

The Steel Company of Canada Limited

Montreal, Canada

OFFICE OF VICE-PRESIDENT

May 8th., 1925.

Personal

Sir Arthur W. Currie, G.C.M.G., K.C.B.
Principal and Vice-Chancellor,
McGill University, Montreal.

Dear Sir Arthur;-

Referring to our discussion yesterday, at your request, I give you a copy of the letter written me by our Sales Manager, from which I quoted, and the source of which I would ask you to be sure to keep private.

After I had written my letter to Mr. Sugars, which you read yesterday, for the sake of getting the benefit of other opinion, I submitted the proposed outline of Course to my Works Manager, a Science graduate, and my Sales Manager, who is not a College man and who has succeeded by his inherent qualities. I found that they were both in agreement that studies, along the lines laid down, would be misleading rather than helpful,- not only because some of the matters to be dealt with were likely to be away over the head of the individual but, in other respects, such as the study of climate, customs and character of peoples, transportation systems, etc., as pertaining to the development of export trade in ~~the~~ country, were all informative but had but little bearing on actual business unless they could be pursued with intimate associations which would connect the plans with a particular line, and with the understanding that such plans would be subject to a material change if applied to another business. One is likely to get into deep water trying to determine how one shall select agents, representatives, or sales forces, or enter into such fields of teaching.

Listening to Mr. Sugars' remarks, I think that he is failing to put down what he wants to do. If he has in mind definite matters, such as he referred to, viz; the practice of "hedging" in the purchase of sugar, cotton, etc., that is interesting and informative as indicating a particular practice, having a definite purpose, and being followed widely in connection with goods which are quoted on established exchanges and are subject to wide fluctuations.