 18.7 | " " |
| Nebraska | 1900-1904 | 15.5 | " " |
| The whole of the United States | 1899-1903 | 13.4 | " " |
| Minnesota | 1900-1904 | 12.6 | " " |
| North Dakota | 1900-1904 | 11.6 | " " |
| Russia | 1899-1903 | 9.3 | " " |

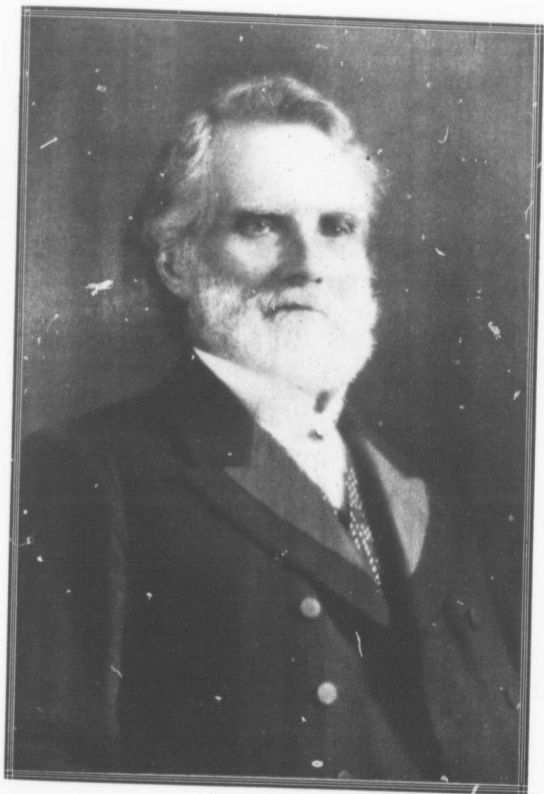
when it is considered that not more than five per cent. of the land in the province suitable



One of the streets of Regina. There is a look of permanency in the buildings that is worthy of note.

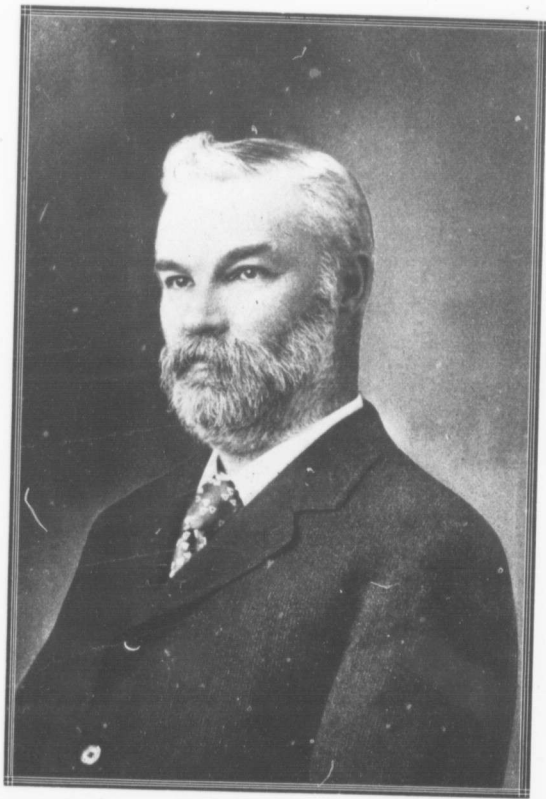
laughed over in after years, though they were disagreeable enough at the time. Many of the pioneers of 1882 turned their steps toward the spot where they thought the capital of the North-West would be located, but it was not until August of that year that the exact location was decided upon, when a large party on Mr. (now Sir William) Van Horne's private car assembled and Lieutenant-Governor Dewdney christened Regina the capital of the North-West Territories.

The early settlers of the province were mostly farmers from Ontario, with a few English and Scotch; and though the majority of them were practical farmers and thoroughly versed in all the methods that made for success in the countries from which they came, they found they had much to learn about farming in the new country, as there were none to give them the benefit of their experience, they had to find it all out for themselves. In the early days the bugbear of the farmers was drought, and that the early settlers had real difficulties to contend with in this direction is borne out by the figures published by the Meteorological Department, for in 1883 the total rainfall for the year was 6.92 inches; in 1885, 6.68 inches; in 1886, 6.94 inches and in 1889 5.93 inches. Only once in more recent years have these figures been ap-



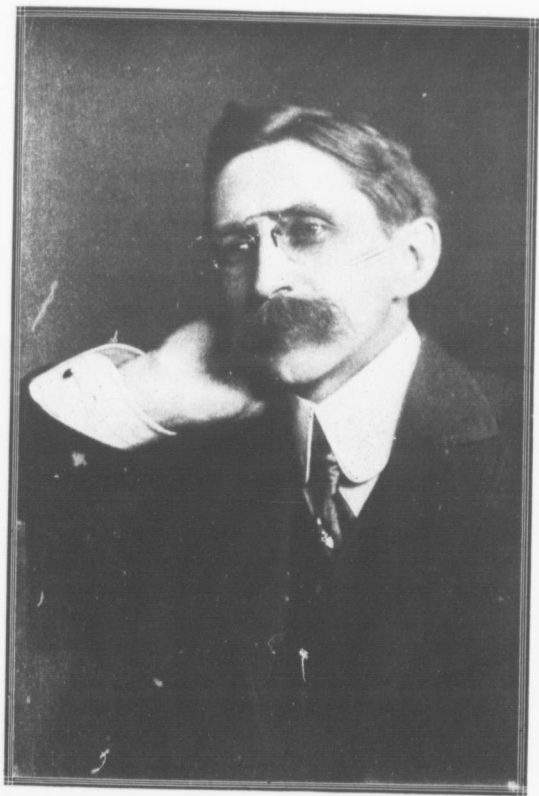
MR. ROBERTSON MACAULAY,
President, Sun Life Assurance Company of Canada.

SUNSHINE



MR. T. B. MACAULAY, F. I. A.,
Managing Director and Secretary, Sun Life Assurance Company of Canada.

SUNSHINE



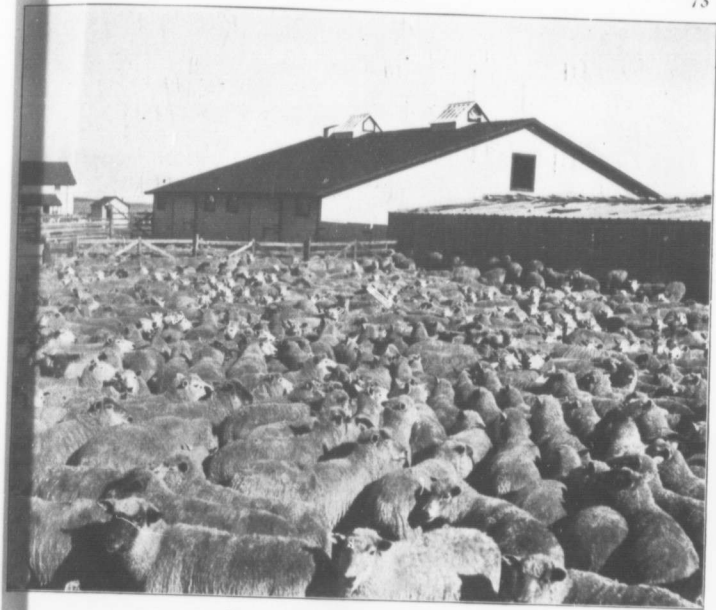
MR. ARTHUR B. WOOD, F. I. A.,
Actuary, Sun Life Assurance Company of Canada.



MR. F. G. COPE,
 Assistant Secretary and Superintendent of Agencies,
 Sun Life Assurance Company of Canada.

for grain raising and
 under cultivation, the
 province are great.
 The increase in a
 over 1906, was 415,131
 satisfactory, it is not
 have been had the
 more favorable. The
 the increase of acreage
 to a million acres, and
 favorably that weather
 do their share in ass
 substantial increase.
 started about April 8
 15th. The average le
 ripen wheat in the p
 days from date of see
 crop is certainly star
 of producing an abun
 there was practically n
 before the month of
 Between the census
 the population of S





SHEEP AT GULL LAKE, SASKATCHEWAN.

for grain raising and mixed farming is now under cultivation, the future possibilities of the province are great.

The increase in acreage under crop in 1907 over 1906, was 415,154 acres, while this is fairly satisfactory, it is not nearly so great as it would have been had the weather conditions been more favorable. This year it is estimated that the increase of acreage under crop will be close to a million acres, and the spring has opened so favorably that weather conditions will certainly do their share in assisting to bring about this substantial increase. Seeding in many districts started about April 8th and was general by the 13th. The average length of time required to ripen wheat in the province is from 125 to 130 days from date of seeding, so that this season's crop is certainly starting with every prospect of producing an abundant harvest. Last year there was practically not a bushel of wheat sown before the month of May.

Between the census of 1901 and that of 1906 the population of Saskatchewan had grown

from 91,279 to 257,763, and the growth in the next five years promises to be very much greater.

In a country with such boundless possibilities in the way of production, the cities which become distributing centres are bound to grow very rapidly. Winnipeg, from her position as the gateway to the great wheat country, holds an important position; and it is no idle dream to imagine Winnipeg in the not distant future the size of Chicago of to-day. Just as Kansas City and Omaha have grown up as great feeders to the mighty Chicago, so in this great Western Canadian country, Regina will probably be to Winnipeg what Kansas City is to Chicago, and there is probably no city in the world that has on all sides of her so rich a tributary country.

Saskatchewan has a great future and the unbounded confidence of her people is one of her best assets.

H. C. LAWSON,

Secy.-Treas. Regina Board of Trade.

A Sensible Woman.

It used to be said that a man's wife was usually opposed to his taking out life assurance, for fear that he was tempting Providence. In the course of time this feeling wore away in a measure, although even now it is encountered. It remained for a Norristown, Pa., woman to go to the other extreme. She came right out and helped several agents to close in on her reluctant spouse, and after a policy had at last been issued wrote a letter to the successful agent. In it she said :

I feel that I ought to thank you for having worked so hard to get Mr. M. convinced of the value of assurance. I have tried, and also other agents have tried, to get him assured, but he did not believe in it. But I think he needs it now more than ever, on account of our three children. If it were not for the children I would not care what he did about assurance, for if anything happened to him I could manage to earn my own living. However, I hope it will be the Lord's will to spare us both until our children are grown up and able to fight their own battles. I will not forget your kindness, and will gladly recommend your company to any one else who may be in need of life assurance.—The Insurance Times.

The Calculating American.

A London guide was showing an American tourist the famous tombs at St. Paul's. "This sir," said he, "is the tomb of the greatest naval hero the world has ever seen—Lord Nelson. This marble sarcophagus weighs forty-two tons. Hinside that is a steel receptacle that weighs twelve tons, an' hinside that is a lead casket weighing two tons, Hinside that is a mahogany coffin that 'olds the hashes of the great 'ero."

"Wall," said the American, after moment's deep thought, "I guess you've got him. If he ever gets out of all this telegraph me at my expense."

Declined With Thanks.

The bibulous citizen was "painting the town red" when he was approached by a police officer who said : "Come with me to the police station !"

The disturber of the peace pulled himself loose from the officer and began :

"Hold on a minute m' friend."

"No, I won't hold on a minute. You come along with me."

"Hold on jus' half minute. I want jus' one word with you."

"All right," replied the officer impatiently. "Be quick about it. What is it you want to say ?"

"All I want t' say is jus' this : 'preciate your invitation, but I've 'noth'er 'ngagement and can't go."



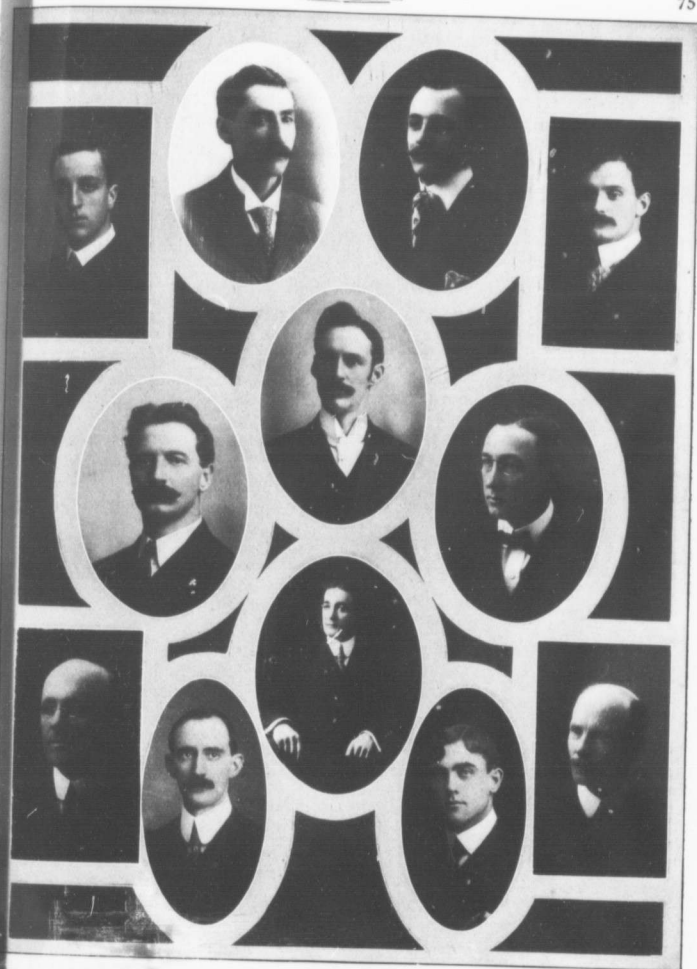
New Post Office, Regina, Saskatchewan, in course of construction.

THE MEN

Robt. Morison, Regina

B. G. Ja

Fred. E. Parker, Regina



THE MEN WHO REPRESENT THE SUN LIFE OF CANADA IN SASKATCHEWAN.

- | | | | |
|-------------------------|-------------------------------|--------------------------|------------------------------------|
| Robt. Morison, Regina | F. C. Sinclair, Prince Albert | M. W. Lovelace, Regina | Walter A. Knight |
| B. G. Jarvis, Saskatoon | C. C. Knight, Manager | B. B. Tasker, Fillmore | |
| Fred. E. Parker, Regina | J. C. S. Pratt | Geo. H. MacNeill, Regina | E. S. Ashfield Geo. H. Porteous |

A Good Business.

It is not possible to imagine any other kind of a corporation engaged in as useful a business and one as valuable to the cause of civilization as a well managed life assurance company. Not only does it gather the contributions of the many to lighten the disasters of the few, but it relieves the public treasury from a part of the expense entailed by crime, indolence and misfortune, and it makes better citizens. It is reasonable to believe that had there been no life assurance up to the present time, there would now be a far greater number of almshouses and asylums where the unfortunate must be cared for by the public, that crimes of

AT THE REGINA AGRICULTURAL FAIR.

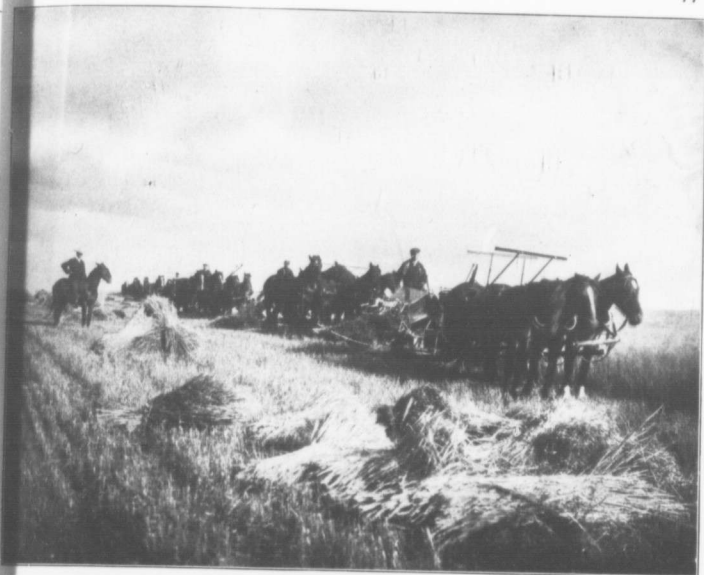
various kinds would be much more numerous, and therefore the expense of guarding against them would be far greater than it is now.—John M. Holcombe.



AT THE EXPERIMENTAL FARM, INDIAN HEAD, SASKASCHEWAN.



CATTLE AT GULL



HARVESTING WHEAT NEAR REGINA, SASKATCHEWAN. Photo. by W. A. Cooper, New York.



CATTLE AT GULL LAKE, SASKATCHEWAN.—Cattle ranching is an important industry in Saskatchewan.

The Highest Rate Ever Paid for a Poem.

In these days, when so much is said about the sums of money which authors receive for literary work, it is interesting to remember that the highest rate of compensation ever given to a poet was paid to an Italian writer, Jacopo Sannazaro, in the fifteenth century, says the "Scrapbook."

Sannazaro was by birth a Neapolitan, who wrote in both Italian and in Latin. His poetry was so greatly admired as to be translated into many foreign languages, while all through Italy his fame was very great. Frederick III. of Naples, presented him with a beautiful villa, and his friendship was sought by noblemen and princes.

Sannazaro was an ardent lover of liberty; and, though born in Naples, he admired the Republic of Venice as being the home of political freedom in Italy. Rome, on the other hand, seemed to him a center of despotism. He contrasted the two cities in a poem of six lines, en-

titled "The Marvellous City, Venice (*De Mirabili Urbe, Venetiis*).

The Venetians were so highly flattered by this poem that their Senate sent to Sannazaro the sum of 18,000 crowns—3,000 crowns for each one of the six lines. The nearest approach to so magnificent a reward for poetry is found in the case of Tennyson, who is said to have received from the publishers of *Saint Nicholas* \$100 a line for a short lullaby. A translation of the poem of Sannazaro is given here:

THE MARVELOUS CITY, VENICE.

Neptune looked down on Venice by the Adriatic wave,

A city so majestic as to make the sea its slave

"Now glorify, O Jupiter," quoth he, "the walls of Mars,

And boast of Rome, whose pinnacles point upward to the stars!

Though thou prefer the Tiber to our mighty northern floods,

Confess that Rome was reared by man, but Venice by the gods!"



A GENERAL VIEW, AT INDIAN HEAD.—Showing Grain Elevators and Wheat Farms in the distance.

The Ubi

A good story of an insurance agent is told in an English paper printed under the authority of the Pope. While the Pope was so bothered by the subject that at last he refused to have the subject discussed, one day a real-estate agent got a chance to see the patriarch on some business. Presently he killed the conversation to the subject of insurance agents. Now he had at last a chance to see the patriarch. The agent said: "Of course, your Eminence, you have no near



A DISTANT VIEW OF REGINA, SASKATCHEWAN.—Showing C. P. R. Yards.

The Ubiquitous Agent.

A good story of the Pope and an assurance agent is told by "Rome" (an English paper published in Rome) on the authority of the Marquis Crispolti. While the Pope was Patriarch of Venice he was so bothered by assurance agents that at last he refused to see one, or even have the subject opened in his presence. One day a real diplomat in the business got a chance of a talk with the Patriarch on some other business, and presently he skillfully steered the conversation to the subject of the persistency of assurance agents. The Patriarch told how he had at last got rid of his persecutors. The agent sympathized and added: "Of course it would be absurd for your Eminence to assure your life—you have no near relatives depending on

you for support." That is not exactly true," interposed the Patriarch, "for I have relatives living with me, and for whom I must make some provision." "In any case," replied the other, "your Eminence has no need to assure, for of course you have saved something, and your relatives would be provided for in any case." "Saved something!" said the Patriarch; "I've never saved anything, and I possess nothing!" That was information enough for the agent, and a few minutes later he was instructed to make out a policy on the life of Joseph Sarto for the benefit of certain persons closely related to him.

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

The Record for 1907

Sun Life Assurance Company of Canada

ASSURANCES ISSUED DURING 1907.

Assurances issued and paid for in Cash during 1907 . . . 17,879,793.31

INCOME.

Cash Income from Premiums, Interest, Rents, &c. . . . \$6,249,288.25

ASSETS.

Assets as at 31st December, 1907 26,488,595.15
Increase over 1906 2,195,902.50

SURPLUS.

Surplus distributed during 1907 to Policyholders entitled to participate that year 422,950.33

Surplus, 31st December, 1907, over all Liabilities and Capital (according to the Hm. Table, with 3½ and 3 per cent. interest) 2,046,884.42

Surplus over all Liabilities and Capital, according to the Dominion Government Standard 3,513,870.89

PAYMENTS TO POLICYHOLDERS.

Death Claims, Matured Endowments, Profits and other payments to Policyholders during 1907 2,393,491.92

Payments to Policyholders since organization 17,492,715.79

BUSINESS IN FORCE.

Life Assurances in force 31st December, 1907 111,135,694.38
Increase over 1906 8,569,296.28

The Company's Growth

| | Income. | Assets exclusive of Uncalled Capital. | Life Assurances in force. |
|----------------|--------------|--|------------------------------|
| 1872 | \$ 48,210.93 | \$ 96,461.95 | \$ 1,064,350.00 |
| 1877 | 107,037.18 | 300,297.31 | 2,995,058.00 |
| 1882 | 241,824.19 | 636,077.94 | 5,849,889.19 |
| 1887 | 477,410.68 | 1,312,504.48 | 10,873,777.69 |
| 1892 | 1,108,680.43 | 3,403,700.88 | 23,901,046.64 |
| 1897 | 2,238,894.74 | 7,322,371.44 | 44,983,796.79 |
| 1902 | 3,561,509.34 | 13,480,272.88 | 67,181,601.63 |
| 1907 | 6,249,288.25 | 26,488,595.15 | 111,135,694.38 |

Head Office

Montreal