

TITLE NEWS

THE OFFICIAL PUBLICATION OF THE
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SEPTEMBER, 1967



PRESIDENT'S MESSAGE

September, 1967

Although this is my last opportunity to greet you as ALTA president in the pages of Title News, my message is in no sense a "swan song," because my interest in the welfare and progress of the American Land Title Association will continue undiminished.

I suppose every President feels the same. He begins his term of office with such high hopes for outstanding achievement and all too quickly the year is past, leaving so many unfulfilled ambitions. But as I review the experience of 1967, I am heartened by the number of important activities which have been initiated. We have made, at least, a very favorable beginning. It seems inevitable the ALTA will continue to mature and prosper and to expand its influence, prestige and service to its members.

This forward movement is the end result of a great deal of effort contributed by many dedicated title men and women—committee chairmen and their members; the officers of affiliated title associations; the Executive Committee; the Board of Governors; the ALTA staff. Almost without exception individuals have responded eagerly and effectively to requests for help. I wish I could thank each one personally, and I will express my appreciation to every one of you who attends the Annual Convention in Denver.

To those who, for some reason, simply cannot attend the Denver meeting, I say, "God bless you—and thanks for everything."

Yours truly,

George B. Garber

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VOLUME 46 ON THE COVER: Only titlemen of outstanding organizing ability, popularity and depths of perception are chosen by local members to serve as General Chairmen for ALTA Annual Meetings. In recent years, C. J. McConville, Al Rogers, Bob Morton, Andy Sheard, Al Long and Jim Kidd, to name a few, have typified the character of the man named to do the job. James O. Hickman is no exception! As General Convention Chairman for 1967, Jim carries the weight of responsibility for a thousand details, large and small. See him in action at the meeting in Denver, September 24-27.

NUMBER 9

1967

JAMES W. ROBINSON, *Editor*
MICHAEL B. GOODIN, *Assistant Editor*
and *Manager of Advertising*

TITLE SEARCHES WITH WINGS



Aerial reconnaissance, a basic military intelligence technique, is proving to be a highly useful aid in land title search operations, according to Lloyd Ludwig, Vice President of New Jersey Realty Title Insurance Company.

Ludwig, who heads the company's Hackensack office, has found that a preliminary aerial inspection of a property frequently discloses potential problems which may occur during the course of a title search. "In some instances," he says, "a short flight is clearly the best way to begin an extensive title search operation."

As a case in point, he cited one project recently handled by his office which involved a four-mile stretch of the New Jersey Turnpike in Bergen County. To widen the road from six to twelve lanes along this length, the State had to obtain additional land. To expedite the title

searches involved, Ludwig flew over the route with a photographer. The result was a series of pictures which when placed together showed a bird's eye view of the scope of the project at hand and also provided a pictorial record for future reference work.

Another title search operation in which aerial photography is proving helpful is the 80-square-mile Delaware Water Gap National Recreational Area, which the U.S. Army Corps of Engineers is now developing for administration by the National Park Service.

Last fall, the Engineer Corps awarded New Jersey Realty Title Insurance Company the contract to supply title evidence for 2,100 tracts in the 4,200-acre Blue Mountain Lakes area in Walpack Township, Sussex County. In conducting its title search, the company has been able to make good use of the aerial



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survey photographs which the Engineer Corps obtained for its own topographical records. In July, the Title Insurance Company received a second contract, covering an additional 2,050 tracts, comprising 12,000 acres in Walpack and Stillwater Townships.

By no means are such special projects the only cases where aerial surveys contribute to the efficiency of title search activities, however. As Ludwig points out, "boundary descriptions in deeds and other records generally are limited to linear measurements. It's difficult to get an idea of what the property is actually like without taking a look at it. From the air, land features which may bear on the title are readily apparent. For example, the contour of the land itself is important or there may also be a stream meandering across the property, while the type and amount of vegetation serve to indicate the sub-surface of the land.

"Such geographical information has a direct influence on the suitability of the site for the purpose the purchaser has in mind. He may

intend to erect an industrial building on speculation, construct a garden apartment or plan to sub-divide the land for residential tract development. The aerial photographs we obtain for our title search may also help the mortgagee in developing the final design for his project."

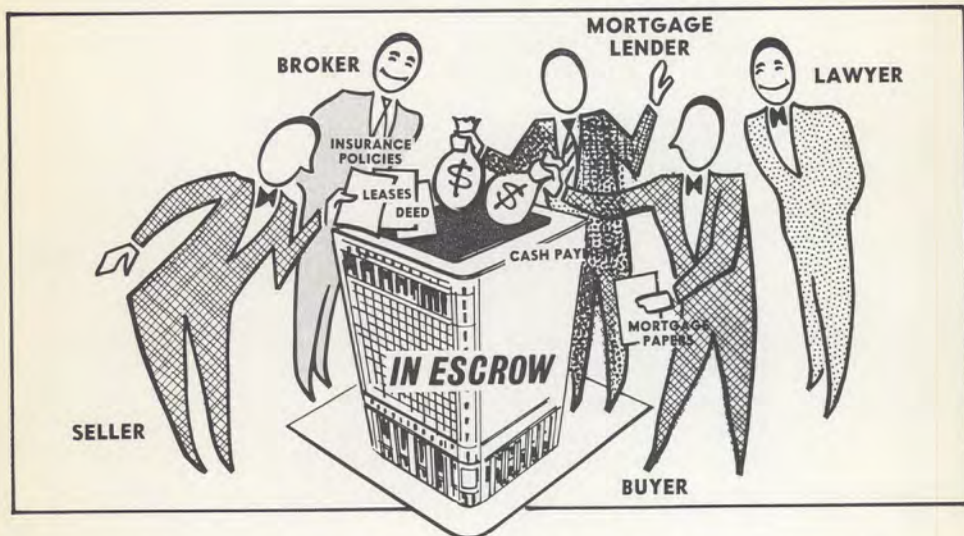
Ludwig's interest in applying the principles of aerial reconnaissance to land title work reflects his former military career. During his six years of active service as a naval aviator in World War II, he rose to the rank of Lt. Commander and was awarded the Distinguished Flying Cross for sinking a German submarine off the coast of Brazil. He has also served for 14 years as a member of the U.S. Naval Reserve at Floyd Bennett Field, Brooklyn, New York, and for six years as Commanding Officer of one of the reserve squadrons based there.

His private plane, a Cessna 180, is hangared at the Ramapo Valley Airport, Spring Valley, New York.

Ludwig is the Immediate Past President of the New Jersey Land Title Insurance Association, Past President of the Lawyer's Club of Bergen County, a member of the New Jersey Bar and of the New Jersey and American Bar Associations.

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ESCROW—and how it can help the broker



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Escrow has long been recognized as the only means by which a purchaser or mortgagee of real estate can know with certainty the condition of the title or the security interest he will acquire before control of his funds has been surrendered.

But, in addition to this "gap bridging" aspect, escrow possesses numerous other attributes which commend its use to members of the real estate profession. Some belong in their package of sales inducers; some stand as sale protectors; others facilitate closings on accomplished sales; all are worthy of consideration by brokers and salesmen.

It is not essential to develop expertise in the use of escrows. What

is important is possession of a general familiarity with the flexible capabilities of an escrow. This article will endeavor to provide a start in securing this general familiarity.

It would not be inaccurate to assert that an escrow affords great "savings" to real estate people—it saves time and work, it saves deals that might not otherwise be made, and it saves closings on sales where a default might threaten.

ESCROW CAN SAVE YOUR TIME AND ENERGY

In the realm of time and work savings, after an escrow has been opened, the escrowee assumes responsibility for the myriad of details which are confronted before a

closing can be effected. Included in this category are securing the title evidence, advising the parties of requirements for closing, disbursing the funds to the designated payees, arranging for the release of existing mortgages, and delivery of the title policy or other evidence, recorded deed, etc., to the appropriate party.

It need not be re-stated that time spent on such matters is time stolen from selling.

ESCROW CAN OFTEN SAVE A DEAL

As a "deal saver", escrow can be an ally in overcoming obstacles which threaten to preclude sales that parties genuinely want to be made.

Making a major contribution in this regard is the aforementioned elimination of the possibility of title defects arising between the effective date of the title evidence and the date of recordation of the deed to the purchaser. Buyers and mortgagees are understandably reluctant to part with substantial sums of money based only on evidence that the seller's title was acceptable at some prior date. Suggesting an escrow under these circumstances is likely to overcome such reluctance.

A particularly frustrating situation exists when the seller's title is defective, and the only means by which such defects can be cured is through use of the proceeds of the desired sale. But no prudent purchaser can be expected to pay money for a clouded title. Because it enables use of the purchaser's funds to clear title objections consistent with the escrowee's commitment not to use such funds until

the title is or will be in the condition the buyer has agreed to accept, escrow affords the vehicle by which this dilemma can be resolved.

Customer confidence is an essential ingredient in successful selling. Without it, the parties may never be led to the point of signing a contract. The uneasiness that may characterize a decision to make the major investment that the purchase of real estate represents dissipates to a large degree when a large and reputable institution is injected as an escrowee. This is particularly true where one of the parties is not a local resident.

ESCROW IS AN AID WHEN THE TRANSACTION IS COMPLICATED

The versatility of escrow can be called upon to provide the solution to problems which arise in certain complex transactions.

Assemblages of tracts where all sales are contingent upon acquisition of a specific number of parcels and purchase and re-sale transactions are converted from cumbersome confusion to order and efficiency by a properly drawn escrow.

Other deals that stand on the brink of finality can often be nudged to execution by other aspects of escrow. The money market available is expanded by adding out-of-state investors, who require escrow payouts of their funds. The certainty of closing relieves the doubts otherwise present when one of the principals has demonstrated disturbing tendencies toward indecisiveness.

It is this very certainty that affords the third major "saving"—that feature of an escrow which

sets a course for closing that cannot be diverted without agreement by the parties. Three factors contribute to this characteristic.

The first is that delivery of a deed into an escrow insulates the transaction from obstructions that might otherwise result from the death or disability of the grantor. This is of special value in installment contract cases.

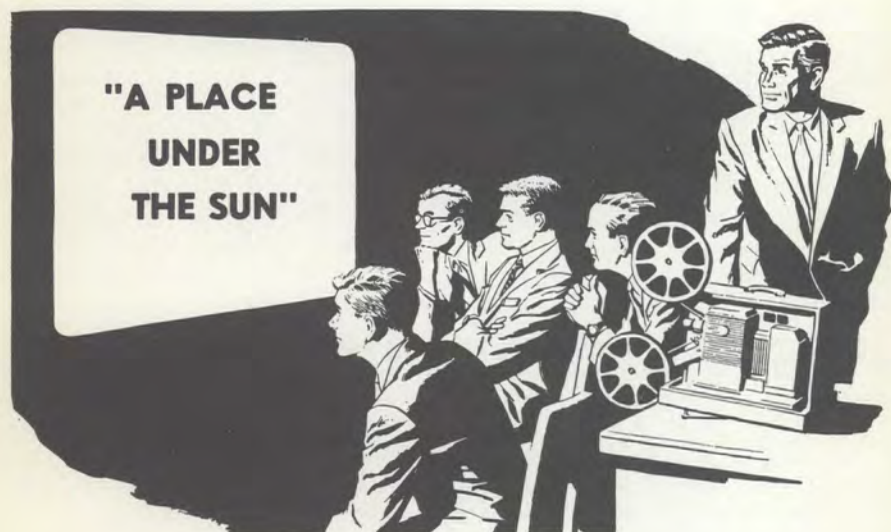
The second is derived from the fact that the escrow agreement establishes the rights and obligations of the parties and furnishes sufficient instructions to the escrowee to proceed to a closing with nothing further from the parties. In the absence of amendatory instructions, the escrowee is bound to withstand all pressures to depart from the terms of said agreement. Lastly, an escrowee working in close conjunction with a title-insurer is often in a position to circumvent unanticipated barriers to a closing.

ESCROW CAN HELP TO SAFEGUARD YOUR COMMISSION

Any discussion of the use of escrows as related to real estate firms should mention safeguards for the broker's commission. A properly deposited commission check assures receipt of this money by the party entitled thereto regardless of whether the escrow is terminated by disbursement or default.

The foregoing does not purport to be an exhaustive chronology of the advantages of escrow. Nor has there been any attempt to detail the procedures by which escrow accomplishes its objectives, for it matters not how it's done so long as real estate people are aware of what can be done.

It is hoped, therefore, that this brief summary of specific techniques and the suggestion that escrow is sufficiently flexible to embrace as a valued assistant in all transactions and an indispensable problem-solver in many.



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TWO KEY FORMS SOLVE ORDER-INVOICE PROBLEM

Memphis Title Company

INVOICE NUMBER 28503

MEMPHIS TITLE COMPANY
100 NORTH MAIN BUILDING • P. O. BOX 73 • MEMPHIS, TENNESSEE • 38103

MEMPHIS TITLE COMPANY

SUMMARY OF CHARGES		NET CHARGE	NET CHARGE	NET CHARGE
CHARGE	AMOUNT	AMOUNT	AMOUNT	AMOUNT
SEARCH				
INDEX				
ABSTRACT				
RECORDS				
TITLE				
INSURANCE				
RECORDS				
TITLE				
INSURANCE				
RECORDS				
TITLE				
INSURANCE				

ADDITIONAL NOTES & EXPLANATIONS

MICO

ACCOUNTING

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A modern information flow system built around two new forms has taken much of the complexity out of work at the Memphis Title Company. The basic jobs it does—title searches, title insurance, abstracts and various types of reference work—are complicated enough. When lack of system and inefficient working documents are added, the complications are compounded, and that is exactly what happened until the company paid some attention to paperwork.

Memphis Title's work is done for attorneys, builders, and real estate brokers and agents. It operates in Memphis and Shelby County, Ten-

nessee, almost exclusively, although the title insurance work can carry into any area of the United States. While some orders are relatively simple, many are very complicated and can take anywhere from a few days to months or more to close. It may be able to bill for a complete job, but often can only bill for work completed to a specific point, because additional operations may be necessary at a later date.

Since most orders come in by telephone, the first writing was done by hand on a work sheet. This was then transcribed to an order blank. From that point on there could be up to nine more writings of some

or all of this same information, plus the additional information collected as the work progresses. Three separate ledgers had to be posted, file cards and files had to be prepared, the abstract had to be copied to a chain sheet and a tax sheet, a delivery receipt was prepared and finally a bill was made out.

A Standard Register forms specialist studied the whole picture, flow charted it, proposed a new system and flow charted that. Now Memphis Title has centralized order processing and billing and positive control over every order that comes in and is dispersed to various departments.

The first step was to install a control desk through which all orders would pass and be processed before forwarding them to the proper departments. Similarly, all orders are returned to this desk for the compilation of charges and issuing of invoices. Also, where before one department would forward an order to the next working department, now it must come through the control desk so that the order's comings and goings can be recorded.

Two typewriters are located at the control desk—one for preparing orders, the other for invoices. The incoming orders, as before, are first written up on a work sheet as they come over the telephone. This two-part form is sent on to the typist who prepares the header section of a four-part continuous order set. Each form is consecutively numbered. The header section contains information such as property description, sales price, owner name, who ordered and similar data. Title insurance data is entered in the upper right corner.

This header section is the same on all four copies. The body copy, however, has some differences. The first two copies—chain sheet and soundex-charge sheet — are the same, providing space for the listings of grantors and grantees and related data; on the control desk copy, number three, space is devoted to listing the in and out dates of the file and who has it with more space provided for a listing of invoices on the order. Finally, the last copy, tax check-out, will list city and county taxes paid along with dates and valuations.

When the order is ready for invoicing, all necessary documents come to the control desk where a second typewriter, holding continuous invoice forms, is used to prepare the invoice. (Note Standard Register Automatic Linefinder on machine at left.)



After the order has been typed, the typist removes the third copy, control desk, and keeps that in an open order file with one copy of the original work sheet. Each time the file comes to the desk or leaves it for another department, that information is entered on the control desk copy. The other work sheet copy is attached to the file folder that carries all other documents. This folder, with the remaining three copies of the order form set, is sent to the search and abstract department where the legal description of the property is checked and corrections handwritten in. The form set is separated here with the soundex-charge sheet tax check copies going to the respective departments. Soundex is a phonetic cross reference file to insure that all possible records are complete regardless of how a name may be spelled or pronounced.

A five-part invoice is prepared on a typewriter similarly equipped with an automatic linefinder. The top original copy goes to the attorney who ordered the work along with the file. Copy two is the accounting copy, three is the cashier's

copy, four is an order file copy retained by Memphis Title and five is a follow-up copy filed by invoice number. When a file is returned from the attorney, this last copy is pulled to show that it has been cleared. Accounts receivable is responsible for following up on payments.

The eleven writings previously necessary to enter an order and process it through to invoicing have been reduced considerably to three or four. Instead of entering information into three ledgers, for example, Memphis Title now has but one—for title listings; instead of the policy title card as a separate writing, it uses a copy of a form already written, instead of transcribing information to separate single forms for the various departments, it captures the data on a multi-copy form set so that copies are already prepared. More than these, however, is the fact that it has centralized control from the time an order is entered until it is paid for. It can find information faster and in one place. Central invoicing has eliminated the problems occurring because each department was handling its own billing.

DATES TO REMEMBER

ALTA Annual Conventions

- 1967 Denver, Colorado, September 24-27, Denver Hilton Hotel
- 1968 Portland, Oregon, September 29-October 2, Portland Hotel
- 1969 Atlantic City, New Jersey, September 28-October 1, Chalfonte-Haddon Hall

ALTA Mid-Winter Conferences

- 1968 New Orleans, Louisiana, February 21-23, Roosevelt Hotel
- 1969 Chicago, Illinois, March 5-7, The Drake

Richard A. Hogan, Vice President, Pioneer National Title Insurance Company, Seattle, Washington, has delighted readers of "Title News" for years with his imaginative "Dear Dickey" series. Mr. Hogan addressed the Washington Land Title Association Convention in May at Vancouver, B.C. As one listener noted—"the address was the greatest single dose of mental martini anyone could take in 30-solid, laughable minutes." "Title News" is pleased to present for your enjoyment:

"HOGAN'S SUMMATION"



Thank you for that very nice introduction. I might say at the outset that after having done this little summarizing job for several years, I view it with mixed emotions—somewhat like the man who saw his mother-in-law go over a cliff in his new Cadillac convertible.

This is because it violates one of my fundamental principles—if at first you don't succeed—the hell with it.

A word of warning. There is a tendency at these conventions for people to drink coming, going and while at. As the convention draws to a close, I want to add my admonition. Don't drive while drinking, you might hit a bump and spill some of it.

The convention is a dandy. It differs from its predecessors in some respects. The ice breaker, for

example, was held before dinner, Thursday night instead of after dinner. It provided spicy foodstuffs in addition to booze which was a splendid idea, foisted upon us by Canadian rules and regulations governing receptions. This meant that after the reception, a large dinner and retirement—people, were more likely to be bilious than inebriated. But it did demonstrate the quality of our people because, although gassy and listless from their excesses of the evening, they nevertheless showed up in force for the first attendance drawing Friday morning. Bruce House from Port Angeles, a first timer at a WLTA convention, fittingly enough, won the first draw. President Burkey handled the meetings casually and with elan. Swiftly wading thru the opening ceremonies, committee appointments and introductions of new members, guest and first timers, he guided us smoothly into the program.

The program, viewed in retrospect, was meaty but in some respects depressing—as it dealt with hazardous situations, losses, and complicated legislation. But it was good. The first speaker, James Healey, a mighty prophet of doom, cast the first shadow of gloom over the hung-over audience in the development of his topic—"Future Subordination Agreements—Auto-

matic Losses". He proved by case histories that automatic losses are an inevitable result if you insure on these things like the California companies insist upon doing. Apparently, because of competitive pressures or otherwise, they have let no opportunities pass to insure on these things—or variations thereof. They seem to love to insure—possibly on the principle that it is better to have loved and lost than never to have lost at all.

We are grateful to Jim for this fine exposition, particularly since it provides guidelines through a disaster area that threatens us. We should enter into insubordination agreements with each other not to insure in these situations. A copy of Jim's talk will be published in the News Letter.

After a needed coffee break the program became panellized for the balance of the morning.

Vern Arnold moderated a panel entitled "From The Agents Point of View"—presumably, of the insurer. He stated that the members represented 112 years of title service—and they looked it. However, this evidently has had a mellowing affect upon them because each seemed to be genuinely fond of his insuring company.

Tom Clement viewed his insurer as a technical consultant. A consultant is a guy who borrows your watch and then tells you the time.

Scott Carl stressed a sort of father and son relationship that exists between the two. This is not necessarily a bad relationship. I always liked the explanation of a very successful banker in Seattle as to how he entered the banking business in the first place. He said

"my father was president of the bank. He bumped into me in the lobby of the bank one morning—and took a liking to me."

Lee McLeland also exhibited a very wholesome attitude towards his insurer. For one thing it provides him with much better forms than those he had been able to steal when he was the first agent of his company. He also expressed appreciation for the good technical advice he gets when he least expects it.

At the close of their presentation, President Burkey, who is also an agent, stated that in dealing with the home office, where you want a favorable opinion, it is best to shade the facts a bit. In the long run this will be productive of the best results. And this is true. As an old branch manager, I found out that by ignoring essential company bulletins, I was enabled to insure many more titles than I could have had I read them. Ignorance of the law is no excuse, but it sure helps a lot on these close cases.

The morning session closed with a panel called "A Word to the Wise." This is a portion of a quotation from Don Quixote—which in its entirety reads "Good wits jump—a word to the wise is enough." And so it was—at least before lunch. This panel was moderated by Ed Tinsley who has certainly done everything for this convention, except swab down the halls. Primarily, the panel dealt in a scholarly manner with losses—another dismal subject. Bob Davis led off with a chalk talk on title traps which almost any typical, non-thinking title officer can fall into, and will, if given the op-

portunity. Warren Olson discussed a few cases that occurred after entrapment, in which justice triumphed—although the title company appealed from the decision in each case.

At the conclusion of Warren's remarks, Frank Soderling, the third panellist, ran amok. Springing to the platform in a topless condition he demonstrated a psychedelic title happening. He stated that he received the inspiration for this demonstration while rolling and tossing in bed—probably caused by something he had eaten but had not digested. Even in this unclad condition he gave a moving discussion involving rivers and tide lands as affected by those two legal concepts which, I believe, were entitled Revulsion and Excretion.

Immediately, after he had been publicly fired by Sherwood Norton, the meeting closed and we repaired to the Fraser room for a salmon lunch. Incidentally, this was the third consecutive time that I had eaten salmon, through circumstances not entirely within my control. I like salmon but this was too much, because all day I have been fighting an almost irresistible urge to go upstream and spawn.

The afternoon session was marked by two able presentations on Legislative enactments effecting our business.

Evelyn Dennis, by far the best looking speaker of the day, appeared under protest, claiming that Ben McDonald volunteers her for everything. Nevertheless, she did a thorough-going job of dissecting the Uniform Commercial Code into understandable segments. It doesn't look like fun but it is going to be with us. Evelyn established

two facts: 1st, there is no escape from the act since forty-nine of the states have adopted it. She deliberately refused to name the 50th state; probably to avoid a rush of title people to that state. 2nd, she established that a woman's place is not necessarily in the home, particularly if she understands the Uniform Commercial Code. In my opinion, Ben McDonald should put her on a permanent lend-lease basis for use by brother title companies and allied industries.

Gene Tully, newly anointed President of Security Title Insurance Company, Los Angeles, paused briefly in transit to analyze the Federal Tax Lien Act of 1966. No comments are necessary. We hate to see Gene leave our area although appreciating that this is a wonderful opportunity for him. Unfortunately for us—Gene proves again that old titlemen never die—they just move away. The final event of the day was the Bosses Panel entitled, "Your Questions Answered." It was expected to produce some real good questions and some unexpurgated dialogue. Before they commenced there was a motion from the floor to adjourn. Unfortunately for them this motion was lost for want of a second. The bosses appeared en banc, reeking with an aura of brotherly love, and with but few questions to answer.

Frank Benecke, Sherwood Norton, Warren Pease and Dave Fogg are all experts; in other words, guys who know all the answers even if they don't understand the questions.

Unanimity prevailed among them as to inadvisability of establishing a rating bureau, joint title

plant, the future of the small title office, and recruiting programs, etc. On the question of raising wages to meet the high competitive labor market in some areas, the consensus of opinion seemed to be that in the title business it is best to hire a person who is willing to start at the bottom—and stay there. When it appeared that further questions were not forthcoming and this was not where the action was, Mr. Norton moved for adjournment, seconded by Mr. Pease, and carried by vote of the panel

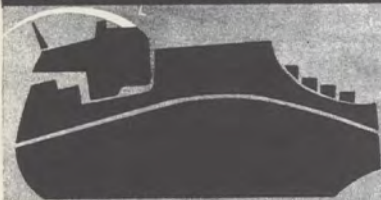
members. The conventioners thereupon moved out into the sunlight and to individual pursuits of happiness.

I would like again to thank the members of the Publication Committee for sending in items for the News Letter and also to Betty Stine for getting them out.

In closing—It is a marvellous convention, which will no doubt be reflected in your expense accounts — So — keep smiling — it makes everyone wonder what you are up to.

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TITLE INSURANCE LIQUIFIES 'FROZEN' MORTGAGE ASSETS

By Jay R. Schwartz, President,
American Title Insurance Company, Miami

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A recent publication of the Mortgage Bankers Association of America defines a mortgage as an "instrument used to bind the title to real property as security for repayment of a loan." Such debt security, it naturally follows, can be no better than the borrower's title to the property on which the loan is made. Title insurance by a financially responsible company thus has become a basic requirement of those who prudently make or acquire first mortgage loans on any kind of real property.

The volume of outstanding mortgage loans in the United States could not have grown to the present level of approximately \$300 billion without title insurance and the protection it affords against defective titles or outright fraud.

We now lead the world in the percentage of families living in homes they own or are buying, and mortgage funds have been provided to finance the construction and purchase of these homes and to build myriad commercial and industrial properties which give our nation the highest standard of living the world has ever known.

The flow of funds to support all of this building has been so tremendous that mortgage lending has become one of the largest segments of our national finance structure.



Title insurance, obviously, is not solely responsible for this development. But it is the vehicle which speeded the flow of mortgage investment funds from institutional investors into all parts of the country where demand exceeded available local resources, and helped the mortgage banking profession gain its giant stature in directing this flow of funds across the nation.

The contributions of title insurance have been many, both to the owners of real property and those who finance the purchase of these properties.

It is a guarantee that title to the property is good and is not encumbered by prior liens; it protects the buyer and lender against numerous risks, among which, as examples, are incompetency of prior parties in title, ultra vires corporate acts, undisclosed heirs and spouses, human errors and omissions of abstracters and recording officials, forgery, trickery and deceit.

Title insurance thus provides safety of investment to the buyer and lender, to both mortgagors and mortgagees who avail themselves of proper coverage.

This individual protection for each real transaction, when applied to the thousands and thousands of transactions that take place annually, has had the cumulative effect of bringing to the mortgage lending industry an element essential to its vast growth. This element is liquidity of a mortgage investment portfolio.

Permanent mortgages usually run for relatively long periods—20 to 30 years, and in some instances, up to 40 years. In decades past,

mortgage loans were for much shorter duration and at relatively higher interest rates than today because they were regarded as "frozen" assets.

Today, the picture is far different. The expert services of the mortgage banker "packaging" sound mortgage loans, coupled with title insurance, has added marketability to mortgages similar to that afforded investments in government or corporate bonds, or other securities in which insurance companies, savings institutions, banks, trust funds and others seek income from investments.

The advent of FHA-insured and VA/guaranteed mortgage loans, plus creation of the Federal Mortgage Association to maintain a secondary market in these mortgages, accelerated the development of this liquid nature of mortgage investments.

FNMA, when purchasing FHA/VA loans, insists on title insurance. This governmental agency, which engages in selling as well as acquiring mortgages in order to stabilize the market under varying conditions, thus recognizes the importance of title insurance to the marketability of the mortgage.

Major investors in conventional mortgages, which now outnumber FHA/VA loans even on residential properties, are equally insistent on title insurance. They seek the same advantages of liquidity so that they may readily make adjustments in their investment portfolios as changing conditions in the money markets indicate to be justified.

There is no formal secondary market for conventional mortgages, but there is tremendous traffic in them. In reality there is a wide

market for conventional mortgages, and the nationwide network of mortgage bankers is the prime intermediary for this sale and purchase of conventional loans.

The "squeeze" on mortgage funds which accompanied the tight money situation of 1966 gave emphasis to marketability as a necessity for mortgage lenders and investors.

With the exception of some state and federally chartered savings and loan associations in a few areas of the nation, the vast majority of mortgage lending institutions require title insurance.

Last year, some of the institutions using title evidence other than title insurance found it necessary to market some of their mortgage inventory for purposes of enhancing liquidity, or because of a desire to make new loans at the prevailing higher interest return. In several instances, our company was called upon—almost frantically—by some associations to provide title insurance for large volumes of mortgages. They could not market their holdings unless the buyer of the mortgages was protected by title insurance.

The relative few who learned this lesson the hard way, we feel, now better appreciate the contribution that title insurance makes to the soundness and liquidity of the mortgage investment portfolio.

By general consensus, the slow home-building rate of 1966, the elimination of older buildings by urban renewal and expressway construction in many cities, and other factors have created a heavy

backlog of demand for new housing construction. Adding to this is a rapidly increasing number of new family formations, with predictions that the demand for new housing—and for mortgage financing—will soar to unprecedented levels over the span of a few years.

Even with the current trend toward increased savings flowing in to the savings institutions, and the prospective increase in life insurance company funds, there is some doubt that these traditional sources of mortgage funds will be enough to satisfy the demand.

Hence, the large pension funds and some other forms of trusts are being encouraged to survey mortgage investment as suitable for them. MBA already has formally turned its attention to these funds by providing special and enlightening material on the safety, security and marketability of mortgage investments which, properly made, return favorable income yields in comparison with the normal type of investment made by these funds.

We agree with the MBA that the experienced, modern mortgage banker is the catalyst for this type of investment by these pension and trust funds; and the mortgage banker knows that an essential part of any mortgage loan he "packages" will be adequate title insurance coverage from a responsible title insurance underwriter.

Prudent investors shun "frozen" assets. Only with title insurance can a mortgage investment be made liquid.

LAND TITLE CURRICULUM DEVELOPED BY NORTHWOOD OF TEXAS

The development of a new curriculum in Land Title Management was announced in July by Northwood Institute of Texas (Cedar Hill) and the Texas Land Title Association. In making the announcement, Northwood Executive Vice President, R. Gary Stauffer, explained the new program will prepare young people for management positions in the land title industry.

An association-appointed committee headed by M. Edwin Prud'homme, President of the Lawyers' Title Agency in Texarkana, Texas, has worked with Northwood officials since early 1967 to develop the curriculum and course materials. Besides Prud'homme, the committee members are: Wiley Alliston, Vice President, Stewart Title and Guaranty Co., Dallas; Alex H. Halff, Vice President, Alamo Title Co., San Antonio; and Jimmie Pigman, President, Dalhart Abstract Co., Dalhart.

Besides participating in the development of course syllabuses, instructional materials, and reference materials in the specialized land title courses, the committeemen will also serve as guest lecturers and keep the courses up-to-date.

Among the new courses developed are ones in the history, philosophy and organization of the land title industry, property law, abstracting, reading, interpretation and platting of property descriptions, and title insurance.

Leading to an Associate Degree with two years of college studies, 25 per cent of which is in specialized land title courses, 25 per cent related business courses, and one-half liberal arts studies, the curriculum is designed to help meet the growing needs in the industry for personnel in the areas of title examination, abstracting, escrow and closing.

Commenting on the new program, Committee Chairman Ed Prud'homme said, "There has not been any formal education in the industry and this is the first step. The Northwood Institute concept of education is suited for our needs. In Texas alone, there are 425 abstract plants, 19 national title underwriter offices and nine home offices of underwriters. Our industry is growing and offers many opportunities for young people seeking rewarding and challenging careers."

Stauffer stated that the development of the new curriculum was



Northwood Institute Executive Vice President, R. Gary Stauffer, standing, and members of the Land Title Management Advisory Committee discuss subjects to be offered the college's new Land Title Management program. From left to right, are M. Edwin Prud'homme, Committee Chairman, and President of the Lawyers' Title Agency in Texarkana, Texas; Stauffer; Alex H. Half, Vice President, Alamo Title Company, San Antonio; and Wiley Alliston, Vice President, Stewart Title and Guaranty Company, Dallas.

a classic example of how the college has worked with business and industry to find their personnel needs and plan programs to fill those needs. He cited Northwood's other programs in automotive marketing, developed with the aid of the major auto manufacturers, the National Automobile Dealers Association and individual principal dealers; the advertising program designed by some of the nation's top advertising agencies; the hotel and restaurant management curriculum, co-developed with the Sheraton hotel chain and other principals; and the school's six other major areas of study—bank-

ing and finance, business management, journalism, retailing and marketing, international business management, hospital management, and executive secretarial science.

The new Land Title Management program will be initiated on the Northwood of Texas campus in Cedar Hill during the 1967-68 academic year. It will also be extended to Northwood's other campuses in Midland, Michigan, and West Baden, Indiana, as soon as changes in the curriculum relative to the laws and practices in the land title industry in those areas can be made.



State Association

CORNER

Rhes H. Cornelius, Chairman of the Board of Transamerica Title Insurance Company, was elected President of the California Land Title Association at its Annual Convention, May 31, June 1, 2, and 3, at the San Francisco Hilton Hotel.

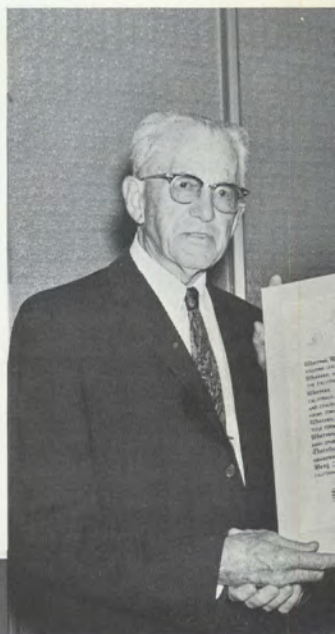
Representing the American Land Title Association were George B. Garber, President, and William J. McAuliffe, Jr., Executive Vice President.

California titlemen paid tribute to a distinguished gentleman whose

Richard H. Howlett, outgoing President, CLTA, presents the gavel to Rhes H. Cornelius, the new President.



CALIFORNIA BEN HENLEY RHES CORNELIUS



Hale Warn presents the scroll to Ben Henley, designating him as a member of the California Land Title Association.

HONORS LEY; ELIUS



(Left to right) Rhes H. Cornelius, President-Elect, CLTA; Mrs. Richard Howlett; Mrs. Cornelius; Richard H. Howlett, retiring President, CLTA.



Mr. Benjamin J. Henley, honorary member of the Association.

service to the title industry covers a span of several generations. In addition to a color television set, Mr. Henley was presented with a beautiful plaque reading as follows:

“WHEREAS, Mr. Benjamin J. Henley has been a distinguished and outstanding leader in the title insurance industry in this century; and WHEREAS, he has served with distinction as Past President of the California Land Title Association; and WHEREAS, for many years he served as Chairman of the California Land Title Association Standard Forms Committee and Chairman of the American Land Title Association Standard Forms Committee; and



It was "old home week" for George B. Garber, President, American Land Title Association, as he addressed the CLTA convention in San Francisco.

WHEREAS, he was responsible for creating most of the basic title forms in use in California and at the national level; and

WHEREAS, he unselfishly devoted his time and effort to many other projects and committees in both associations; now

THEREFORE BE IT RESOLVED, by the Executive Committee and members of the California Land Title Association that BENJAMIN J. HENLEY be made a permanent, honorary member of the California Land Title Association this 2nd day of June, 1967.

During three action-packed days members of the California Land Title Association were treated to a golf tournament, sparkling social events, and some meaty business sessions, which included presentations from C. E. McCarthy of the Bank of America, Presidents of other affiliated title associations, Warren Pease, Bill Francis, Burt Tousey, and John Wilkie; John Eagan, Vice President, Title Insurance and Trust Company; F. W. Audrain, Senior Vice President, Security Title Insurance Company; James F. Healey, Vice President, Title Insurance and Trust Company; C. J. McConville, Senior Vice President, Title Insurance Company of Minnesota; Robert H. Finch, Lieutenant Governor of California; M. E. Arnot, President, Humble Land Title Company; Philip J. Lipert, Regional Title Officer, First American Title Insurance and Trust Company; Richard Roddis, the state's Insurance Commissioner, and a fine panel which included Ernest Loebbecke, Ernest Billman, Don Kennedy, Dana Leavitt, and Bob Morton.

Retiring President, Dick Howlett, poses for the ALTA camera with Robert H. Finch, Lieutenant Governor of the State of California.



NEW YORK ELECTS FROMKES



Saul Fromkes was elected President of the New York State Land Title Association for the year commencing November 1, 1967, at its 46th Annual Convention held at Lake Placid, New York.

Mr. Fromkes, President and one of the founders of City Title Insurance Company, has been active in the title insurance industry for over 40 years. He is considered a dean and an authority in the field of real property title insurance, having lectured on "Real Property Practically Applied" at Yale, Cornell, Harvard, and St. John's Law Schools.

Recently Mayor John V. Lindsay appointed Mr. Fromkes as a member of the Board of Trustees of

the Old Met Opera House where he was elected Vice President.

As a Past President of St. John's University School of Law Alumni Association, he was further honored by his alma mater in having the law library dedicated in his name.

He is also a member of the important Special Advisory Committee on Higher Education Facilities in New York State.

He resides at 1130 Park Avenue.

Also elected as new officers for the coming year are: Vice President, Southern Section, Thomas Pearson, Executive Vice President, Security Title & Guaranty Company; Vice President, Central Section, Frank Flaherty, President, Mohawk Abstract Corporation; Vice President, Western Section, Harvey Goldstein, Rochester Abstract Corporation; Treasurer, Damian J. Spellman, Esquire, New York City; Chairman, Title Insurance Section, Alvah Rogers, Jr., Vice President and Assistant Manager, Home Title Division, Chicago Title Insurance Company; Chairman, Abstracters Section, Ronald Goldsand, Peekskill, New York; Executive Secretary, Edward T. Brown, 233 Broadway, New York City.

George B. Garber, President, American Land Title Association, and William J. McAuliffe, Jr., Executive Vice President, represented the ALTA at the Annual Convention of the New York State Land Title Association.

McMAHON HEADS OREGON ASSOCIATION



Newly elected President, Fred McMahon, addresses the convention delegates.

James R. Faulstich, Insurance Commissioner of the State of Oregon.



The Oregon Land Title Association held its 60th Annual Convention at the beautiful Salishan Lodge on the Oregon Coast, June 28, 29, 30, and July 1. George B. Garber, President of the American Land Title Association, was the banquet speaker.

A distinguished group of speakers for the OLTA Convention included: The Honorable James R. Faulstich, Insurance Commissioner, State of Oregon; George E. Rhode, Chief Counsel, Oregon State Highway Department; Herbert A. Perry, Director, Department of Finance, Multnomah County; James Sorte, Insurance Company of North America; William E. Love, Attorney at Law, Portland, Oregon, member of the State of Oregon Law Improvement Committee; and Carl R. Neil, Attorney at Law, Portland, Oregon, Special Counsel for Hood River County.



Burt Tousey, the retiring President, proudly displays a plaque presented to him.

The following officers were elected by the Association for 1967-68: President, Fred McMahon, General Counsel and Chairman of the Board, Title Insurance Company, Portland; Vice President, Louis C. Lomax, Vice President and Manager, Oregon Title Insurance Company, Hillsboro; Executive Committee members at large: Lorin M. Ricker, Secretary, Wallowa Title Company, Enterprise; Robert M. Beardsley, Secretary, Douglas County Title Company, Roseburg; Jack W. Stanley, President, Pioneer Title Company of Lane County, Eugene; and Stanton W. Allison was reappointed Executive Secretary-Treasurer of the Association.

Slyvanus Smith is at the microphone during the panel on Agency Relationships.



Stanton W. Allison, the Association's Executive Secretary, makes his report while Burt Tousey watches.



MORE CONVENTION SPEAKERS

President George B. Garber is pleased to announce the confirmation of some outstanding speakers for the 1967 ALTA Annual Convention.



BACON

Clair A. Bacon, President of the Mortgage Investments Company, Denver, Colorado, is no stranger to the title business.

He was born in North Platte, Nebraska, June 23, 1914, and has been a resident of Colorado since 1928. Educated in the Colorado public schools, he attended the University of Denver from 1933-37, attended University of Denver Law School for one semester only. He was employed by the city and county of Denver in the Treas-

urer's Office for one year, and resigned to take employment with Columbia Savings and Loan. Mr. Bacon had one brief go at politics, running for the state legislature in 1940—defeated, and has not been tempted since. He resigned Columbia Savings to take employment with the Title Guaranty Company in their mortgage lending operation in 1940 and subsequently became an officer and director for this company. In 1953 the Mortgage Investments Company was formed to take over the mortgage business of the Title Guaranty Company, and he is presently President of the Mortgage Investments Company.

In addition, Mr. Bacon is an officer and director of several subsidiary and related companies of the Mortgage Investments Company, as well as a Director of the First National Bank of Bear Valley. He has been active in many community and civic organizations. He is a Past President of the Denver Mortgage Bankers Association, and a founding member of the University of Denver Pioneer Club, formed to financially assist deserving students of the University.

Mr. Bacon has been quite active in the Mortgage Bankers Association of America, having served as a member of the Board of Governors for many years; chaired and

participated in many committee activities; a member of the Mortgage Bankers Legion, the Association's honorary fraternity for distinguished mortgage bankers, and is presently the First Vice President of the Mortgage Bankers Association of America.

Mr. Bacon married Jane (which he considers to be his greatest achievement) in 1937. They have three children (which he considers his second greatest achievement); Bill—25, who is presently working for the Mortgage Investments Company as a trainee; Jane—23, who is now living with her parents and engaging in her professional career; and Jeannie—18, who is in her junior year at Whittier College in California.

His prime recreational hobby interests lie in flying, fishing, hunting, and golf.



LAPIN

The history of cooperation and interdependence between members of the American Land Title Association and the Federal National

Mortgage Association is a long and gratifying one. There is every reason to believe that this splendid relationship will continue under the leadership of the newly appointed President of FNMA.

Raymond H. Lapin is the sixth President of the Federal National Mortgage Association of the Department of Housing and Urban Development. He became chief executive of the Congressionally-chartered corporation in July, 1967.

Mr. Lapin, 48, of San Francisco, California, is a World War II veteran, former president of a large California mortgage banking firm which he founded, and was a California State official before his appointment to FNMA.

Born in Inglewood, California, Mr. Lapin received a Bachelor of Science Degree from the University of California College of Business Administration in 1942. Following post-graduate studies, Mr. Lapin received a Master of Business Administration Degree in finance in 1953 from the University of Chicago. In 1954, he completed the investment course in the Graduate School of Banking at Rutgers University.

During World War II, he served in the Army and rose from Private to Captain. Following the war, he managed the research department of the Federal Reserve Bank in Chicago. He remained there until 1954 when he organized the Bankers Mortgage Company of California, of which he was principal owner and president.

During ten years of operation of the company, its volume of mortgage servicing rose to some \$700 million, 10th largest in the nation. In 1964, the company was acquired

by Transamerica Corporation, but Mr. Lapin remained as president of the firm he founded.

In September, 1966, Mr. Lapin was appointed by former Governor Edmund G. Brown to serve as Commissioner of the California State Economic Development Agency and Chairman of the Governor's Economic Task Force. Just before, he resigned as President of Bankers Mortgage Company.

Prior to taking over his FNMA duties, Mr. Lapin divested himself of financial interest in companies which do business with or are affected by activities of FNMA or HUD.

Mr. Lapin has served as a member of the Public Utilities Commission of the City and County of San Francisco which administers the public transportation and water systems of the city and the San Francisco International Airport. He has also served as a member of the Art Commission of the City and County of San Francisco.

Mr. Lapin is married to the former Mary Elizabeth Woodcock. They have one son, John, 15.

At 9:45 a.m., Tuesday, September 26, Dr. Alex J. Simon, Assistant Dean of the School of Business, University of Colorado, will speak to members of the Abstracters Section at the 1967 Annual Convention.

Dr. Simon is an author, human relations expert, educator, labor arbitrator, and an excellent speaker. He has served on the staffs of the University of Texas, the University of Oklahoma, University of Southwestern Louisiana, and the University of Southern California. His business background includes posts as Labor Relations Representative for Ford Motor Company; Industrial



SIMON

Engineer at Pemco Aircraft Corporation; Training Manager for Day & Zimmermann, Inc.; and Labor Relations Manager for Jonco Aircraft Corporation.

Dr. Simon has a list of honors a yard long. He is presently a member of the Educational Committee of the Denver Chamber of Commerce and the Colorado Governor's Committee on the Employment of the Handicapped. Among his literary accomplishments are publication of "Effective Utilization of the Handicapped," "Disability Doesn't Count If The Outlook Is Healthy," "A New Era In Administrative Leadership," and "Let's Use The Comptroller In Contract Negotiations."

Dr. Simon was born May 22, 1918, in Lafayette, Louisiana. He and his wife Mary have two daughters, Carolyn Jane, age 19, and Laura Beatrice, age 11.

ALTA's Treasurer, Laurence J. Ptak, Jr., has assumed responsibility for a workshop session on automation scheduled for 3 p.m., Mon-



BUTTERS

day, September 25. Assisting him will be Don H. Butters, an expert in computer technology.

Don Butters is a native of Massachusetts. He was a graduate of Harvard University, a veteran of the United States Marine Corps, and has been an officer of the International Business Machines Company for the past 10 years.

For the last three years, Butters has represented the National Marketing Division of IBM in its work with the title industry.

Don resides in Greenwich, Connecticut, with his wife and three children.

Also on the automation program is guest speaker, Jerry L. Koory, Manager of Systems Programming for Programmatic, Inc.

As a programmer at the Rand Corporation, Mr. Koory trained all new programmers on the 704 and 709 and also wrote various utility programs for use on the 704 and 709.

Mr. Koory was later promoted to Head of the System Support Group in the Washington, D. C. Division.

There he was responsible for re-programming Blast Damage programs from the 7090 to the 1604, the production of a generalized file management system, and the implementation of a utility system for the 1604 which included a JOVIAL Compiler and a Program Test Package.

Joining Planning Research Corporation, Mr. Koory was the Manager of the Washington, D. C. office, responsible for recruiting and administration. Under a PRC contract for the Department of Defense Computer Institute, he lectured in Higher Level Languages and Supervisors, Monitors, and Buffering. Mr. Koory was then promoted to Manager, Computer Applications Department. Projects included: Support Software, JOVIAL and FORTRAN compilers; Commercial Applications, accounting systems, property control, information storage and retrieval (title search automation), computer typesetting; Data Processing Studies, Air Force ADP systems proposal evaluation; and PRC internal Management Information System.

KOORY



IN THE NEWS



ARTHUR J. SELTZER ELECTED NEW YORK BOARD OF TITLE UNDERWRITERS HEAD

At the Annual Meeting of the New York Board of Title Underwriters, Arthur J. Seltzer, Senior Vice President of Metropolitan Title Guaranty Company, was unanimously elected President of the Board for the year 1967-1968. Aime C. Bettex, Executive Vice President of The Title Guarantee Company, was elected Vice President, and T. Richard Kennedy of the firm of Watters, Donovan, Dorsey, Burke & Griffin, Counsel to the Board, was elected Secretary-Treasurer.

The new President, Mr. Seltzer, attended Hunter College, Hofstra College (now Hofstra University) and New York University. During World War II he served in the United States Navy. Mr. Seltzer has been active in the title insurance industry since 1946. He presently is a Director of Metropolitan Title Guaranty Company and is officer in charge of company title operations and branch administration. Mr. Seltzer is a member of the American Land Title Association, the Board of

Governors of the New Jersey Land Title Association, the Brooklyn Real Estate Board, the Peter Minuet Post of the American Legion and is former President of the New York State Land Title Association. He is also active in community and civic activities in Merrick, New York where he resides with his family.

BLATY NAMED MANAGER AT LAWYERS TITLE

Lawyers Title Insurance Corporation announced recently the election of Edward A. Blaty as Manager of its Detroit Branch Office.

Blaty, who joined the company in 1946, had been Assistant Vice President and Manager of the Michigan escrow operations.

A veteran of World War II, Blaty is a graduate of Wayne State University Law School. He is active in many committees of the State Bar of Michigan, Detroit Bar Association, Mortgage Bankers Association and Detroit Real Estate Board. He is a member of Delta Theta Phi Law Fraternity.

In 1966 Blaty served as President of the Wayne State University Law Alumni Association.

SELTZER



TI ANNOUNCES PROMOTIONS

The promotion of David R. Porter as Manager of the Orange County office of Title Insurance and Trust Company has been announced by Allen C. McGurk, Vice President and Southern Division Manager for the firm. Porter succeeds Walter A. Corbin who has been given an extended sick leave.

Immediately prior to the new assignment Porter had served as Manager of the Riverside County office.

Porter has had extensive background in the title insurance business and joined Title Insurance and Trust Company at the Riverside office in April, 1961. In October of that year he was appointed Director of Public Relations for the Riverside County office. In September of 1964 he was named Assistant Manager of the Riverside office, appointed Manager in November, 1965 and concurrently was elected a Vice President of the company.

The promotion of Robert W. Dolan to the position of Manager of Solano County Operations for Title Insurance and Trust Company was announced by Hale

Warn, Sr., Executive Vice President.

Prior to his new assignment he served as Assistant Manager for Marin County.

A native of Chico, California, Mr. Dolan joined the Oakland office during his college years and progressed through searching and examining to serve as an escrow officer. He then was named Manager of the Fremont branch escrow office, where he served for two years before being promoted to supervisor of instructional programming at the Los Angeles home office. While at the home office he was promoted to Senior Analyst, Systems and Research. In 1964 he was named Manager of the branch escrow office in Concord, and in 1965 he was named to the Marin county post.

The promotion of Ralph J. Hill to the position of Manager of the Riverside County Office of Title Insurance and Trust Company was also announced by Mr. McGurk. Immediately prior to his new assignment, Hill, an Assistant Vice President of the company, served as Assistant Ventura County Manager.

A native of Detroit, Michigan,

PORTER



DOLAN



HILL



Hill joined TI at the Los Angeles office as a searcher in 1946. He subsequently served as a title officer and as an advisory title officer, was named manager of title processing for the Orange county office in 1959, and in 1964 was promoted to his post in Ventura county.

BETTEX ELECTED PRESIDENT OF CONNECTICUT BOARD OF TITLE UNDERWRITERS

At the Annual Meeting of the Connecticut Board of Title Underwriters, Aime C. Bettex, First Vice President of The Title Guarantee Company, was unanimously elected President for the year 1967-1968. John A. Albert, Vice President of Inter-County Title Guaranty & Mortgage Company, was elected Vice President, and T. Richard Kennedy was elected Secretary-Treasurer.

The new President, Mr. Bettex, has been active in the title insurance industry for forty-seven years. He is presently serving as President of the New York State Land Title Association, having formerly served as Treasurer and Vice President of the southern section of said Association. Mr. Bettex is active in civic and community affairs and is well known

BETTEX



and highly regarded in the realty and title insurance industry for his insistence on the maintenance of a high code of ethics in the industry. He is a member of the Real Estate Board of New York, The Mortgage Bankers Association of New York, and The Brooklyn Real Estate Board.

PNTI OPENS NEW OFFICE IN CHICAGO

Pioneer National Title Insurance Company, a wholly owned subsidiary of Title Insurance and Trust Company, has announced its formal entry into the Chicago (Cook County) title insurance market.

The announcement was made at a press preview of PNTI's new \$3.5 million title plant, occupying the entire fourth floor of the Brunswick Building in downtown Chicago.

Present at the preview and open-house activities were Ernest J. Loebbecke, Chairman of the Board and Chief Executive Officer of Title Insurance and Trust Company, Los Angeles, PNTI's parent company, and George B. Garber, PNTI President and current President of the 2,400-member American Land Title Association, and Herbert H. Theiss, PNTI Vice President and Illinois Division Manager.

"The opening of this office culminates more than a year and a half of intensive effort by hundreds of people," Loebbecke told newsmen.

"While the creation of a title plant of this size is never an easy task, the difficulty is compounded when the plant must cover the real estate activity of an area that

contains in excess of five million people."

The PNTI title plant houses some 16,000,000 copies of public documents and maps, all organized and indexed in file folders that require more than five miles of shelf space. Also indexed for quick reference when conducting a title search are 1,216,500 feet of micro-filmed records.

In addition to records pertaining to land, the PNTI title plant contains a general index section where files on individuals, firms and corporations are maintained. Millions of coded index cards are kept in a series of huge elevator files, available to the title searcher who must have up-to-date information on the buyer or seller of land.

Loebbecke said PNTI has "a tremendous faith in the future of the Chicago area and the entire section of the country surrounding the Great Lakes.

"Many surveys have shown that there are four or five areas in the United States which will enjoy marked population and economic growth over the next decade or two and this area is one which will be in the forefront."

Loebbecke noted that the nation's real estate industry is faced with many complex challenges that will require imaginative solutions.

"The problems of the proper utilization of land and air space become more complex as our population grows," he said. "Not only do we have the ever-increasing problems of air and water pollution, the decrease in amounts of arable land as urbanization occurs, but also the social implications of the use of land—the need for green spaces, recreation and

esthetic values that must be considered if we are to prevent our cities from becoming concrete jungles."

He called for a "departure from the established concepts to meet the problems that face a growing nation which will be made up of younger families, better educated and with higher incomes.

"The entire construction industry will be challenged to come up with new ideas for both design and types of construction for office buildings, stores, schools, apartments and single-family homes," Loebbecke said. "At the same time, those who furnish the money must ask themselves if these new ideas and concepts withstand the economic tests of efficiency and public acceptance."

Garber, as President of ALTA, stressed the significant changes that have taken place in the title industry in the past 10 years.

"Among these changes," he said, "are the expansion of the title services, the tremendous swing to the use of title insurance and the wider of improved systems which have afforded faster and more accurate information in speeding real estate closings."

Garber also pointed out the intensification of competition in the industry.

"Not too many years ago, only a few companies were interested in operating in the national market," he said. "Now there are at least 10 companies moving in this direction from their own former localized state or regional market-ing areas. This move is stimulated by the fact that so many large companies are interested in the real estate investment and con-

struction fields, and their interests are no longer confined to local or regional markets, but are on a broader national basis.

"Consequently, the title insurance companies, in particular, are following this move in order to provide service to their national customers wherever the transaction may be."

ROSENCRANS RETIRES

The retirement of Dan W. Rosencrans from Title Insurance and Trust Company, Los Angeles, has been announced by Briant H. Wells, Jr., President. Concurrently, it was announced that Rosencrans had been appointed National Education Director for the American Right of Way Association. In this capacity he will be responsible for coordinating the educational and public relations activities of the Association's 9,000 members through 48 chapters in the 50 states.

Rosencrans joined the company in July of 1922 and served in many capacities, gaining full experience as a title specialist. In 1933 he assumed the company-wide customer relations activities and in this new

ROSENCRANS



capacity represented the firm in business and educational conferences and at conferences and conventions of associated industries and professional groups. He soon earned the title of "the best known title man in the United States."

Rosencrans was elected a Vice President of the title company in December, 1944. With the continuing growth of the title firm, Rosencrans was subsequently appointed Assistant Manager of all public relations activities. He was extremely active in representing the firm in local, state and national title and related activities.

SANDS RETIRES FROM GUARANTEE TITLE

George E. Sands, Auditor of The Title Guarantee Company, New York, retired on June 30, 1967. George and his wife, Hazel, are planning to move to Florida where he can indulge with frequency and regularity in his favorite hobby—golfing.

Mr. Sands joined Title Guarantee and Trust Company in 1926, and has had over 41 years experience in the auditing and accounting functions of the Company's banking, trust and title divisions. He was elected Auditor in 1950. Previous to that, he had held the positions of Assistant Auditor and Assistant Comptroller and had been in charge of the Trust Accounting and IBM sections.

McGUIRE CELEBRATES 50TH YEAR

In 1917, a stripling of a school boy applied for a summer job with the title company in New York and on July 1 started to work in

the Plant Department, filing slips in the Plant Blocks. He actually was planning to follow in his dad's footsteps and become a fireman, but this was a temporary job and he could wait.

The lad was John C. McGuire, now an Assistant Secretary of the Title Guarantee Company, New York, and his 50th anniversary was celebrated at a luncheon in the Lawyers Club, during which President Berniker presented him with a gold watch.

Among those present at the luncheon was George C. Wedemeyer who had passed the 50th milestone in October, 1965. They reminisced about the "old days" when a fourteen year old did not need "working papers" to obtain a job.

Mrs. McGuire, the former Mary Goldbach, was also an employee of the company. The present McGuire family consists of a son and daughter and four granddaughters.

For want of a half inch in height, John's application to the Fire Department was never fulfilled. He did not entirely give up his dreams and became an avid fire buff. He is an honorary member of the New York Fire Department and proudly carries his

badge which permits him to cross fire lines and assist firemen and fire victims.

6 BRANCH MANAGERS PROMOTED AT COMMON- WEALTH LAND TITLE

Six branch office Managers have been promoted by the Commonwealth Land Title Insurance Company, Philadelphia, it was announced recently by James G. Schmidt, President.

Promoted to the Title Officer and Manager were:

Edward D. Bean, Media Office, Delaware County; J. Edgar Blair, Hatboro Office, Montgomery County; Clement R. Kowski, Kensington Office, Philadelphia; Thomas R. Milligan, Jr., 6500 Castor Avenue Office, Philadelphia; Alfred F. Schaefer, Germantown Office, Philadelphia; and Robert R. Schroedel, Paoli Office, Chester County, Pa.

Bean joined Commonwealth Land Title in March, 1945. He was on military leave between 1951-53, serving during that time in a counter intelligence unit of the U.S. Army.

Blair is a Commonwealth Land Title veteran, having joined the

BEAN



BLAIR



KOWSKI





MILLIGAN



SCHAEFER



SCHROEDEL

company in 1925. During his working career, he has attended the University of Pennsylvania, Temple and the American Institute of Banking.

Kowski, who manages the Commonwealth Kensington Office, is a graduate of Northeast Catholic High School. He entered the real estate business in 1946, after World War II service, and joined Commonwealth Land Title in 1955.

Milligan, educated at Frankford High School, Drexel Institute and Temple, has been with Commonwealth Land Title since 1947. He served with a U.S. Army infantry unit during the Korean War, 1950-52.

Schaefer became associated with Commonwealth Land Title in 1939. He attended both the Wharton School of the University of Pennsylvania and the American Institute of Banking.

Schroedel, who handles Commonwealth's Media operation, attended Temple and underwent special instruction in real estate law, conducted by the Philadelphia Board of Realtors. He entered real estate before World War II, left for Naval service, and joined Commonwealth in 1955.

CHANGES IN EXECUTIVE STAFF AT CHICAGO TITLE

A number of top executive changes have been announced by Chicago Title and Trust Company.

Paul W. Goodrich becomes Chairman of the Board and President.

John D. Binkley, Senior Vice President of Chicago Title and Trust Company in charge of the National Title Division and President of the company's wholly-owned subsidiary, Chicago Title Insurance Company, becomes Chairman of the Executive Committee of the Board. In addition, he will have responsibility for title risk coordination between the Illinois Title Division and Chicago Title Insurance Company.

Albert Y. Bingham, Senior Financial Vice President, becomes Chairman of the Finance Committee of the Board and will also act as Chairman of the Executive Committee of Halsey, Stuart & Co., Inc., a recently acquired subsidiary of the company. He continues as Chief Financial Officer of Chicago Title and Trust Company and will be responsible for liaison between Halsey, Stuart &

Co., Inc. and Chicago Title and Trust Company.

Alvin W. Long, Senior Vice President, Corporate Planning and Developing Division, becomes Senior Vice President, National Title Division, and President of Chicago Title Insurance Company, succeeding Mr. Binkley.

William Igleheart, Vice President in charge of Investment Research in the Investment Division, becomes Senior Vice President, succeeding Mr. Bingham as head of the division.

Wesley E. Bass, Treasurer and Comptroller, becomes Senior Vice President and head of the Trust Division.

William B. Garrett, Vice President, who has been acting head of the Trust Division since February 3rd, will continue as a member of the senior staff and work on special projects, reporting to the president.

Frank J. Ruck, Assistant Vice President in the Corporate Planning and Development Division, becomes Treasurer and Comptroller, succeeding Mr. Bass.

Edward H. Grskovich, Assistant Vice President in the Management Systems Department, becomes Vice President in charge of Systems Planning and Development.

Raymond H. Brinkman, Assistant Secretary in the Management Systems Department, becomes Assistant Vice President and Manager of Systems Development.

Charles E. Greenwood of the Systems Development Staff becomes Assistant Secretary and Manager of Data Processing.

AMERICAN TITLE AFFILIATES WITH CONTINENTAL INSURANCE

American Title Insurance Company, Miami, Florida, which started with only \$100,000 of paid-in capital in 1936, has become affiliated with one of the world's largest insurance organizations—The Continental Insurance Company.

Board Chairman J. Victor Herd of The Continental Insurance Company said headquarters of American Title will remain in Miami, and that top executives will continue to direct the nationwide operations from the present home office in Miami.

Joseph Weintraub, who founded American Title, will continue as Chairman of the Board, and Jay R. Schwartz, who participated in the founding, will continue as President of American Title.

The acquisition by Continental Insurance included all of the subsidiaries of American Title. The major subsidiaries, which also have become members of the Continental family, are the Columbia Real Estate Title Insurance Company of Washington, D.C., The Title Insurance Corporation of Pennsylvania,

SCHWARTZ



and the Texas Title Guaranty Company, Inc., Houston.

American Title also has branch offices in Jacksonville, Atlanta, Detroit, Phoenix, Milwaukee and Racine, plus its very extensive Guaranteed Title Division serving Greater New York and parts of New Jersey and Connecticut.

Schwartz has informed American Title's nationwide network of issuing agents that their representation of the Company will continue without change.

BRIANT WELLS RETIRES

Mr. Briant H. Wells, Jr., President of Title Insurance and Trust Company, Los Angeles, having reached the company's mandatory retirement age, retired on July 31st.

During the thirty-six years Wells has been with the company, he has served in many capacities, including that of Assistant Trust Officer, Assistant Secretary, Vice President, First Vice President, Senior Vice President, Executive Vice President, Secretary and Treasurer. He was elected President in 1963. Wells became a member of the Board of Directors in 1948 and will continue to serve as a Director of the company.

A graduate of the United States Military Academy, West Point, Wells served for many years in the California National Guard and in the U.S. Army Reserve Corps. On leave from the company during World War II, he was a Colonel in the European, North African and Italian campaigns. He is a past President of the California Land Title Association and has been ac-



WELLS

tive on the board and as an officer of the American Land Title Association. Wells has been active in civic and community affairs, serving with the Downtown Businessmen's Association, Los Angeles Rotary, the Community Chest, American Legion, member of the Planning Commission of San Marino, and numerous other charitable and educational committees and organizations. He is on the Board of Trustees of the California College of Medicine, a part of the University of California system.

The Board of Directors announced that Ernest J. Loebbecke, Chairman of the Board and Chief Executive Officer, would also serve as President of the company for a period of time. The company is involved in extensive studies and long-range planning involving possible corporate reorganization in connection with its expansion in the national title insurance field and also in connection with the company's long-term growth plans. It is anticipated that this planning will take definitive form some time during the next several months and will require changes in the company's current organization structure at that time. This planning,

as well as the day-to-day operations of the company, is in the hands of five senior officers who report to Mr. Loebbecke. They are Mr. Hale Warn, Senior Executive Vice President in charge of Title Operations; Mr. George B. Garber, Executive Vice President, National Operations; Mr. William H. Deatley, Executive Vice President, Administration and Finance; Mr. Richard H. Howlett, Executive Vice President, Secretary and General Counsel; and Mr. James D. Macneil, Executive Vice President and Senior Trust Officer.

FOUR OFFICERS ADVANCE AT COMMONWEALTH

James G. Schmidt, President of Commonwealth Land Title Insurance Company, Philadelphia, Pennsylvania, has announced the promotion of four officers in the National Title Division: Woodrow J. Dandrea, Charles A. Oesterle, Jr., and Eugene W. Smith to Assistant Vice President; and Daniel J. Herron to Title Officer.

Woodrow J. Dandrea, Assistant Vice President, joined the Company in May, 1946, following his release from military service. He attended Carnegie Institute of Technology and Virginia Polytechnic Institute, and devoted most of his twenty-one

years in the title insurance industry to title searching and examinations. Mr. Dandrea is responsible for company activities in the states of West Virginia, Ohio, Michigan, and Wisconsin.

Charles A. Oesterle, Jr., Assistant Vice President, is presently engaged in National Title work as a specialist in title examination and special projects. He has been in the title business with the company for more than twenty-eight years, and has broad experience in title plant operations, title searching and branch office management.

Eugene W. Smith, Assistant Vice President, presently accountable for agency operations in Pennsylvania, Delaware, North and South Carolina, transferred into the National Title Division on January 6, 1964. Mr. Smith began his employment with the company in December, 1940 and, prior to his National Division assignment, worked extensively in the Philadelphia five county area as a title search specialist.

Daniel J. Herron, Title Officer, majored in Real Estate and Business Law at St. Joseph's College and joined the company in July, 1953. Having transferred into the National Title Division in October, 1965, he now oversees the company's activities in the states of Connecticut and Massachusetts.

DANDREA



OESTERLE



SMITH



HERRON



FEDERAL TAX LIEN LAW PROVOKES BUILDER



**By Earl J. Sachs, Vice President,
Title Insurance and Trust Company,
Los Angeles, California**

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Last week a builder complained bitterly about a problem he had encountered as the result of a federal tax lien law which became effective December 1, 1966.

When faced with a slow selling market during 1966, our builder decided to sell one of the houses in his development for a low down payment, and took back a second which recorded in June of 1966, and was insured by our company as being a valid second deed of trust. As of November 1, 1966, the buyer became delinquent for the second month on both the first and second deeds of trust, and the builder, in order to protect his equity, ordered the trustee to file a notice of default which recorded November 4, 1966. On February 27, 1967, the property in question was sold by the trustee to our builder for the amount due under his second deed of trust.

At the present time, he has a sale of property, and we show in our Title Policy the following exception:

"Any right of the United States to redeem said land within 120 days from the date of the non-judicial sale held on February 27, 1967, as provided for by the Federal Tax Lien Act of 1966 (Public Law 89-719)."

Of course, both the buyer and the new lender objected to this exception, and our builder could not understand why such an exception should be shown, we insured his second as being valid and not subject to any tax liens.

It was further disclosed that the tax lien against his first buyer was not recorded until July of 1966, and, therefore, should have been inferior to the second deed of trust we insured.

We had to inform our builder that even though the federal tax lien was inferior to his deed of trust and the notice required to be given to the District Director of Internal Revenue under the provisions of the Federal Tax Lien Act of 1966, was timely given, the United States under the provisions of such Act did have 120 days from the date of sale in which

to redeem the property.

By reason of the provisions of the Federal Tax Lien Act, our builder cannot close his resale until June 28, 1967. He does have an alternative, however, as the Act provides that as an alternative to the notice, the United States may consent to the sale, and our builder is now trying to secure approval of the District Director to the sale.



MEETING TIMETABLE



September 10-11-12, 1967

Missouri Land Title Association
Plaza Inn, Kansas City

September 14-15-16, 1967

North Dakota Land Title Association
Westward Ho Motel, Grand Forks

September 15-16, 1967

Louisiana Land Title Association
Royal Orleans, New Orleans

September 23, 1967

Kansas Land Title Association
Denver Hilton, Denver, Colorado

September 23, 1967

Utah Land Title Association
Denver Hilton, Denver, Colorado

September 23, 1967

Wyoming Land Title Association
Denver Hilton, Denver, Colorado

September 24-25-26-27, 1967

ALTA Annual Convention
Denver Hilton Hotel, Denver, Colorado

October 12-13-14, 1967

Wisconsin Title Association
The Pioneer Hotel, Oshkosh

October 22-23-24, 1967

Indiana Land Title Association
Stouffer's Inn, Indianapolis

October 26-27, 1967

Dixie Land Title Association
Jackson, Mississippi

October 26-27-28, 1967

Nebraska Title Association

November 2-3-4, 1967

Florida Land Title Association
Americano Beach Lodge, Daytona Beach

November 3-4, 1967

Arizona Land Title Association
Pioneer Hotel, Tucson

American Land Title Association

