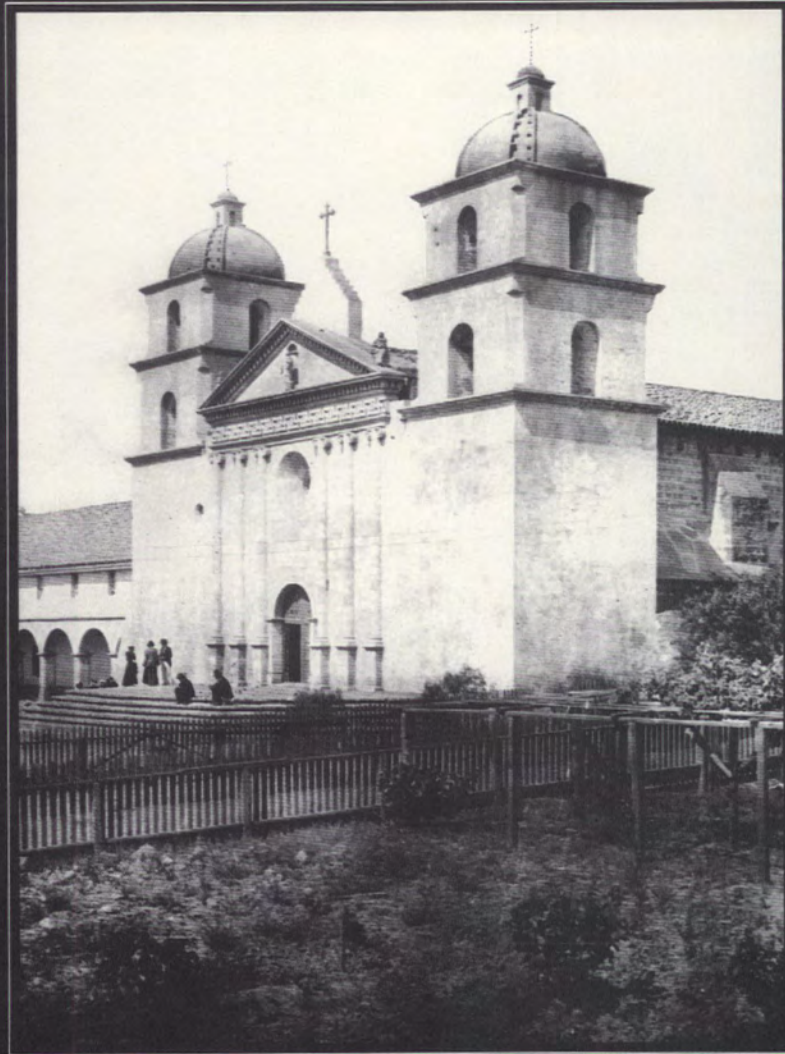

JULY
1978

Title News



Inside: TI Donates Photos to Historical Society



**a message
from the
Chairman,
Abstracters &
Title Insurance
Agents Section**

The future of the title industry will be determined by two people—namely, you and the consumer.

That statement may be subject to the criticism that it's simplistic. It cannot be criticized, however, for giving any one of us an opportunity to pass the buck.

These are times when the consumer is looking inquisitively at us, either directly or through the eyes of elected or self-appointed representatives. Although ALTA officers, committees and staff members are working diligently to create an awareness of the value of our industry and its services and of the fallacies of suggested alternative methods of title evidencing, ultimately our fate is dependent upon how each of our communities perceives us and the function we perform.

Much has been said about electing the right public officials, about educating regulators and about combatting the unwise proposals of some so-called reformers. The importance of those approaches cannot be overemphasized, but none can succeed unless the public knows it needs the title industry and is getting the best possible, most economical form of title evidencing available.

Quality of service and integrity of operation are vital. So, too, is the role each of us takes in the community. But of increasing importance—and something many of us have been inclined to leave to the other fellow—is our telling the

industry's story to the folks in our own home towns. The opportunities are virtually unlimited for all of us to make speeches, show films, take part in radio and television shows, develop newspaper stories, conduct tours of our shops, hold seminars, write letters to the editor and—using ALTA material or our own—otherwise let the local consumer know what we're doing for him. Once the facts are known, we needn't fear the climate in which legislators and regulators will operate.

In retrospect, the opening statement of this message was overly broad. In fact, the future of the title industry will be determined by one person—namely, *You*.

Isn't it time you got to work?

Sincerely,

J. L. Boren Jr.

Title News



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On the cover: This photo is of the Mission Santa Barbara, founded Dec. 4, 1786 by Fr. Fermin Lasuen. The picture is one item of over 50,000 prints, negatives, albums, books and artifacts donated recently to the California Historical Society by the Title Insurance and Trust Co. The story begins on page 5.

Association Officers

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Title Insurance Company of Minnesota
Minneapolis, Minnesota

President-Elect, Roger N. Bell
The Security Abstract & Title Company, Inc.
Wichita, Kansas

Chairman, Finance Committee, Robert C. Dawson
Lawyers Title Insurance Corporation
Richmond, Virginia

Treasurer, Fred B. Fromhold
Commonwealth Land Title Insurance Company
Philadelphia, Pennsylvania

Title News is published by the American Land Title Association, 1828 L Street, N.W., Washington, D.C. 20036, Maxine Stough, Editor

Chairman, Abstracters and Title Insurance Agents

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Mid-South Title Company, Inc.
Memphis, Tennessee

Chairman, Title Insurance and Underwriters Section,

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Chicago Title Insurance Company
Chicago, Illinois

Immediate Past President, Philip D. McCulloch
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Washington, D.C. 20036

SHOULD YOU AUTOMATE YOUR TITLE PLANT?

That's not an easy question.

You can improve your earnings if your title plant is suited to automation *and* if you choose the right system.

It follows that you're losing money if you should be automated but aren't. But you also lose if you select the wrong system or if you automate a plant that shouldn't be automated.

In short, you'd like to know what you're doing.

Maybe we can help.

We make the LANDEX minicomputer system for title plants. LANDEX is the on-line system that executives of 26 title companies in seven states have elected to purchase.

Before they bought, they asked all the questions that you're asking, plus some that may not

have occurred to you. They asked —

- About LANDEX itself and how and why it came into being.

- About our perception of the role of automation in the title industry.

- About other systems and the advantages and disadvantages of each.

- About the fast pace of technological change and the "problem" of obsolescence.

- About joint plants, shared plants, and multi-county plants, and about the economics of each.

- About alternative purchase plans and discounted cash flows.

- And so on.

We wrote letters addressing those topics (and a thousand others) as clearly, factually, and completely as we could. Now, we've taken main passages from those letters and put them together in a booklet en-

titled *LANDEX and the Land-Title Industry*. The language is non-technical. It's a straightforward, unassuming document, meant only to be useful to the executive who must decide whether or not to automate his plant.

If that's you, we'd like very much to send you a copy. Just address your request to —

Donald E. Henley,
President

INFORMATATA INC,
makers of LANDEX



TI Donates Photo Collection to California Historical Society

Title Insurance and Trust Co. (TI) has donated a collection of over 50,000 prints, negatives, albums, books and artifacts to the California Historical Society (CHS).

The historical material chronicles the Los Angeles area from the 1860's to the 1920's and is the core of the CHS History Center which opened this spring in street-level space of the Ticor Building at 6300 Wilshire Blvd.

At the official presentation of the collection to CHS, James D. Macneil, chairman of the board of TI said, "After careful consideration, we decided that the California Historical Society was a particularly suitable organization to utilize our historical collection. For many years Title Insurance and Trust made its historical photographs available to publishers, scholars, researchers and the public. Now, through the California Historical Society, we believe the photographs will have even wider availability and usage. Moreover, the society has the unique professional capability required to preserve and maintain these historical source materials."

The 2,000-square-foot area provided by Ticor for the CHS center houses a public research area, a small reference library, a CHS staff office and a changing exhibit wall.

The center is open to historians, researchers, students, media and the general public in the afternoons. Visitors may not remove collection pictures from the premises but may

order prints from the originals. Prints reproduced for publication are required to carry a joint credit line attributing them to TI and CHS.

In the event TI needs a print from its former collection, the order is placed with the center and the print is received at cost.

CHS has microfiched the collection with a view toward providing public display while preserving the negatives and glass plates. The

photo files are cross-referenced by subject, people and place. Downtown streets, early suburbs and public buildings are filed separately.

TI began its historical collection in 1941 with the purchase of the C.C. Pierce photographs, which are the heart of the collection.

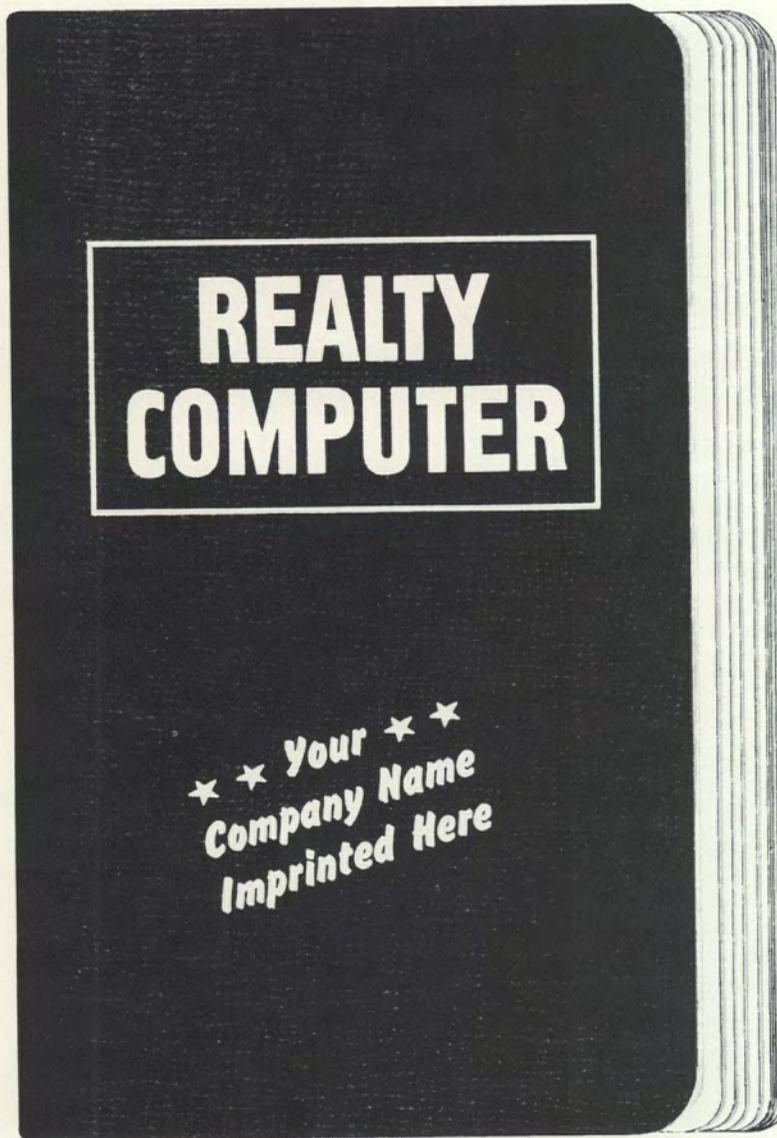
The Pierce Collection is considered the finest pictorial record of Los Angeles for the period from the

(continued on page 7)



Photographic panels made from negatives in the TI collection entice the passer-by into the California Historical Society History Center located in space provided by the company in the Ticor Building.

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1860's to the 1920's. It charts the growth of many southland communities in addition to documenting the influx of many ethnic groups, particularly the Chinese and Mexican-Americans.

Pierce also had acquired a wide selection of negatives made by Southwestern author George Wharton James. Containing 2,000 images, the James photographs are invaluable for their representation of California and Southwestern Indians.

There are a number of photograph albums in the collection. One portrays the 1910 bombing of the Los Angeles Times Building. In addition, books, pamphlets and a number of miscellaneous photographs supplement the collection.

The exchange has generated an impressive amount of publicity. A Los Angeles Times columnist focused on it recently calling it a "mixed marriage of convenience worth celebrating at 6300 Wilshire, where the magnificent Los Angeles photo collection of Title Insurance lives under the scholarly custody of the California Historical Society.

Real estate business and research pleasure under one roof."

A standing arts page in the Times lists the title of the center's current exhibit, the address and the hours the public may visit.

Smaller daily newspapers also have covered the exchange. One reason for media interest is the fact that the

center represents an expansion of CHS operations which before had been concentrated in the San Francisco and San Gabriel Valley areas. TI's donation and the development of the center has been credited with providing the opportunity for CHS to establish a cultural repository in the southern part of the state.



MISSION OF SAN DIEGO
Lt. Wilkinson, an army engineer with a railroad survey party, made this sketch in 1853 of the Mission San Diego de Alcalá. It is one of the prints recently donated to the California Historical Society by TI.



C.C. Pierce took this photograph of the Summerland oil field near Santa Barbara in 1902. They were the first oil wells drilled in the ocean. The Pierce Collection is the heart of the TI photo collection recently turned over to the California Historical Society.

Editor's note: In accordance with Article X, Amendment Or Revision, ALTA ByLaws, the following proposed amendments to the ByLaws will be submitted for approval at the General Session Limited to Active Members, Wednesday, Sept. 27, during the 1978 ALTA Annual Convention in Boca Raton, Fla.

The proposed amendments are published here to provide an opportunity for ALTA members to study them before the upcoming Convention. Strike-throughs indicate material proposed for deletion and underlines designate proposed additions. An asterisk indicates approval by both the Executive Committee and Board of Governors at the 1978 Mid-Winter Conference.

ARTICLE III MEMBERSHIP

Sec. 1 CLASSES OF MEMBERS: There shall be ~~three~~ four classes of members designated as Active members, Associate members ~~and~~ Honorary members and Members Emeritus.*

~~(b) Associate Members-~~

~~Associate members shall be limited to those not qualified for active membership, but of a class or classes as shall have been designated from time to time by the Board of Governors and whose applications shall have been approved by the Board of Governors.~~

~~The Board of Governors has by proper resolution established the following classes of Associate membership:-~~

- ~~(1) Legal counsel for life insurance companies-~~
- ~~(2) Legal counsel for supervised institutions which make loans secured by real property~~
- ~~(3) Legal counsel for mortgage banking companies~~
- ~~(4) Legal counsel for a national or state association or similar organization whose membership is composed of life insurance companies, supervised institutions which make loans secured by real property, or mortgage banking companies-~~

(b) Associate members.

Associate members shall be limited to those not qualified for Active membership as hereinbefore provided. Subject to meeting the requirements of Section 3 of Article III, Associate memberships shall be available to any organization or individual engaged in any of the following professions, trades, or callings: real estate brokers, mortgage bankers, surveyors, lending institutions, developers, builders, or counsel to mortgage banking companies, life insurance companies and supervised institutions which make loans secured by real property and other organizations except title insurers and individuals engaged in providing services related to the land title industry.

(d) Members Emeritus.

When any individual holding membership in the Association, or an officer or employee of a member company, shall retire from active participation in the title profession, then such individual shall be eligible to retain membership in the Association under the classification of Members Emeritus.*

Members to Vote on Proposed ByLaws Amendments at Convention

Sec. 5. REPRESENTATION AND VOTING AT MEETINGS OF MEMBERS: Only active members shall vote. Each active member in attendance at any meeting or polled on any proposition shall have one vote. Vote of any firm, partnership or corporate member may be cast by any member of such firm or partnership or officer of such corporation. No vote may be cast by proxy at any meeting of members.

Associate members, Honorary members, Members Emeritus, and delegates of affiliated associations may attend any meeting of this Association or of its Sections, except closed sessions, and may participate in the deliberations and discussions but shall not ~~have a vote~~ be authorized to vote. Except as provided by Article VII, Section 4, of these ByLaws, such members shall not be eligible for elective office or for committee appointments.

ARTICLE IV MEETINGS

Sec. 6. MEETINGS OF THE BOARD OF GOVERNORS: Regular meetings of the Board of Governors shall be held during each Annual Convention and each Mid-Winter Conference of the Association at such time, or times, and at such place, or places, as shall be designated by the President. Special meetings of the Board of Governors may be called by the President, by a majority vote of the Executive Committee, or by not less than five governors, on not less than ten days written notice in which the time and place of the meeting and its purpose or purposes shall be set forth.

When a matter which appears to be purely formal, but requires the action of the Board of Governors shall arise between meetings of the Board of Governors and is of such a nature that the Executive Committee in its discretion cannot finally act upon, then a poll of the Board of Governors may be held by mail in the following manner: The Executive

Vice President, as Secretary of the Executive Committee, shall prepare written minutes of the meeting of the Executive Committee setting forth the recommendations of such committee, and circulate the same by mail to each member of the Board, and unless a sufficient number of Governors as required to defeat a quorum, or to defeat the matter at hand, register objection thereto within thirty (30) days after the date of mailing, then, upon certification by the Executive Vice President showing the response to such mailing, the minutes may be recorded as an official action of the Board as if such meeting had been duly assembled.

Sec. 7. MEETINGS OF THE EXECUTIVE COMMITTEE

Regular meetings of the Executive Committee shall be held during each Annual Convention and each Mid-Winter Conference of the Association and at such other time, or times, and at such place or places as shall be designated by the President. Should the matter to be considered be of such urgency, or should it be unnecessarily expensive to assemble the committee, then a meeting of the committee may be held by telephone conference, provided that each member of the committee is given notice of the time when such telephone conference shall be held.

ARTICLE V DUES

Sec. 1. RESPONSIBILITY FOR PAYMENT: ~~Each active and each associate member shall pay dues in accordance with a schedule to be fixed by the Board of Governors at each Annual Convention for the year next ensuing, payable on or before the last day of the third month of such ensuing each year. Honorary members shall pay no dues.*~~

ARTICLE VII ELECTION OR APPOINTMENT OF OFFICERS, BOARD OF GOVERNORS AND COMMITTEES

Sec. 4. (a) OTHER COMMITTEES: The President within thirty days after election shall fill expired terms and vacancies, if any, in the Grievance Committee, the Title Insurance Forms Committee and the Title Insurance Accounting Committee

and shall appoint all members of the ~~Planning~~, Judiciary, Liaison Committee of the National Association of Insurance Commissioners, Membership and Organization, Legislative Reporting, Federal Legislative Action, Public Relations, ByLaws, Government Relations and Young Title People Committees, and such other committees as may have been authorized by the Board of Governors or by the members at any convention, each to consist of a Chairman and such number of members as he shall deem advisable, unless otherwise provided by these ByLaws. Committee appointments shall be limited to active members or staff members of affiliated associations. In the event an active member or a staff member of an affiliated association is not available to serve on a committee, the President, with the approval of two-thirds of the Executive Committee, may appoint an Associate member to fill the membership on the committee.

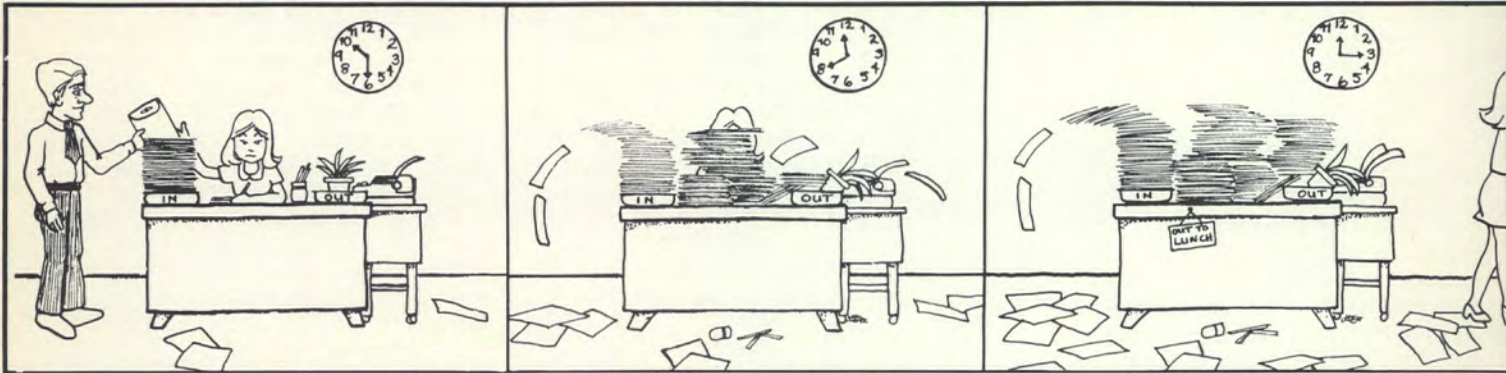
(b) Except with respect to standing committees, the composition of which is otherwise prescribed in these ByLaws, the Board of Governors is authorized and empowered (1) to create and establish such other committees, not provided for or specified in these ByLaws, as it may deem necessary to carry out the orderly functions of the Association in accordance with its purposes and objectives; (2) to designate whether any such committee shall be a standing committee or a special committee; (3) to change the designation of any such committee from special to standing or from standing to special; (4) to specify the functions and powers of any such committee; (5) to determine and change from time to time the number of members and their terms; and (6) to abolish any such committee or terminate the term of any committee member.

(c) The Grievance Committee shall be composed of a Chairman and six other members. No two members of

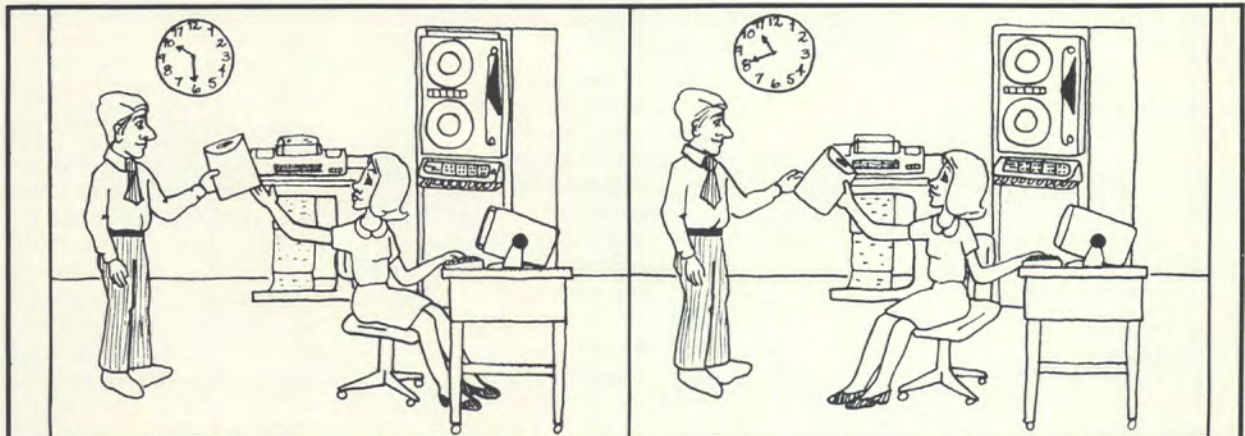
(continued on page 11)

The Many Advantages of TOPS

TOPS, the Title Order Production System from Title Data, Inc., is a mini-computer system for all processing of a title insurance order — from initial receipt through final reporting for your underwriter or home office.



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We feel that the TOPS can be cost-justified for any company producing 300 orders per month. Expanded with additional terminals, the TOPS can process 10 times that volume.

We would like to tell you more about the advantages of the TOPS. Please call or write our President, Stanley Dunin.



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the Grievance Committee shall be accredited from the same state, territory or district and each Section of the Association shall be represented on the committee.

(d) The Title Insurance Forms Committee shall be composed of a Chairman and eleven other members. No more than two members shall be accredited from the same state, territory, or district. No appointment shall be made that will afford any corporate member, or affiliated group of corporate members, directly or through its or their agents, concurrent representation by more than two of its officers or employees. The members shall be divided into three classes of equal number, initially to serve one, two or three years, each succeeding class to serve for three years.

(e) The Legislative Reporting Committee shall be composed of a Chairman and one member from each state or territory of the United States and the District of Columbia.

(f) The Young Title People Committee shall be composed of persons under a maximum age to be established from time to time by the Board of Governors and who, individually or through company membership are active members of the Association.

(g) The Title Insurance Accounting Committee shall be composed of a Chairman and eleven other members. Not more than two members should be accredited from the same state, territory or district. No appointments shall be made that will afford any corporate member, or affiliated group of members, directly or through its or their agents, concurrent representation by more than two of its officers or employees.

(h) Each section shall be represented on the Liaison Committee with the National Association of Insurance Commissioners. Each member of the committee shall be or represent an active member of the Association.

(i) The Chairman and members of the Federal Legislative Action Committee shall be selected from different geographic areas of the country.

(j) The Government Relations Committee shall consist of the President-Elect, the Chairman of the Abstracters and Title Insurance Agents Section, the Chairman of the

Title Insurance and Underwriters Section, and the Chairmen of the following committees: Committee on Improvement of Land Title Records, Committee to Establish Liaison with the National Association of Insurance Commissioners, and Federal Legislative Action, Public Relations and Research committees. Additional members may be appointed by the President with the concurrence of the Executive Committee. ~~In the event an Active member is not available to serve on a committee, the President, with the approval of two-thirds of the Executive Committee, may appoint an Associate member to fill that membership on the Committee.~~

(k) The Chairman and members of each of the committees referred to in this Section shall continue in office until their respective successors are appointed.

ARTICLE VIII DUTIES OF OFFICERS AND COMMITTEES

Sec. 6. THE EXECUTIVE COMMITTEE shall be empowered to act for the Board of Governors and bind the Association in any situation or emergencies when, in the discretion of the committee, it is impractical to defer action awaiting the assembly of the Board of

~~Governors. It shall report such actions to the Board of Governors at its next meeting.~~ Minutes shall be kept of all meetings and any actions taken by the Committee shall be reported in writing to the Board of Governors at or before its next meeting. The Executive Vice President of the Association shall act as Secretary at all meetings of the Executive Committee. A majority of the committee shall constitute a quorum.

Sec. 21. THE TITLE INSURANCE ACCOUNTING COMMITTEE shall review from time to time all accounting practices and procedures used by Association members, recommend methods and forms for accounting, confer with supervisory authorities for the purpose of determining such practices as said supervisory authorities might deem beneficial for the public interest, and to develop uniform accounting practices and procedures. Recommendations of any subcommittees shall be subject to approval by a majority of the whole number of the committee. The committee shall report at each Annual Convention and Mid-Winter Conference of the Association, to the Title Insurance and Underwriters

(continued on page 13)

TITLE PAC

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Gustave Klestinec



Thomas Watson Jr.

USLIFE Title Insurance Company of New York has promoted five executives. They are **Gustave S. Klestinec** to executive vice president-finance, **Thomas J. Watson Jr.** to executive vice president-marketing, **Charles A. Mucci** to senior vice president-national division, **Joseph H. Rooney** to senior vice president-administration and **Vincent H. Pillitteri** to senior regional vice president.

Klestinec is responsible for the company's accounting, investment, mortgage warehousing and real estate operations.

In his new position, Watson will have responsibility for the company's marketing and sales. He is a member of the ALTA Public Relations Committee.

Mucci supervises the company's branch office and agency operations in 22 states and the District of Columbia.

Rooney oversees the company's New York state branch offices. His other responsibilities include corporate advertising, sales promotion and warehouse operations.

In addition to directing marketing for the company in the New York metropolitan area, Pillitteri also is responsible for agency operations in New York, Brooklyn, the Bronx and Staten Island.

Lawyers Title of El Paso, Inc. recently promoted two vice presidents to the position of executive vice president. They are **Don Evans**, who was named executive vice president-business development, and **Ron Rush**, who was appointed executive vice president-title operations. In addition to planning, Evans is in charge of closing loans. Rush oversees title examinations and requirements on guaranteeing titles.



Charles Mucci



Vincent Pillitteri



Robert Cavallaro



Edward Stahl

Names in the News...

Colon H. Williams has been promoted to assistant vice president-administration of Lawyers Title of North Carolina, Inc. Williams has been assistant secretary for 12 years in the company's Charlotte office.

Lawyers Title Insurance Corp. has announced the election of two branch managers. **Truman Bryce** now manages the Wichita, Kans., branch and **Agnes M. Sojka** is in charge of the Chardon, Ohio, operation.

In addition, announcement was made of **Robert M. Cavallaro's** election as branch counsel of the San Jose, Calif., office.

Title Insurance Co., Mobile, Ala., a subsidiary of Commonwealth Land Title Insurance Co., has announced three recent promotions. They are **Larry A. Giardina** and **Terry W. Nash**, who have been named vice presidents, and **Madeline K. Gaines**, who is now an assistant secretary.



Joseph Rooney



William Suhr



Ron Rush



Don Evans



Agnes Sojka



Truman Bryce

Edward A. Stahl has joined the underwriting department of American Title Insurance Co., Miami, Fla.

In Wisconsin, **William L. Suhr** was appointed state manager for American Title. In this capacity, Suhr is responsible for the expansion and improvement of the company's branch and agency operations throughout the state, development of business programs and maintenance of corporate records.

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If you are planning a computer system (or think you spent too much on one), think about coming to the ALTA Convention early.

My seminar will prepare you to avoid the pitfalls many have fallen into when getting a computer system. Your money back if not completely satisfied.

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By Laws—(concluded)

Section or to the membership, or to both Section and Association membership, as the occasion shall require, and all reports and recommendations of the committee shall require action by majority vote at the Convention or Conference at which they shall be submitted, in order to qualify as standard practices or forms. All reports of the committee shall be advisory in nature, and no member shall be required to follow their recommendations nor to use recommended standard practices or forms, nor to follow recommended procedures.

*The proposed amendment was approved by the Executive Committee and Board of Governors at the 1978 Mid-Winter Conference.

MOLDS to Hold Second Meeting in Washington

"Implementation of a Modern Multipurpose Land Data System" will be the theme for the second conference of the North American Institute for Modernization of Land Data Systems (MOLDS) Oct. 5-7, at the Shoreham Americana Hotel in Washington, D.C.

The conference will explore in depth the proper means of implementing a series of interactive land data systems involving at least four subsystems—juridical, fiscal, environmental and geographic. Each subsystem will be addressed from the points of view of administration, operation and financing.

The objective of this multipurpose approach is to provide all the data required by both government and the public for proper development, utilization and conveyance of land and its resources.

Specific conference sessions will address the technical, legal and administrative problems in the implementation of a multipurpose land data system. General discussion forums also will be a part of the program.

Further information on the MOLDS conference may be obtained by contacting Linda Longest, MOLDS Registration Center, P.O. Box 17413, Dulles International Airport, Washington, D.C. 20041.

Cromwell Honored for Service



Richard Cromwell Jr. (seated), vice president of the TI San Diego Division, was recognized recently for his outstanding service. Pictured with him is John E. Flood Jr. (right), president of the Tior Title Insurers, and Warner L. Harrah, vice president and San Diego Division manager.

Richard Cromwell Jr., vice president of the Title Insurance and Trust San Diego Division, was elected to honorary life membership in the company's President's Club. Cromwell is the first person in TI's history to be honored in this manner.

The announcement was made by Tior Title Insurers President John E. Flood Jr. during a special tribute luncheon in San Diego to celebrate Cromwell's 32 years with TI.

In his remarks, Flood noted that Cromwell's career with TI was not only exemplary in terms of the title insurance industry, but also will stand as a standard for one man having gained in-depth knowledge of allied fields which include banking and lending as well as subdivision and commercial real estate development.

A proclamation presented to Cromwell by Flood and Warner L. Harrah, vice president and San Diego Division manager, stated that Cromwell's energies extended to the overall benefit of the business

community both in San Diego County and throughout the state.

Cromwell founded the California and San Diego escrow associations. He organized and moderated the first Congress on Common Interest Subdivision as well as planned and moderated the first Condominium Conference in San Diego. Author of an authoritative text on condominium conversion, Cromwell also wrote extensively on mortgage banking to bring greater understanding of that industry to local real estate developers.

Subsidiary Made a Branch

The Title Guarantee & Trust Company of Toledo, formerly a Lawyers Title Insurance Corp. subsidiary, has been converted to a full service branch office of Lawyers Title. Joseph R. Gorman will manage the new branch and John T. Bruch is branch counsel.

Oklahoma Conventioneers Hear Speakers, Elect Officers

The Oklahoma Land Title Association elected Don Jump of Southwest Abstract Co., Lawton, president at its 73rd annual convention in Oklahoma City. John Goetzinger of Woodward will serve as vice president.

Other officers elected were Howard Thigpen, Oklahoma City, secretary; Toney Foster of Claremore, treasurer, and Lou Smith of Oklahoma City, executive secretary.



Don Jump

Also elected were the following board members: Owen Harper, Bartlesville; W.H. Langley Jr., Stilwell; John Cathey, Durant, and Ken Mitchell, Guthrie.

Kenneth McBride, general counsel, American-First Title & Trust Co., spoke on "How the Law Can Complicate Your Life." The speech was particularly significant in light of two recent decisions of the Oklahoma Supreme Court considered adverse to the land title industry.

A panel discussion entitled "Agent's View of the Underwriter and

Underwriter's View of the Agent" was moderated by Billy Vaughn of Lawyers Title Insurance Corp., Dallas, Texas. Panelists were Robert D. Dorociak, USLIFE Title Insurance Co. of Dallas; Earnest Hoberecht of the Blaine County Abstract Co., Inc., Watonga; Bob Luttrull of Pioneer Abstract and Title Co., Muskogee, and Mrs. John Cathey of the Bryan County Abstract Co., Durant.

Among the 189 at this year's convention were ALTA President C.J. McConville, ALTA Immediate Past President Philip D. McCulloch and ALTA Past President John Warren.

PLI Workshop Set for NYC

Title problems of single-family residences will be among the topics discussed at the Practising Law Institute three-day workshop on real estate transactions Aug. 2-4 at the Barbizon Plaza Hotel in New York City.

The faculty will examine the purchase of condominiums and cooperatives; financing, closing and title problems of single family residences; federal regulations and tax considerations relating to consumer real estate purchases, and the legal and business

problems concerning commercial and multi-family real estate purchases including land acquisition, zoning and subdivision financing and title problems.

The fee for the workshop is \$250 which includes the cost of the course handbook, *Real Estate Transactions*. For those unable to attend the workshop, the handbook may be ordered for \$20 directly from the institute. Registration information also may be obtained by writing Practising Law Institute, 810 Seventh Ave., New York, N.Y. 10019.

Introducing Another ALTA Bestseller

The Title Industry: White Papers Volume 2



Profiles Indian land claims; covers ALTA's recommendations concerning RESPA, Section 13; presents some observations on title insurance profitability, and devotes a chapter to abstracting in the real estate conveyancing process.

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- customer education
- classes in educational institutions

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Features ALTA Officer

Memphis Television Show Focuses on Title Insurance

J.L. Boren Jr., president of Mid-South Title Co., Inc., Memphis, Tenn., and chairman of the ALTA Abstracters and Title Insurance Agents Section, recently made the first of two scheduled appearances on a WMCT-TV program in Memphis to discuss the importance of title insurance.

The show, *Real Estate Information*, is sponsored by the Real Estate Information Center of Memphis. Boren's initial appearance led off the series, consisting of interviews designed to educate the future homebuyer.



The ALTA Research Committee met June 7 in Chicago. Among the topics discussed were revisions in both the presentation and types of data collected for the National Association of Insurance Commissioners Form 9 Study, the ALTA Research Committee Claims Study, quarterly reporting and forecasting, rate of return and profitability, the new Philo Smith study of the title insurance industry and a new questionnaire designed to estimate the number of people working in the industry.

Attending the meeting were Chairman John E. Jensen, Chicago Title & Trust Co.; Thomas W. Connor, Buckeye Abstract & Title Agency, Inc.; Frank J. Giovinazzo, Pioneer National Title Insurance Co.; LeRoy F. King, Commonwealth Land Title Insurance Co., and ALTA Director of Research Richard W. McCarthy.

Listing cards for the 1979 ALTA *Directory* have been distributed to all home offices of members.

If listing cards have not been received, members should contact ALTA Business Manager David R. McLaughlin.

Deadline for returning the completed cards to the ALTA office is Sept. 1.

The Real Estate Information Center is a computerized service which matches available homes with prospective purchasers.

Boren appeared with Richard B. Alexander, senior vice president of Leader Federal Savings & Loan Association in Memphis.

Since Boren's appearance, other guests on the show have included a representative of the Federal

Housing Administration; a closing attorney; a home inspection service representative for United Van Lines, and the mayor of Memphis.

During the interview, Boren emphasized the protection of owner's title insurance, the reasonable cost, the relatively small portion of total closing costs represented by title charges and the complexities of land title transfer.



J.L. Boren Jr. (left) and Richard B. Alexander are interviewed on the WMCT (Memphis) show, *Real Estate Information*. At right is Marge Thrasher, a prominent local television and radio personality.

Herbert Elected NCLTA President

Bob Herbert, president of the National Title Insurance Agency, Inc., Raleigh, was elected president of the North Carolina Land Title Association at NCLTA's recent convention.

Other officers elected to one-year terms were F. Alton Russell of Lawyers Title of North Carolina, Inc., vice president; Edmund T. Urban of AMI Title Insurance Co., secretary, and William Jeffries of Pioneer National Title Insurance Co., treasurer.

Also elected was Larry Johnson as attorneys section representative.

Branch Office Moves

The Blossom Valley (Calif.) branch of Title Insurance and Trust has moved to expanded facilities at 6140 Camino Verde, Suite K in San Jose.



Bob Herbert

July 13-15, 1978

Idaho Land Title Association
Sun Valley Lodge
Sun Valley, Idaho

July 20-22, 1978

Wyoming Land Title Association
Fountain Motor Inn
Newcastle, Wyoming

August 3-10, 1978

American Bar Association
Annual Convention
New York, New York

August 10-12, 1978

Montana Land Title Association
Big Mountain Ski Resort
Whitefish, Montana

August 11-12, 1978

Kansas Land Title Association
Holiday Inn & Holidome
Hutchinson, Kansas

August 17-19, 1978

Minnesota Land Title Association
Normandy Hotel
Duluth, Minnesota

September 9-12, 1978

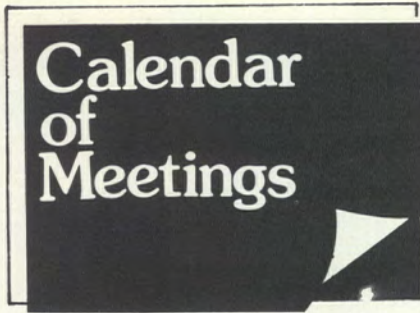
Indiana Land Title Association
Indianapolis Hilton—Downtown
Indianapolis, Indiana

September 10-12, 1978

Ohio Land Title Association
Stouffer's Dayton Plaza Hotel
Dayton, Ohio

September 10-13, 1978

New York State Land Title Association
Buck Hill Inn
Buck Hill Farms, Pennsylvania



September 14-15, 1978

Wisconsin Land Title Association
Midway Motor Lodge
Green Bay, Wisconsin

September 14-16, 1978

North Dakota Title Association
Williston, North Dakota

September 15-18, 1978

Missouri Land Title Association
Tan-Tara Resort
Lake of the Ozarks
Osage Beach, Missouri

September 20-22, 1978

Nebraska Land Title Association
Lincoln Hilton
Lincoln, Nebraska

September 24-27, 1978

ALTA Annual Convention
Boca Raton Hotel & Club
Boca Raton, Florida

October 11-13, 1978

Dixie Land Title Association
Holiday Inn—Callaway Gardens
Pine Mountain, Georgia

October 11-14, 1978

Florida Land Title Association
Colony Beach & Tennis Resort
Sarasota, Florida

October 13-15, 1978

Palmetto Land Title Association
Palmetto Dunes Hyatt
Hilton Head Island, South Carolina

October 19-20, 1978

Nevada Land Title Association
Hyatt Lake Tahoe
Incline Village, Nevada

October 21-25, 1978

American Bankers Association
Annual Convention
Honolulu, Hawaii

October 25-27, 1978

Land Title Association of Arizona
Skyline Country Club
Tucson, Arizona

October 29-November 2, 1978

U.S. League of Savings Associations
Annual Convention
Dallas, Texas

October 29-November 1, 1978

Mortgage Bankers Association
Annual Convention
Atlanta, Georgia

November 10-16, 1978

National Association of Realtors
Annual Convention
Honolulu, Hawaii

December 6, 1978

Louisiana Land Title Association
Royal Orleans Hotel
New Orleans, Louisiana

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