

The positions filled were as follows:-

- 2 Commerce graduates as advertising and editorial assistants on trade journals
- 1 Mechanical sales engineer
- 1 Mechanical engineer
- 1 Chemist
- 1 Architectural designer

The salaries were on an average \$150-\$200 per month.

Of the three executive positions mentioned in our previous report two have not as yet been filled and it is doubtful if appointments will be made for some time to come, owing to the fact that business has not improved sufficiently. At the time of writing this report we are in receipt of a very interesting inquiry from one of the largest Canadian corporations. The inquiry is of a very confidential nature and calls for a man with merchandising and operating experience who can command a salary of \$10,000 upwards. We are using every effort to locate a McGill man who will have the necessary qualifications to fill this position. We have also received an inquiry for an athletic director for an important enterprise, but at the present time cannot report any progress towards supplying a candidate for this position. We were also approached by a leading Insurance Company with an interesting proposal for a graduate to be trained in their sales organization with the intention of being fitted for an executive position. We placed a few candidates in touch with this inquirer, but were somewhat handicapped as fluent French was essential; however, no definite decision has yet been made. In placing applicants in touch with the manager of this Company we sent a very promising graduate in Commerce for an interview, as we felt that although too young for the position then open he was of the type who would prove interesting to such a company. Our judgment was upheld by the fact that the manager of the company was very much impressed by this young man's qualifications and will endeavour to place him in some other capacity in the organization.

It must be borne in mind that in the case of young graduates many of the inquiries reaching us are also sent to other universities in Canada, and where these inquiries come from outside provinces the man on the spot naturally has a better chance of placement. This is particularly the case where the salary offered is not high and the inquirer prefers to secure a man whose home is in the vicinity.

In common with other agencies endeavouring to place men in