

examining the produce of the world country by country, it alone will not make the youth into a merchant, or perpare him adequately for mercantile duties ; because commerce in its practical aspects is concerned with special kinds of products such as wool or hair, barks or resins, gums or timber, or manufactured goods like wines, furniture, or machinery, which need special skill in appraising them, and which come from or go to many countries. And in the interest of the pupil it seems to me desirable that the teaching should run as nearly as may be parallel with the ways of thought which will make the knowledge he gains immediately useful.

There can be no question that commercial geography is an attainment of immense importance for the commerce of the country, and destined in the not distant future to hold an important place in education. But it is so complex in its elements, and so fluctuating in its facts, that the difficulties in teaching it are greater than may have been generally realized. It is no easy matter to make the elements of political economy which enter into it, intelligible to children of fourteen or fifteen, while the convictions of the working classes which, as expressed through their trade organizations, set steadily towards shorter hours of labour and increased wages, might make such teaching extremely unwelcome in many homes. A time may come when Government examinations may require such knowledge, and then people will realize that one reason why so many things are "made in Germany," is the fact that the lower wages paid in that country, and the more frugal habits of the people make the cost of production less.

Another difficulty is that, for such knowledge to be of value in commerce the pupil must learn his fundamental facts not so much from books as from examination of speci-

mens, and for this end it is necessary to form illustrative museums in every school, and museums of commercial geography in every town. Such museums should exhibit not only raw produce, but its geographical distribution : and not only manufactured goods, and the varieties needed for different geographical areas, but stages of manufacture with which commerce is concerned, as well as any waste material which is not yet utilized. County Councils have not yet become alive to the possibility of advancing technical education by such means ; but, if we are to hold our place as a nation of merchants and shopkeepers, means must be found to impart practical familiarity with the raw materials and stages of manufacture of commercial products in all our chief industries. I have no doubt the manufacturers will contribute such specimens to the schools or museums in their own districts, so that the boy may learn the different qualities of wool which come from the several portions of the same fleece, and the differences which he recognizes in the wool imported from New Zealand and from Europe, for example, which result in their being made into different fabrics. It is only by such aid that commercial geography can be taught in a way which will interest the pupil and benefit the employer. But even if these practical aids were forthcoming, the subject seems to me too extensive to be systematically taught to pupils of secondary schools at present, on account of the pressure of other work and the limit of age.

I would, therefore, propose to limit the work of children under fifteen either to a general knowledge of the chief types of the raw materials, British or foreign, which are used in any way in this country, or to a competent knowledge of some group or industries, like the textile trades or metal trades. The first of these suggestions