

vantage to a young man who contemplates commercial life. Fortunately, perhaps, all are not equal in natural ability—all have not the same ambition in life nor the possibility within their reach of attaining a desire. I find it difficult to place before you in words what I know actually to be the fact in this connection. A college graduate under the present system of education is not practicable as an apprentice to a business calling. He is unfit for a medium position in any business pursuit and he certainly is not competent to manage or direct a business enterprise. I fear that the only example I have in mind at this moment may be a poor one, yet if it conveys an idea favoring my contention for commercial education it will serve a better purpose than as an amusing warehouse story. A prominent wholesale grocer was induced to take as an apprentice a graduate of one of our universities. He was 24 years of age, of good family, parents well off, and was quite a presentable young man. An apprentice in this business is an errand boy—sweeps, carries parcels and has a variety of other calls upon his time and energy that are not included in the curriculum of study that brought to him his B.A. degree. His first days of apprenticeship were devoted to looking round, getting his bearings in the great warehouse. I think it was on the morning of his third day his employer—a wealthy merchant of some 60 years of age, handed the young man a written order for four dozen of brooms, telling him to hurry up, as he was completing an order for a steamboat about to leave. “Go and get them quickly,” was the command. The broom maker’s place of business was some three or four hundred yards away. The young man started