

amount, on the other hand, will annually be refused by you to applicants for advances ; and here again will it rest with you, whether, amongst the applicants, there are not those who are fairly *entitled* to assistance, and the refusal of which may subject them to unmerited inconvenience or distress.

In your dealings with your clients, the abnegation of all personal bias is essential to the exercise of your duties with strict justice and impartiality. It is a grave dereliction of duty on the part of a bank manager to allow a partiality for the customer to permit him to look with relaxed stringency upon the customer's account ; but it is wrong and unprincipled in a manager to gratify a personal dislike for a client through the medium of that client's account. In banking transactions there is no scope for "the feelings." Banking is not a matter of sentiment but of business merely. The "sentiment of bills," I apprehend, would be an arduous subject for the most versatile of essayists.

To your directors you will stand chiefly in the character of trustee, for the safe custody and investment of the comparatively enormous sum which they must place at your disposal—a sum, recollect, not limited to the amount of your advances and discounts outstanding and current at any given date, but measured by the aggregate of discounts and advances which you may transact during the time you continue to act as their manager ; and seeing what this aggregate may reach in the course of a prolonged service, it can only be by the exercise of