

Mr. Graham Drinkwater,

main line of whose policy is to become Canadian, in order to cultivate their Canadian <sup>business</sup> relations. Such a man should be big enough to meet the Presidents of these big concerns, be able to go to New York, and interest them in our institution, and if necessary bring them to Montreal to meet our Governors. This is a big work, but a big man can do it. In the same way he should be in touch with men of wealth, especially in Montreal, who are more naturally in touch with the university, and see that they become interested to a greater extent in McGill, and quite possibly at his suggestion, leave something to McGill when they pass away.

This is not fantastic; the same methods are being used the world over; especially in Art Gallery circles where wealthy collectors interested in art are complimented when it is suggested that at their death they might leave a <sup>Picture</sup> ~~figure~~ or a sum of money to add to the local collection. Practically the same method can be applied for our own purpose.

The third main branch of this official's duty should be to visit the Preparatory and High Schools of the whole country in the Spring, he should be in touch with all the head masters, and frankly should sell educational facilities to the young men who are about to matriculate. From actual personal experience, both in my own case, and in other cases, the average young man does not know what he is going to be and what College he should go to. Neither, as a rule does his father. Very often it is left to the boy himself, and because