

TITLE NEWS

DO NOT REMOVE

THE OFFICIAL PUBLICATION OF THE
AMERICAN LAND TITLE ASSOCIATION

"OUR 62nd YEAR"



FEBRUARY, 1969



PRESIDENT'S MESSAGE

FEBRUARY, 1969

As I begin to compose the "President's Message" for this month's issue of *Title News*, I am reminded that the first "President's Message," then called the "President's Postscript," appeared just 10 years ago. Dated January, 1959, it was written by the illustrious then-President, Ernest Loebbecke. It is more than a bit nostalgic to read his first message, for in it he welcomed the then new Director of Public Relations, Jim Robinson.

Now we have a new Director of Public Relations, Gary L. Garrity, and Jim Robinson has left the Association to become Assistant to the President of a member company.

As I reminisce, I am greatly surprised at the changes in the activities of our Association in such a short time, that is, since January, 1959. Prior to that time, we seemed to be a passive organization which avoided controversy. Today we are an Association that is not afraid of controversy. In fact we seem to assume a position of meeting incipient controversy before it becomes controversial in fact. I think, often, that many of our present day problems stem from that old practice of avoiding controversy.

One of the evidences of change is the necessary proliferation of committees, each of which is hard at work, preparing reports to be submitted at the Mid-Winter Conference. The Mid-Winter meetings have, in themselves, changed from a junior social type of convention, to an extremely intensive hard-working committee report type of affair.

At the coming 1969 Mid-Winter meeting, the Standard Forms Committee will, no doubt, make a final report on, and ask for approval of, the "Single Purpose Policy Form." The Committee on Constitution and By-Laws will submit basic changes in our Constitution and By-Laws which hopefully will be submitted to the members at the next Annual Convention. A Special Committee on Navigation Servitude will make a final report on the proposed Federal legislation. These are just a few of the important things which will happen at Chicago. Please try to attend.

Sincerely,

Gordon M. Burlingame

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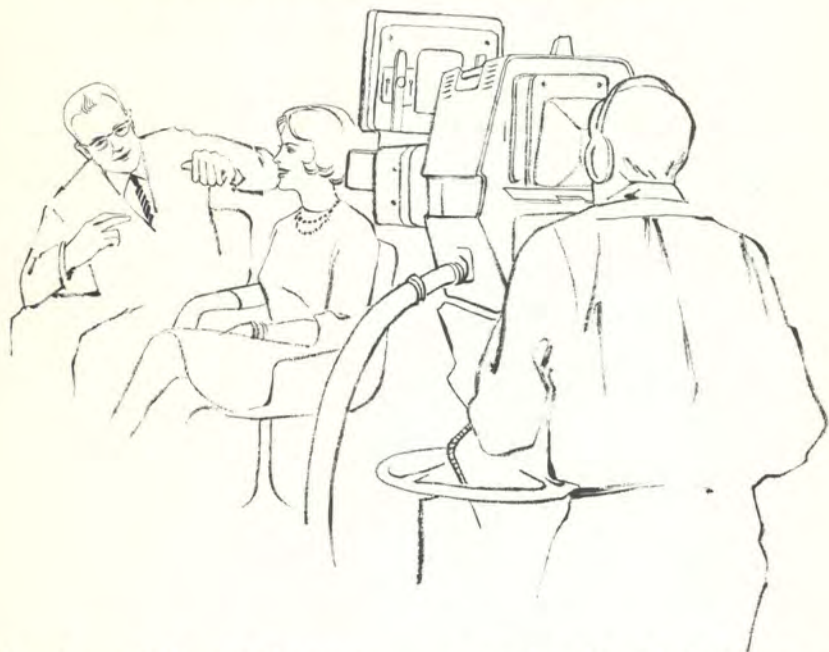
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VOLUME 48 On The Cover: An aerial view of Chicago—host city for the
NUMBER 2 1969 Mid-Winter Conference. Early registration is suggested
for this important meeting. For further information see Page 13.

1969

GARY L. GARRITY, *Editor*
DONAILEEN C. WINTER, *Assistant Editor*

PUBLIC RELATIONS: A LOCAL ASSET



Initiating public relations activity at the local level will strengthen nationwide communications efforts on behalf of land title industry objectives — and promote your product and company.

It is December 13, 1968. A group of dedicated titlemen meets to chart a 1969 Public Relations Program for ALTA. In their jobs with abstracting and title insurance companies, members of the group frequently are

exposed to the latest developments in professional communications. They are well qualified for the task before them today, as members of ALTA's Public Relations Committee.

The meeting lasts until late afternoon. There is talk of public relations programming, of advertising, of publicity, of special projects. Several times during the discussion, committee members voice an observation important to every ALTA member:

Public relations work for land title industry objectives will be greatly strengthened if individual members support national public relations activity with public relations work at the local and state levels.

What can a member of ALTA do in local public relations? Opportunities are limited only by the imagination. Give speeches. Convey a favorable impression of your company through local advertising. Publicize your land title activities and views in local newspapers and other publications. Obtain a copy of ALTA's film, "A Place Under the Sun," and book regular showings before clubs and other organizations. Hold an open house. Organize a direct mail campaign. Arrange to be interviewed on radio and television. These are just a few possibilities.

If you need public relations assistance, write ALTA at 1725 Eye Street, N. W., Washington, D. C. 20006. Above all, plan to work at promoting your company and your product—then do it.

Each year, many of ALTA's busy members take time from other duties to become active in community programs. As this type of local activity increases, so does overall public awareness of abstracting and title insurance.

Recently, James G. Schmidt, president of Commonwealth Land Insurance Company, Philadelphia, discussed title insurance in an interview on a local television program. An edited version of the interview is presented here as an example of what can be done locally in public relations. Activity of this kind is recommended for all ALTA members by the Public Relations Committee.

The interview:

INTERVIEWER: Philadelphia is reputed to be the birthplace of title insurance. We have with us a man who is quite erudite in this field. He is James G. Schmidt, of

the Commonwealth Land Title Insurance Company, who is also a member of the Philadelphia, the Pennsylvania, and the American Bar Associations. He is a foremost authority on real estate law and practice. Mr. Schmidt, we're delighted to have you with us. Title insurance is a subject very close to everyone's heart because we all are homeowners or potential homeowners and title insurance does refer to homes—

MR. SCHMIDT: That is right, protection of your home ownership and property.

INTERVIEWER: Tell me about the start of title insurance. Is Philadelphia really the birthplace of it all?

MR. SCHMIDT: Philadelphia is really the place where it started. About a hundred years ago, there was a practice quite different from what we have at present. At that time people called conveyancers made searches of the public records and then submitted their material to an attorney for an opinion. In a case which arose, one of the conveyancers questioned the effect of a recorded judgment as a lien upon the property, and referred it to the attorney. The attorney was of the opinion that it did not affect the title to the property. As a result, the purchaser bought the property subject to this outstanding judgment. Later it turned out that the attorney was wrong and that the judgment did affect the property. As a result, the purchaser sued the conveyancer who made the search.

INTERVIEWER: I would have sued the attorney.

MR. SCHMIDT: The suit would have brought in both the

attorney and the conveyancer as well. It went to the Supreme Court of Pennsylvania, and the decision was interesting in many respects. First of all, it held that the attorney and the conveyancer were not liable because it was an honest mistake of opinion. They were not negligent in making the search. The decision said that the liability of the attorney and the conveyancer was similar to that of a doctor. In other words, liable for negligence but not liable for just a mistake of opinion. In fact, Justice Sharswood stated: "God forbid, that an attorney or even a judge should know all of the law."

INTERVIEWER: That's true.

MR. SCHMIDT: Therefore, not only is it an outstanding case in the history of title insurance, but it has been cited many times as far as attorney's liability is concerned. In 1876, a group of attorneys got together in Philadelphia and formed the first title insurance company, so that a buyer or investor in real estate could obtain the benefits of a title search with a policy of title insurance added to provide the protection of corporate indemnity in support of the report on the title.

This policy of protection includes coverage against a mistaken opinion, and for other items such as fraud and forgery as well as other causes of defects in a title.

INTERVIEWER: How, basically, does title insurance work?

MR. SCHMIDT: Under title insurance, a company will make a search of a title. We do it in various ways. In some areas, it is done by the tedious method of going back through the chain of titles, abstracting each deed, wills,

foreclosure proceedings, bankruptcy proceedings, and all other items which might be in the title. Ultimately, a brief of title is prepared which is a complete history of the ownership of a particular piece of land. In the normal course of affairs we prepare the brief of title, and then we search the various owners in the chain of title during the time of their ownership, for the liens which might affect them, such as mortgages, judgments and the other items which I mentioned earlier.

INTERVIEWER: How far back must you go in your search?

MR. SCHMIDT: In some areas a 60-year search is ample. In a metropolitan area such as Philadelphia, frequently we have to search back to the time of William Penn, because here we could have building restrictions created a hundred years ago which could still affect the title.

INTERVIEWER: Several times on this program I have shown old deeds. One of our brokers brought in a deed—believe it or not—from 1500—something in Wales. I think payment was one penny a year for rental of the land, and it was deeded to a member of the royal family. Could that agreement still have any effect?

MR. SCHMIDT: No. Actually, in Pennsylvania at least, we have an act which was passed in 1778 which had the effect of extinguishing all of these types of payments which they called "quit rents" in those days. In other words, under the old feudal system in England the properties were held by the king and, through his barons and finally those lower down in the line, each would make some nominal payment as an acknowledgment of a

higher authority. Of course, during the American Revolution it was against our principles and these beliefs and practices were destroyed. We do have ground rents, but we no longer have one penny rents.

INTERVIEWER: Do all people who buy homes or buy properties buy title insurance? Are they knowledgeable about it?

MR. SCHMIDT: It depends on the area. We said that title insurance started in Philadelphia. It has spread throughout the country and it's very, very popular in California and out through the West. Most all of the large lending companies insist upon title insurance when it is available.

INTERVIEWER: I was looking over some of your brochures from Commonwealth, and there is one called *The Seven Deadly Sins* which intrigues me. Can you let us know more about the "seven deadly sins" where title to one's property is concerned?

MR. SCHMIDT: Actually there are more than seven, but most of offenses are the result of fraud. This is mainly because a fraudulent action cannot be easily discovered in the chain of title. I would say that the most frequent situation that we have to consider is the lack of signature of the spouse. We will have a settlement, or closing and the seller will claim that he is unmarried when actually he is married. In some cases he will bring the wrong blonde to the closing and the result is that we have the signature of someone who is not truly the wife of the man. We did have one quite disastrous situation. There was a man we'll call Brown who was separated from his first wife, and unfortunately they did

not get a divorce. Then he married a second time, with a marriage license and benefit of clergy. After his second marriage he became a builder of custom homes. He would acquire a lot in his own name and after the house was built he would sell the house with the joinder of his second wife. He did this in about one hundred cases—with houses of the \$20,000-\$30,000 range.

INTERVIEWER: He was a fool!

MR. SCHMIDT: I don't know about his being a fool. Those who purchased were the ones who really had the trouble. Under Pennsylvania law, as long as a husband is alive the wife cannot make a claim to any interest in real property which he conveys without her joinder; but after his death a wife has the same interest in any real property which her husband has conveyed without her joinder as she has in property which he owns at death. After this man's death his first wife claimed a one-third interest in every one of the approximately one hundred properties which had been sold. You can see the advantage of title insurance in a case of this kind.

INTERVIEWER: When you purchase title insurance, do you pay one premium only or do you pay renewal premiums each year?

MR. SCHMIDT: One premium is paid at the time of the purchase of the property or the creation of the mortgage, and that one premium will protect the owner as long as he or she has any interest in the property. It could be for 50 years, or longer.

INTERVIEWER: In the case of the builder which you described, what was the responsibility of Com-

monwealth Land Title Insurance to its policyholders?

MR. SCHMIDT: The first responsibility of a title company is to defend the action of a title claim. If the claim is proved valid, the company is liable for the protection of the home buyer to the amount of his policy.

INTERVIEWER: The amount of the policy is predicated upon what?

MR. SCHMIDT: Usually the purchase price. As I said earlier, mortgagees for large investing companies do require title insurance. Let's assume you were purchasing a property for \$30,000 with a \$16,000 mortgage. The mortgagee would require a policy in the amount of \$16,000. It is equally important for the home buyer to acquire owner's title insurance so that his investment—in this case the remaining \$14,000—is protected also. In fact in some states—Pennsylvania, New Jersey, Maryland and Tennessee—laws have been passed which provide that at a settlement the purchaser be advised that the insurance for the mortgagee does not fully protect him, and he is required to acknowledge in writing that he has been so advised.

INTERVIEWER: If the home buyer acquires a deed, why does he need title insurance to protect his ownership?

MR. SCHMIDT: The mere holding of a deed does not show clear title. A search must be made in order to prove that the previous owners had the right to execute the deed and transfer ownership, and furthermore that the title is free from all encumbrances such as un-

satisfied liens for debts paid long ago.

INTERVIEWER: Do you find people reluctant to invest in title insurance?

MR. SCHMIDT: No. Actually, in many areas, it's so common that the average person takes it automatically. There is one unfortunate situation, however. Some people think a good portion of the fees paid at title closing are for title insurance only, when in reality the insurance constitutes only a small part of the closing costs. Most of the other expenses are for appraisals, mortgage financing and the drawing of legal papers.

INTERVIEWER: Does Commonwealth Land Title insure commercial property as well as residential?

MR. SCHMIDT: Yes, we have many matters in the multi-million-dollar field. As a matter of fact, just recently we were involved in a \$63 million transaction. We also insure titles for city, state and federal governments.

INTERVIEWER: Is Commonwealth Land Title a national operation?

MR. SCHMIDT: Yes. At the present time we can provide title insurance in forty states as well as the District of Columbia and Puerto Rico, through the parent company and its subsidiaries.

INTERVIEWER: In conclusion, then, Mr. Schmidt advises anyone buying or building a home to protect his investment with title insurance. Our guest has been James G. Schmidt, who is president of Commonwealth Land Title Insurance Company. Thank you, Mr. Schmidt.

IT'S TIME AGAIN FOR A NEW 'HOOVER' COMMISSION

By Winton M. Blount

Editor's Note: This article was written before the author was named Postmaster General. He was serving as president of the Chamber of Commerce of the United States at the time it was released.

* * *

We of the business community know the importance of sound management. Thus, we are amazed at the cases of mismanagement which abound in many agencies of the Federal Government.

It's so bad, for instance, that no one in Washington really knows how many federal programs there are. It's truly a time to insist again that sound business principles be applied to government operations.

We're all painfully aware that we are paying dearly for these government programs through higher taxes and deficit spending. What we don't know is how many of them are really necessary, how many overlap, and where costs can be cut with improved management.

We need to find out, and the best way is to set up another

Hoover-type commission. Two previous commissions demonstrated their effectiveness by tightening the reins of government, only to have them loosened by the subsequent massive expansion of the federal bureaucracy.

Since 1961, more than 125 new federal programs have been started. Federal spending has more than doubled. National Defense accounts for only \$34 billion of the \$94 billion increase, and new programs account for most of the balance.

The start made toward establishing another "Hoover Commission" in the waning days of the 90th Congress must be kept alive in the new Congress. There is much we can do to help.

We can begin by familiarizing ourselves with and judging the merits of the several bills offered in the present Congress for government reform. They are non-partisan, supported on both sides of the aisle, and they vary in their approaches. But all approaches are constructive and worthy of our serious consideration and effective support.

A bill by Rep. William V.

Roth (D-Ark.) would establish a commission to study the impact of federal programs on the inter-relationships of federal, state and local governments. The commission would look beyond agency and program structures. It would recommend how government resources would be better marshaled to accomplish needed tasks and make decentralized government stronger and more effective.

Rep. Roth's proposed commission would consist of 10 members—six from the private sector and two each from the House and Senate on a bipartisan basis.

Rep. Wilbur D. Mills (D-Ark.) would set up a Government Program Evaluation Commission of 12 members—all from private life. He believes the problem of expenditure control requires more than a study of government efficiency.

The House Ways and Means Committee chairman's bill would thus concentrate on the effectiveness of government programs in terms of costs, and then relative priorities as claimants of taxpayers' dollars.

A third approach is reflected in a Senate bill, cosponsored by Sen. Abraham A. Ribicoff (D-Conn.) and Sen. James B. Pearson (R-Kan.), which was approved by the Senate but failed to get House action.

This proposal would set up a bipartisan Commission on Reorganization and Management of eight members—two from private life, two from the Executive Branch, and two each from the Senate and House. It would make a two-year study of the Executive Branch and recommend ways to modern-

ize and improve its operations. It would be most concerned with waste and duplication of federal agencies.

These are constructive moves in the right direction—toward a streamlined government. They have had considerable support from the private sector. We must not let our enthusiasm wane.

Let me repeat: This is a non-partisan issue; it is difficult to find a congressman who doesn't feel that our government structure can be improved. But we must let Congress know how strongly we feel about improving the management and reducing the cost of the sprawling government system. As businessmen, we must take the lead in getting the message across.

Talk or write to your congressman and senators. Let them know how you feel. Talk it up in your community. Solicit the interest of the news media, particularly the managers and owners, for they are businessmen, too. Keep the talk alive.

Creation of a study commission should have high priority in the new Congress. Excessive federal spending and the inflation and other problems that stem from it must be attacked without further delay.

Another Hoover-type commission is needed not only to help reduce that spending, but also to make government more manageable and more efficient.

When this is done, our federal programs will be more productive at lower cost and thus better serve the needs of the country and the people.

TITLE VIII—AND 'GINNIE MAE'

By Philip L. Greenawalt *

Mr. Greenawalt states that Title VIII of the new Housing Bill holds "the deepest significance to the mortgage market . . ." He believes that the provisions granting the new Government National Mortgage Association (Ginnie Mae) the authority to guarantee securities backed by FHA and VA mortgages provides the mortgage banker with "the effective vehicle for penetrating that sector of the investor market which has historically concentrated on bond investments and has carefully avoided the mortgage market."

Reprinted with Permission of The Mortgage Banker

W ithin a relatively few years, mortgage bankers will be doing business on a basis quite different from their present operations. That is the promise of the Housing and Urban Development Act of 1968. That promise is most evident in two sections of Title VIII of this year's omnibus housing bill—sections of the deepest significance to the mortgage banker, particularly.

Sec. 802 provides for the partition of today's FNMA into two separate and distinct corporations. One, a government-sponsored privately owned corporation, will retain the functions of the present Secondary Market Operations and the name of the present corporation. The second, a government corporation, will retain the functions of the present Special Assistance and Management and Liqui-

dation functions and be named the Government National Mortgage Association, already dubbed *Ginnie Mae*.

Coming on the heels of the extremely successful Free Market System, this proposal for private ownership of FNMA offers great opportunity to the mortgage banker and, similarly, creates for him an area of responsibility. Both opportunity and responsibility should be eagerly grasped by the mortgage banking fraternity. In this legislation, the mortgage banker is being given the significant chance to participate directly in the affairs of FNMA, and to play an active role in the establishment and implementation of FNMA policies and operations.

Sec. 804 authorizes Ginnie Mae to guarantee principal and interest payments on securities backed by FHA and VA mort-

* *President, The Kissell Company, Springfield, Ohio*

gages and issued by Fannie Mae, or by any other issuer approved by Ginnie Mae—including mortgage bankers. Without diminishing the importance of a privately-owned FNMA in any way, I would venture the view that the long-range effects of this section of Title VIII will attain even greater significance over the years.

Here, in a relatively few paragraphs, the mortgage banker is granted the effective vehicle for penetrating that sector of the investor market which has historically concentrated on bond investments and has carefully avoided the mortgage market. Under the terms of this section, approved mortgage bankers will be able to offer debt instruments collateralized by FHA and/or VA mortgage loans, fully guaranteed as to principal and interest by the newly-created Government National Mortgage Association, and, in fact, backed up by the full faith and credit of the United States Government.

In addition to opening up an entirely new segment of the investor market, those investors who have historically found FHA and VA mortgages a most desirable outlet for funds, as well as an effective method of reinvesting future cash flows, will find the government-backed securities collateralized by FHA and VA mortgages a superior technique for investing in mortgages.

Privately placed, government-backed securities of, if you will, collateralized or certified notes, with reductions in the principal balances of the supporting mortgages passed through to the security, will:

1. Eliminate the need for investor credit analysis and property underwriting on the individual loan.

2. End the practice of document examination of the individual mortgages.

3. Effectively reduce, if not wholly eliminate, record keeping and accounting costs presently involved in the purchase of blocks of FHA and/or VA mortgages.

The operational economies, coupled with government guaranty of the obligation and accompanied by sinking fund provisions in the form of amortization on the individual collateral mortgages, should make the proposed government-guaranteed security a particularly attractive investment for those institutions historically active in the mortgage market.

This same security will be attractive to institutional investors who have concentrated on the bond market to the exclusion of the mortgage market. But, that is not the end of the story. The Ginnie Mae guaranty opens the door to a wide range of institutional investors by making it possible to issue a security with a fixed rate, term, and guaranty—a security that can compete with any other security in the open market; a security that will be traded in the open market like any corporate or government bond.

A particularly attractive feature of the new government-backed security will be its dual liquidity—the first provided by the par liquidity found in the amortization of the individual mortgages collateralizing the debt instrument and secondly, in the establishment of an anticipated trading

market for this type of security as its place in the capital markets becomes generally recognized.

Realizing the full potential of Title VIII, it appears inevitable that the introduction of a mortgage-backed security into the capital markets will signal a closer relationship between the mortgage banker and the investment banker to the ultimate benefit of both. Once established through the common interest in merchandising these government-guaranteed obligations, this relationship, I am convinced, will flourish through the discovery of the many other areas in which both sides can benefit from the services and investment opportunities provided.

Thus, Title VIII grants the mortgage banker a singular opportunity to move significantly ahead toward recognition by the financial community of the important part he has played and will continue to play in the nation's capital markets. The mortgage banker should enthusiastically accept the responsibilities of participation in FNMA ownership and in implementing the objectives established for FNMA.

The mortgage banker should recognize the unusual importance of the opportunity granted to him to issue government-guaranteed securities collateralized by FHA and VA mortgages and should be preparing diligently and imaginatively to maximize effective usage of this bold new investment security. Title VIII is unquestionably a most significant piece of housing legislation and a most important step forward in the brief but action-packed history of mortgage banking.

BURTON—ST. PAUL MERGER SLATED

Stockholders of Burton Abstract and Title Guaranty, Detroit, Michigan, have voted to accept an offer to merge their organization with The St. Paul (Minnesota) Companies, Inc.

Merger terms include exchanging $1\frac{1}{2}$ shares of The St. Paul Companies' stock for each of the approximately 200,000 shares of outstanding Burton Abstract stock.

Plans are for Burton Abstract to operate as a subsidiary of The St. Paul Companies. The Detroit company is to continue under its present name and management. Burton Abstract provides title, abstract, and escrow services through 19 offices in Michigan. In 1967, Burton Abstract listed \$5.7 million in premium and services charge income.

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INDIANA CITIZENS INFORMED

By

John J.

Dillon



Editor's Note: This article was adapted from a public service news release prepared by John J. Dillon last October, when he was attorney general of Indiana. Besides this release on title insurance, Mr. Dillon also wrote a companion story entitled, "Buying A Home?", in which he discussed title-related home buying hazards.

* * *

A purchaser must protect himself from buying property with a defective title. Some of the common defects are: title not in the seller, zoning requirements and unpaid taxes and judgments. One method of securing such protection is obtaining an abstract (a history of the property) and having it examined by an attorney. The purchase of title insurance is another method of protection from defects in title. Its use is currently increasing.

Title insurance is a one premium policy issued by a title insurance company. It guarantees a purchaser that the title to the property he wants to buy is free and clear of any defects except those listed in the policy.

The preliminary policy, or binder, should be examined by the purchaser's attorney. If the attorney advises his client that there are no defects shown in the title, the transaction may be concluded. If the purchaser's attorney finds that there are no defects shown, the attorney can take the necessary steps to obtain a title policy which insures the buyer against the defects, or can eliminate, or cure, the defects. When a purchaser obtains a title policy with no defects listed, and completes the purchase, he not only has good title to the property, but also he has the guarantee of the title insurance company that if any unknown or hidden defect in title should arise, the company will stand behind the title.

Normally, title is insured in the amount of the market value of the property, which will be paid to the purchaser if some hidden defect causes him to lose the property. The title insurance company is required to take the necessary steps to put the title in the purchaser's name, even if an outstanding interest in the property must be purchased by the company.

I am among the many lawyers who now believe that title insurance is a better method of protecting real estate purchasers than abstract examination. Abstracts are costly and cumbersome, and must be continued with each new transaction. The single premium charged by the title insurance company is low, and the policy can be transferred to the next purchaser for a small charge. The homeowners have insurance protection against the great loss which a serious defect in title can cause them.

MID-WINTER CONFERENCE NEARS



Landmark by Picasso

As this issue of *Title News* went to press, final planning was under way for a highly significant 1969 ALTA Mid-Winter Conference. This year's Conference will be held March 5 through 7 at the Drake Hotel, Chicago.

Arrangements are being completed for an important conference lineup of talks and reports. The ALTA Standard Forms Committee is expected to have a new Single Form Policy ready to present for adoption. This policy will have considerable impact on the land title industry.

A reception and cocktail party in the Drake's Gold Coast Room will begin the Conference at 6:30 p.m. on Wednesday, March 5. General Sessions will be held Thursday and Friday morning. Meetings of the Abstracters and Title Insurance Agents Section and the Title Insurance and Underwriters

Section are scheduled for Thursday afternoon.

Registration forms and information have been mailed to members from ALTA's Washington, D. C., office.

The conference offers title men and women an excellent opportunity to obtain up-to-date knowledge of important developments in the industry. Significant decisions will be made, views will be expressed, and there will be ample opportunities to visit. Early registration is suggested.



The Wrigley Building and Chicago
Tribune Tower



State Association

CORNER

CAROLINAS TITLE MEN ELECT NEW OFFICERS

The second Annual Convention of the Carolinas Land Title Association was held at Whispering Pines Motor Lodge, Southern Pines, North Carolina, on November 7 and 8. David S. Millichamp, Lawyers Abstract Company, Columbia, South Carolina, presided.

W. Dunlop White, Jr., vice president, Lawyers Title of North Carolina, Inc., reviewed suggestions for revision of certain North Carolina statutes relating to real property. G. Dudley Humphrey, a member of the Winston-Salem Bar, spoke on mechanics' lien law. Julius Dees, Jr., of the Greensboro Bar; Louis Allen, Jr., of the Burlington Bar; and Robert E. Perry, Jr., of the Charlotte Bar served on a panel discussing, "Planning a Subdivision." Murray Greason, Jr., of the Winston-Salem Bar, spoke on Federal Income Tax Changes Relating to Real Property.

The program for the second day included a discussion of condo-

miniums by Boyce Outen of Lawyers Title Insurance Corporation. Sidney Lancaster of the Raleigh Bar commented on recent decisions relating to closing of streets. A panel discussion on shopping center leases was the final presentation with Archie Walker, North Carolina Title Company; Ed Brandon, North Hills, Inc.; William Barnett, Rose's Inc., and Richard L. Krewson of Wachovia Bank, participating.

New officers elected were president, Archie Walker, North Carolina Title Company; vice president, Jack Donnell, Pilot Title Insurance Company; secretary-treasurer, Herbert L. Toms, Jr., First Title Insurance Company, and executive committee: W. Dunlop White, Jr., Lawyers Title of North Carolina, Inc.; David S. Mellichamp, Lawyers Abstract Company; Robert E. Perry, Jr., Charlotte; Julius Dees, Jr., Greensboro; Louis Allen, Jr., Burlington.

MISSOURI REPORTS



Top: Alvin R. Robin, center, 1967-68 ALTA President, pauses during a talk with Duard M. Boone, left, and Charles E. Hansen, respective President and immediate Past President of Missouri Land Title Association. Bottom: Missouri title men and women found friendly conversation among the favorite activities at the 1968 MLTA Annual Convention in September.

Duard M. Boone, vice president, Kansas City Title Division of Chicago Title Insurance Company, was elected president of the Missouri Land Title Association at the organization's sixty-first Annual Convention in September at Clayton, Missouri. Borden D. Stoll, vice president, Clinton County Abstract Company, Plattsburg, was elected association vice president.

Alvin R. Robin, president of Guaranty Title Company, Tampa, Florida, and 1967-68 president of ALTA was a special guest and presented a "Report from ALTA."

An intriguing presentation on

"The Fairer Sex in the Title Industry" was a highlight on the convention program. Panel members included Zettie Hubbard, Mabel Kisling, Elizabeth Linker and Evelyn Ragain Smith. The discussion proved to be both informative and quite humorous.

Saturday night socializing included a cocktail party and banquet. Members enjoyed the Harry Gosling Orchestra, featuring a lovely vocalist, as post-banquet entertainment.

Charles Hansen, MLTA past president, was honored at a breakfast Sunday morning.

DIXIE CONVENTION HIGHLIGHTS

Rowan H. Taylor, second from right, Dixie Land Title Association immediate Past President, congratulates new Association President Harold G. Goubil at the organization's Annual Convention October 24-25 at Birmingham, Alabama. Others, from left, are Joseph W. Duke, Finance Committee Chairman; George K. Williams, Secretary-Treasurer; and William Murdock, Vice President.



It's easy to beautify a bus—when the passengers are title women from Dixie Land Title Association. Here the group poses for the camera before a tour of Birmingham that preceded a ladies luncheon.

FLORIDA CONVENTION HIGHLIGHTS



Percy I. Hopkins, right, 1967 recipient of the Raymond O. Denham Memorial Award, congratulates the 1968 recipient—Alvin R. Robin, 1967-68 ALTA President.



Current ALTA President Gordon M. Burlingame addresses the Florida Land Title Association at its Annual Convention at Hollywood, Florida, October 24-26.

FOUR TOP SPEAKERS HEAD WISCONSIN PROGRAM



(L) G. Allan and Dorothy Julin; June Matter; Mr. and Mrs. Alvin W. Long; and Mr. and Mrs. Thomas J. Holstein enjoy the activities at the 1968 Wisconsin Title Association Convention. (C) From left, Otto and Roberta Marquardt; Frank Kekow; Bill Holstein; and Lorry Kekow join in one of the lighter moments of the Convention. (R) Officers elected to lead the Wisconsin Title Association are, from left, John Hutson, Director; Otto Zerwick, Vice President; Al Achten, President; Harold Lenicheck, Ex-Officio Member; Nic Hoyer, Director; and Jim Vance, Secretary-Treasurer. Not shown is Clyde DeVillier who was elected a Board Member.

Charles L. Goldberg, past president of the Milwaukee and Wisconsin State Bar Associations, discussed "Proposed Revisions in Wisconsin Real Estate Law," at the 1968 Annual Convention of the Wisconsin Title Association in October at Milwaukee. A record attendance was reported.

Joseph H. Smith, vice president of Lawyers Title Insurance Corporation, Richmond, Virginia, and Donald J. Schuenke, assistant general counsel for Northwestern Mutual Life, also contributed highly significant addresses to a well-rounded program. Alvin W. Long, president, Chicago Title Insurance Company, and member of ALTA's executive committee,

was a fourth outstanding speaker, reporting on ALTA's activities.

Officers elected at the Convention were: Al Achten, president; Otto Zerwick, vice president; Nic Hoyer and John Hutson, re-elected directors; Clyde DeVillier, board member; Harold Lenicheck, ex-officio member; and Jim Vance, secretary-treasurer.

Ladies Day at the Convention offered an inside look at the City with a tour of the Milwaukee Museum including a visit to an excellent exhibit, "Street in Old Milwaukee." Then it was on to Mitchell Park to see the three domes housing desert cacti and plant life, seasonal flowers, and tropical flora.

NAMES IN THE NEWS



FUNK

Wharton T. (Chum) Funk, chairman of the board, Security Title Insurance Company of Washington (Seattle), retired December 31, 1968, after 47 years in the real estate and title business.

Mr. Funk began his land title career in 1921, working part-time for an abstractor in Lincoln, Nebraska, and has held various positions with several Nebraska and Washington abstractors and title insurance companies.

After a vacation, Mr. Funk plans to maintain an office with Security Title to practice real estate law.

* * *

Dale M. Walwark has been named director of public relations and advertising for Transamerica Title Insurance Corporation, Oakland, California. Mr. Walwark was previously corporate relations manager in the headquarters of the Transamerica Corporation.

* * *

First American Trust Company, Santa Ana, California, has elected **Charles A. Potter**, president of the newly-formed company. Other officers include **Robert L. Ashley** and **Thomas C. Casey** vice presidents and trust officers; **Richard D. Othmer**, assistant vice president and trust officer; **Wayne Terrell**, trust officer; and **Miss Janet Hopman** and **Miss Judith Fuller**, assistant secretaries.

Casey will serve in the areas of land and personal trusts and estate planning. Ashley will be in charge of the firm's profit sharing and operations units, and Othmer will be responsible for the estate planning and investment programs.

* * *



TALLY

Charles H. Tally, senior partner in the Manhattan law firm of Bachner, Tally and Mantell, has been named a member of the Title Advisory Committee of The Title Guarantee Company, New York.

* * *

Commonwealth Land Title Insurance Company, Philadelphia, Pennsylvania, has announced the following promotions: Financial Section: **H. James Sheetz** to senior vice president, retaining the office of treasurer, and **LeRoy F. King** to vice president, retaining the office of assistant treasurer; Branch Administration: **Russell C. Pinker** to senior vice president; Business Development: **John M. Schubert** to senior vice president, **Morton D. Bohn, Jr.**, to vice president, and **William G. Walsh** to title officer; Computer Section: **Robert J. Fabrizio** to vice president, retaining the office of assistant treasurer, and **Charles W. Gordon** to vice president; National Title Division: **Woodrow J. Dandrea** to vice president.



SHEETZ

Branch Administration: **Russell C. Pinker** to senior vice president; Business Development: **John M. Schubert** to senior vice president, **Morton D. Bohn, Jr.**, to vice president, and **William G. Walsh** to title officer; Computer Section: **Robert J. Fabrizio** to vice president, retaining the office of assistant treasurer, and **Charles W. Gordon** to vice president; National Title Division: **Woodrow J. Dandrea** to vice president.



PINKER



SCHUBERT

Commonwealth also announced that **George J. Egner** and **William E. Marquis** have been promoted to the newly-created position of data processing officer. **Louis P. DeCarlo** and **Donald E. Lott** have been named to the position of as-

sistant data processing officer. These four appointments were made in conjunction with the continuing development of the company's computer systems program, according to **James G. Schmidt**, president of Commonwealth.

* * *



SANDERS

Chicago Title Insurance Company has announced the promotion of **Leroy D. Sanders**, resident vice president of the company and manager of the Phoenix office, to vice president in the company's Home Title Division in New York City. He will have responsibility for New Jersey and upstate New York operations.



WICKLINE

James C. Wickline, assistant counsel in the Law Division of Chicago Title and Trust Company, parent company of Chicago Title Insurance Company, has been appointed resident vice president of CTIC and replaces Mr. Sanders as manager of the Phoenix office.

* * *

Sam McCaffree, Prairie Village, Kansas, has been elected president of The Columbian Title and Trust Company, Topeka, Kansas. He will continue to serve as president of The Investors Title Company, Inc., Olathe, and as a director of both firms.

* * *



INGALLS

Joseph F. Ingalls has been named manager of the Lawyers Title Insurance Corporation branch office in Pensacola, Florida. He formerly was manager of Title Security Company of Brevard in Melbourne, Florida, a Lawyers Title agency.

* * *

William A. Scharf has been elected treasurer of Title Insurance and Trust Company and Pioneer National Title Insurance Company, both of Los Angeles, California. Previously, he served as a senior accountant, as a staff assistant to the company treasurer, and as assistant treasurer.



ROCHAMBEAU



SCHARF

Donald R. Rochambeau has been named San Diego County manager for Title Insurance and Trust Company. Prior to his new assignment, Rochambeau served the company as manager of its Northern Nevada Operations.



COLLINS



CONNAWAY

The Commercial Standard Insurance Companies of Fort Worth, Texas, have announced the association of Jack B. Collins with its title insurance operations and the association of Donald Connaway with its title department as title attorney.

Collins will participate in the management of six Fort Worth branch offices and will serve as special representative and consultant with the National Title Operation of lender relations and customer requirements.

Connaway will handle title underwriting questions and claims for the Commercial Standard Title Operations.

* * *

George B. Vicari was appointed manager of Northern Nevada Operations, and vice president. Previously, Vicari served as manager of Shasta County (California) Operations.

John R. Mathena has been named manager of Shasta County Operations. Before assuming this assignment, Mathena was manager of operations for Inyo-Mono counties.

* * *



VICARI



WEATHERFORD

John Ely Weatherford, senior vice president, American Title Insurance Company, Miami, Florida, has been re-elected president of the National Title Underwriters Association. The association is composed of title insurance companies involved in national business.

* * *

Chicago Title and Trust Company has named **Jack V. Grust**, vice president, policy production administration; **Charles F. Chevrrie**, manager of downstate Illinois sales, assistant secretary. **Francis J. Leyhane**, assistant counsel, Law Division, has been transferred to the Illinois Title Division as title officer.

* * *

An open house was held December 24, 1968, in honor of Mrs. Willie O'Neal on the fiftieth anniversary of O'Neal Abstract Company, Panhandle, Texas.

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In Memoriam



JOHN W. DOZIER DIES

The nation lost an outstanding title and real estate man November 14 when John W. (Bill) Dozier of Topeka, Kansas, died while attending the National Association of Real Estate Boards convention in New York City.

Bill Dozier and his wife, Mabel, were named Kansas Realtors of the Year at the convention of the Kansas Association of Realtors in September. They were presented with an inscribed silver bowl in recognition of this honor on November 12 at the NAREB convention in New York City.



The late Bill Dozier, right, and Mabel, his wife, receive the Kansas Realtors of the Year award from Lyn E. Davis, 1968 President, National Association of Real Estate Brokers, at the NAREB Convention in New York City.

Bill and Mabel Dozier are well known to many ALTA members from their regular attendance at meetings of the association through the years. He was president of the Columbian Title and Trust Company in Topeka and was a director of the Topeka Board of Realtors.

Bill was chairman of the Southwest Region of Title Insurance Executives, a past chairman of the Abstracters and Title Insurance Agents Section of ALTA and a past president of the Kansas Land Title Association. He was a lecturer on land titles at the Washburn University Law School, Topeka.

Mabel's activities have included the presidency of the Topeka Chapter of the NAREB Women's Council, and the presidency of the Kansas Chapter of that council. Mabel currently devotes her time to public relations work for Columbian Title.

OKLAHOMA TITLE MAN CARROLL SWANN DIES

Word has been received of the death of Carroll Swann, executive vice president of Standard Title Insurance Company, Oklahoma City, Oklahoma.

He was instrumental in the growth and development of Standard Title. Many of his innovations in sales and service have been viewed as guidelines elsewhere in the land title industry.



MEETING TIMETABLE

1969

- March 5-6-7, 1969**
MID-WINTER CONFERENCE
American Land Title Association
The Drake Hotel
Chicago, Illinois
- April 3-4-5, 1969**
Arkansas Land Title Association
Coachman's Inn
Little Rock, Arkansas
- April 17-18-19, 1969**
Oklahoma Land Title Association
Oklahoma City, Oklahoma
- April 24-25-26, 1969**
Texas Land Title Association
Texas Hotel
Fort Worth, Texas
- May 4-5-6, 1969**
Iowa Land Title Association
Holiday Inn
Sioux City, Iowa
- May 8-9-10, 1969**
Utah Land Title Association
Park City, Utah
- May 8-9-10-11, 1969**
Washington Land Title Association
Tyee Motor Hotel
Olympia, Washington
- May 9-10, 1969**
Tennessee Land Title Association
Downtown Holiday Inn
Chattanooga, Tennessee
- May 21-22-23, 1969**
California Land Title Association
Fairmont Hotel
San Francisco, California
- May 25-26-27, 1969**
Pennsylvania Land Title Association
Shawnee on Delaware, Pennsylvania
- June 11-12-13, 1969**
Illinois Land Title Association
Drake Hotel, Chicago
- June 12-13-14, 1969**
Colorado Land Title Association
Steamboat Springs, Colorado
- June 18-19-20-21, 1969**
Oregon Land Title Association
Gearhart Motor Inn
Gearhart, Oregon
- June 25-26-27-28, 1969**
Michigan Land Title Association
Hidden Valley
Gaylord, Michigan
- June 26-27-28-29, 1969**
Idaho Land Title Association
The North Shore Motor Hotel
Coeur d'Alene, Idaho
- June 27-28, 1969**
South Dakota Land Title Association
Holiday Inn
Aberdeen, South Dakota
- June 30-July 1, 1969**
New Jersey Land Title
Insurance Association
Seaview Country Club, Absecon

- July 13-14-15-16, 1969**
New York State Land Title Association
Whiteface Inn
Lake Placid, New York
- August 14-15-16, 1969**
Montana Land Title Association
YoGo Inn
Lewistown, Montana
- August 21-22-23, 1969**
Minnesota Land Title Association
Edgewater Motel
Duluth, Minnesota
- August 22-23-24, 1969**
Ohio Title Association
Atwood Lodge
Dellroy, Ohio
- September 4-5-6-7, 1969**
Missouri Land Title Association
Plaza Inn, Kansas City, Missouri
- September 11-12-13, 1969**
North Dakota Land Title Association
Plainsman Hotel
Williston, North Dakota
- September 12-13, 1969**
Kansas Land Title Association
Lasson Motor Hotel
Wichita, Kansas
- September 12-13, 1969**
Nevada Land Title Association
Las Vegas, Nevada
- September 28-29-30, October 1, 1969**
ANNUAL CONVENTION
American Land Title Association
Chalfonte-Haddon Hall Hotel
Atlantic City, New Jersey
- October 9-10-11, 1969**
Nebraska Title Association
Lincoln, Nebraska
- October 16-17, 1969**
Dixie Land Title Association
Calloway Gardens
Pine Mountain, Georgia
- October 26-27-28, 1969**
Indiana Land Title Association
Stouffer's Inn
Indianapolis, Indiana
- October 30, November 1, 1969**
Wisconsin Land Title Association
Holiday Inn
Eau Claire, Wisconsin
- December 3, 1969**
Louisiana Land Title Association
Royal Orleans Hotel
New Orleans, Louisiana

1970

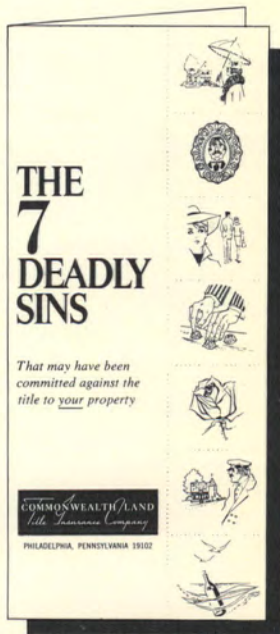
- April 1-2-3, 1970**
MID-WINTER CONFERENCE
American Land Title Association
The Roosevelt Hotel
New Orleans, Louisiana
- October 4-5-6-7, 1970**
ANNUAL CONVENTION
American Land Title Association
Waldorf-Astoria Hotel
New York, New York

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