

business man is not particularly impressed with the value of a college degree in forecasting the market or determining the value of "job lots," because he knows business is not a theory at all: but a hard fact. Then, too, collegians often give themselves superior airs, which do not go down with their associates, the majority of whom have received honourable scars in their fight with circumstances, and have little tenderness for carpet knights. Moreover, the impressionable and formative period of life having been spent in the school room, they have not acquired that alertness, that power to grasp a business situation or problem and instantly solve it. Nothing in their school books taught them the shrewd, watchful readiness competition makes necessary. Their refined mental discipline is almost useless, and at once upon entering the field of trade they find they have a great deal to unlearn. It is not to be denied that a three dollar clerkship and the slow, painful climb to business manhood must seem insulting to a young fellow who can toss off Greek hexameters on call, or deliver an oration on Ciceronian Latin. We are far from denying the value of academic training to the professional man, but the tradesman's requirements are different.

Take the young fellow who left school as soon as he had mastered the rule of three, and entered upon the struggle for existence. His mind was open to all impressions—he learned business without knowing he was learning, as a child learns to talk. He has formed business habits unconsciously. His mind was moulded to alertness, rapidity of thought, promptitude of action, the requirements of business character. Let us illustrate. Take a little fellow of eight or nine years, brought up in a well-regulated home, and place him beside the street Arab, bootblack, or newsboy. On the score of mental activity and practical knowledge and shrewdness, the latter will run him to cover in two minutes. Does not some such difference exist between the educated young man and the one to whom business has been a matter of daily life since youth, which makes employers prefer the latter? Is there not some way of combining an intellectual with a practical business training which will inure to the benefit of all concerned? We have no desire to discourage intellectual ambition, but the majority of mankind must work for their living, and the time to receive the necessary training for that work must, to accomplish the best results, be commenced in youth.—*Baldwin's Textile Designer.*

GOOD MANNERS.

GOOD manners are not so common as to be of no weight in society, like good spelling or good English. One may be as rich as the Rothschilds, one may be highly educated, and not possess them, or one may have them in a degree. The Duc de Morny's definition of a polite man was, "one who listens to things he knows all about, when they are told by a person who knows nothing about them;" but this is only one phase of his

character. Good manners are more serviceable than a passport, than a bank account, than a lineage. They make friends for us; they are more potent than eloquence and genius without them. They undoubtedly spring from a kind heart, and are the dictates of good humour. They are not something to be learned from fashion news and books of etiquette; they are not to be imported or borrowed. The good-mannered person