

Mr. Graham Drinkwater,

his chum is going to some university, or because some other university wins a championship in football, he finally decides the matter. The tremendous advantages that McGill can offer to young student is not known to them, and the whole thing is hit or miss. The result is that we have in our Preparatory Schools here, officials at Upper Canada, at St. Andrews and other Colleges who are Varsity or other university men, and who persuade their students accordingly. If ever an institution needed a sales manager to increase the students body, McGill does. Such an office would require probably ten thousand dollars a year to keep it up. I am satisfied that after the first year, not only would such an office be self supporting but it would contribute highly to the university's financial resources. It is perfectly hopeless to expect busy young Graduates to do this work on behalf of the university. Such work must be done by the university itself, and I can conceive of no greater work to be done. Such a work is really <sup>as</sup> ~~more~~ valuable to the university and to the young men of Canada than the founding of a new Chair.

I would ask you to submit this idea to the Principal and our Governors, and our Graduates' Body generally. I think it will be a matter of no difficulty for contributions to be received from the Graduate Body towards the salary of such an official, if the university feel they cannot afford to make this expenditure. When I see the amount of money spent in social organizations, absolutely produced by business methods, whereby our university men join various benevolent or social societies, I cannot see why McGill