

I suspect, which the promoters really had most in mind when the School was first founded. By far the largest number of students in our School at any rate are really looking for an education which will fit them for financial and commercial occupations in life. How is this to be done?

I recommend the creation of a Chair of Commerce, and the appointment of a full time Professor to take care of this work. This work is being done at present under the name of Commercial Law, by three part-time junior members of the Bar, but this is wholly unsatisfactory. The point of view of the Lawyer, especially the Junior Lawyer, and the point of view of the layman are entirely different. The Lawyer looks at the matter from the point of view of some section in the Civil Code, or of some moot case in Jurisprudence, the Layman from the point of view of a concrete practical business transaction. 99% of every concrete business transaction, say, for example, the sale and shipment of a consignment of goods from Liverpool to Montreal, is controlled by business customs and practices which never come near the law, and it is this substantial, dependable part of the transaction which every student of Commerce should know and understand. The less business men have to do with isolated sections of the Code, current legal maxims and moot cases, the better. They cannot possibly learn enough about the law to practice it safely in their own business. I speak with some confidence on this point, as I taught Commercial Sales, and Negotiable Instruments with much relish myself for several years. I believe unconditionally in the value of Commerce and General business as a subject of University study. The way men live and work and succeed and fail in the business world is a profoundly human study, and has a right to rank with the most human subjects in the curriculum. The Arts training is really meant for literary and professional men.

It will, I know, be difficult to find a man for this position.