

JAPANESE NUMBER

SUNSHINE

Vol. XX.

MONTREAL

No. 2. 1915



FUJI-SAN REFLECTED IN LAKE SHOJI.

Fuji-san, one of the world's most famous mountain-peaks and the sacred mountain of Japan, rises more than 12,000 feet above sea-level and is visible from no fewer than thirteen provinces. It is an apparently extinct volcano; the crater is 500 feet deep.

Copyright Underwood & Underwood, New York.

SUNSHINE

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

A. D. EMORY, B.A., *Editor.*



NEW HEAD OFFICE BUILDING
SUN LIFE ASSURANCE COMPANY
OF CANADA

DIRECTORS:

R. MACAULAY, *President.*

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

W. M. BIRKS.

HON. RAOUL DANDURAND.

GEO. E. DRUMMOND.

J. R. DOUGALL.

H. WARREN K. HALE.

Sir HERBERT S. HOLT.

CHARLES R. HOSMER.

ABNER KINGMAN.

T. B. MACAULAY.

JOHN MCKERGOW.

T. B. MACAULAY, F. I. A., F. A. S.,
Managing-Director

ARTHUR B. WOOD, F. I. A., F. A. S.,
Actuary.

FREDERICK G. COPE,
Assistant Secretary.

E. A. MACNUTT,
Treasurer.

JAMES C. TORY,
General Manager of Agencies.

GEO. WILKINS, M.D., M.R.C.S. ENG.,
Chief Medical Officer.

Absolutely Safe.

NOT long since, the fever of speculation ran high. The man in the street was ready and willing to "take a flyer" in anything from oil stocks to horizon lots. But chastened by the sharp and salutary lessons of the past year of depression, to-day he will have none of these things. He insistently demands *safety*—first, last and all the time.

So it is that life assurance is held in higher esteem to-day than ever before, for men know it to be a safe and profitable channel of investment and a sure method of protection of family and business interests against the otherwise inevitable losses entailed by death.

And with the general desire for assurance protection there has come a tendency on the part of the prospective policyholder to examine with scrupulous care the financial records and standing of the life assurance companies inviting his confidence. Business depression all about him makes him all the more desirous of entrusting the most sacred of his interests to the safe-keeping of a life company whose security is established beyond question of doubt.

It is due to this "safety first" instinct that Sun Life of Canada policies are proving so increasingly popular not only in Canada but in the Company's widely extended sphere of operations throughout the world.

The holder of a Sun Life of Canada policy possesses a contract moderate in cost, extreme in liberality and as absolutely secure as anything human can be. For the Sun Life of Canada is a veritable tower of strength. Its assets of \$64,187,656 are the largest held by any Canadian life company. At the Company's own standard of valuation, its surplus over all liabilities and capital is also the largest of any company operating under charter from the Dominion Government and stands at \$6,503,793. According to the standard of the Canadian Government it totals \$7,849,215. Over and above this huge surplus it possesses what no other life company possesses, viz., a super-surplus in the form of Reserve Fund Assets of a total par value of \$12,444,527 and of an actual value of over \$5,500,000 according to the valuation made last September by the official examiners of the Michigan Insurance Department.

A policy in the Sun Life of Canada is the last word in absolute security. It is a safe policy to buy and to hold.

The Sun Life Assurance Company of Canada

REASSURES

The Federal Life Assurance Co. of Canada

A RECENT event of outstanding importance and interest to the policyholders of both Companies is the virtually completed reinsurance of the Federal Life Assurance Company of Canada by the Sun Life Assurance Company of Canada.

The reinsurance is probably the most important achievement of its kind in the history of Canadian life assurance, its basis being an agreement under the terms of which the Sun Life of Canada reassures all Federal Life policies and annuities outstanding upon March 1st, 1915, and takes over at a satisfactory valuation all property and assets of the Federal Life and assumes its liabilities. Upon completion of the necessary legal formalities, a certificate of reinsurance will be issued by the Sun Life of Canada to each policyholder and annuitant of the Federal Life, assuming directly all liability under his policy.

The agreement involves substantial advantages to the policyholders of both Companies.

It will mean much to the policyholders of the Federal Life. In addition to the security afforded by the financial strength of the Federal Life, their policies will be guaranteed by the enormous resources and surplus of the Sun Life of Canada. But the most direct advantage which will be derived by our new participating policyholders will be the immediate increase in the profits earned by their policies, an important respect in which they are particularly fortunate. Until such time as the Federal business can be properly merged with that of the Sun Life of Canada it will be operated as a separate branch and will be credited with all Federal Life premium and interest income; but it is expressly provided that the amount chargeable for all expenses of operation and administration shall not exceed 10% of the premiums paid. When it is remembered that during the past year expenses consumed 28.4% of the Federal Life premium income of \$1,007,545, it will be seen that the reinsurance involves a material saving for Federal Life policyholders. Under the agree-

ment the policyholders of the Federal Life are guaranteed an immediate increase in profits which at the present time are only from 35% to 70% of those received by holders of similar policies in the Sun Life of Canada. It is further provided that, as soon as the reserves on Federal Life policies are on the same basis as those of the Sun Life of Canada, they shall receive precisely the same high rate of profits as if their policies had been taken out originally with the Sun Life of Canada.

This privilege will prove of distinct advantage to Federal Life policyholders, for in regard both to its financial stability and to its present and future profits earning power the Sun Life of Canada is acknowledged to be in a unique position. At the Company's own conservative valuation, its assets at Dec. 31st last totalled \$64,187,656. Its surplus over all liabilities and capital stood at \$6,503,793 according to the Company's standard, and at \$7,849,215 according to that of the Dominion Government. But over and above this large surplus, the Company holds for the further security and profit of its policyholders a "Reserve Fund" of securities of a total par value of \$12,444,527. Within a short time participating policyholders of the Federal Life will share equally with present Sun Life of Canada policyholders in these important accumulations.

But the advantages are not all on the side of our new policyholders, for the Federal Life will prove a profitable addition to the business of the Sun Life of Canada. The Federal Life is in a sound financial condition. Its assets are of a particularly good quality and at a conservative valuation totalled \$5,913,181 at December 31st last. Surplus over all liabilities and capital stood at \$355,491.

With the other assets taken over, the Sun Life of Canada secures the handsome and centrally located Head Office building of the Federal Life in the commercially important city of Hamilton. With the completion of its beautiful Head Office structure on Dominion Square, Montreal, and with the Sun Life build-

ings in Toronto, Ottawa and elsewhere, the Sun Life of Canada will be housed in a manner befitting the premier Life Company of the Dominion.

In one transaction and at a cost less than that required to make such an addition in the ordinary way, the Sun Life of Canada will add to the \$218,299,000 assurances on its books at December 31st last the business in force of the Federal Life totalling \$28,046,000. And with our 19,000 new policyholders will come important connections and opportunities for new business, for it is a well known fact that a large proportion of all the new business obtained by any life company comes directly or indirectly through existing policyholders. Then, too, the addition of the Federal Life premium income of over one million dollars to which only a small rate of expense will be attached will result in a material reduction in the average expense ratio of the combined businesses and will therefore result in larger profits for our present policyholders.

In fact, from the standpoint of all policyholders concerned, the reinsurance is an exceedingly advantageous arrangement.

Sun Life of Canada policyholders are justly proud of their Company. It has already firmly established a commanding leadership among Canadian life companies. With the addition of this business, our policyholders will have the proud knowledge of being members of an assurance organization with over 155,000 policies in force for assurances of over \$246,000,000, with assets of over \$70,000,000, with a net surplus of over \$6,800,000, with a cash income of over \$16,300,000, with the largest annual new business of all life companies in the British Empire not issuing industrial policies, and with the largest annuity business in the world!

SUNSHINE heartily welcomes our 19,000 new policyholders into membership in the great Sun Life family and assures them of the same generous treatment which has made thousands of friends for the Company throughout the world.

For every eleven dollars received from them in premiums during 1914, the Sun Life of Canada returned to its policyholders more than one dollar by way of Cash Profits.



The handsome Head Office Building of the Federal Life Assurance Company which will become the Hamilton Office of the Sun Life of Canada.

A Policyholder in Both Companies Expresses Satisfaction with Reinsurance Agreement.

POST OFFICE DEPARTMENT,
OTTAWA, 15th March, 1915.

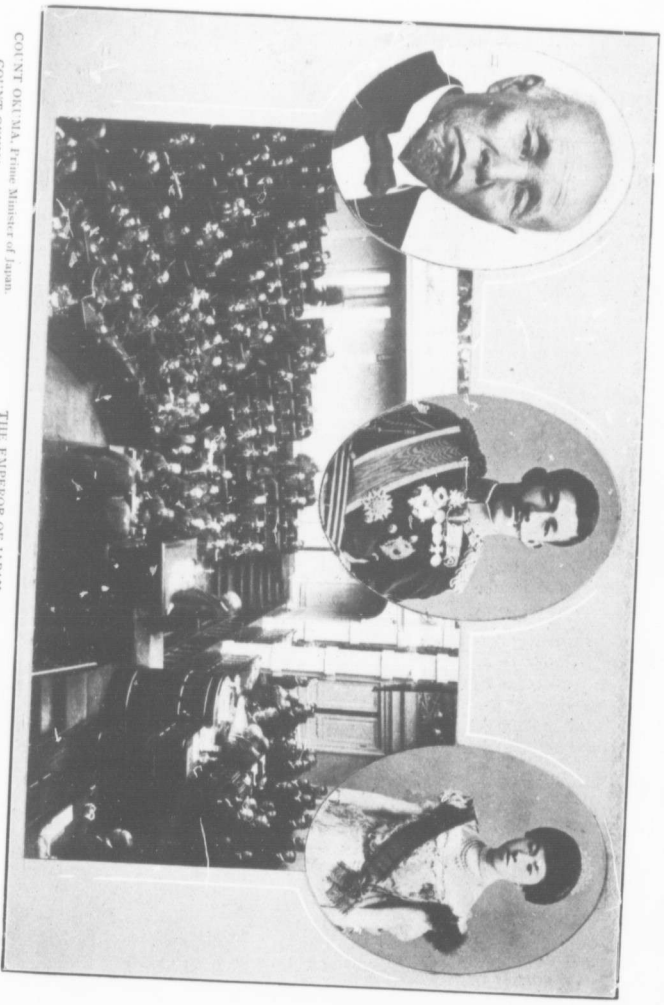
T. B. MACAULAY,
Managing-Director,
Sun Life Assurance Co.

Dear Sir,—I beg to acknowledge receipt of your letter of the first instant enclosing printed copies of the various documents required to be sent to shareholders and policyholders of the Federal Life, and to shareholders of the Sun Life.

I am satisfied that the interests of the policyholders in the Federal Life will be amply protected by the agreement with the Sun Life. Recently, as you are no doubt aware, I held a twenty-year policy in the Sun maturing the first of January. I also held a similar policy in the Federal maturing on the 27th Dec., 1914. From the Federal I received profits amounting to \$135 per thousand, and from the Sun, \$196 per thousand.

In these circumstances, it is not much of an effort as a policyholder to consent to the transfer of my interests to the Sun Life.

Yours sincerely,
GEORGE CLAYTON ANDERSON,
Superintendent.



COZUMI MINNAO, Prime Minister of Japan.

THE EMPEROR OF JAPAN.

THE EMPRESS OF JAPAN.

COZUMI MINNAO opening thirty-fifth Parliament at Tokyo, Japan. At this session the advisability of a Japanese Expeditionary Force to Europe was debated in spirited fashion.

Copyright, Underwood & Underwood, New York.

THE ISLAND EMPIRE OF THE EAST

THE recent military and naval activities of the Japanese in co-operation with their Western Allies have once again drawn public attention and interest to the Land of the Rising Sun, its wonderful people, their characteristics and their activities.

World history affords no chapter more dramatic than the unprecedentedly rapid transformation of Japan from a somnolent, Oriental state into a powerful Empire influential in the community of nations and the centre of the liberty and culture of the Orient. Modern Japan is but a little over half a century old. Her history dates only from 1854.

For two centuries preceding the appearance of Commodore M. C. Perry in Yedo Bay in July, 1853, the archipelago of Japan harbored a people prosecuting a determined policy of absolute seclusion from foreign influence. Sequestered in an Elysian land, her farmers tilled their fertile plots, each a veritable botanical garden. Ruled by a line of sovereigns reigning in unbroken succession for countless ages, her feudal warriors in their interminable quarrels kept alive the traditions and practices of chivalrous courage and martial valor. But of foreign intercourse there was none. Hermetically sealed to the influences which were profoundly stirring the Western World, for two hundred years Japan lived a life apart from the advanced civilization developing about her.

But the opening of three of her ports in 1854 ushered in an era of development that has commanded the wonder of the Western World. Galvanized into strenuous activity under the leadership of ardent patriots of the day, with all the accumulated energy of decades of quiescence the Japanese applied themselves to the adoption of the advanced appliances of Occidental material civilization. Envoys and students sent abroad by the government mastered the political, educational and industrial systems of the West; foreign teachers and advisers were employed in the factories, schools and government offices at home. With their wonderful powers both of assimilation and of initiative, the Japanese adopted the new ideas with avidity, the result being a far-reaching revolution in every department of individual and national life.

The effect was early seen in politics and education. In 1868 feudalism was definitely abolished. By 1889 the spread of Western ideas of popular government led the Emperor to grant a Constitution patterned upon the most advanced Anglo-Saxon models. To-day every male Japanese over 25 years of age has a direct voice in the government of his country. Hand in hand with political enlightenment has gone educational progress. Through the centuries prior to 1868, Chinese methods of education were closely followed. In the Japan of to-day there is established an elaborate and national system of primary schools, secondary schools, normal schools, schools of commerce, of crafts, of art and of music. Elementary education is compulsory for all Japanese children between the ages of six and fourteen.

Not less monumental have been the changes in the agricultural, industrial and commercial life of the people. Under an active governmental supervision, primitive farming methods and machinery have been replaced by modern improvements adapted to the cultivation of the staple products of the Japanese soil—rice, wheat, barley, rye, raw silk and the sweet potato. More than 250,000 Japanese farmers have received instruction in the higher schools of scientific agriculture. With the rapid growth in population and the opening of foreign markets, Japanese industrial and commercial methods underwent an even more marked revolution. At the opening of the country the chief manufactures were silks, bamboo, ornamental lacquer and earthenware—all made by hand or by machinery of the most primitive type. To-day a multitude of modern plants for silk-spinning, cotton-weaving, match-making, metal-working and shipbuilding with steam or electricity as motive power, are managed and manned by natives. After vehement opposition, the first seventeen miles of Japanese railway were completed in 1872 between Tokyo and Yokohama; there are now more than 6,700 miles of steam railway in Japan and every city of considerable size has its electric railway, the first being built in 1905. The first bank was founded in Japan in 1872 when a system of national banks was inaugurated by



SINGTAO AND THE BAY OF NIAO CHOW.

The German possession in China, which Japan, as an ally of Great Britain, captured in November, 1914. Singtao was seized by Germans in 1897.

Courtesy of "World's Work".

the government; in the intervening forty years there have been established more than 2,500 branches of banking institutions. Not less remarkable has been the development of the Japanese merchant navy, for it was only in 1853 that the law prohibiting the construction of sea-going ships was revoked. To-day the swift and powerful vessels of the Japanese mercantile marine plough every navigable sea, 37% of her foreign trade being carried in vessels of Japanese register. Admirably adapted by her insular position to commerce by sea, the foreign trade of Japan has increased forty-fold in the past fifty years; to-day Japanese silks, cottons, steel products, matches, tea and pottery compete on equal terms with the world.

What then are the physical, mental and moral characteristics of a people capable of a development so phenomenal?

Though small of stature and often finely moulded, the Japanese unites suppleness and activity of body with dauntless courage and remarkable powers of physical endurance. A prominent trait of Japanese disposition is gaiety of heart, for the people of the Flowery Kingdom are emphatically of a laughter-loving disposition. Politeness, patience, industry, frugality and unquestioning obedience to superiors are other outstanding characteristics. The Japanese is exceptionally serene; he prides himself on a stoical indifference to the ills of life. Calamity must find him calm; pleasure, pain and peril he must face unperturbed. This capacity coupled with an instant readiness to sacrifice life on the altar of honor or country, makes a remarkably heroic character. The keynote of the Japanese national character is a marked tolerance and liberality combined with an ardent, high-spirited patriotism. For, while friendly to strangers, the whole Empire is fired with a love of country and a proud spirit of national honor which, when occasion has offered, have bloomed in brilliant achievement.

Grafted upon the intense patriotism and the superb courage of the individual Japanese soldier, the military improvements of the Occident introduced by French and German advisers have produced a military machine which for organization, equipment and scientific method is second to none in the world. Every Japanese is a soldier. Under a system of two years' conscription, all able-bodied citizens discharge their military duties regardless of differences in social position and wealth. Nor has the Navy lagged behind; for the growth of

the Japanese Navy under English instruction from the dozen antiquated vessels of the feudal navy of forty years ago to the powerful and efficient fleet of the present day is one of the most remarkable events of modern Japan.

Four times in the last twenty years has Japan given indisputable proof of military prowess. First put to the test in her victorious war with China in 1894-95, the Japanese in the Boxer outbreak of 1900 cut their way to Peking and proved themselves fully the equal of their English, French and German allies. In the Russo-Japanese war of 1904-5, they startled the world by establishing undoubted military and naval supremacy over mighty Russia. In strict adherence to the terms of the Anglo-Japanese Alliance of 1905, Japan crossed swords with Germany on Aug. 23, 1914, and by Nov. 6 had completely reduced the powerful German fortress of Tsingtau. Japan has therefore won for herself a place in the council of the Powers by right of the sword.

Such, in brief outline, has been the phenomenal progress recorded by Japan in the short space of fifty years. Securely established as the dominant Power of Eastern Asia, the future of the Island Empire of the East in the wider realm of world influence and civilization will be watched with profound interest by the peoples of the Western world.

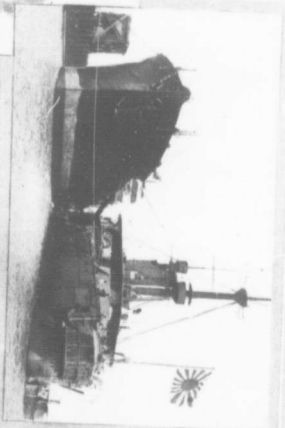
Spot Cash.

Life assurance is about the only property that is always worth one hundred per cent. CASH to an estate. Real estate usually brings about 66²/₃ cents on the dollar at a forced sale—often less.

The Leader.

The Sun Life of Canada is the largest Life Company operating under charter from the Dominion Government. It leads all other Canadian life companies in amount of—

Assets
 Premium Income
 Annuity Income
 Interest Income
 Total Income
 New Assurances paid for in Cash
 Assurances in Force
 Surplus Earnings
 Net Surplus over all Liabilities
 and Capital





In the trenches before Tsingtau.

THE JAPANESE IN ACTION, 1914.

Copyright, *Underwood & Underwood, New York.* Bombarding Tsingtau with 300-pound shells hurled from a mortar barrel weighing ten tons.

Gen. Yamada, Japanese Commander-in-chief, conferring with British Brigadier Colonel Bernardson at siege of Tsingtau.

• 1871 •  **STILL**  • 1915 •
PROSPEROUS & PROGRESSIVE

THROUGH the changing scenes of the forty-four years of its life-history, the Sun Life of Canada has withstood the shock and weathered the gale of many a business depression. Yet never have conditions adverse and world-wide imposed so severe a test upon corporate strength and progress as that applied during the last months of 1914.

But so deep has the Sun Life of Canada driven its foundations into the bed-rock of financial stability that it emerged from the ordeal in an even more impregnable and commanding position than it had ever occupied before. In years gone by, the Sun Life of Canada has achieved many a proud record: but no Annual Report has given the Company's policyholders cause for livelier satisfaction and pride than that presented by the Vice-President at the Annual Meeting held at Head Office in March last. For the Forty-fourth Annual Report for the year ending Dec. 31st, 1914, is the strongest Statement in the Company's history.

While the language of the Directors, as is seemly and becoming in the guardians of so great a trust, is properly temperate and restrained, it is quite evident that the Company has won new laurels and has added still another chapter to the long story of Sun Life of Canada prosperity and progress.

In its summary of the year's operations, the Directors' Report, which follows, contains many points of interest to Sun Life of Canada policyholders:

"It is with special satisfaction that your Directors are able to report, that notwithstanding the unfavorable conditions in the commercial and financial world, the business of the Sun Life Assurance Company of Canada has reached a level higher than any ever previously attained, both as regards volume and profitability.

"The new policies issued and actually put in force during the year numbered 17,004, aggregating \$32,167,339.04.

"By the re-assurance of the Home Life Association of Canada, further assurances to the

amount of \$5,005,849.70 were placed on the books. This business has proved a desirable acquisition.

"The total assurances in force now number 136,244 and cover \$218,299,835.03, an increase over the previous year of \$15,935,838.72.

"As was to be expected, the declaration of war was immediately followed by a shrinkage in the volume of new assurances and an increase in cancellations. Abnormal financial conditions have prevailed not merely in Canada, but to an even greater degree throughout the widely extended area outside the Dominion in which the Company does business, and the great progress which has been made is thus both noteworthy and gratifying.

"The premiums for life assurances received during the year amounted to \$8,912,755.12; the consideration for annuities totalled \$2,506,288.63; while interests, rents, etc., amounted to \$3,633,231.49. The total income was thus \$15,052,275.24, an increase over last year of \$1,055,873.60.

"The interest earned was equivalent to 6.71 per cent on the mean invested assets.

"The death claims paid amounted to \$1,676,922.13 under 1124 policies. Payments for matured endowments, annuities, profits, etc., amounted to a further \$4,484,364.96 and the total disbursements to policyholders or their beneficiaries were \$6,161,287.09.

"This Company exists for the purpose of providing for the widows and orphans of our policyholders who die prematurely, and for the old age of others who survive, and these figures show to what extent it is fulfilling its mission. The payments made to policyholders since the foundation of the Company have now reached \$45,546,575.00.

"The assets at 31st December amounted to \$64,187,656.38, the addition for the year having been \$8,461,309.06.

"The cash profits returned to the Company's policyholders amounted to \$861,762.65.

"Loans were made to policyholders, on the security of their assurances, to the extent of \$2,526,176.03.



Japanese Red Cross Contingent in New York on way to aid sick and wounded in the European War. The work of the Japanese Medical Service and Red Cross Society in the Russo-Japanese War won the unstinted admiration of military critics the world over.

Copyright, Underwood & Underwood, New York.

"The profit earned during the year amounted to \$1,676,298.34. The surplus now on hand over all liabilities and capital stock amounts to \$6,503,793.80. In calculating the liabilities, the Company as usual has adopted a much more stringent standard than that required by law. All assurance policies issued since December 31st, 1902, have been valued on a three per cent. basis, and these amount to \$183,880,111.26, or 84.1 per cent. of the total assurances on the books. Had the government standard been employed for the valuation of the liabilities, the surplus would have been \$7,849,215.15.

"Your Directors feel that these results are cause for gratification to all interested in the Company."

A record such as that revealed in the above Report and in the table of increases upon the last page in this Number would call for comment in a year of abounding commercial prosperity. But achieved, as it was, in the face of financial crisis and disturbance, it demonstrates beyond question the ability of Canada's largest Assurance Company to provide increasing security and profit for its policyholders even in times of unwonted stress and strain.

Your obligations to your family do not cease with your life; they run at least during the years of dependency of the wife and children of your choice.

MONTREAL, March 16th, 1915.

Mr. T. B. MACAULAY,
Managing-Director,
Sun Life of Canada.

Dear Sir,—I am in receipt of your circular letter with enclosures dated the first instant re assurance of The Federal Life Assurance Co. of Canada.

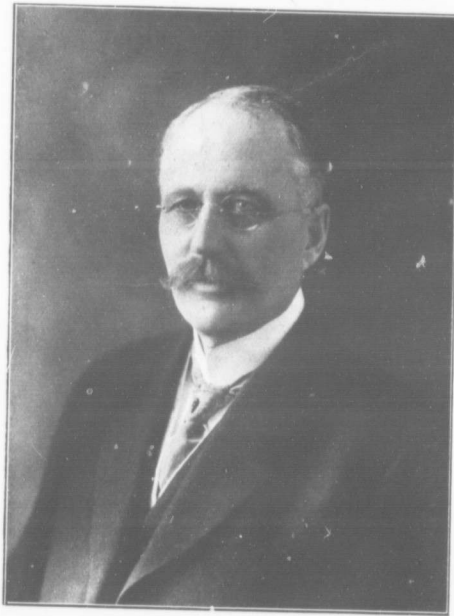
It is with no little satisfaction that I am writing you this personal letter congratulating you upon the wonderful achievement made by your Company, and congratulating the policyholders of the Federal Life Assurance Co. in having merged with the Sun Life Assurance Company.

I am particularly impressed with this event, as I had the privilege of being one of the earliest assurers in the Sun Life Assurance Co. My policy was No. 2100, a 30-year Endowment. I have lived to get the money and make the best use of it, and now I am again privileged to be a policyholder of the same company thus being in the alpha and omega.

It must be very comforting to the old shareholders and policyholders to watch the growth of the Sun Life of Canada; and, above all, it is a matter of congratulation that your good father, Mr. R. Macaulay, is still with us and still President of the Company he has practically started and carried on so successfully. Kindly convey to him my best wishes. I hope he will be spared for many years to reap the benefit of his efforts.

With kind regards, I remain,

(Signed) HARRIS VINEBERG.



JAMES C. TORY,
Newly appointed General Manager of Agencies.

Agency Department Changes.

One of the major factors in the phenomenal growth of the Sun Life of Canada has been the attention and prominence accorded by the management to the Agency Department of the Company. As a further evidence of this policy, Mr. James C. Tory, M.P.P., who is widely known as an eminently successful Agency executive, has been appointed an Officer of the Company with the official title of "General Manager of Agencies."

In relinquishing his title of "Superintendent of Agencies," Mr. F. G. Cope, the Assistant Secretary, does so in order to be able to more fully concentrate his attention upon matters of a general administrative nature.

Neither of the gentlemen involved in the above changes needs any introduction to readers of SUNSHINE, for both have been connected with the Company for practically a quarter of a century.

In his capacity as Superintendent of Agen-

cies, Mr. Cope has added notably to the successes already achieved by him in various departments of the Company's activities. In 1908, Mr. Cope became an Officer of the Company, with the title of "Assistant Secretary", at the same time retaining his position of Superintendent of Agencies. In the seven years which have elapsed since that time, the duties connected with his newer office have multiplied to such an extent as to require his full time and attention.

Mr. Tory joined the staff of the Sun Life of Canada in 1891 as Special Representative of the Foreign Department. In 1893 he was appointed Superintendent of West Indian Agencies. His work in this capacity evidenced such [ability that in 1895 he was appointed Manager for the State of Michigan, where he organized the first of the Company's agencies in the United States. Two years later he was called to Head Office and given the important appointment of Superintendent of Agencies,

but in 1899 illness forced his retirement. In 1901, having recovered his health, Mr. Tory re-entered the service of the Company as General Manager of the Western Foreign Department, in which position he displayed marked capacity for organization. As a result, when it was decided to appoint an Officer of the Company who should devote his entire energy to agency organization, the choice of the management fell upon Mr. Tory.

Not only is Mr. Tory a prominent figure in the assurance world, but his interest in public affairs and his marked ability as an incisive debater have won recognition in his election to the Legislature of the Province of Nova Scotia in which assembly he has represented the constituency of Guysboro' since June, 1911. A man of a keenly analytical mind, in his political career Mr. Tory has acquired a reputation for a statesmanlike grasp of Canadian questions of the day.

SUNSHINE extends its best wishes for continued health and success to both Mr. Cope and Mr. Tory.



HARRY B. HIGINBOTHAM,
Manager for Japan.

Our Japan Branch.

WITH their general acceptance of Western civilization and institutions, it was only to be expected that the astute inhabitants of the Flowery Kingdom should early realize the advantages of life assurance as practised in Occidental countries. So it has come about that life assurance is today an established institution in Japan, much business both among native and foreign residents falling to the lot of Canadian, British and American companies which have succeeded in winning the confidence of the Japanese. And it is safe to say that no life company operating in Japan enjoys greater prestige than does the Sun Life of Canada, much of the Company's popularity being due to the high character and personal qualifications of the men who represent it in the land of Nippon. None of these has ranked higher in the esteem of his immediate co-workers or of the Company's entire Agency organization than does Mr. Harry B. Higinbotham, our present Manager for Japan, to whose courtesy are due many of the photographs appearing in this Number of SUNSHINE.

A Canadian by birth, Mr. Higinbotham's career with the Sun Life of Canada began in 1899, since which time he has ably and successfully directed a number of the Company's Foreign Agencies. At the time of his appointment to Japan in 1912, it was felt that both by temperament and training Mr. Higinbotham was peculiarly fitted for his new and responsible position, and predictions of his abundant success has been more than fulfilled. A man of culture and polish, Mr. Higinbotham's executive ability, his adaptability and his bright and genial personality have made our Japanese Office one of the most vigorous of the Company's Foreign Agencies. Its Chief Office is in Tokyo, the Japanese capital, and its branches are strongly established in Yokohama, Osaka, Kyoto, Nagoya and Kobe, five of the commercial and industrial centres of Japan.

From the volume and quality of the business coming from Japan, for the native portion of it is characteristically a business written on the lives of members of the educated and well-to-do classes, it is evident that in the short space of three years Mr. Higinbotham has won for himself a high place in the regard of the enterprising residents of the Britain of the East.

President Creelman Visits the Orient.

Some months ago Dr. George C. Creelman, the well-known exponent of scientific agriculture and principal of the famous Government Agricultural College at Guelph, Ontario, was invited by the government of New Zealand to deliver the address on agriculture before an important and world-wide gathering of scientific men. In the course of his journey Dr. Creelman visited New Zealand, Australia, the Philippines, China and Japan.

In a letter just to hand, Dr. Creelman congratulates the Sun Life of Canada on the splendid type of its representatives in the far East, upon all of whom he called and from whom he received every courtesy and kindness during his stay in their respective countries.

Dr. and Mrs. Creelman spent two weeks with Mr. and Mrs. H. B. Higinbotham, in Yokohama, Japan. It is needless to say that our representative in the Flowery Kingdom would be more than delighted to entertain his old friends, for both Dr. and Mrs. Creelman and Mr. Higinbotham claim Guelph as their native city.

Twenty-six Reasons for Holding Your Policy.

SOMETIME during 1913 and 1914, after a searching examination, skilled medical examiners pronounced the applicants for the following twenty-six Policies to be first-class assurance risks and all became Policyholders in the Sun Life of Canada. Each had every prospect of living for years—but the unexpected happened. None lived to pay a second premium, for none lived a year after paying his first. All died in 1914.

Policy Number	Age at Death	Policy had been in force only	Beneficiary	Amount Paid to Beneficiary	Premium Paid	Return over Cost
284038	36	20 days	Wife	\$1,000.00	\$15.15	\$984.85
287781	32	23 "	Wife	1,000.00	30.55	969.45
289215	20	1 mo. 5 "	Mother	2,000.00	57.70	1,942.30
282177	36	1 " 20 "	Wife	1,000.00	32.10	967.90
288980	23	2 mos.	Mother	1,000.00	29.85	970.15
289360	39	3 " 2 "	Wife	1,000.00	10.95	989.05
287220	25	3 " 18 "	Father	964.48	30.95	915.53
280191	43	3 " 28 "	Mother	1,000.00	54.85	945.15
279903	34	4 " 16 "	Estate	5,000.00	137.00	4,863.00
301814	47	5 " 4 "	Wife	924.54	41.05	883.49
285001	22	5 " 5 "	Father	690.00	36.40	563.60
279988	48	6 " 5 "	Wife	1,000.00	74.50	925.50
304984	28	6 " 10 "	Mother	1,000.00	49.80	950.20
285881	25	6 " 20 "	Mother	1,000.00	31.15	968.85
278802	20	7 " 2 "	Estate	1,000.00	28.85	971.15
280336	34	8 " 12 "	Husband	1,000.00	62.20	937.80
286635	41	8 " 20 "	Wife	966.42	32.10	934.32
282150	32	8 " 23 "	Sister	3,000.00	107.40	2,892.60
282809	28	9 " 20 "	Wife	2,000.00	63.70	1,936.30
275300	20	10 "	Father	1,000.00	28.85	971.15
278702	28	10 " 10 "	Mother	5,000.00	111.75	6,888.25
196570	47	10 " 17 "	Wife	500.00	28.50	471.50
198405	40	11 "	Daughter	1,000.00	52.35	947.65
303055	37	11 " 11 "	Wife	1,000.00	32.10	967.90
273682	58	11 " 20 "	Children	936.51	61.95	874.56
279793	23	11 " 26 "	Mother	1,000.00	29.35	970.65
				\$36,873.95	\$1,271.10	\$35,602.85

To the beneficiaries of the twenty-six Policyholders the Company paid \$35,602.85 more than it had received from the assured in premiums. And it did so willingly and promptly, because, in so doing, it was fulfilling the function for which it was created.

Facts like these are a startling revelation of the deadly rapidity with which disease and accident too often do their work. Are they not also proof of the absolute necessity of immediate and adequate protection of family and business interests?



The Mayor of Tokyo, Japan, announcing fall of the German fortress of Tsingtau upon November 7th, 1914. It was upon the occasion of this triumph of Japanese arms that Mr. T. B. Macaulay, Managing Director of the Sun Life of Canada, cabled congratulations to our Japanese allies, a message received with deep appreciation by the people of Japan.

Copyright, Underwood & Underwood, New York.

The Ruling Dynasty of Japan.

THOUGH the meteoric rise of Japan in the short space of fifty years to a place of eminence as a World Power cannot be directly attributed to the controlling genius of one individual, even that of the late Emperor Mutsu-hito who reigned from 1887 to 1912, it could not have occurred had it not been for the intense loyalty to country which is the keynote of the Japanese national character. And that passionate patriotism finds concrete expression in veneration for the Emperor, a devotion which is the outstanding characteristic of even the humblest Japanese citizen. For to the nation at large the Emperor is at once prince and priest, ruling by right of divine descent.

The reigning Emperor of Japan is but thirty-five years of age and through the wise foresight of his late father received a training thoroughly equipping him for the position of great responsibility he now holds. Among the other branches of education mastered by the young Prince was an exhaustive knowledge of military tactics and history. Something of the democratic tendency and the wisdom of his education may be gathered from the following incident.

Thoroughly versed in the art of self-defence, when a boy the future Emperor was in the habit of testing his prowess in the popular Japanese sport of wrestling by pitting himself against young men from even the humblest walks of life. On one occasion he was present with his father at a wrestling tournament and took part in many of the matches. He threw all his opponents until there stepped into the ring a young farmer's son so burly that it was evident that the young Prince would have a very rough time of it. However, he went manfully to work, but was heavily thrown and had to confess that the farmer's son was victor. After the match the Emperor sent for the conqueror and remarked, "My son, henceforth you will become one of the companions of my son. You will live and study with him while he remains in school, for when he becomes Emperor he will need many a man like you." It is related that the heir to the Imperial throne of Japan and the farmer's boy became the greatest of friends.

The high reverence in which the ruling Emperor is held by the Japanese may be partly explained by the immense antiquity of the Imperial House of Japan. When upon July 30,



The Japanese battle-cruiser "Kongo", a vessel of 28,000 tons and 28 knots, armed with eight 14-inch and sixteen 6-inch guns. The "Kongo" is the most powerful ship of her class in the world.
Courtesy Montreal "Star."

1912, the present Emperor Yoshihito ascended the throne, he did so as the 123rd representative in unbroken line of sovereignty of his ancestor Timmu, the great founder of the Dynasty, who in the year 660 B.C. came from over the seas and conquered Japan. That record gives the Imperial House of Japan a history of nearly 2,600 years and makes it the most ancient of the world's ruling Royal Families.

Asia's Grand Old Man.

TO the Western mind, easily the most picturesque and fascinating figure in contemporary Japan is Count Okuma, Prime Minister of the Japanese Empire and Counsellor of the Imperial Household.

As may be gathered from the reproduction on page 25 of this Number of one of the latest of his photographs, Count Okuma is an Asiatic of the Asiatics. Tall, gray and grim, even at the age of seventy-seven he is the possessor of a powerful physique, a keen mind and a dominating and invincible will.

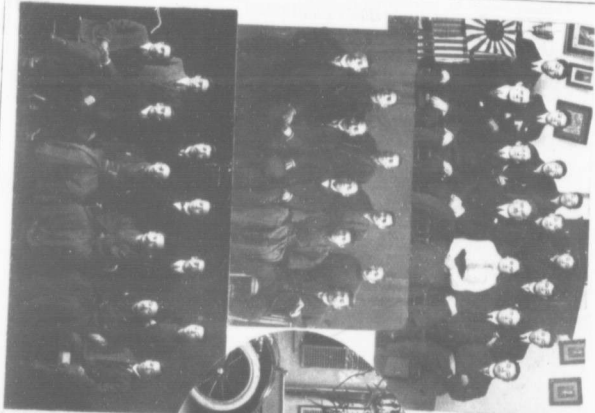
Twice Premier of Japan, first in 1898 and again in 1914, the veteran statesman's active political career has extended from the time of the Restoration in 1868, from which date begins the modern political history of Japan. And in that half century he has participated in the movements culminating in the phenomenal rise of Japan from an obscure Oriental state to the peer of the Great Powers of the West.

In Count Okuma are reflected with rare precision the sentiments and the aspirations of modern Japan. A man of wide culture and of profound learning in world politics, Count Okuma has invariably stood for the modernization of the Orient. His years of statesmanship, his sagacity and his breadth of vision have placed him at the head of the Asiatics of the new school, for in Count Okuma are centered the pride of the young Orient and the aggressiveness of the New East.

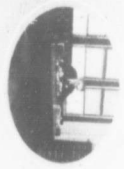
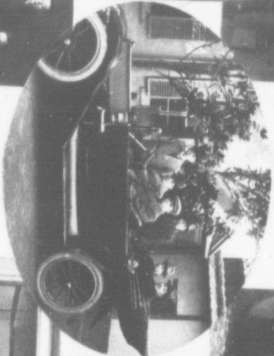
The Premier's ruling ambition for his people is a passionate yearning for the recognition of Japan as the equal of any Western Power. In an interview he remarked, "The purpose at which I have aimed during my voyage of life has been, and is, to place the civilization of Japan on an equal footing with that of the highest civilized country in the world". The words summarize the life-work of the man.

In domestic affairs he has always been an advocate of representative government and has actively encouraged modern ideals and methods of education, agriculture and industry. In foreign affairs, he is boldly tenacious of the idea that the welfare of Japan demands that she be the paramount influence in the far East.

The active participation of Japan in European politics renders Count Okuma a factor to be reckoned with, for the Japanese people idolize their Premier and are imbued with a blind faith in his wisdom and patriotism.

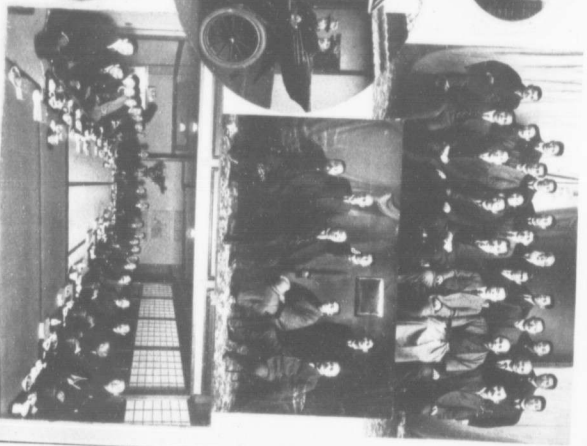


Mr. H. B. Hinchelburn, Manager for Japan,
and Associates, and other Staff.
Mr. T. Matsuyama, Chief Agent,
Kobe Agency, and Mr. S. Iwano,
Tokyo Agency, and Agents.



Private Office of Mr. H. B. Hinchelburn,
Manager for Japan,
Sinn Ltd. of Canada Staff,
Osawa & Co. Osaka Staff.

Private Office of Messrs. Osawa & Co.,
Chief Agents, Kyoto.



Mr. W. Arai, Chief Agent for Osaka,
and Staff.

Mr. T. Matsuyama, Chief Agent for Nagoya,
and Staff.
Dinner party given by Mr. W. Arai, Chief Agent,
Osaka, to his Agents and office Staff.



MEDICAL AND LEGAL STAFFS, JAPAN BRANCH, SUN LIFE ASSURANCE CO. OF CANADA.

DR. F. PARAVICINI,
Medical Examiner, Yokohama.

DR. H. YOSHIDA,
Medical Examiner, Kyoto.

DR. W. J. E. DAVIES,
Medical Examiner, Yokohama.

MR. Y. FUKUSHIMA,
Legal Adviser.

MR. R. MASUJIMA,
Legal Adviser,
Senior Member Masujima and Fukushima,
Barristers and Solicitors.

DR. U. MASANO,
Medical Examiner, Yokohama.

DR. O. KITAGAWA,
Medical Examiner, NAGOYA.

DR. S. KONO,
Medical Examiner, Kyushu Agency.

DR. T. KUBO,
Chief Medical Examiner, Tokyo.

Mr. N. F. Ingersoll Passes Away.

By the sudden death on the fifteenth of March of Mr. N. F. Ingersoll, of the Ottawa Branch, the Sun Life of Canada is bereft, not only of one of its most valued representatives, but of a man who held a deservedly high place in the regard and esteem of assurance men throughout Eastern Canada.

During his twenty-four years' connection with the Sun Life of Canada, Mr. Ingersoll had achieved not only an enviable record as a life underwriter, but had earned through his

business activities a reputation for sterling character and rugged honesty not frequently equalled. His fellow-members of the Macaulay Club will feel his loss keenly, for Mr. Ingersoll had been an honored member of the Club since the second year of its existence.

In voicing the heartfelt regret of the Executive Officers of the Sun Life of Canada, SUNSHINE can pay the late Mr. Ingersoll no higher tribute than to say that the character of the man reflected credit upon the Company to which he faithfully and whole-heartedly devoted so many years of a useful life.



Our Osaka Agency,
New Mitsui Bank Building,
Osaka.

Mr. T. OSAWA, JR.,
of Messrs. Osawa & Co.,
Chief Agents, Kyoto.

Chief Office of our Japan
Branch, Tokyo.

Mr. A. MATOBA, Kyushu Agency,
the dean of our Japanese
Agency Force.

Mr. K. NARAYAMA,
Superintendent Tokyo Agency.

Mr. F. W. HILL,
Chief Agent, Yokohama.

Mr. R. MIYABARA,
Inspector, Tokyo Agency.

Our Nagoya Agency, and
Mr. T. MATSUKAWA,
Chief Agent.

Mr. T. S. MATSUKAWA,
Chief Agent,
Nagoya.

Our Kyoto Agency.

STRONGER THAN EVER

In spite of continued financial disturbance, the year Nineteen Fourteen was a period of uninterrupted progress and prosperity for the Sun Life of Canada.

At the present moment the Company occupies an even stronger position than at any time in its forty-four years' history, as is clearly shown by the substantial and highly satisfactory increases registered during the past year.

	1914	1913	INCREASE
Assets as at December 31st	\$64,187,656	\$55,726,347	\$8,461,309 (15.2%)
Cash Income	15,052,275	13,996,401	1,055,874 (7.5%)
Surplus Earned	1,676,298	1,128,328	547,970 (48.6%)
Surplus distributed to Policyholders	861,763	706,424	155,339 (22%)
Added to Undistributed Surplus	777,035	421,904	355,131 (84.2%)
Net Surplus at December 31st	6,503,794	5,752,986	750,808 (13%)
Total Payments to Policyholders	6,161,287	4,982,553	1,178,734 (23.6%)
Assurances Issued and paid for in Cash in Canada	15,988,430	15,599,764	388,666 (2.5%)
Assurances in Force	218,299,835	202,363,996	15,935,839 (7.9%)

Payments to Policyholders since organization
\$45,546,575

Payments to Policyholders since organization and Assets now held for their benefit
\$109,734,231

Premiums received since organization
\$105,431,677

Assurances issued and paid for in cash during 1914 totalled \$32,167,339—the largest amount issued by any Canadian Life Company. In this respect as well as in amount of Assets, Assurances in Force, Income, and Surplus the Company again established its position as the

Leading Life Assurance Company of Canada

The Company's Growth

YEAR	INCOME	ASSETS	LIFE ASSURANCES IN FORCE
1872	\$ 48,210.93	\$ 96,461.95	\$ 1,064,350.00
1884	278,379.65	836,897.24	6,844,404.64
1894	1,373,596.60	4,616,419.63	31,528,569.74
1904	4,561,936.19	17,851,760.92	85,327,662.85
1914	15,052,275.24	64,187,656.38	218,299,835.00

Policies in the Sun Life of Canada are safe and Profitable Policies to Buy.

ROBERTSON MACAULAY,
PRESIDENT

T. B. MACAULAY,
MANAGING DIRECTOR AND SECRETARY.