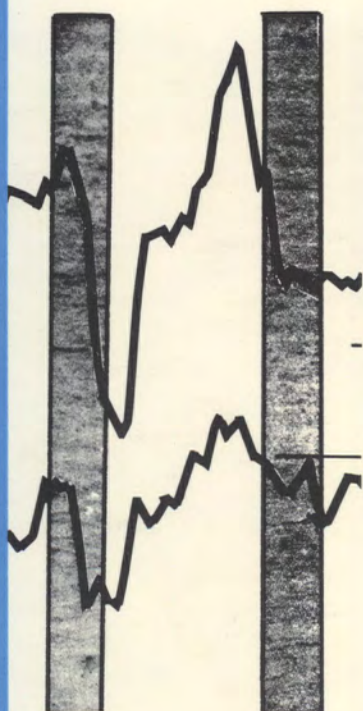
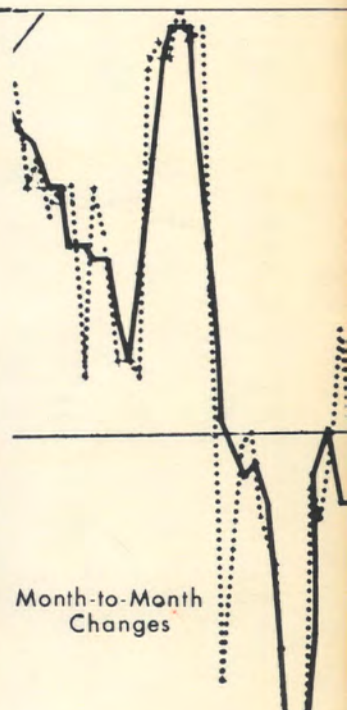
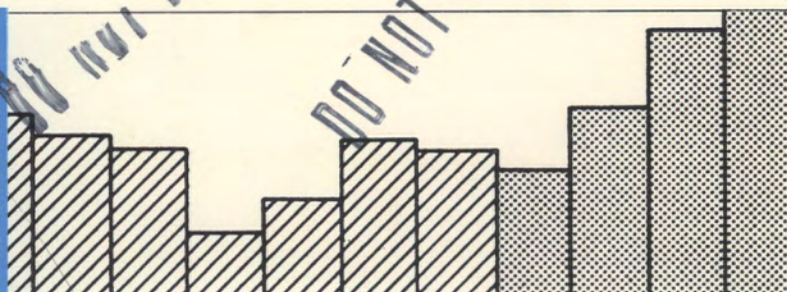
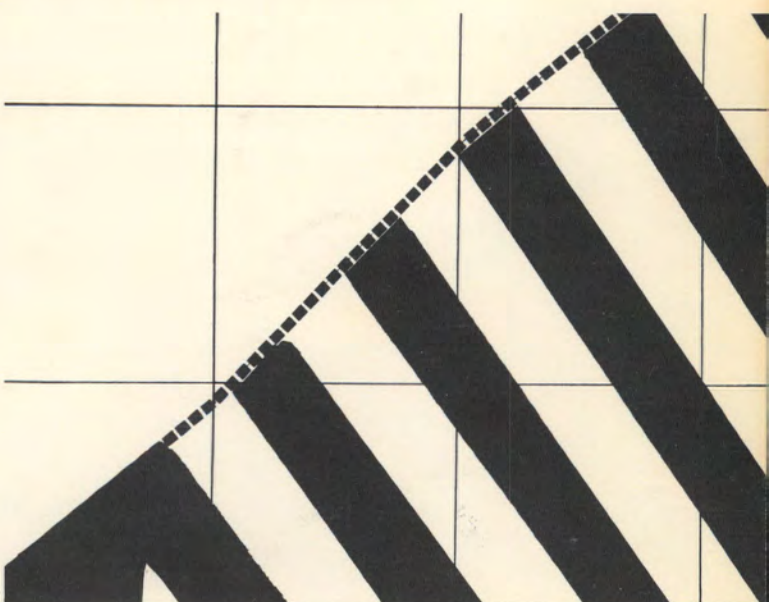
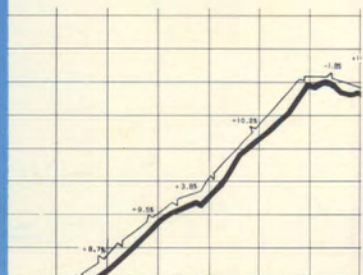


Title News

the official publication of the American Land Title Association



**The Title
Evidence
Market
Outlook: 1980**



September, 1972



President's Message

SEPTEMBER, 1972

It's Convention time again and this year it's Houston—a gleaming, modern city, boasting a man-made inland harbor and all the excitement that is associated with true Texas hospitality! The Astrodome—a recognized man-made wonder of the world—the space center, shopping malls, comfortable quarters, the whole bit awaits your pleasure!

In keeping with Texas tradition, your officers and staff have gone all out to see that you are educated, enlightened and entertained with a program packed with excellent speakers, panels and material. Now this effort would be to no avail should you fail to do your part, so come—attend and lend yourself to the success of the Sixty-Sixth ALTA Annual Convention, October 1-4, at the Astroworld Complex.

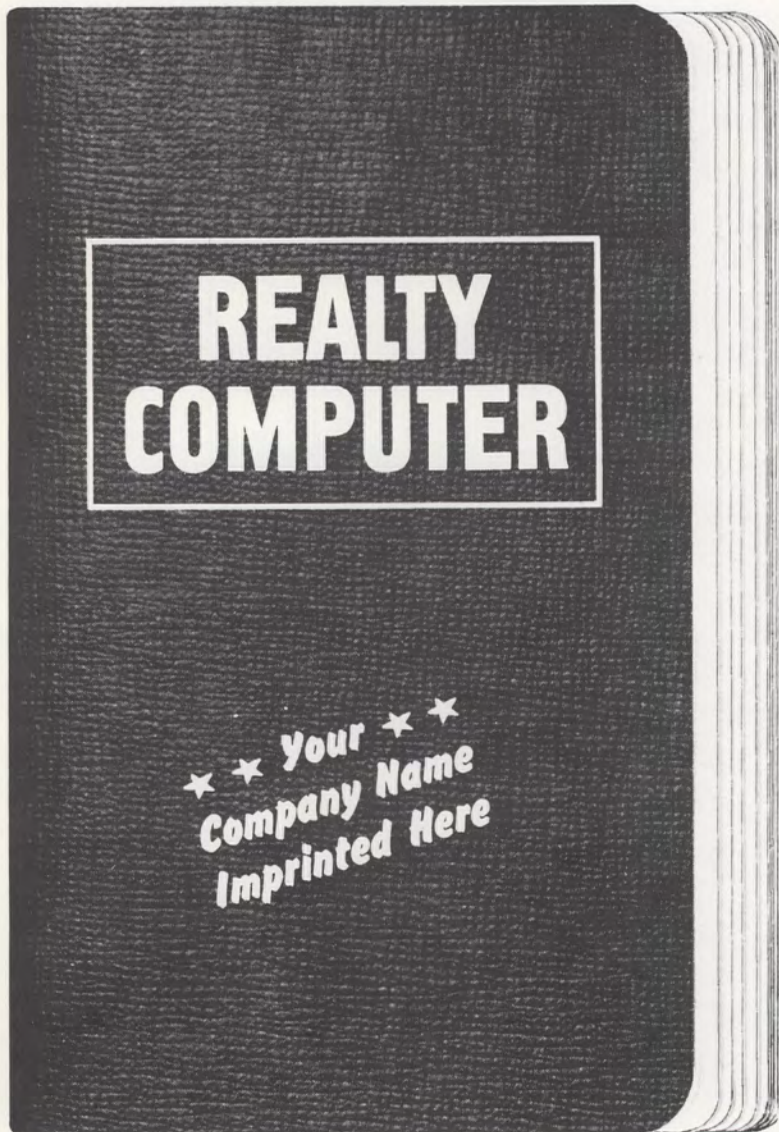
It's time, too, for me to say thanks to you—each of you—for your cooperation—for carrying on Association responsibilities to which you have been assigned and, above all, for honoring me and my wife, Becky, and especially me, for having permitted me to serve as your President.

Sincerely,

John W. Warren

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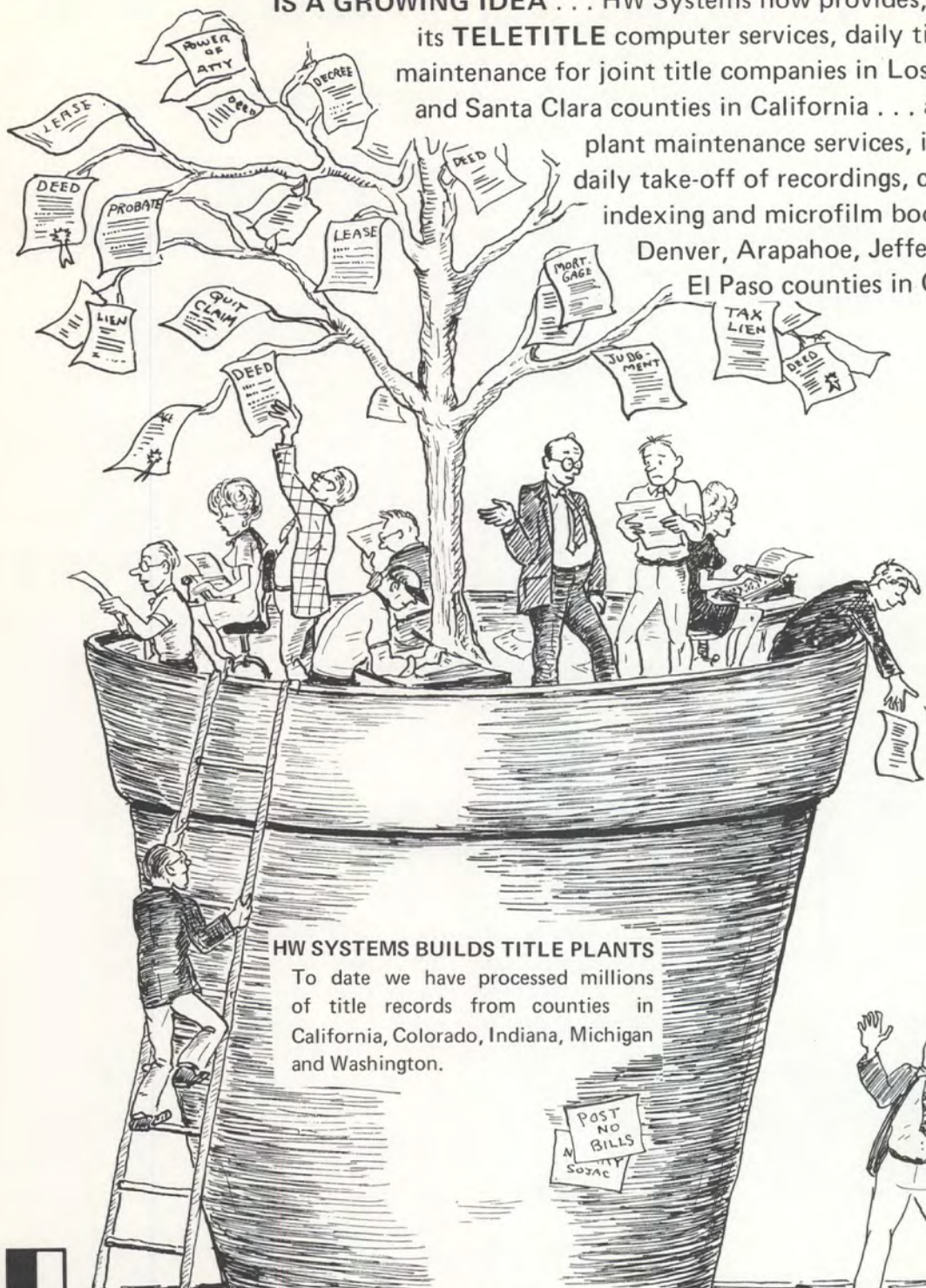
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Title News

the official publication of the American Land Title Association

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ON THE COVER: The title evidence market outlook between now and 1980 is analyzed by Arnold C. Schumacher, vice president and economist, Chicago Title and Trust Company, beginning on page 4.

VOLUME 51, NUMBER 9, 1972

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GARY L. GARRITY, Editor, ELLEN KAMPINSKY, Assistant Editor

(Editor's note: Author Schumacher has been a teacher and lecturer at Northwestern University, Loyola University, and the University of Chicago; is a chartered Financial Analyst; and also has served with distinction in a number of other private and public positions.)

* * *

The title insurance market is broadly a function of economic growth and more specifically related to real estate and construction activity. We have attempted to estimate the parameters of this market between now and 1980 based on reasonable projections of the economy. Obviously any forecast to 1980 can only be set forth in terms of the overall trend. It is impossible to determine the frequency or magnitude of cyclical fluctuations.

There is a fairly high degree of correlation between title insurance volume and residential construction. Even though sales of housing units in the secondary market account for a considerably larger percentage of title volume than sales of new units, these patterns move quite closely together. It is difficult to obtain accurate data on sales of older homes or condominium apartments, except for selected local areas.

The table shows our estimate of gross national product to 1980, indicating an average growth rate of 7.4 per cent from 1971 to 1975 and 9.2 per cent from 1976 to 1980. This assumes an overall inflation factor of 3-4 per cent. The number of new households should rise from 63.4 million in 1971 to 72.5 million by 1980, a gain of approximately 1.5 per cent per year. Disposable income per household should move up about 4 per cent per year or a little more between now and 1980.

We would expect total housing to gradually increase from a level of 2.2 million units in the present year to 2.6 million by 1980. This is a somewhat greater rate of growth than in households. However, the stimulus of rising incomes, the tendency toward ownership of two or more homes by a single family (in some cases as an investment) and the requirement to replace older



Title Evidence Market Outlook: 1971—80

*Arnold C. Schumacher
Vice President and Economist
Chicago Title and Trust Company*

structures destroyed or demolished provides a potential growth in new home building in excess of the number of new households.

It is undoubtedly true that the pattern of home building will not proceed in the smooth manner indicated by the figures in the table. Housing traditionally has been a highly cyclical activity, suffering from periods of temporary overbuilding and shortages of mortgage money. At the same time, several developments in recent years may serve to iron out some of the more violent fluctuations in the future. Mortgage markets are better organized than in the past to tap sources of funds previously not available. Build-

ers are much more conscious of basic economic factors in their industry and do a better job of long-range planning. This does not mean that cyclical fluctuations can be eliminated, but it may serve to soften their impact.

Based on these projections we have estimated the total title evidence market, including both title insurance and non-title insurance types of evidence. At the present time, approximately 65 per cent of the total title evidence market is represented by title insurance and it is reasonable to expect the percentage to increase. In 1971 national title evidence volume amounted to about \$760 million and should total over \$1 billion by 1978.

We have made no allowance for regulation or controls over pricing in the title insurance industry. Conceivably such controls may restrict the expansion in dollar volume.

The title insurance industry should display good growth over the remainder of the decade. The 1960's were characterized by consolidations and the emergence of national companies in the field. The challenges of the 1970's are likely to involve emphasis on greater efficiency, improved public relations and an expansion in types of services offered. On the whole, the industry today is in a much better position to meet the needs of its customers than it has been in the past.

Selected Economic Projections, 1971-1980

	<i>Gross National Product (Billions of Dollars)</i>	<i>No. of Households (Thousands)</i>	<i>Disposable Income Per Household (Dollars)</i>	<i>Total Housing Starts (Thousands)</i>	<i>Total Title Evidence Market (Millions of Dollars)</i>
1971	1,046	63,417	10,964	2,052	760
1972	1,145	64,675	11,460	2,220	795
1973	1,244	65,519	11,850	1,900	830
1974	1,344	66,373	12,280	2,100	870
1975	1,442	67,235	12,850	2,200	910
1976	1,557	68,182	13,380	2,300	950
1977	1,688	69,386	13,920	2,450	995
1978	1,831	70,387	14,480	2,480	1,040
1979	1,970	71,414	15,060	2,550	1,090
1980	2,132	72,450	15,790	2,600	1,150

Average Growth Rate

1971-75	7.4%	1.4%	4.4%	2.5%	4.5%
1976-80	9.2%	1.5%	3.9%	4.4%	5.2%

Vincennes Land Title Technology Course Enrollment Begins to Grow

ILTA Helps Support Two-Year Program Of 63 Credit Hours

After a slow start, the two-year land title technology course offered by Vincennes (Indiana) University is beginning to attract more students.

With four graduates this year, the course has been completed by nine students since its inception in 1968. But there is a 1972 freshman class of eight and prospects are good for enrollment this fall.

The course receives the support and underwriting of the Indiana Land Title Association and requires 63 academic credit hours. It includes classes in abstracting and title insurance, real property law, surveying, related graphics, and other general courses.

Vincennes University's location is

considered particularly helpful to land title technology students. Land records in surrounding Knox County are so varied that they provide a broad perspective for this aspect of education.

Also valuable to students are visits to title plants, such as a recent tour of Chicago Title Insurance Company facilities in Indianapolis.

Lloyd Shepard, graduate of Indiana University and the U.S. Military Academy at West Point and a retired abstracter, teaches the course. He has worked with Vincennes University in establishing the curriculum, and has received full cooperation from administration and faculty in building the course and developing enrollment.



Recent graduates and current students of the land title technology course offered at Vincennes University and supported by the Indiana Land Title Association tour the Chicago Title Insurance Company plant in Indianapolis. At left, Chicago Title employee Glenda Weber explains records to 1971-72



freshmen, from left, Pamela Simmons, Marvin Smith, David Williams, David Broach, Anthony Stewart, Donald Albin, Maribelle Temple and Theresa Simmons. At right, Chicago's Judy Ford talks with 1971 graduates, from left, Charlotte Wagner, Randy Burgess, Dan Maynard, Dan McAfee.

ALTA Radio Spots Reach Large National Audience

ALTA home buyer education public service radio spots are being widely broadcast this year in major market areas and hundreds of smaller cities and towns in all 50 states. Millions of people have heard about the importance of home buyer education and land protection from messages featuring CBS "All in the Family" television show stars, Rob Reiner and Sally Struthers, and the distinguished actor Vincent Price.

Some of the 30 and 60-second spots also incorporate original ALTA theme music scored for this Association Public Relations Program activity. One message is oriented to country and western stations and another features a quotation from the United States Constitution referring to the right to own real property in this nation. All the messages advise learning the facts on home buying, including title services, before closing, and suggest writing to ALTA for free consumer literature.

Approximately 1,000 stations across the country have used the spots to date, and comments from broadcasters express appreciation for the quality and

informative content of this year's announcements.

Distributed in the spring, the spots were played mainly during that season and the summer months, although some continue to be used into the fall and beyond. Stations usually played them once or twice a day, some "as much as possible," and often on a rotating basis.

WABC in New York City, with one of the nation's largest audiences, recently played the spots. So did stations in such major market areas as San Diego, Phoenix, Atlanta, Honolulu, Chicago, Des Moines, New Orleans, Detroit, Minneapolis, Las Vegas, Buffalo, N.Y., Cincinnati, Dayton and Columbus, Ohio, Tulsa, Nashville, San Antonio, Houston, Austin, Salt Lake City, Richmond, Milwaukee, and San Juan, Puerto Rico.

Smaller towns such as Opp, Ala.; Zeeland, Mich.; Devils Lake, N.D.; Broken Arrow, Okla.; and Sweet Home, Ore.; also have been points of broadcast for the messages, as have communities of all sizes in between.

The quality of the spots is related to the impressive amount of play. "Well done, good quality," commented station KCCR, Pierre, S.D. "Enjoyed listening to them," wrote KHBR/FM, Hillsboro, Tex. "ALTA jingle is fantastic," said WKBQ, Raleigh, N.C. "Keep them coming," requested WRNS, Atlantic City. "All in the Family' cast effective," said WGNR/FM in Oneonta, N.Y.

The importance of technically good announcements was implicit in WPAP's (Panama City, Fla.) comment: "Well produced. Should draw attention to information." The content itself was praised as "very relevant" by KDMO, Carthage, Mo., and as "informative material for the general public," by WMBT, Shenandoah, Pa.

Personnel from two stations went beyond merely playing the spots. Mike Knight, PSA director at KTCR in Minneapolis requested the offered literature. Charles Brownlow, vice president of KOHI in St. Helens, Ore., notified his two local title companies about the playing schedule of the spots.

Additional use reports continue to arrive at the ALTA Washington office, to remind that these radio messages still are being heard.



Sally Struthers
Rob Reiner



Vincent Price

(Editor's note: Observations on Washington Land Title Association Conventions—as presented by Richard A. Hogan, Pioneer National Title Insurance Company, Seattle—have become a tradition looked forward to by Association members. This commentary by WLTA Secretary-Treasurer Hogan at the 1972 Association Convention demonstrates why.)

* * *

It is time once again to face up to the moment of truth. On each of these occasions I become acutely aware of the remark of one speaker who said, "The human brain is a wondrous organ that starts working the moment you are born and never stops until you stand up to speak in public." It is true, however, that no one objects to how much you say if you say it in a few words.

The icebreaker got the affair off to a good start. It was scheduled to last from 6:00 to 9:00, and in most cases it did. If it didn't, it wasn't the icebreaker's fault. There is no such thing as a bad icebreaker. There is only bad ice.

But at any kind of a party there are two kinds of people, those who want to go home early and those who want to go home late. The trouble is they are usually married to each other. These people also attend conventions.

One middle-aged wife said to her husband who didn't want to leave, "You don't love me any more, do you?" He said, "Of course I love you. I'm your husband. It's my job!" This bit of tenderness seemed to mollify her momentarily, and they didn't leave for several minutes.

There was a scattering of new members and some sorely missed dropouts due to retirements and corporate migrations. A lot more are looking forward to retirement as the annual increment of time accrues to each and all. I ran into one old fellow I had gone to school with. I said, "Hello. How are you?" To which he replied, "Pretty good for a man your age."

It was noticeable too that many of the older members seem to be paying more attention to their health—at least talking about it more. Advancing years provide a good reason to have hurt-to-hurt talks with other hypochondriacs. I know that the last time I had a physical

Hogan's Highlights: 1972



*Richard A. Hogan
Secretary-Treasurer
Washington Land
Title Association*

the doctor said to me, "Let me put it this way, Mr. Hogan, the softness of your muscles is exceeded only by the hardness of your arteries." He advised taking up exercises, but this seems too dangerous. Thanks to jogging, more people are collapsing in perfect health than ever before.

The convention convened as scheduled without mishap or misadventure when President Bob Davis opened proceedings promptly as programmed. The salute to Old Glory was led by Vern Arnold, who knew all of the words and is a known patriot.

After deftly introducing new members and guests, President Bob made his annual report. It was one of the finest reports ever made by any president of the Association, because it was brief, pungent, and pointed, and he didn't say anything. However, like a good lawyer, he covered the subject thoroughly by references to the President's Messages in the Newsletters. His report will be published in the next issue of the Newsletter.

Gerry Igl bravely handled the attendance draws by the adroit misuse of a new gimmick—a wheel of fortune type monstrosity. This may not have been unlawful, but at the very least it was an ill-Igl activity like conducting a lottery. The highlight of the convention yet may be his arrest and ultimate conviction, since a member of the attorney general's staff was a featured speaker at the convention and looked at the contraption bail-fully. A thing like this could affect our image—adversely. As a precautionary matter, it might be well to pass a resolution at the business meeting condemning Gerry and disclaiming responsibility for his actions. This righteous resolution, of course, should not be passed until after the last draw.

The first speaker, Leonard Perkins of the Atomic Energy Commission, explained a great deal about atomic energy, which consists basically in making a mountain out of a molecule.

We had previously learned that the atom is here to stay, but the ultimate question is: Are we? We are all quite aware that in an atomic war all men will be cremated equal.

It was great to hear about the peaceful and industrial uses of atomic energy. But, paraphrasing Mr. Perkins, if you

are going into the nuclear fission business, you have to have the right bait. The right bait appears to be cooperation. The cooperation between the AEC and private industry is opening vast fields for the use of the peaceful atom. Not only is it important to produce needed electrical energy, but also in health fields where it will power artificial hearts, pacemakers, kidneys, and other spare parts, although the end is not in sight. It is expected to be important in the slowdown and control of the aging process also. Eventually it may replace Geritol in this field.

James Vorhies, vice president of Security Title Insurance Company and a skilled data processor from Los Angeles, and Harold Nelson, creative plant builder in the northwest, verbally wrestled with the problem caused by the ever-increasing volume of title documents. It was a team match, and the victory, if any, was shared. Harold, for his half of the match, got a good hold on the subject—a Half Nelson, so to speak—but we also enjoyed Jim, “Vorhies a jolly good fellow.”

Harold has built many plants in the northwest, one of which is owned by Transamerica Title Insurance Company. This is known as a Transplant. It is quite different from the transplant Mr. Hennessey mentioned in a somewhat jocular manner.

Harold indicated that he didn't think too much of punch card systems: Too many bugs in those operations; i.e., vis-a-vis, too many ants in your plants, or, if they happen to be Transamerica owned, too many ants in your Transplants.

These remarks served as background for Mr. Vorhies's presentation. He confessed that at one time in their Los Angeles office they had some 38 million cards to riffle before dealing them into the computer. One of the great capabilities of the computer was to make a lot of these old documents feel unwanted, because all of the information, often termed “data,” contained in those cards was input into the computer where it remains stored until outputted as needed.

Any time you collect a lot of data you are going to have to process it in some way so that you can get at it quickly, and the computer is currently extremely popular. The industry is becoming more

and more computerized. There are numerous non-advantages to the computer approach: It doesn't require a great many more people to operate; it is almost as fast, and almost as accurate, as the old manual processes; and the end product looks almost as good. In addition, the computer can be put to many other uses. As our personnel manager told one applicant for a job, “I can't promise you a job, but our computer is favorably impressed.”

We were favorably impressed by the talks of both Mr. Nelson and Mr. Vorhies and were amazed at the demonstration Mr. Vorhies provided of computer workability and versatility.

Following a delectable two-hour lunch the convention reconvened and, because of the nature of the program, assumed the posture of a Better Business Bureau, or a Nader study group, with motivational overtones, all provided by some mighty fine outside speakers.

Bill Hennessey lived up to his three-star billing with his case-annotated discussion of warranties and disclosures. He confessed at the start that through misunderstanding he had prepared his talk for salesmen and brokers and not title people but, actually, what he said didn't do any of us any harm. The underlying theme to be gleaned and translated into terms for our own business is, “Honesty is the best title insuring policy.”

Honest communication is required, if you would avoid the penalties of nondisclosure, and a breach of warranty, implied or expressed, also carries the hazard of legal retribution. Nevertheless, some people will always try to conduct business in a furtive manner, like the guy I ran into in the lobby of the Olympic Hotel. I found his hand in my pocket, and I said, “What do you want?” He said, “I want a match.” I said, “Why don't you ask for it?” He said, “I don't talk to strangers.”

Our next speaker, Robert D. Reed, assistant attorney general, discussed the work of the attorney general's office in the field of consumer protection, the laws, etc. The laws today are seemingly geared to do away with that wonderful old doctrine, “Caveat Emptor.” This is all right. I have always felt that at these affairs where you have consumed unwisely, once you have upchuckingly em-

tored your caveat, you'll feel a lot better. Anyway, the laws have become so protective of the consumer that it is becoming increasingly difficult to do business, as well as taking a lot of fun out of business. These laws are against nature—human nature, that is. However, it is still possible for skilled operators to circumvent them.

Actually, we were all much happier consumers before we knew that cigarettes may be injurious to our health; that the rear end of our new car might drop out; that rodents and insects have gone potty in our porridge; or that cyclamates, etc., etc., could cause cancer, etc., etc. A little knowledge is a dangerous thing and takes a lot of fun out of consuming and transposes it into a dangerous game. But then, in our modern civilization, we have become accustomed to hazards. Now, our airplanes are not safe, our streets aren't safe, our parks aren't safe, but some progress has been made, because under our arms and in our dentures we now have complete protection. After all, this is where it really counts.

Also, we learned some other interesting things from Mr. Reed, like how to say “vees-a-vie.” Until yesterday, on the few occasions I had to use the term, I always said “vizz-a-vizz.” I am ashamed of myself, but feel better at this confession and promise to do better in the future.

Our windup speaker was Mick Delaney, whose topic was “Give Up or Get Involved.” In between times he gave out with some very funny stories. His was a broad subject, because today there are so many things to give up to or get involved with that it is very difficult to make a choice as to what to do which with. He was mostly concerned with unfettering governmental strangleholds. But this is only one of many other things to get involved with. One of the big things today is environment, which really means “pollution” to lots of people. Pollution can be fun, like an icebreaker. But this is not the type of pollution to give up to, although it is the type to get involved with.

But everywhere you look somebody is doing something about pollution—like contributing to it.

Continued on page 14



Californians Elect McGurk President; Jones and Wood Vice Presidents

Allen C. McGurk, senior vice president-operations, Title Insurance Insurance and Trust Company, Los Angeles, was elected president of the California Land Title Association at its Sixty-Fifth Annual Convention, April 17-18, in Monterey.

Also elected were Bruce M. Jones, senior vice president, secretary and gen-

eral counsel, Security Title Insurance Company, Los Angeles, first vice president; C. Wayne Wood, president, First American Title Company of San Bernardino, second vice president; and Hale K. Warn, chairman of the board, Title Insurance and Trust Company, San Francisco, treasurer.

With an election year theme of "The

Entitled Party," the convention featured "Business Platform" speeches from Rocco C. Siciliano, president, The TI Corporation, Los Angeles, and Pay Board member, who commented on Phase II; ALTA President John W. Warren, who reported on the national land title industry picture; and William J. McAuliffe, Jr., ALTA executive vice president, who presented a review of federal settlement cost legislation and regulation under the heading, "Les Affaires Proxime et Patman."

Speakers also included Anthony Frank, president, Citizens Federal Savings & Loan Association, San Francisco, with a look at future real estate trends; Fortney H. Stark, Jr., president, Security National Bank, Walnut Creek, giving an independent banker's view of the U.S. economy; Dr. L. T. Papay, director of research and development, Southern California Edison Company, Rosemead, talking on energy sources and the environment; and William M. Pollack, partner, Ernest L. Loen & Associates, management consultants, ex-



In these scenes from the California Land Title Association's Annual Convention (shown clockwise), newly elected officers are (from left); second vice president C. Wayne Wood; first vice president Bruce M. Jones; president Allen C. McGurk; and treasurer Hale K. Warn. President McGurk pre-

sents outgoing President Thomas A. Clarkson with memento of service. ALTA President John W. Warren leads applause for Clarksons at dinner dance. Pay Board member and TI president, Rocco C. Siciliano, speaks on Phase II. ALTA President Warren reviews national developments.

plaining the "Art of Management Gap Jumping."

The political theme extended to the opening gathering "Fun(d) Raising Luncheon"; the delegate's luncheon, a "Precinct Walker's Banquet"; the ice-breaker reception, a "Pre-Victory Rally"; and the dinner dance, a "Victory Rally." Wives were designated "Opposition Party (Whigs)."

Magill Elected PLTA President

Charles H. Magill, counsel, Lawyers Title Insurance Company, Pittsburgh, was elected president of the Pennsylvania Land Title Association at its annual convention June 4-6 in Pocono Manor.

Members also elected Joseph F. Hurley, president and director, The Title Insurance Corporation of Pennsylvania, Bryn Mawr, vice president; Moses K. Rosenberg, Esq., Harrisburg, executive vice president and solicitor; Russel C. Pinker, senior vice president, Commonwealth Land Title Insurance Company, Philadelphia, treasurer; and Albert E. Pentecost, senior vice president and secretary, The Title Insurance Corporation of Pennsylvania, Bryn Mawr, secretary.

The following were named committee chairmen: Fred B. Fromhold, president, Commonwealth Land Title Insurance Company, Philadelphia, insurance code; Irving Morgenroth, senior vice president and chief counsel, Commonwealth, Philadelphia, legislation; Edward S. Schmidt, vice president and secretary, Commonwealth, Philadelphia, publicity and publications; Jack Levine, vice president, Chicago Title Insurance Company, Philadelphia, membership-eastern section; and John J. Kunkle, Jr., president, Union Title Guaranty Co., Pittsburgh, membership-western section.

Also named committee chairmen were: Lewis C. Anderson, executive vice president and senior title officer, Philadelphia Land Title Insurance Company, Philadelphia, ethics; William J. Hoolahan, The Title Insurance Corporation of Pennsylvania, Bryn Mawr, convention; Frank J. McDonough, president, West Jersey Title and Guaranty Company, Camden, N.J., finance; and F. Victor Westermaier, Jr., vice president,

Chelsea Title and Guaranty Company, Philadelphia, grievance.

Other newly designated committee chairmen include: Francis R. McAlonan, executive vice president, Industrial Valley Title Insurance Company, Philadelphia, uniform title insurance policies and forms; James Lynch, Commonwealth, Philadelphia, education; Gordon M. Burlingame, Jr., vice president and treasurer, The Title Insurance Corporation of Pennsylvania, Bryn Mawr, liaison with rating bureau; Lawrence A. Davis, Jr., manager, Lawyers Title Insurance Corporation, Pittsburgh, uniformity of practice-western section; and William J. Hartenstein, Philadelphia Title Insurance Company, Philadelphia, uniformity of practice-eastern section.

NJLTIA Names Buckman President

Raymond A. Buckman, Atlantic City office manager for Commonwealth Land Title Insurance Company, was elected president of the New Jersey Land Title Insurance Association at its Golden Anniversary Convention July 6-8 in Absecon.

Members also elected John A. Kieran, vice president, Pioneer National Title Insurance Company, Newark, first vice president; Frank J. McDonough, president, West Jersey Title and Guaranty Company, Camden, second vice president; and James V. Lombardo, vice president, Chicago Title Insurance Company, East Orange, treasurer.

Recently introduced state legislation creating a title insurance code with regulation of rates and rating organizations was discussed by W. Morgan Shumake, New Jersey deputy commissioner of insurance. Other guest speakers included Robert C. Dawson, chairman, ALTA Title Insurance and Underwriters Section, who reviewed national land title industry developments; and Anthony W. Schweiger, vice president, Associated East Mortgage Company, Camden, and New Jersey Mortgage Bankers Association member, who spoke on activities of his association.

New Jersey's tideland problem was discussed by panel members Morton I.

Goubil Honored



"Boss of the Year" Harold G. Goubil, president, Title Insurance Company of Mobile, discusses the award recently presented to him by the local Bienville chapter of the American Business Women's Association with Mrs. Dianne Wacker, Bel Air-Springdale branch manager and ABWA chapter vice president. Mrs. Wacker won the award for Goubil with her essay describing his career, civic activities, and personality.

Greenberg, assistant attorney general; Joseph M. Clayton, Jr., deputy attorney general; and John R. Wiegel, NJLTIA executive secretary. Panelists explored a pending test case questioning the state's method of obtaining approximately 250,000 acres of coastal land over which it claims sovereignty.



Raymond A. Buckman, right, newly elected president of the New Jersey Land Title Insurance Association, and Atlantic City office manager, Commonwealth Land Title Insurance Company, with immediate past president James J. Egan, Jr., vice president, Chelsea Title and Guaranty Company, Newark, at the recent NJLTIA Annual Convention.

names
 names in the news
 names

The Connecticut Board of Title Underwriters recently elected **Daniel J. Herron**, vice president, Commonwealth Land Title Insurance Company, Philadelphia, president. Other newly elected Board officers include **Robert G. Bannon**, vice president, Security Title and Guaranty Company, Hartford (Conn.), vice president; and Board counsel **T. Richard Kennedy**, member of the firm of Werner, Kennedy, French, Relyea & Molloy, New York City, secretary-treasurer. The Board is a voluntary association of title insurance companies licensed as a title insurance rating organization.

* * *

Cecil H. Beekman of Hempstead, Long Island, and **Donald J. D'Amato** of Bethpage, Long Island (N.Y.), have been named vice presidents of the Metropolitan Title Guaranty Company at the northeastern regional headquarters in Carle Place, N.Y., upon recently joining the company.

* * *

Lawyers Title Insurance Corporation has announced several promotions. At the newly opened Connecticut state office, in Bridgeport, former Stamford manager **Henry Kellermann** has been named state manager, and former Hartford manager **Russell D. Webb** named Bridgeport manager and state counsel.

Promotions at the Pittsburgh office include former branch manager **Lawrence A. Davis, Jr.**, to state manager; former branch counsel **Charles H. Magill** to state counsel; and former assistant branch manager **John F. Shelley, Jr.**, to branch manager. Davis is also



BECKMAN



D'AMATO



KELLERMANN



WEBB



DAVIS



MAGILL



SHELLEY



HANSCHMIDT

chairman of the ALTA membership and organization committee.

In Denver, **William G. Hanschmidt**, former branch manager, has been elected Colorado state manager. Hanschmidt is also president of the Colorado and Utah Title Insurance Rating Bureaus and the Metropolitan Denver Title Underwriters' Association.

Edgar A. Lawton has joined Lawyers' Los Angeles office.

* * *

Harold H. Reed has joined The Title Insurance Corporation of Pennsylvania, Bryn Mawr, as assistant title officer, national department.

* * *

First American Title Insurance Company has named vice president **Lawrence M. White** manager of its Orange County (Calif.) title division, replacing regional vice president **James E. O'Keefe**, who moves to an administrative position in the Santa Ana home office.

* * *

W. J. "Jimmy" Harris has been elected president of Houston Title Company, in addition to his present position as chairman and chief executive officer.

* * *

Barbara E. Osburn has been elected assistant vice president and manager of Peninsular Title Insurance Company's Pompano Beach (Fla.) office, a branch of Fidelity Title & Abstract Division.

Pioneer National Title Insurance Company has named two vice presidents for marketing and sales in its 20-state eastern region: **Howard J. Missbach** and **Arch G. Torrance**, who both continue with Title Guarantee Company, New York, as first vice president and vice president, respectively.



LAWTON



REED



WHITE



O'KEEFE



HARRIS



OSBURN



MISSBACH



TORRANCE

Ernest J. Courteau Steps Down After 49 Years with Company

After 49 years with the same company, Ernest J. Courteau, eastern operations manager, Pioneer National Title Insurance Company, Spokane, Wash., has retired.

Courteau started working for what was then the Spokane Title Company as a part-time messenger while in the ninth grade. He continued his education at night at Northwest Business College and Gonzaga University Law School while employed full time at Spokane Title.

About 11 years ago Spokane Title changed to Washington Title, and became Pioneer National about seven years later.

During his years in the title business, Courteau figures he worked with at least half of the 220,000 parcels of real estate in Spokane County. Examining titles



Ernest J. Courteau

has not changed in that time, he said, but property values and land usage have.

Mid-South Title and County Bar Award \$2,400 Law Scholarship

Mid-South Title Company, and the Memphis and Shelby County Bar Association, recently awarded a \$2,400 law scholarship to a former Memphis English teacher.

The annual scholarship to Vanderbilt University School of Law was presented to William Clement Walker, 28, at a luncheon honoring all recipients since inception of the award by Mid-South 13 years ago.

J. L. Boren, Jr., Mid-South executive vice president, presented a certificate to Walker, who holds bachelor's and master's degrees from Memphis State University and Tulane University. Walker was teaching at Memphis State and working toward a doctorate when he decided to study law and applied to Vanderbilt.

Acknowledging the recipients, and the Scholarship Committee members who selected them, Mid-South president George M. Houston observed that "it isn't often you can point to 100 per cent success in any kind of program. Every man who has won the scholarship continued in the profession and is now a practicing attorney."

Irvin Bogatin, current bar association president, praised the award as an investment in "good citizenship and a strengthening of our profession" and congratulated Mid-South for its progressive attitude.

Special guests at the event included Paul Hartman, professor of law and re-



Mid-South Title Company executive vice president J. L. Boren, Jr., second from left, presents Vanderbilt law school scholarship awarded by his company and the Memphis and Shelby County Bar Association to William Clement Walker, as Mid-South president George M. Houston, left, and bar president Irvin Bogatin look on.

tiring member of the admissions committee at Vanderbilt; S. Shepard Tate, 1960 bar association president; Jack Petree, bar association president-elect; and Mrs. Walker.

HOGAN—Continued from page 9

One type of pollution that needs some attention is pollution of the mind, like what comes from attending dirty movies. The last time we went to an X-rated movie, it had so much sex in it that no ushers were permitted in the theater without their parents. Personally, we don't go to many movies anymore. What keeps us away isn't the subject matter so much as the risk of running into someone we know. Besides that, we are squares. A square is anyone old enough to remember when dirty jokes, books and movies were known as dirty jokes, books and movies.

We should also fight sex education in the schools. I know that I don't want my son to hear such filth, and, what's more, I've felt that way ever since the stork brought him. However, he never has wanted to hear anything from me. One night he said, "I'm off to a party." I said, "Well, have a good time." He

said, "Look, Pop, don't tell me what to do."

We should also get involved in education, as there are too many ignorant people. You are never too old to learn unless you are a teenager. As an example, we live in the New World, but very few people know how it was discovered. We have heard that one reason for the Columbus journey was to prove the world was round and not flat. However, very few people know that there were five ships in Columbus's fleet in which he sailed for the New World. Two of them went over the edge.

Another cause tied very closely with pollution is the population explosion. Statistics show that every four seconds a woman gives birth to a baby. Our problem is to find this woman and stop her.

In summing up the program briefly, the name of the game as outlined by the outstanding outside speakers seemed to be, "Truth or Consequences." One speaker dwelt on warranties and the necessity of disclosure in some situations; another speaker dwelt on consumer protection; both spoke on consumer retaliation and retribution in any case. Mick Delaney presented the generalized alternative of giving up or getting involved. This is a noble thought, but in the title industry today, we have no such

choice. We are proxmired down in murky waters that some of us helped to muddy. We have to pull ourselves out, clean up, and shape up.

Shakespeare put our dilemma in a true perspective when he said, "To be or not to be is the question; whether it is nobler in the mind to suffer the slings and arrows of outrageous fortune; or by taking up arms against a sea of troubles, and by opposing end them." William didn't say how we could do this or when, but he did point out the only two courses open to us. We do know that positive anything is better than negative nothing.

I would remind you that the world has not been inherited by the meek, but it is being largely supported by them. So—never fail to stand up for what you think is right. Also—never fail to duck.

Upton Receives County Bar Award

David F. Upton, president, Benton Harbor Abstract & Title Co., Benton Harbor, Mich., recently received the Berrien County Bar Association's Liberty Bell Award for his contributions to civic betterment.

In presenting Upton with this year's annual award to nonlawyers, the bar representative cited Upton's accomplishments: delegate to the state's Constitutional Convention of 1963; state representative; Memorial Hospital trustee; member of the Michigan State Mental Health Advisory Council; former Berrien county chairman for Michigan Week; and area representative of the National Negro College Scholarship fund.

Eschen Honored on Completing 25 Years with Mid-South Title

Harold Eschen, title officer and counsel for Mid-South Title Company, recently walked into what he thought was a conference and found himself at a champagne reception—in his honor. Mid-South's Memphis home office was celebrating Eschen's 25th year with the company with a surprise party.

Approximately 100 people, the entire Memphis office staff, watched as executive vice president J. L. Boren, Jr., presented Eschen with a diamond-studded pin and a desk set.

Boren praised Eschen as one of the southeast's best-known title attorneys for his work in the national department. Eschen was instrumental in founding that department, which handles matters outside home office territory.



Harold Eschen (left), counsel and title officer for Mid-South Title Company, Memphis, talks with Mrs. Eschen and executive vice president J. L. Boren, Jr., at champagne reception honoring Eschen's 25th anniversary with the company.

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meeting timetable



September 21-23, 1972

Ohio Land Title Association
Cincinnati, Ohio

September 8-9, 1972

Kansas Land Title Association
Ramada Inn
Topeka, Kansas

November 3-4, 1972

Land Title Association of Arizona
Tucson, Arizona

September 22-23, 1972

Carolinas Land Title Association
Cabana Terrace Motor Inn
North Myrtle Beach, South Carolina

September 15-16, 1972

Nevada Land Title Association
Stockmans Hotel
Elko, Nevada

November 9-10, 1972

Dixie Land Title Association
DeSoto Hilton Hotel
Savannah, Georgia

September 23, 1972

Nebraska Land Title Association
Holiday Inn
Kearney, Nebraska

September 15-16, 1972

North Dakota Title Association
Townhouse Motel
Fargo, North Dakota

December 6, 1972

Louisiana Land Title Association
Royal Orleans
New Orleans, Louisiana

October 1-4, 1972

ALTA Annual Convention
Astroworld Complex
Houston, Texas

1973

September 20-22, 1972

Wisconsin Title Association
Lakelawn Lodge
Delavan, Wisconsin

March 13-16, 1973

ALTA Mid-Winter Conference
Del Webb's TowneHouse
Phoenix, Arizona

October 26-28, 1972

Florida Land Title Association
Sonesta Hotel
Cable Beach
Nassau, Bahamas

September 15-17, 1972

Missouri Land Title Association
Stouffer's Riverfront Inn
St. Louis, Missouri

September 30-October 4, 1973

ALTA Annual Convention
Century Plaza
Los Angeles, California

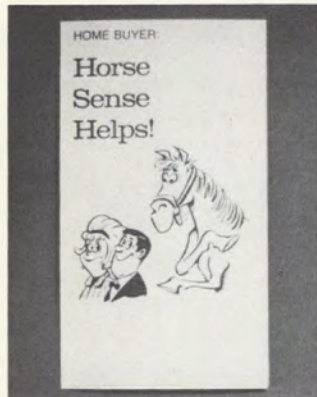
October 29-31, 1972

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Indianapolis Hilton
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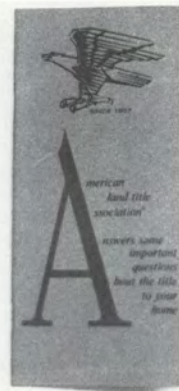
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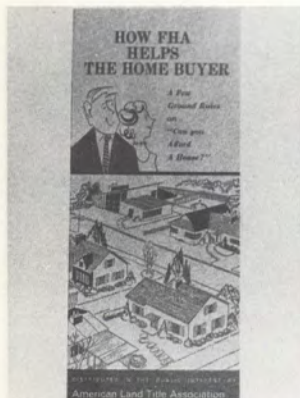
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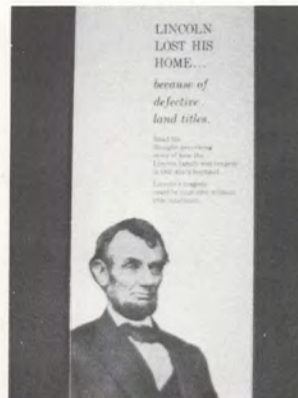
CLOSING COSTS AND YOUR PURCHASE OF A HOME. A guidebook for home buyer use in learning about local closing costs. Gives general pointers on purchasing a home and discusses typical settlement sheet items including land title services. 1-11 dozen, \$2.25 per dozen; 12 or more dozen, \$2.00 per dozen.



AMERICAN LAND TITLE ASSOCIATION ANSWERS SOME IMPORTANT QUESTIONS ABOUT THE TITLE TO YOUR HOME. Includes the story of the land title industry. \$11.00 per 100 copies of the booklet.



HOW FHA HELPS THE HOME BUYER. This public education folder was developed in cooperation with FHA and basically explains FHA-insured mortgages and land title services. \$5.50 per 100 copies.



LINCOLN LOST HIS HOME... BECAUSE OF DEFECTIVE LAND TITLES... A memorable example of the need for land title protection is described in this folder. \$5.00 per 100 copies is the cost for this publication.



THE IMPORTANCE OF THE ABSTRACT IN YOUR COMMUNITY. An effectively illustrated booklet that uses art work from the award-winning ALTA film, "A Place Under The Sun", to tell about land title defects and the role of the abstract in land title protection. Room for imprinting on back cover. \$12.00 per 100 copies.

(RIGHT) **BLUEPRINT FOR HOME BUYING.** Illustrated booklet contains consumer guidelines on important aspects of home buying. Explains roles of various professionals including broker, attorney and titleman. \$18.00 per hundred copies, 20 cents each on 99 or fewer copies. (RIGHT) **ALTA FULL-LENGTH FILMS:** "BLUEPRINT FOR HOME BUYING." Colorful animated 16 mm. sound film, 14 minutes long, with guidance on home selection, financing, settlement. Basis for popular booklet mentioned above. \$95 per print. "A PLACE UNDER THE SUN." Award winning 21 minute animated 16 mm. color sound film tells the story of the land title industry and its services. \$135 per print.





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