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Provincial Representative

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SHAW SCHOOLS LIMITED

BUSINESS EDUCATION

BAY AND CHARLES STREETS

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Montreal Office:
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Montreal, April 12, 1929.

Copy

Colonel Wilfrid Bovey,
Director, Committee on Extra-Mural Relations,
McGill University,
Montreal.

My dear Sir:-

Last night, in the course of your address to members and guests of The Canadian Society of Cost Accountants, you saw fit to make certain references to correspondence colleges. In your immediate audience, I believe I am safe in saying there were some fifty gentlemen who are enrolled with our school as students of accountancy; these included the Speaker of the evening, the Vice-Chairman, and other guests, and formed as you are aware, a considerable proportion of your listeners.

One of the statements you employed, was in effect: "you all know how correspondence colleges display their wares". Another reference, calculated, apparently, to cause merriment at their expense, was to their follow-up methods to close a sale.

As the Institution I represent in this province conducts a course of accountancy by mail, in addition to its larger scope of endeavour, intra-mural commercial training, it comes under the classification of correspondence school, but why the subjects it teaches should be termed "wares", or why we should be referred to as "displaying" them, perhaps you will enlighten me. As to the methods employed by their salesmen, to which you referred, we are in ignorance; we employ no salesmen in this province.

Speaking to a body of men comprised almost entirely of professional and industrial accountants, you evidently failed to realize, or were in ignorance of a fact well known to most of them - that long before McGill University had established a Department of Commerce, a Canadian correspondence school was training and continues to train the majority of professional accountants of this country, for their accountancy degree. The results achieved by us in thirty years of teaching by mail, appear to indicate that a definite need exists for training of this kind, whether or not a university is accessible to the student, and to justify our statement that in our method of conducting our Institution we are actuated by the best