

who has been satisfied brings back a friend, whom he introduces forthwith to the agent as a person desirous to do similar business. This is the method in which loan business is usually begun—it is opened from a personal presentation when the borrower has no account. Of course, cases have been known of big firms going direct to the manager of a bank if they are new to a district, or if they feel aggrieved by ill-treatment which they have received at the hands of another bank.

New branches are believed to be gaping for business, and thus they sometimes fall a prey to persons who open accounts with bogus cheques. These cheques being payable in another city have to be sent to their destination, but having no cash constituent at their back are returned unpaid. Before this event takes place, however, some money has been uplifted from the newly opened account—the account which was originally credited with the amount of the bogus cheque—and herein consists the fraud. The worthies who have opened the account have vanished like the baseless fabric of a vision, leaving not a wrack behind. The keenness of bankers to do business lays a snare for their feet.

It is natural for banks to identify themselves with their customers so far as they reasonably can, and to put business in their way when opportunity offers. Of course, in the case of big bits of work, estimates must be taken, and an outsider may carry the day, as he frequently does. The interest of the whole bank may be at stake, as compared with that of a single branch. Any jobbing work should, however, be given to the bank's supporters. Agents have been known to get accounts through placing their private orders in the hands of merchants. The latter being full of gratitude, and not fearing the Greeks, even when bringing the gifts of orders for goods, transfer not infrequently their accounts to their banking customers. It is a question if this indirect canvassing indicates a healthy state of matters. Bankers of the old school like to stand on their dignity and to await the arrival of customers. Now, new accounts are solicited beforehand, and accounts which have lain for many years with one bank have been known to be removed therefrom. It looks as if the old order were giving place to the new, and