

DO NOT REMOVE

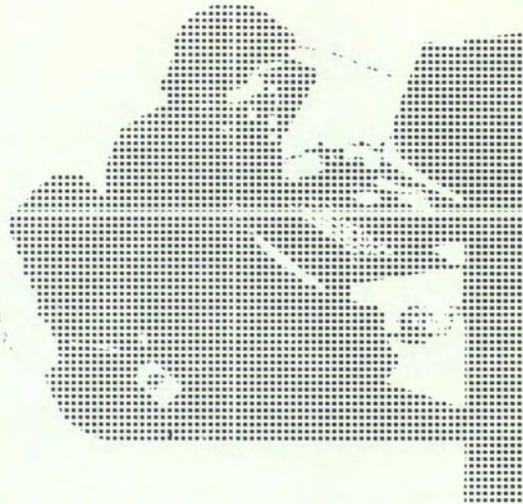
MAY-JUNE 1985

Title News



Videotaping the New ALTA Recruiting Presentation

Automate your future



Escalating processing and high fixed costs. Increasingly complex closings. Emerging competitive pressures. All are challenges facing the title insurance industry.

To help, TRW's Real Estate Information Services combine HW System's 14 years of experience in the title information industry with TRW's own 15 years as a leader in automated credit reporting. Now our familiarity with complex software and hardware systems, our expertise in database management and communications can give your company — large or small — the state-of-the-art title information services it needs:

TELETITLE currently processes over 95,000 inquiries daily, storing over 2.5 million open order items and over 118 million title plant records. It can trim away hours of tedious clerical work for maximum cost-effectiveness.

TELETAX stores over 12 million real estate property tax records on-line, giving the title insurance industry the most up-to-date payment information.

Order Processor collects, processes, and reports title order information efficiently and accurately, to increase your office's productivity.

Policy Writer helps you prepare preliminary reports and policies quickly and easily.

Electronic Mail service lets you transmit and receive messages, with ease, within your company as well as with anyone on our network.

Let our strong professional team help automate your future. We're happy to show you how our services can make the title industry more efficient and profitable. **Come see us at the CLTA Convention in Palm Springs, May 1-4.**

**Real Estate
Information Services**
714.385.3563

TRW

Real Estate
Information Services

Title News

Contents

Volume 64, Number 2

A Message from the President-Elect	5
Credit Line Mortgage Problems William A. Colavito	7
Successful Seminar in Pennsylvania Edward S. Schmidt	11
VCR Aids Membership Recruiting	13
Communications Network Maintained by Vice President-Government Relations	15
Support Staff an Enthusiastic Team	19
Calendar of Meetings	Back Cover

Front Cover

ALTA Staff General Counsel James R. Maher heads for a meeting with a HUD attorney as the action is recorded by a videotape camera during production of "Commitment to Excellence," a membership recruiting presentation that describes the Association and its activities and benefits. For additional details on the VCR, which is being made available to affiliated regional and state title associations, please turn to page 13.



Title News is published by the American Land Title Association, 1828 L St., N.W., Washington, D.C. 20036. Telephone (202) 296-3671.

ASSOCIATION OFFICERS

President

Jack Rattikin, Jr.
Rattikin Title Company
Fort Worth, Texas

President-Elect

Gerald L. Ippel
Ticor Title Insurance Company
Los Angeles, California

Chairman, Finance Committee

Richard P. Toft
Chicago Title Insurance Company
Chicago, Illinois

Treasurer

William H. Little
SAFECO Title Insurance Company
Los Angeles, California

Chairman, Abstracters and Title Insurance Agents Section

John R. Cathey
The Bryan County Abstract Company
Durant, Oklahoma

Chairman, Title Insurance and Underwriters Section

Marvin C. Bowling, Jr.
Lawyers Title Insurance Corporation
Richmond, Virginia

Executive Committee Members-at-Large

Richard A. Cecchetti
Title Insurance Company of Minnesota
Minneapolis, Minnesota

James W. Mills, Jr.
Lawyers Title of Louisiana, Inc.
New Orleans, Louisiana

Immediate Past President

D. P. Kennedy
First American Title Insurance Company
Santa Ana, California

ASSOCIATION STAFF

Executive Vice President

Michael B. Goodin

Senior Vice President

William J. McAuliffe, Jr.

General Counsel

James R. Maher

Vice President—Government Relations

Mark E. Winter

Vice President—Public Affairs

Gary L. Garrity

Vice President—Administration

David R. McLaughlin

Director of Research

Richard W. McCarthy

WE SPEAK CLOSINGS



Announcing TAD PC!!!

"One thousand percent better than any system I've seen."
(Branch Manager)

"We increased our productivity by 300% in just sixty (60) days".
(Escrow Manager)

"TAD made us the top money office within our company for three months running". (Office Manager)

Automated Processing & Development Corporation

TAD PC Does It All

- Calculates quickly and accurately
- Automatically types your letters & documents
- Provides amortizations, prorations in minutes

Total Flexibility

- Create and use your own unique phrases
- Quickly change or update
- Complete word processing with WordStar

✓ CHECK OUT TAD PC

Now available through...



Automated Processing & Development Corp

1-800-354-5020 California
1-800-833-8638 National
3215 West Warner Avenue
Santa Ana, California 92704

I have an immediate need. Please call me.

Send me more information.

Name _____ Title _____

Company _____

Street _____

City, State, Zip _____

Telephone () _____

A Message from the President-Elect



Give me the simple life! I suppose with advancing age perspectives change. Hardening of the arteries seems to accompany a strong human longing for the *good old days*. Nostalgia for the past becomes a leisure pursuit which replaces Saturday morning golf or Sunday afternoon tennis. Be careful, it's a trap.

Did you ever sink into a hot, steaming bathtub and feel tension drain out of your body? As that warm water relaxes you, your mind begins to ease as well. It's heavenly. Nostalgia does the same thing. It is like a nice hot bath that you never want to leave and always want to come back to. It cleanses the body and the spirit, but it also dulls the senses to the point where you imagine you are in a state of hydraulic narcosis. Be careful, it's a trap.

In 1980 Ronald Reagan asked, "Are you better off now than you were four years ago?" He knew that the majority of the electorate would respond negatively. Why? Well, maybe it's because of the human weakness to view the past in the polychromatic hues of self-satisfaction. We remember that it was simple so therefore it must have been easier. Be careful, it's a trap . . . the water is warm.

It may have been simpler, but it was also boring. The human spirit requires stimuli. The mind must be prodded. New ideas rarely originate in the euphoria of the hot tub. In fact history only records one, an ancient Greek named Archimedes, who figured

out a way to test the purity of gold and is reported to have cried, "Eureka." Be careful, it's a trap . . . the water is cooling.

Human beings may be unwilling to face the pain of tomorrow and may prefer the joy of yesterday. Some may say that sunsets are prettier than sunrises, but who can judge. Some may say that nights are better than days, but who can judge. Some may even prefer walking backwards to running forwards, or driving in reverse instead of driving ahead.

Life should not be viewed in a mirror, but in the crystal ball. Title men and women deal every day with the past. Be careful, it's a trap . . . the water is cold.

Title men and women should look up, not down. We have many things to do. Shake off the drops of yesterday. Enjoy the euphoria of seeking new solutions, of creating new ideas, of finding new resources both human and financial. Remember, today's cold shower will be tomorrow's hot bath. There is no trap . . . the water is frigid, but boy, is it wonderful!

A handwritten signature in black ink that reads "Gerald L. Ippel". The signature is written in a cursive style with a long, sweeping underline.

Gerald L. Ippel

Take a long look at your current margin of profit.

Then look to Landata

Your firm is in business for profit. Steady increments of profit. At least, it should be.

When you look to Landata, you're joining a growing number of title and real estate companies across the nation in gaining increased profits through automated title services, increased productivity through fully integrated programs, and new profit centers through sales of real estate related data.

At Landata everyone—from corporate headquarters to our 10 subsidiaries nationwide—is a title industry veteran. Our team of title, computer, and software experts have developed, tested—and now market nationwide—the most flexible, accurate and efficient computer systems to fully automate all the ways in which your company uses real estate information. And on site training by title professionals means training from *your* point of view.

Take a Look at AIM (Automated Information Management)

Our exclusive AIM System of 4 *fully integrated* programs:

- Order Entry and File Flow
- Document Preparation
- Escrow Closing
- Escrow Accounting

With AIM, operators enter data only *one* time. Once entered, data is automatically crossfiled throughout the system into every file you require.

Title Plant System

Fully automate your title plant through on-line user participation in a Landata subscriber system. Or Landata can fully automate your present in-house title plant. Access up-to-date mapping to any scale desired. And consider turning your title plant into a profit center through sales of real estate information to such markets as retailers, energy companies, lending institutions, and taxing authorities.

Look to Landata ...

- On-site surveys to determine your individual requirements
- Digital VAX 11/700 Series Computers
- Digital PRO 350 Personal Computers
- Custom programming
- Title-trained customer support personnel and our toll free customer service number 800-551-3220. In Texas 800-392-0061.

After you've seen the others, look to Landata. Soon you'll see a boost in productivity and profits.



LANDATA, INC.

Real Estate Information

**For additional information,
phone or write the office nearest you.**

GENERAL OFFICES

LANDATA, INC., GENERAL OFFICES, 2200 West Loop South, Houston, Texas 77027
(713) 871-9222, (800) 551-3220, In Texas (800) 392-0061

AUSTIN

LANDATA, INC. OF AUSTIN
313 East Anderson Lane
Austin, Texas 78752
(512) 452-9222

DENVER

LANDATA, INC. OF DENVER
1225 17th Street, Suite 1950
Denver, Colorado 80202
(303) 298-9222

KANSAS CITY

LANDATA, INC. OF KANSAS CITY
1021 Grand Avenue, Suite 401
Kansas City, Missouri 64106
(816) 471-4266

PORTLAND

LANDATA, INC. OF PORTLAND
200 SW Market, Suite 110
Portland, Oregon 97201
(503) 226-7169

SAN ANTONIO

LANDATA, INC. OF SAN ANTONIO
5409 Jackwood Drive
San Antonio, Texas 78238
(512) 680-4060 or (800) 292-2061

DALLAS

LANDATA, INC. OF DALLAS
8131 LBJ Freeway, Suite 715
Dallas, Texas 75251
(214) 783-4433

HOUSTON

LANDATA, INC. OF HOUSTON
9720 Beechnut
Houston, Texas 77036
(713) 271-0241

LOS ANGELES

LANDATA, INC. OF LOS ANGELES
412 West Broadway, Suite 211
Glendale, California 91204
(818) 247-3282

PALM BEACH

LANDATA, INC. OF W. PALM BEACH
2001 Broadway
Riviera Beach, Florida 33404
(305) 863-8001

TAMPA

LANDATA, INC. OF TAMPA
6304 Benjamin Road, Suite 503
Tampa, Florida 33614
(813) 884-7111

Credit Line Mortgage Problems

By William A. Colavito

The consumer today finds himself in a period of readily accessible credit. The use of plastic money, in the form of credit cards, has become a part of our way of life. Lenders throughout the country are advertising the availability of various forms of flexible loans, one of which consists of the advance of funds pursuant to revolving lines of credit.

These loans are usually secured by a mortgage commonly referred to as a credit line or revolving credit mortgage.

This article will discuss certain basic problems associated with this mortgage form as well as the role that title insurers are being requested to assume in connection with the marketing of this type of mortgage to the public.

What is a credit line mortgage? A credit line mortgage is one intended to secure both present and future advances of funds or credits extended by a lender to a borrower. A distinction should be drawn between a credit line mortgage and an open end mortgage. Future advances secured under a credit line mortgage are ostensibly structured as being obligatory in nature while advances under an open end mortgage are usually optional on the part of lenders. As will be discussed, this difference may affect the priority position of subsequent advances secured under these mortgages with respect to intervening liens.

In addition, the amount of outstanding indebtedness secured under a credit line mortgage often fluctuates during the term of the loan while the indebtedness secured under an open end mortgage increases as advances are made.

A further distinction should be drawn between a construction loan mortgage and a credit line mortgage. The future advances secured under the construction loan mortgage

are used to pay for improvements being made to realty whereas the use of funds advanced under a credit line mortgage are not so restricted. While both mortgages secure future advances, the conceptual distinction between these mortgages becomes less clear, and lien priority implications of filed mechanics' liens become more significant, where the borrower uses some or all of the money received under a credit line mortgage to pay for improvements being made to his real property.

What are the significant title problems associated with credit line mortgages? While there are various legal and practical problems attendant to the disbursements of funds secured by credit line mortgages, there are two prime issues associated with this mortgage form which are of concern to both lenders and title insurers. They involve the validity of the mortgage as an enforceable lien against the secured realty as well as the priority of future advances secured by such mortgages over liens and encumbrances affecting the mortgaged property prior to such future advances.

Priority Given Preference

A review of the history of mortgages which secure future advances indicates that these mortgages were conceptually validated under

English law as well as by early court decisions in this country.⁽¹⁾ The advances thereunder were given preference over intervening liens based upon the concept of priority of recording. The validity of these mortgages was further upheld by subsequent court decisions and confirmed by specific legislation enacted in a number of states.⁽²⁾ However, with respect to those states which by statute permit only certain types of credit line mortgages, the implication that other such mortgages may therefore be invalid, must be considered with the framework of the relevant statutory and case law decisions of the particular state.⁽³⁾

The validity of the lien of a credit line mortgage should also be considered from the following perspectives:

1. A mortgage is a valid lien only for amounts advanced and not as to obligations which may be secured in the future. Therefore, a statement in a credit line mortgage that it is intended to secure a maximum stated sum at any one time should not alone result in a valid lien being created as to such maximum amount in the absence of advances actually being made.
2. Cases have indicated that the full repayment of all outstanding advances by a borrower may extinguish the lien of a mortgage.⁽⁴⁾ In an attempt to retain a continuing valid lien with respect to their credit line mortgages, certain lenders require that a minimum indebtedness remain outstanding at all times during the term of the loan.
3. The validity of the credit line mortgage lien should also be evaluated with respect to the consequences resulting from nonpayment of mortgage recording taxes which are required to be paid in certain states. In New York State, for example, a mortgage is defined for tax purposes to include every mortgage which imposes a lien on or affects the title to real property and a tax is im-



The author is president of the New York State Land Title Association and has served as chairman of its Law Committee. He is vice president and regional counsel, North Eastern Region, Chicago Title Insurance Company and is a member of the Real Property Committee of the Association of the Bar of The City of New York and chairman of the subcommittee involved with preparation of credit line mortgage lien priority legislation for New York state.

posed upon the amount of the debt or obligation which is or under any contingency may be secured at the date of execution thereof or at any time thereafter by a mortgage on real property. Assume that funds have been fully advanced by the lender up to the face amount of the loan and are thereafter repaid in whole or in part by the borrower. Will additional advances made thereafter, which exceed in the aggregate the face amount of the mortgage, be subject to an additional tax? If a tax which becomes due is not paid, what effect will nonpayment have upon the mortgage lien? While not necessarily conclusive of the issue, the attorney general in New York has opined that under such circumstances an additional mortgage tax is due upon the recording of a supplemental instrument evidencing a readvance⁽⁶⁾ such as a modification agreement. In the event no such instrument is recorded, the mortgage tax becomes payable once the mortgage lien is enforced. In addition, New York case law indicates that the validity of the lien remains unaffected provided that any tax which becomes due is subsequently paid.⁽⁷⁾ Consideration must be given to the possibility that in certain jurisdictions nonpayment of the mortgage recording tax may affect the validity of the mortgage lien at least as to those advances upon which no mortgage tax is paid.

Why is the lien priority of advances secured under credit line mortgages important? To be an effective continuing source of security, the credit line mortgage must retain its initial lien priority position with respect to advances made subsequent to the date of closing. The lien status of the mortgage and the advances secured at closing can generally be established through a title search. However, because of the fluid and unpredictable right to draw upon most lines of credit, it would be impractical for lenders to condition each advance upon a prior search of title. As previously noted, several states have legislation which addresses the priority issue. However, in other states, the courts have attempted to resolve conflicting claims of priority which occasionally develop.

First In Time Principle

The basic principle of law governing lien priorities is that of first in time, first in right. However, notwithstanding the prior recording of the credit line mortgage and the notice contained therein as to the future advances which it is intended to secure, in recent years the courts generally have not applied the first in time principle alone to the resolution of outstanding priority issues. The disposition of

such claims generally has been based upon a consideration of the obligatory or optional nature of the advances to be made.

The view of the majority of American courts is that a mortgage which secures obligatory future advances assures priority, as of the inception of the mortgage for all advances made thereafter, notwithstanding the lenders' knowledge of intervening liens or encumbrances at the time the advances are made.⁽⁸⁾ What are the characteristics of an obligatory advance? The highest court of one state in an early decision defined an obligatory advance mortgage as one in which both parties were bound to perform their agreement at the peril of being subject to damages. The court acknowledged the practical realities of the lending business by stating that, although conditions are present in the loan agreement which if breached by the borrower would justify the lender from discontinuing future advances, such facts alone would not result in the advances being non-obligatory.⁽⁹⁾ According to the decision, advances secured by such mortgages are afforded priority over intervening liens from the inception of the loan and the fact that the money does not change hands until a later date is irrelevant. Most lenders consider it imprudent not to provide for default clauses in their mortgages and loan agreements. Notwithstanding the existence of such clauses, and the conditions they technically impose upon the obligation to advance, the loan could still be considered obligatory and have priority at least as to those advances made prior to a default by the borrower.⁽¹⁰⁾

It should also be observed that a line of cases has upheld a lender's right to protect the security of its mortgage by discharging certain obligations of the mortgagor. For example, disbursements of funds for unpaid real estate taxes are usually considered obligatory advances and enjoy the same lien priority as did the original indebtedness.⁽¹¹⁾ Based upon such decisions, arguments have been proffered that advances made by a lender under the economic compulsion of protecting the premises and maintaining its value should also be deemed obligatory. This theory becomes especially relevant as to those advances made pursuant to construction loan mortgages.⁽¹²⁾

The issue of what constitutes an obligatory advance as opposed to one which is optional is far from being resolved. One court indicated that, where the time and amount of money to be advanced are largely discretionary with the lender, the legal effect of such provisions is to bring the transaction under the rule for optional advances and to subordinate the advances to intervening liens.⁽¹³⁾

Although advances secured by a mortgage are deemed optional, variations in legal opinion nevertheless exist as to the priority of advances made under such mortgages. Some courts, which appear to be in the minority,

refuse to distinguish between optional and obligatory advances and have held that advances under optional advance mortgages take priority over intervening liens.⁽¹⁴⁾ Other decisions indicate that, where future advances are optional with the lender, the mortgage lien as to those advances is prior to subsequent liens and encumbrances unless actual as distinguished from constructive notice is provided to the mortgagee.⁽¹⁵⁾ Because of the inconclusive and unsatisfactory case law relating to the aforementioned issues, it would appear that some form of legislative resolution in all states would be appropriate.

Unique Priority Problems

Special types of liens pose unique priority problems. Notwithstanding the prior recording of the credit line mortgage or the obligatory nature of advances thereunder, certain liens which attach between advances may pose special priority problems for lenders. One such lien is the federal tax lien. Pursuant to the Tax Reform Act of 1966,⁽¹⁶⁾ the United States government has a lien on all property, real and personal, of any person who fails to pay an internal revenue tax as of the date of assessment. However, the lien shall not be valid as against purchasers or holders of certain security interests if there has been compliance by the latter with filing or recording requirements provided by law.

Prior to the amendment of the Internal Revenue Code of 1954 by the 1966 Tax Reform Act, a lender's mortgage lien was protected to the extent the mortgage was recorded and deemed to be "choate" or perfected as to the identity of the lienor, the property affected and the amount of the lien. However, in the event the lender had not parted with money or monies worth at the time of the indexing of a federal tax lien, the lien was deemed "inchoate" and subsequent advances were subject to intervening federal tax liens.⁽¹⁷⁾ The application of the choateness doctrine does not appear to have been substantially affected by the Federal Tax Lien Act of 1966. However, the act does provide for certain exceptions, namely, that future advances which result from real property construction or are made pursuant to certain obligatory disbursement agreements have priority over intervening federal tax liens.

A real property construction agreement according to the act is one involving cash disbursements, the purpose of which is to finance the construction of improvement being made to real property. The statutory exception was granted because the use of such funds will generally enhance the value of the property for purposes of the lien.

An obligatory disbursement agreement ac-

Continued on page 22

There's a Titlewave Coming Your Way!

Introducing Titlewave, The Affordable Alternative in Title Automation.

Titlewave Software was originated by Thad H. Marsh for use in his own title company. It performed so well, he developed it further and made it available to other companies. Now, over 92 title companies utilize the Titlewave system in their offices. All this has happened since 1980.

The next logical step is to bring Titlewave to you, no matter where you're located in this great country. We've anticipated a few questions you might have about our system.

These questions and their answers follow.

Q: What can the Titlewave Total Automation System do for me?

A: Well, let's just say it does all your hard work, easily. Titlewave automation includes:

Closing

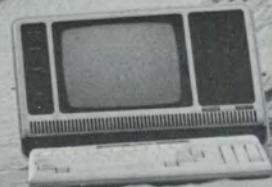
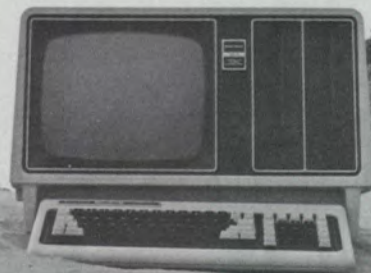
- Closing statements (HUD, Buyer/Seller)
- Check writing
- Multiple escrow accounts
- Disbursement sheets
- Ledger sheet
- Check and deposit logs
- Escrow account reconciliation

Policy

- Commitments, Mortgagee and Owner policies (integrated with closing statement)
- Examiner's report
- Underwriter remittance report

Management

- Order entry and tracking with inquiry/report features



Q: What hardware is compatible with Titlewave Software?

A: Titlewave is compatible with the IBM PC-XT, Radio Shack Model 12 and Radio Shack Model 4p computers. Each is moderately priced.

Q: What is the total cost?

A: Under \$16,200 for Titlewave Software and hardware. Also, a portable

closing system with the Radio Shack Model 4P computer is available for under \$9,000. Both software and hardware may be purchased from Titlewave, Inc. Software is sold separately if you already own a compatible computer.

For more answers to more questions about Titlewave, please contact a representative at the phone number or address listed below.

Titlewave, Inc. 

11815 IH-10 West • Suite 102 • San Antonio, Texas 78230 • (512) 692-3625

Titlepro.

The
system
for
all
seasons.



To everything there is a season. No one knows it better than you. You've brought your title company to success. You know that staying there means getting an edge on the future.

For years you've watched employees do repetitious typing and prepare complicated closings, struggling to keep paperwork organized, up to date and accurate. You've known someday you'd invest in a computer system to multiply the efficiency of your expensive office staff. You've been waiting for the right time . . . and the right system.

This is it! The timing will never be better. And Titlepro is exactly the right system.

Titlepro does every task which can efficiently be done by a microcomputer in a title office. Application data is entered quickly. Titlepro automatically puts that data into title reports, policies and other forms. It tracks your business sources and the status of cases in process. It includes the best closing and disbursement package available—bar none. It does your remittance reports, indexes your title plant and handles your accounting.

The
right system
at the
right time.

With Titlepro you keep a lean and efficient office staff in both busy and slow seasons, able to handle the workload without additional hiring.

Titlepro is multi-user and multi-tasking with an operating system MICROSYSTEMS magazine calls "... the closest you can get to a minicomputer in a micro." It is fully CP/M and CP/M-86* compatible. Each user station has its own computer and RAM. All are internally connected to access a common 30 megabyte hard disk and common printers.

Over 2500 cases are on line at all times, accessible in seconds to you and each of your staff.

Price? The computer expert for one of the largest underwriters concludes "Titlepro has the lowest price per work station of any title system available." On a lease-purchase plan, Titlepro costs less than a part-time typist just out of high school. And that includes installation, training, support, and three user stations.

*CP/M is a trademark of Digital Research Corp. Titlepro is available now in the Northeast and Midwest.

Titlepro. The system for all seasons.

**For more information or to request a demonstration contact:
Bob Dean or Neal Pedersen at (717) 299-2100**

NEUSA Technology, Inc.

Home Office:
15 N. Duke St.
Lancaster, PA 17602

Midwest:
6408 Chagrin River Road
Chagrin Falls, OH 44022

Successful Seminar in Pennsylvania

By Edward S. Schmidt

How often has it been said: "It would help so very much if real estate professionals—the broker, mortgage banker, and others participating in the transaction—knew as much about our product, the title insurance policy, as they do about our other services, particularly the closing."

It was with this thought in our minds that the Pennsylvania Land Title Institute decided to offer a one-day seminar on the title policy and the real estate settlement in Philadelphia. Our first step was to select a panel of experts—people who have gained the respect of their peers in the industry through years of training and experience building up to successful careers as proof of their capabilities and dedication.

Our first choice was Irving Morgenroth, senior vice president and chief counsel for Commonwealth Land Title Insurance Company. He agreed to be moderator, and to start the seminar program with an historical review of land title insurance, title evidencing, recordings, title plants, and the role played by the insurance department of Pennsylvania.

Building upon this introduction, Richard A. Angelo, vice president and eastern regional counsel for American Title Insurance Company, first described the importance of providing accurate and complete information to properly identify the real estate to be searched and ultimately insured.

He continued with an analysis of the title report, also referred to as a title binder or commitment, and the liability of the issuing underwriter. Quickly thereafter came a line-by-line explanation of the owner's and lender's title policies; what was included as coverage and what was excluded, and why. Quite naturally, this led into an animated response from the audience with questions and answers relating to their particular interests and special risk situations.

Michael J. Fromhold, senior associate title counsel for Tigor Title Insurance Company, presented a review of the benefits of the numerous policy endorsements available to expand coverages for the insured. This discussion included conversations concerning mechanics' liens, judicial sales, installment contracts and a variety of circumstances involving special risks.

Panelist William W. Rice, owner and president of Great Valley Abstract Corporation and president of the Pennsylvania Title Agents Association, spoke about proper procedure, problems and pitfalls of the real estate closing beginning with methods of clearing title objections through the closing statement and receipt and disbursement of funds. The liability and responsibility for proper distribution of settlement funds was strongly emphasized as a critical area for error, often resulting in a financial claim and loss to the underwriter or agent in charge of the transaction.

An unusual feature of the seminar was an open-end, "free-for-all" discussion by the panelists, with spontaneous additional comments from the audience, on a series of eight hypothetical claims problems. First, the claim was explained and the points of law and/or responsibilities of the parties identified. Through the lively discussion that followed, the audience was treated to a "behind-the-scenes" view of the underwriters and agents proper response to a claim and the analysis of the claim to determine whether it falls within or outside the coverage of the policy. Also discussed were the obligations of the insured for full

disclosure, as well as his rights under the policy, and the obligation of the underwriter to defend the insured.

Also covered in the discussion were the puzzling parts of the problem to sometimes establish a time or amount of loss when only a threat of loss exists.

One of the eight hypothetical claims touched upon a valid judgment lien against a former owner, overlooked by the title searcher and not certified ahead of the insured mortgage. The judgment creditor made no effort to enforce his lien and the insured mortgage was not in default.

Another claim centered on a hidden, undisclosed underground easement of sewer pipes. The insured owners wanted them removed!

Of course, a mechanics' lien case was included in the discussion to present the problems always faced by title underwriters.

Also included were a forgery and an embezzlement, and who is going to clean up the mess, cure the title of defects and replace the money!

Still another case touched upon a claim by the insured that he could not "use" the property as he intended because of "limited" access, and he estimated his "loss" based upon projected profitable use of the land.

These were only a few of the many aspects of claims illustrated by the panel, and these discussions brought the seminar program to an active and exciting conclusion.

At the invitation of the panelists, the audience participated actively throughout the program, with questions and answers from their experience to illustrate points of interest.

The day passed quickly, no doubt due to the high level of interest and involvement sustained by the panelists and their excellent rapport with the audience. Very few people left the auditorium before the program was concluded.

A total of 178 individuals were pre-regis-



The author is administrator for Pennsylvania Land Title Institute with offices in Philadelphia, and is retired as vice president and secretary, Commonwealth Land Title Insurance Company.

Continued on page 22

Plants thrive on **Genesis**

New, improved Genesis now adds the power of plant maintenance to its unique title insurance package.

Genesis has harnessed the strengths of TITON — the industry standard — in a formula suited to independent companies and agencies. TITON today handles more than 375,000 records posted monthly for 30 counties nationwide. Proven results that guarantee Genesis owners the best in plant maintenance.

Powerful plant maintenance and other outstanding programs make Genesis the most effective small title insurance system you can buy.

Genesis

All you need for
a healthy plant



Call today

(800) 525-8526

NEW
plant maintenance
program for
Genesis

Genesis plant food

IMPROVED
capabilities give
Genesis owners the
most effective small
title insurance system
on the market.

01/12084 GENESIS PLANT MAINTENANCE 01.10101

1. SEARCH
2. POST
3. UPDATE

ENTER A NUMBER FROM 1 TO 3

PROVEN FORMULA based on TDI's TITON — the most widely used plant maintenance system in the world.

VCR Aids Membership Recruiting

With the strengthening of ALTA through membership growth a major goal articulated by Association officers and governors, the ALTA Public Relations Committee and staff recently have concentrated professional communications skill on supporting work toward this objective.

One result has been the distribution early this year of a new, updated membership recruiting folder entitled, "ALTA Membership—Your Standard of Excellence."

More recently, committee and staff have turned to the audio-visual medium with, "Commitment to Excellence," a videocassette presentation that describes ALTA and activities and benefits of the Association. The videotape, which has a running time of approxi-

mately 30 minutes, has been made available on a loan basis to affiliated regional and state title associations whose officers desire to present the production at their 1985 conventions.

Following a realistic story line, the presentation begins as Herbert N. Morgan, president of Real Title Company, Inc., Fairfax, Va., telephones ALTA Executive Vice President Michael B. Goodin and asks for more detail on the benefits that he receives through membership in the Association. The remainder of the presentation centers around a conversation between Morgan and Goodin during a subsequent visit to Real Title, where ALTA is profiled in depth.

"As you know, the Association was created

in 1907 to help title companies solve problems together that none could prevail against individually," Goodin comments after arriving for the visit with Morgan. "Today—with increasing federal and state government interest in the title business, with sweeping changes in the market, and with dramatic growth in areas like automation—ALTA has become a critical element in survival of the title industry as we know it."

ALTA President Jack Rattikin, Jr., president of Rattikin Title Company, Fort Worth, Tex., provides commentary in the presentation that includes his views on what can be accomplished collectively by the Association

Continued on page 25

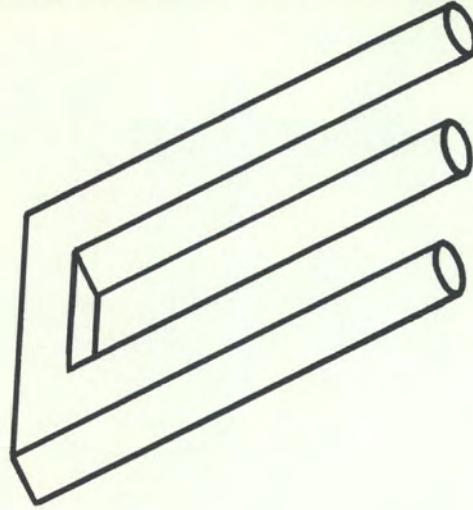


At left, ALTA President Jack Rattikin, Jr., nearest camera, and Executive Vice President Michael B. Goodin wait for a "take" to begin during a day of shooting on the Association membership recruiting videotape production in the ALTA



Washington office. In the other photograph, Mike explains ALTA benefits to a member, Herbert N. Morgan, during a scene from the VCR presentation taped at Real Title Company, Inc., Fairfax, Virginia.

Choosing how to automate can be confusing...



...until you've tried SULCUS.

More land title people are turning to SULCUS. Why? Simple.

Simple to use. Complete in itself and ready from day one, with no installation headaches. **SULCUS, the turnkey in-house computer.** Easy use and total applications have made SULCUS the foremost supplier of automation to land title professionals--and made those professionals the foremost suppliers to their customers.

Consider the facts.

You're not a computer professional. No wonder today's pace and progress can be confusing. Some sellers say you just need a basic home computer. They have it. Some say you're so special you need a unique package. They'll build it. And some can turn your nightmares into dreams.

Claim after extravagant claim...one truth stands clear. Profit is directly tied to productivity. The future of the land title industry lies in automation. That future belongs to those preparing for it today--by cutting costs, expanding service, and mostly, improving productivity. **And productivity is SULCUS' product.**

What others claim, SULCUS delivers--"right off the bat."

SULCUS was designed by land title professionals for land title professionals to solve the problems they



share. Certainly it answers the day-to-day operating needs. But it also lets you capture--and recapture--a wealth of sophisticated management and marketing information at your fingertips. On demand (with a few minutes notice), you get automatically prepared commitments and policies, lender packaging, closing statements, checks missing nothing but the signature, amortization schedules, and maintenance of your escrow accounts. More, it's also a comprehensive filing system. You gain the ability to instantly retrieve information to answer questions, to make last-minute changes, to make instant calculations and recalculations, and to develop all the necessary documents to complete a real property transfer. You avoid searching for missing files, repetitive typing, unacceptable

corrections, and costly mistakes. Your decisions are no sooner made than done.

And that's not all. Built-in word processing...indexing ... spelling...checking...telecommunications interfacing with others...complete standard business packages such as payroll, accounts receivable, general ledger. It all means you can do the common everyday work as easily as you do your special needs.

The comprehensive system, with comprehensive support and service, at an affordable price.

With a national distribution network, a toll-free support line, next-day hardware replacement, SULCUS offers installation, training, on-going support and consultation, all from one source.

Comparison shop, certainly. But be sure to look at the one others measure themselves against. Contact us now for more information. Discover how you can ensure your future, beginning today.

Call toll-free 800-245-7878

SULCUS
Computer
Corporation

Tell me more about how you *Think Productivity*

Name _____ Title _____

Company Name _____

Address _____

City _____ State _____ Zip _____

Phone _____

- I'm considering automating. Please send me a free office survey to determine my needs.
- I'd like to know more about the Sulcus System. Please have a representative call me.
- Please contact me regarding your Dealer Program.

Bank & Trust Building
41 North Main Street

SULCUS
COMPUTER
CORPORATION

Greensburg, Pa. 15601
412/836-2000

Cut along dotted line and return

Communications Network Maintained By Vice President-Government Relations

ALTA Vice President-Government Relations Mark Winter "has the capability to effectively analyze the impact proposed legislation would have on the land title industry and, working with the Government Affairs Committee and ALTA staff, develop positions which convey industry views to those in policy-making positions," comments Association Executive Vice President Mike Goodin.

Mike points to Mark's attributes including his "widespread knowledge of a range of industry concerns and his reputation among legislators and policy makers as a straightforward individual."

Mark has been a lobbyist before Congress and federal agencies for 17 years—half of that time representing the savings and loan industry. His strengths include emphasizing matters that have a direct bearing on the industry represented.

In ALTA representation at the federal level, Mark believes it is "essential that ALTA's needs and views be represented in all governmental discussions and decisions that affect the title industry." To achieve this objective, he maintains a communications network among ALTA members, Congress and federal agency personnel.

Working with the Association's Government Affairs Committee, Mark has targeted a number of current federal legislative measures for ALTA consideration. They include: financial institutions deregulation, tax simplification proposals, possible amendments involving the McCarran-Ferguson Act, bankruptcy amendments, imputed interest rate formulas and a variety of housing bills.

Mark also maintains ongoing contact with many federal agencies, particularly HUD, FHLBB, FDIC, the Federal Reserve and the Comptroller of the Currency.

Additional governmental interaction includes assisting in the development and implementation of legislative and regulatory policy and strategy and preparing federal and state submissions and back-up materials on behalf of the Association. In drafting federal agency submissions, Mark recommends a narrow focus of attention, saying "The centerpiece of any statement or testimony should be the articulation of the unique nature of title insurance and not the broad-based concerns of the insurance industry."

Mark's responsibilities are not confined to the federal level.

"We are expanding our scope as staff to assist at the state level to ensure that proposed state legislation and regulation is not only monitored by the Association, but that such proposals are anticipated and followed from their inception," Mike comments.

Mark establishes liaison with affiliated professional and trade association groups as part of his work. Last year, he was instrumental in the founding of a 19-member insurance coalition opposing legislation enabling depository institutions to engage in the business of insurance. To date, the coalition has been successful against the expansionary efforts of the financial community.

The Title Industry Political Action Committee is staffed by Mark, who aids in this industry communications effort and political liaison. As director of the TIPAC program, Mark implements authorization and solicitation; maintains the TIPAC State Advisory Trustee network; provides advice on selection of federal candidates to receive TIPAC campaign

Continued on page 26



ALTA Vice President-Government Relations Mark E. Winter, left, visits with Senator Don Nickles (R-Oklahoma), member of the Senate energy, labor and small business committees.

SULCUS®

Presents...
**LAND TITLE
 AUTOMATION IN
 WORDS & PICTURES**



RAGWARE SETTLEMENT SYSTEM MASTER MENU

- 1 - SYSTEM PERSONALIZATION
- 2 - STATEMENT ENTRY & UPDATE
- 3 - STATEMENT PRINTOUT
- 4 - SELECT PRINTER
- 5 - CHANGE SYSTEM DISK
- 6 - EXIT SYSTEM

SELECT FUNCTION



The first Land Title automation system is still the foremost.

One company was responsible for beginning it all. We introduced automation to the industry, with the first two programs designed for land title professionals.

In the mid-70's, Settlement/ Disclosure was installed in pilot locations. It offered computerized production of . . .

RESPA settlement balance sheet, statements, check registers

RAGWARE AMORTIZATION SYSTEM MASTER MENU

- 1 - PERSONALIZATION/SELECT PRINTER
- 2 - AMORTIZATIONS
- 3 - CHANGE SYSTEM DISK
- 4 - EXIT SYSTEM

SELECT FUNCTION

SULCUS
 AMORTIZATION SCHEDULE
 PREPARED BY: Digital Service Corp.
 21 Main Street
 Pittsburgh, PA 15222

YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST
1,000.00	12.00	79.85	821.15	19.22	12.00	588.87	70.85	19.22	12.00
		80.43	841.73	21.68	12.00	569.19	72.42	19.22	12.00
		81.23	879.50	25.26	12.00	543.93	74.00	19.22	12.00
		82.07	917.43	29.04	12.00	522.89	75.57	19.22	12.00
		83.70	954.54	33.04	12.00	505.85	77.13	19.22	12.00
		84.53	990.81	37.26	12.00	492.81	78.68	19.22	12.00
		85.38	1026.24	41.71	12.00	483.76	80.22	19.22	12.00
		86.23	1060.83	46.39	12.00	477.69	81.75	19.22	12.00
		87.09	1094.58	51.30	12.00	474.60	83.27	19.22	12.00
		87.96	1127.49	56.44	12.00	474.50	84.78	19.22	12.00
		88.83	1159.56	61.81	12.00	477.39	86.28	19.22	12.00
		89.71	1190.79	67.41	12.00	483.28	87.77	19.22	12.00
		90.60	1221.18	73.24	12.00	492.17	89.25	19.22	12.00
		91.50	1250.73	79.30	12.00	504.07	90.72	19.22	12.00
		92.41	1279.44	85.59	12.00	519.08	92.18	19.22	12.00
		93.33	1307.31	92.11	12.00	537.21	93.63	19.22	12.00
		94.26	1334.34	98.86	12.00	558.46	95.07	19.22	12.00
		95.20	1360.53	105.94	12.00	582.83	96.50	19.22	12.00
		96.15	1385.88	113.35	12.00	610.32	97.92	19.22	12.00
		97.11	1410.39	121.09	12.00	640.93	99.33	19.22	12.00
		98.08	1434.06	129.16	12.00	674.66	100.73	19.22	12.00
		99.06	1456.89	137.56	12.00	711.51	102.12	19.22	12.00
		100.00	1478.88	146.29	12.00	751.56	103.50	19.22	12.00
		100.00	1478.88	146.29	12.00	751.56	103.50	19.22	12.00



RAGWARE T MA

- 1 - SYSTEM PER
- 2 - ENTER/MOD
- LEGAL DESO
- 3 - TRANSLATE
- 4 - PLOT TRACT
- 5 - CHANGE SY
- 6 - EXIT SYSTEM

SELECT

When our customers wanted new ways to attract their customers, we developed an Amortization program. . .

To enable users to prepare personalized schedules for any type of loan over any time frame.

When time closes in, the single input feature means all of this information can be modified and re-done in a matter of minutes.

Turbotract the legal retained in all documents.

RAGWARE REGULATION Z MASTER MENU

- 1 - OPTIONAL CALCULATIONS
- 2 - REG Z ENTRY/UPDATE
- 3 - CALCULATE/PRINT DATA
- 4 - SELECT PRINTER
- 5 - CHANGE SYSTEM DISK
- 6 - EXIT SYSTEM

SELECT FUNCTION



RAGWARE TELECOMMUNICATIONS SYSTEM MASTER MENU

- 1 - SULCUS TO SULCUS
- 2 - SULCUS TO OTHER
- 3 - PLAYBACK CONVERSATION FROM DISK
- 4 - CHANGE SYSTEM DISK
- 5 - EXIT SYSTEM

SELECT FUNCTION

RAGWA M

- 1 - PERSONAL
- 2 - RECORD E
- 3 - SEARCHIN
- 4 - GENERAL I
- 5 - SELECT PR
- 6 - CHANGE S
- 7 - EXIT SYST

SE

For those preparing lender documents, Regulation Z prepares truth-in-lending disclosures and good faith estimates.

We get users off to a good start, with a solid grounding in their systems and software via thorough training by SULCUS professionals.

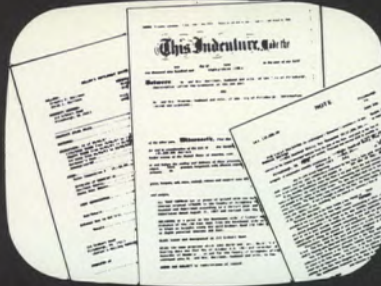
Telecommunications turns the office into a communications center, transferring information instantaneously among branches, offices, and outside sources.

Economical now more fe with the me Information and hard driv

**RAGWARE FORMS GENERATION
MASTER MENU**

- 1 - DESIGN FORMS
- 2 - CLIENT FILE ENTRY PRINT
- 3 - TRANSFER BASE FILES
- 4 - TYPEWRITER MODE
- 5 - SELECT PRINTER
- 6 - CHANGE SYSTEM DISK
- 7 - EXIT FORMS SYSTEM

SELECT FUNCTION



**RAGWARE INDEXING SYSTEM
MASTER MENU**

- 1 - STARTUP
- 2 - STORE CASES
- 3 - RETRIEVE/TRANSFER CASES
- 4 - ENTER/MODIFY CASES
- 5 - SELECT PRINTER
- 6 - CHANGE SYSTEM DISK
- 7 - EXIT INDEXING SYSTEM

SELECT FUNCTION

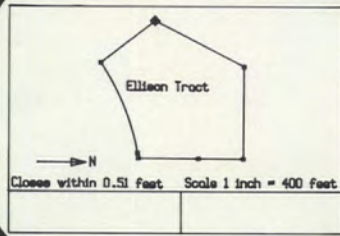
ent sheets,
buyer/seller
checks and

Using the same data files, Forms Generation enabled use and re-use of information with single input to . . .

Design and produce any form (policies, agreements of sale, deeds, notes, mortgages) automatically, easily, and rapidly.

Other programs followed. With Indexing, users could track key information, draw it from closed cases, store it, then re-use it in new files.

RACT SYSTEM
MENU
IZATION
ANSFER
N
DESCRIPTION



**RAGWARE ESCROW ACCOUNTING
MASTER MENU**

- 1-BANK FILE
- 2-CLIENT FILE
- 3-TRANSACTIONS
- 4-RECONCILE
- 5-REPORTS
- 6-SELECT PRINTER
- 7-CHANGE SYSTEM DISK
- 8-EXIT SYSTEM

SELECT FUNCTION



parcels from
ription con-
the closing

Allowing the user to rapidly discern closing distance, right of ways, easements, and overlaps, and to scale the plot as desired.

Escrow accounting pulls information from the data base for up to 10 banks and 500 clients on each files disk.

Multi-user systems and hard drives heighten production capabilities, storage capacity, and speed, allowing more people to benefit from more power.

RS SYSTEM
MENU
N
UPDATE
INTOUT
NG



**SULCUS[®]
Computer
Corporation**

Bank & Trust Building
41 North Main Street
Greensburg, Pa. 15601
Call 800-245-7878 today.

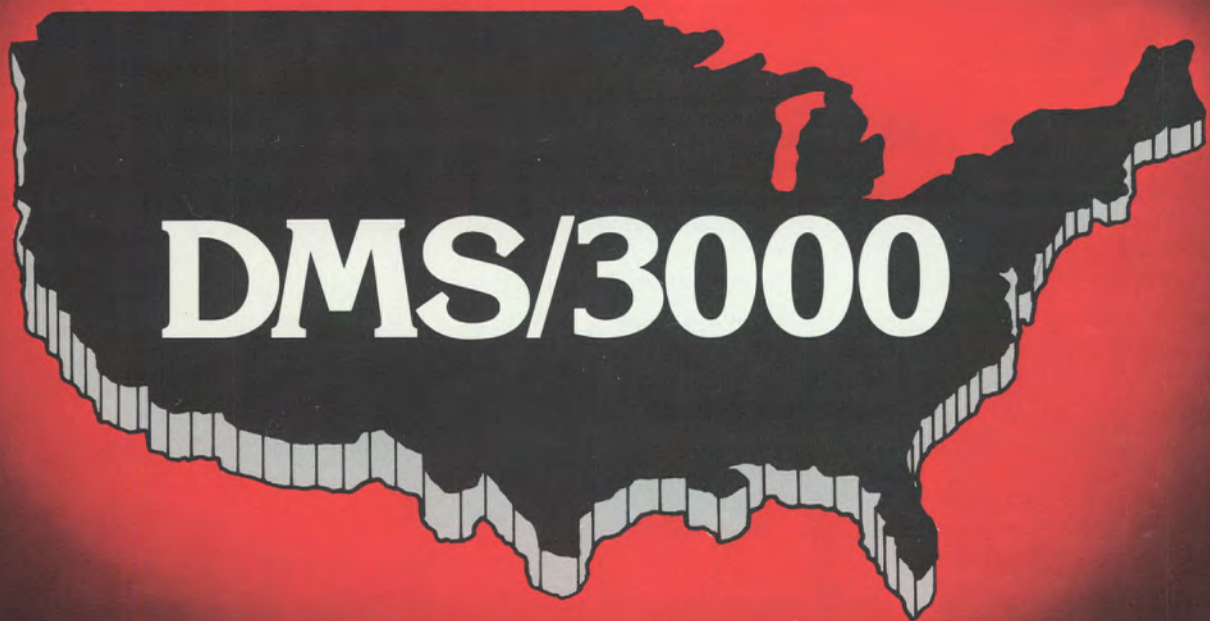
plants are
e than ever
of the Mass
eval System
chnology.

Continual support and enhancements keep the users' systems always current with their needs, bringing us full cycle: One company is still responsible for everything.

All this and portability too. The Model 6000P, the latest in a long line of advances for the land title industry.

Be sure to watch for the next installment of the exciting adventure of land title automation...Brought to you by SULCUS.

DOCUMENT DATA CORPORATION INTRODUCES . . .



Setting Records All Over The Country!

Document Data Corporation is bringing the county records to the fingertips of title plants from coast to coast . . . And setting records of their own.

FOR COMPREHENSIVE SERVICES! The DMS/3000 is a complete, yet easy-to-use document management system. It's comprehensive search provides instant retrieval of documents. Along with an order management process that allows you to enter all search requests at one time, freeing valuable personnel for other duties. You can handle more business with no increase in staffing!

FOR ACCURACY! DMS/3000 state-of-the-art computer technology has made document management as close to error-free as it will ever be! This system was made for title plants who could never before trust computers . . . but who need them to remain competitive in the marketplace!

FOR CONVENIENCE! The Courthouse comes to you. In-office terminals provide the

continually updated records of your county. Your DMS/3000 can be installed in less than 90 days — a complete, totally affordable Document Management System you'll use hundreds of times a day!

FOR SIMPLICITY! THE DMS/3000 can be easily mastered by your existing personnel. Forget all the mystery computers used to have. Instead of intimidating your staff, DMS/3000 becomes their best friend.

You need to contact the people at Document Data Corporation today. Set records for accuracy and efficiency in your title plant operation. Join the growing family of DMS/3000 users. If you're looking for higher profitability through a Document Management System you can afford —

Your Search Is Over!

DDC
DOCUMENT DATA

Support Staff An Enthusiastic Team

Impressive academic achievement and enthusiastic teamwork in Association activities are important characteristics of the seven members of the ALTA support staff in Washington.

As Association Executive Vice President Mike Goodin puts it, "The ALTA support staff members contribute to ALTA in many ways via varied academic and professional backgrounds. I am continually amazed at the depth of talent we have in the fields of small meeting planning, accounting, writing, advertising, news media and legislative contacts, computers, research and general public relations with our members."

Members of the support staff are Susan Perry, executive assistant to the executive vice president; Deborah Wallower, research assistant; Linda Purdue, legislative assistant; Jennifer Phillips, editorial assistant; Dorothy Harting, assistant to the vice president-administration and Kristy Mathews, assistant to the senior vice president and the general counsel.

Following are brief sketches of the individual members of the support staff.

Executive Assistant Susan Perry, recipient of a two-year scholarship from Prince Georges County, Maryland, Community College, earned an associate degree in business administration there and has begun additional undergraduate work in finance. Following her graduation, she worked temporarily as an administrative assistant on a government contract for NASA until she joined ALTA in the fall of 1983.

As the "right hand" of Mike Goodin, Susan has extensive contact with ALTA Executive Committee members and is instrumental in arranging committee meetings and communications. Recently, this responsibility has been extended to include the planning and coordination of hotel arrangements for all ALTA committee meetings and regional meetings.

Susan attends the ALTA Mid-Winter Conference and Annual Convention, where she

coordinates the ladies events, handles last-minute arrangements and provides ALTA hospitality assistance. Susan compiles the agenda books for ALTA Board of Governors and Executive Committee meetings and is looking forward to increasing involvement in the ALTA office computer system. Susan serves as team leader and supports morale of the support staff.

Research Assistant Deb Wallower, an international relations and government graduate of Beloit (Wisconsin) College, is a five-year ALTA veteran. In her capacity as research assistant, Deb collects and prepares an analysis for financial data from member companies on a quarterly and annual basis. She is responsible for large studies of the two member groups of the Association and other research projects. She has contributed to the content of the ALTA statistical "fact book" and works in the compilation and interpretation of member surveys.

Deb also has been responsible for small meeting and seminar planning, has provided assistance at ALTA Conventions and other meetings, and has written articles for ALTA publications.

Prior to her employment with ALTA, Deb worked as an information assistant with Group Hospitalization, Inc., a local Blue Cross/Blue Shield plan; as a news department intern with a local Illinois radio station, and as an intern to an Iowa congressman while attending college.

Legislative Assistant Linda Purdue, a graduate of the University of Illinois, has had firsthand exposure in the political arena, having spent the past 11 years working on Capitol Hill. The newest employee at ALTA, she joined the staff in January of this year after spending three years with the National Republican Congressional Commission in the Campaign Division Political Action Committee Department.

Linda already has demonstrated her ca-



Members of the ALTA support staff are shown with Association Executive Vice President Mike Goodin. They are, seated, from left, Linda Purdue, Tracy Collier and Deb Wallower, and, standing, from left, Susan Perry, Jennifer Phillips, Dorothy Harting and Kristy Mathews.

pabilities through her enthusiastic support in preparations for the annual TIPAC trustees meeting in February and in the publication of *Capital Comment*.

Linda foresees a full schedule during the 99th Congress—monitoring federal and state legislative activities; attending congressional and regulatory hearings and submitting written reports and assisting with TIPAC activity to support the campaigns of appropriate congressional candidates from both parties.

She maintains records of all incoming TIPAC contributions, represents TIPAC at congressional fund-raising events when requested and assists in writing TIPAC authorization and solicitation literature to be distributed to ALTA members nationwide. As assistant editor of *Capital Comment*, she contributes articles and types and proofreads the newsletter.

Her outside activities include: 1984-1985 president of the Federal City Republican Women's Club (she was a founding member of that organization in 1981), Executive Board member of the District of Columbia Federation of Republican Women and affiliate member of the National Federation of Republican Women.

Editorial Assistant Jennifer Phillips joined ALTA immediately following her May, 1984, graduation from Duke University. She com-

pleted a double major in economics and French. Previous communications exposure includes a term as editor of her high school paper and a work-study position as assistant business manager of the Duke University newspaper.

Jennifer assists in all production stages of *Title News*, from inception to circulation. Her responsibilities include development and timely submission of articles; various writing assignments; obtaining and cropping photographs and proofreading. Jennifer also assists and coordinates work with the compositor and printer.

Jennifer maintains liaison with *Title News* advertisers, and is involved in ad scheduling, placement, composition and billing. She is also responsible for work involving *Title News* subscriptions. Other projects include designing brochures with executive staff members and proofreading for meeting programs and other ALTA publications.

Her recent responsibilities include assistance in the publication of the new *ALTA Update* news bulletin; coordination of the recently conceived ALTA educational videocassette loan library; and answering requests for ALTA public affairs and other material in a timely manner.

Administrative Assistant Dorothy Harting was graduated from the University of Mary-

land in 1982 with a degree in business and fashion merchandising. She joined ALTA in the spring of 1984.

Dorothy brings important qualities to her position—accuracy, diligence and thoroughness. She receives and records all ALTA payments, keeps a constant tally of dues outstanding and paid, and compiles a dues analysis. She handles accounts receivable and payable, and is responsible for entering all financial data into the computer system for use in preparing financial statements.

Her other responsibilities include registration and preparation of material for the Mid-Winter Conference and Annual Convention. She also assists at these events when assigned.

Additional duties include maintenance of the Association mailing list and responsibilities as the key operator for the office computer system. She also coordinated the recent office renovation project and oversees general office maintenance.

Assistant Kristy Mathews joined ALTA in September, 1984, following graduation, summa cum laude, from Alma (Michigan) College. She majored in economics and French and was a member of Phi Beta Kappa and several other honorary societies.

Kristy assists membership application processing from the receipt of an application to its introduction for acceptance to the ALTA Executive Committee and Board of Governors. She has been involved in updating and streamlining the handling of these applications. Kristy also recently typed and proofed draft revisions in the ALTA ByLaws and typed the 1985 ALTA *Manual of Organization and Procedures* for publication. She also performs legal research and provides general office support.

Receptionist Tracy Collier joined ALTA this past fall as the first, full-time employee in that position in several years. Tracy answers and screens the bulk of more than 300 incoming telephone calls received daily in the ALTA office and handles publication requests. She is responsible for ALTA film distribution and maintenance. Other responsibilities include general maintenance of office machines; the basic appearance of office commons areas; and assistance to the vice president-administration and other staff members as requested.

Summing up the role of support staff members, Mike Goodin comments, "They are all goal-oriented and extremely conscientious in their respective areas of responsibility. Of course, being a relatively small association requires that our entire staff cross over individual lines of expertise to perform many general functions—this is especially true of the support staff. We could not function without them. They all have superb futures and excellent potential and my objective is to keep them with ALTA for years to come."

ELITE ... The Total Computer System For The Title Industry

*ELITE Title Presents the newest
Software for our computer system*

The VISTA/PC GRAPHIC PLOTTING SYSTEM

- providing — Color Plotting
— Determines closure
— Figures enclosed area
— Displays true point of
beginning



ELI — Performs all the functions of Today's Title Office:

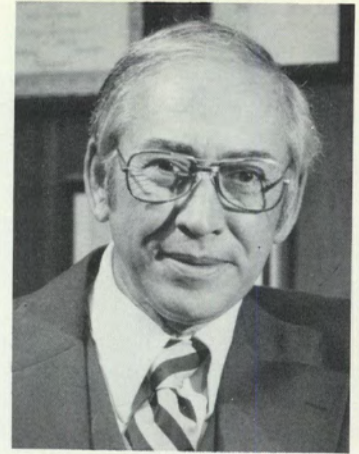
- | | |
|------------------|----------------------------------|
| Title Indexing | Electronic Spreadsheet |
| Title Searching | Electronic Mail |
| Order Processing | Agenda |
| Accounting | Loan Closing (in
development) |
| Word Processing | |

Write or Call For More Information
On Our Complete Computer System

THE ELITE TITLE SYSTEM CORP.
6051 N. Brookline Suite 104
Oklahoma City, OK 73112 (405) 840-3220

"There's hardly anything in the world that some men cannot make a little worse and sell a little cheaper, and the people who consider price only are this man's lawful prey."

John Ruskin (1819-1900)



R. "Joe" Cantrell
"A title agent for title people"



**ERRORS
AND
OMISSIONS
INSURANCE**

Escrow Agents, — Loan Closers, — Realty Sale Closers, — Abstracters, —
Title Searchers — Title Examiners, — and Title Insurance Agents

Title Pac provides:

The **BROADEST** coverage:

The lowest rates:

Prompt and efficient service:

Coverage for prior acts:

Title experience and title knowledge:

Title people to settle claims:

**35 YEARS OF SERVICE TO THE TITLE AND ESCROW—
CLOSING INDUSTRY**

Let this 35-year service be used for your benefit

**Title Pac
and
Escrow Pac**

2108 N. Country Club Road
P.O. Box 857
Muskogee, OK 74401
918-683-0166

Use Our Toll-Free Number
1-800-331-9759
(Except Alaska, Hawaii, and
Oklahoma)

cording to the act is an agreement entered into by a person in the course of his trade or business to make disbursements required by reason of the intervention of rights of persons other than the taxpayer. In the case of most credit line mortgages, it is usually the borrower who relies on the mortgagee's obligation to disburse. Based upon the above authority, unless future court decisions expand the definition of an obligatory disbursement agreement, it appears unlikely that the lien of most credit line mortgages, other than construction loans, would be upheld as to advances made after the filing of a federal tax lien.

Mechanics' Liens

Mechanics' liens are creatures of statute and secure the priority of payments due for the value of materials supplied and work performed in connection with improvements made to realty. The work and material supplied often result in an appreciation to the value of the real property, a factor which a court must again consider in evaluating the priority of such a lien with respect to advances under credit line mortgages. Since construction loan mortgages also secure future advances made under building loan agreements, much of the law relating to the priority of mechanics' liens over construction loans conceivably applies to credit line mortgages. The application of such laws is varied and complex.

When considering priority issues, the mechanics' lien law of the particular state in question must be analyzed for local nuances. For example, the New York State Lien Law provides that disbursements made by a lender are to be held in constructive trusts for the payment of material and labor.⁽¹⁸⁾ Pursuant to certain credit line agreements, funds are advanced directly to creditors of the borrower. This form of disbursement may bypass the trust fund requirements of the New York Lien Law and result in a loss of priority as to the subsequent mortgage advances. In general, however, when advances are obligatory, the lien of a mortgage receives priority over mechanics' liens when the mortgage has been recorded before the mechanics' lien attaches despite the fact that advances are actually made subsequent to that time.⁽¹⁹⁾

Super priority liens such as those for unpaid real estate taxes would also pose serious priority issues with respect to the future advances.

Title Insurer Role

Within the framework of unsettled and sometimes conflicting case law decisions, especially in those states not benefited by priority legislation, what role have title insurers

assumed in insuring credit line mortgages? When considering the issue of possible coverage, it should first be observed that title insurance policies usually do not provide insurance against post policy defects. In particular, paragraph 3(D) of the Exclusion from Coverage of the American Land Title Association Loan Policy 1970 excludes defects, liens, encumbrances, adverse claims and other matters that attach to the real estate or arise after the date of the policy. While the basic policy would provide protection as to the validity of a mortgage lien as of the policy date, no protection would be afforded with respect to subsequent advances under a credit line mortgage in the absence of special affirmative insurance or an endorsement to the policy.

Various forms of affirmative insurance are available which may be obtained from title insurers. Depending upon the laws of a particular jurisdiction, such coverage may insure both the continued validity and priority of future advance made pursuant to credit line mortgages. When available, this insurance is often predicated upon the mortgage being duly recorded and that it contain notice it secures future advances, limited, however, to a stated dollar amount at any one time.

Most forms of affirmative coverage will not insure the priority of advances made after the filing of a petition for relief under the Federal Bankruptcy Code or pursuant to state creditors rights or insolvency laws. In addition, priority insurance will usually not be afforded with respect to advances made after the filing of federal tax liens. Liens for real property taxes and assessments which usually possess super priority status are also excluded from coverage. In connection with such affirmative insurance, the insurer will also carefully consider the affect of statutory liens for services, labor and material which have been or may be filed against the subject premises.

Another form of protection which may be available from a title insurer relates to item 8B of the conditions and stipulations of the American Land Title Association Loan Policy—1970, entitled, "Reduction of Liability."

It is conceivable that the sum total of all disbursements secured by the credit line mortgage over the life of the loan may exceed the face amount of the coverage under the policy. The aforementioned clause has been considered as limiting the dollar liability of the insurer with respect to any principal indebtedness created subsequent to the date of policy. By virtue of affirmative coverage or an endorsement to the policy, the liability of the company under its loan policy may be extended to any sums advanced subsequent to closing which bring the total disbursements over the face amount of the policy.

The issuance of either form of coverage may be subject to the payment of an additional risk premium.

Many title insurers have drawn a practical distinction between credit line mortgages which secure residential loan transactions and those involving commercial transactions. A more flexible approach may be anticipated from an insurer with respect to residential loan transactions since the loss potential conceivably should be less in such instances.

As a result of inconclusive and inconsistent case law, credit line mortgages continue to pose unique problems and challenges both for lenders and title insurers. It will be necessary to closely follow and evaluate developments in this area of the law so as to safeguard the interests of the parties to such transactions.

- (1) *Hopkinson v. Rolt* 9H. of L. 514, 34L. J. Ch. 468, 11 Eng. Rep. 829(1861)
- (2) See Fla. Stat. Ann. Sec. 697.04 (West 1969 & 1984 Supp.) Ill. Ann. Stat. C.17 Secs. 312.2, 3007.1 and 4447 (1984-85 Supp.); Md. Ann. Code Real Prop. Secs. 7-102 (1981); Ohio Rev. Code Ann. Sec. 5301.232 (Page 1981) Va. Code Secs. 55-96 (1983 Supp.)
- (3) Connecticut General Statutes Sec. 49-2 (C)
- (4) *Cantrell v. Cawyer* 162 S.W. 919 (Tex.App. 1913) *Thrift Funds Canal Inc. v. Foy* 261 La.573, 260 So.2d 628 (1972)
- (5) New York Tax Law Sec. 250
- (6) 1953 Opinions Attorney General 1981
- (7) *Mutual Life Ins. Co. of New York v. Nicholas et al* 128 N.Y.S.902 (1911)
- (8) 80 AL R 2d 191-203
- (9) *Hyman v. Hauff* 138 N.Y. 48 (1893)
- (10) *New York and Suburban Federal Savings and Loan Association v. Fi-Pen Realty Co.* 133 N.Y.S. 2d 33
- (11) *Modern Mortgage Law and Practice* 2d Ed. Kratovil and Werner (1981) P.159-160
- (12) *Kratovil & Werner, Mortgages for Construction and the Lien Priorities Problem—The Unobligatory Advance* 41 Tenn. L. Rev. P.311, 315 (1974)
- (13) *National Bank of Washington et al v. Equity Investors et al* 518 P. 2d 1072, 83 Wash. 2d 435, (1973)
- (14) See Ann. 138 A.L.R. 566, 576-578
- (15) 55 Am Jur 2d, Mortgages Sec. 356
- (16) See 26 U.S.C.A. Secs. 6321 through 6323
- (17) Revenue Ruling 56-41, 1956-1 C.B. 562
- (18) New York Lien Law Sec. 13
- (19) 80 A L R 2d 191

SCHMIDT—continued from page 11

tered for the seminar and 175 actually attended. This is considered to be a remarkable indication of the strong desire and keen interest of our registrants to improve their knowledge and understanding of their jobs, and the land title industry.

The registration fee for the seminar was \$125 per person, with the provision that group registrations for five or more persons would be discounted to \$100 per person. The underwriters were urged to solicit the atten-

dance of their agents and take advantage of the discount as a group registration. We think this pricing arrangement contributed to the large attendance.

It is interesting to note that the total registration represented 41 from underwriters, 82 in the agent-abstracter category, 34 attorneys and/or paralegals, and the remaining 21 from banks and real estate offices.

As a postscript, we received a number of complimentary letters and other expressions of opinion, including:

"It was the 'most learning day' I ever had about title insurance."

"The agenda was pertinent, the topics timely and the panelists both intelligent and interesting."

"It was clear, concise and informative. Your panel did an excellent job of highlighting the purpose and content of title insurance, commitments and policies."

"Thanks for a superb conference to benefit the title insurance industry. I learned quite a bit and found the presentations informative and thought-provoking."

The mission of the Pennsylvania Land Title Institute is to offer courses of training and education in real-estate-related practices and procedures, with particular emphasis on land title insurance. The unusually active response to this seminar has encouraged the Institute to consider a repeat performance, to be designed especially for real estate professionals—the real estate broker, mortgage banker, attorney and others—who join with title underwriters and agents in completing the real estate transaction.

Young Title People Chart Objectives

Development of new title industry employee recruiting literature and a welcoming event for young title people at the 1985 ALTA Annual Convention have been recommended by the ALTA Young Title People Executive Committee, according to a report from Cara L. Detring, vice president, St. Francois County Abstract Company, and ALTA Board of Governors advisor to the committee.

In the view of the committee, there should be two pieces of recruiting literature—one for law students and one for people with a college education or other post high school training. The literature would be made available to regional and state title associations and would be sent to law schools, colleges and high schools.

Among the more long range ideas discussed by committee members at a recent meeting are establishing a young title person of the year award, a nationwide scholarship contest for young persons interested in a title industry



Pennsylvania Land Title Institute Administrator Edward S. Schmidt, right, is shown with members of the PLTI seminar panel, who are, from left, Michael J. Frombold; William W. Rice; Irving Morgenroth, moderator; and Richard A. Angelo.



The most recent Pennsylvania Land Title Institute one-day seminar on the title policy and the real estate settlement attracted a registration of 178—including underwriter personnel, agents, abstracters, attorneys, paralegals, and those from banks and real estate offices.

career, more events for young title people and continuing the committee as an ALTA entity.

As this is written, recommendations of the committee are being forwarded to the ALTA Executive Committee.

In addition to Governor Detring, those present at the recent committee meeting where the recommendations were formulated include Chairman Robert L. Bailey, The Title

Guaranty Company of Wyoming, Inc.; Phil Bronson, Bronson Abstract Company; Cindy A. Eaton, First American Title Company of El Paso; Gerard R. Faller, Green Bay Abstract & Title Co., Inc.; Peter C. Norden, First American Title Insurance Company; Jack Rattikin, III, Rattikin Title Company, and ALTA Vice President-Administration David R. McLaughlin.

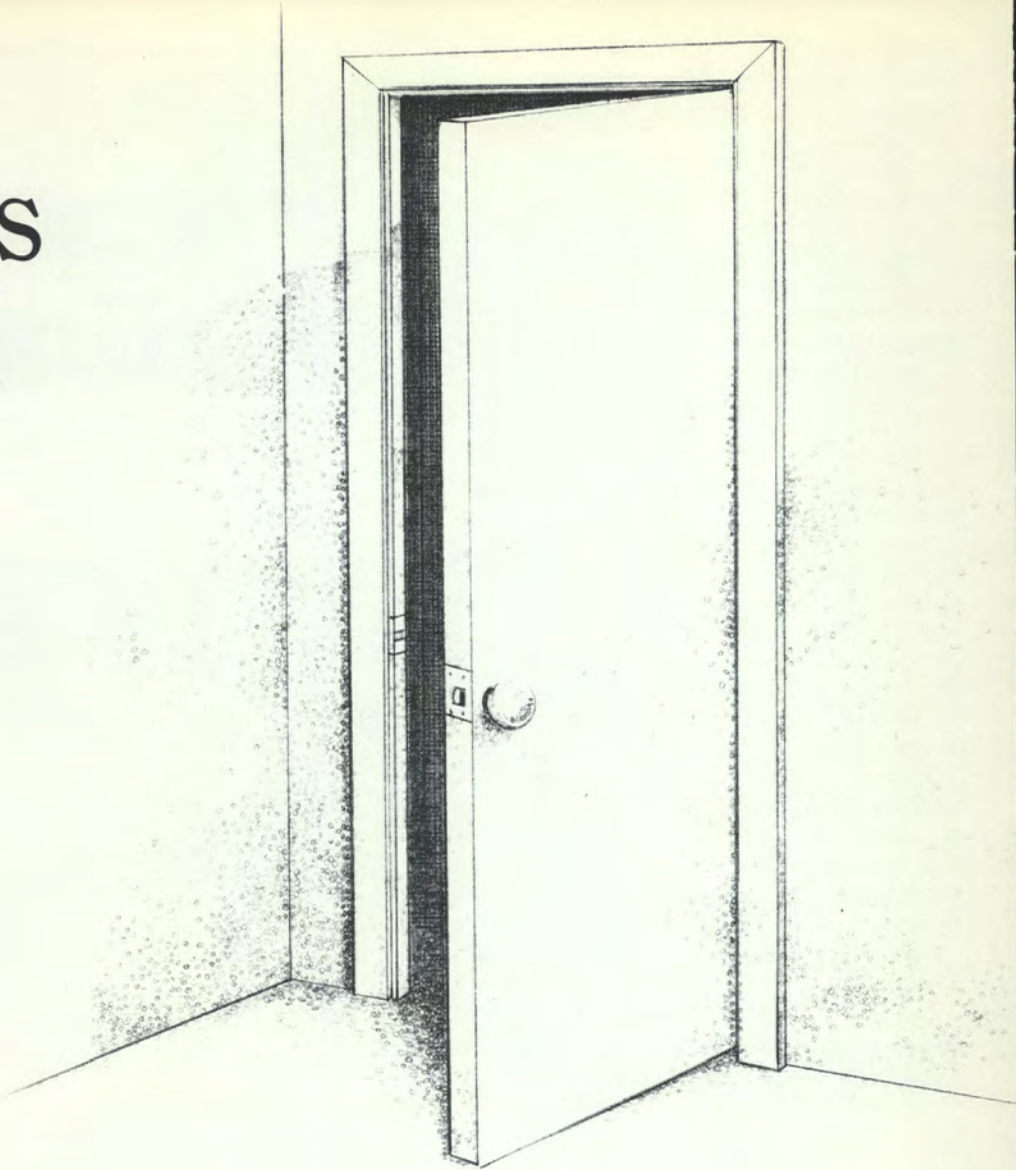


Members of the ALTA Young Title People Executive Committee are shown at a recent meeting with Cara L. Detring, third from the left, ALTA Board of Governors advisor to the committee, and ALTA Vice President-Administration David R. McLaughlin, left. They are, from left, Cindy A. Eaton, Chairman Robert L. Bailey, Phil Bronson, Jack Rattikin, III, Peter C. Norden and Gerard R. Faller.

What goes on behind closed doors . . .

in the title industry? Do your customers really know? The brochures and visual aids listed below can be a tremendous help in advising the public and your customers on the important and valuable services provided by the title industry.

These materials may be obtained by writing the American Land Title Association.



Brochures and booklets

*(per hundred copies/shipping and/or postage additional)

House of Cards

This promotional folder emphasizes the importance of owner's title insurance..... \$22*

Protecting Your Home Ownership

A comprehensive booklet which traces the emergence of title evidencing and discusses home buyer need for owner's title insurance \$30*

Closing Costs and Your Purchase of a Home

A guidebook for homebuyer use in learning about local closing costs. This booklet offers general pointers on purchasing a home and discusses typical settlement sheet items including land title services \$30*

Things You Should Know About Homebuying and Land Title Protection

This brochure includes a concise explanation of land title industry operational methods and why they are important to the public..... \$22*

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 \$35*

Blueprint for Homebuying

This illustrated booklet contains consumer guidelines on important aspects of homebuying. It explains the roles of various professionals including the broker, attorney and titleperson \$40*

ALTA full-length 16mm color sound films

A Place Under The Sun (21 minutes)

Animated film tells the story of land title evidencing. \$155

1429 Maple Street (13½ minutes)

Live footage film tells the story of a house, the families owning it, and the title problems they encounter \$140

The American Way (13½ minutes)

Live footage film emphasizes that this country has an effective land transfer system including land recordation and title insurance \$140

The Land We Love (13½ minutes)

Live footage documentary shows the work of diversely located title professionals and emphasizes that excellence in title services is available from coast to coast \$115

Miscellaneous

ALTA decals \$3
ALTA plaque \$3

membership—and the importance of a well qualified Association staff. Other officers and committee members are shown in various scenes that typify ALTA activity including work sessions and liaison with affiliated title associations.

Staff Work Exemplified

Association executive and support staff members are shown involved in activity that exemplifies their respective on-the-job functions, as Goodin provides voice-over commentary. Among those shown are:

- Vice President-Government Relations Mark E. Winter discussing the financial institutions deregulation issue with Congressman Richard Shelby, Alabama Democrat
- Senior Vice President William J. McAuliffe, Jr., and General Counsel James R. Maher working on a text revision draft for a Land Title Institute employee education booklet
- Maher discussing RESPA Section 8 enforcement with HUD Attorney Peter Race
- Vice President-Public Affairs Gary L. Garrity being interviewed by *Changing Times* Associate Editor H. Jane Lehman on the basics of title insurance protection
- Vice President-Administration David R. McLaughlin negotiating favorable hotel rates for a future ALTA national meeting with Rose Arnholt and William Miles of the Westin Hotels sales staff
- Director of Research Richard W. McCarthy and Research Assistant Deborah C. Wallower at work on the ALTA title insurance loss study
- Executive Assistant Susan E. Perry and Editorial Assistant Jennifer A. Phillips handling a request for a copy of an ALTA title insurance form
- Administrative Assistant Dorothy S. Harting filling a member order for ALTA public information literature

In addition, the presentation provides summary lists of current ALTA areas of responsibility and member benefits.

After pointing out earlier in his commentary that ALTA policy is determined by a Board of Governors and Executive Committee made up of balanced representation from the abstractor-agent, and from the underwriter, segments of the title industry, Goodin remarks, "For abstractors, agents and underwriters alike, ALTA membership dues are an investment in professional growth—and an opportunity to help preserve the title industry at its present level of excellence. The voices of all title industry professionals are needed in ALTA. There is much to be done that vitally affects us all."

The presentation concludes with a request from the executive vice president that any title man or woman interested in ALTA membership contact him directly.

Members of the Public Relations Committee include Chairman Parker S. Kennedy, executive vice president, First American Title Insurance Company, Santa Ana, Calif.; Geraldine H. Brown, owner and abstractor, Page County Abstract Company, Clarinda, Iowa; Lawrence H. Edger, executive vice president, American Realty Title Assurance Company, Columbus, Ohio; Warren J. Eljenholm, president and chief operating officer, SAFECO Ti-

tle Insurance Company, Los Angeles, Calif.; H. Randolph Farmer, vice president and director of public relations and advertising, Lawyers Title Insurance Corporation, Richmond, Va.; Barbara J. Harms, vice president and manager, advertising and public relations, Chicago Title Insurance Company, Chicago, Ill.; David C. Marker, executive vice president, Homestead Land Title Company, Topeka, Kans.; Linda R. Neeck, secretary, Cherryland Abstract & Title, Ltd., Sturgeon Bay, Wis.; and Carla G. Pfeiffer, office manager, Sterling Title Company of New Mexico, Rio Rancho, N.M.



ALTA Vice President-Government Relations Mark E. Winter, right, is greeted by Congressman Richard Shelby (D-Alabama) as he arrives for a discussion of the financial institutions deregulation issue in this scene from the VCR production.



ALTA Vice President-Public Affairs Gary L. Garrity, right, who served as executive producer during production of the VCR presentation, works with the director, Bert B. Stamler, during a videotape editing session.

First American Celebrates Ninety-Fifth Anniversary

GOVERNMENT RELATIONS—continued from page 15



These photographs capture some of the highlights from an open house that completed a two-day, ninety-fifth anniversary celebration for First American Title Insurance Company at the organization's headquarters in Santa Ana, California. At top, First American President and ALTA Immediate Past President D. P. Kennedy prepares to cut an eight-foot anniversary cake; in the background is an original safe from First American's predecessor, Orange County Title Company, which stands in the lobby. In the middle photograph is part of the group of 9,500 customers, employees, agents, associates and other friends in attendance. In the lower photograph, President Kennedy and Company Chairman William G. Was, left, talk with ALTA Executive Vice President Michael B. Goodin. As part of the observance, 40, 30-year employees and their spouses were honored—along with top-producing agents.

contributions; plans and organizes the TIPAC-sponsored luncheon at the ALTA Annual Convention and serves as the treasurer and executive secretary to the TIPAC Board of Trustees.

Mark regards the role of TIPAC as extremely important to the overall effectiveness of ALTA's government relations program. He observed, "TIPAC is the engine that runs ALTA's legislative train."

In addition to his legislative, agency and PAC activities, Mark serves as editor of *Capital Comment*, the Association newsletter which reports to the membership on governmental developments in the nation's capital.

Mark also serves as staff coordinator for the ALTA State Legislative and Regulatory Action Committee and the Liaison Committee with the U.S. League of Savings Institutions.

Prior to joining ALTA, Mark was employed by the U.S. League as assistant vice president and was with that organization for six and a half years. He also was an administrative assistant in former President Nixon's transition office and was special assistant to the American ambassador to Jamaica. Mark is a graduate of Georgetown University, where he earned both his bachelor's and masters degrees in American government.

PEDOWITZ IS EDITOR

Practical Pointers In New Titles Book

The New York State Bar Association announces publication of *Real Estate Titles*, an 875-page volume containing numerous practical tips and covering the entire spectrum of law and practice in the subject area.

A detailed table of contents and index facilitate research and access to information. Other important features are an extensive table of authorities and numerous forms and illustrations for use in daily practice.

James M. Pedowitz, Esquire, Rosenman Colin Freund Lewis & Cohen, New York, New York, editor-in-chief for the work and a former national title insurer counsel, advised that—although the book is based on New York law—much of its subject matter would be of interest to title people throughout the country.

Price per copy is \$50. Checks may be sent to Real Estate Titles, New York State Bar Association, Continuing Legal Education Department, One Elk Street, Albany, NY 12207.

More ALTA Directories?

Have you ordered your extra copies of the ALTA Directory? They are available to members of the Association at \$6.00 each and to non-members at \$15.00 each (plus postage). Address orders to American Land Title Association, Suite 705, 1828 I Street, N.W., Washington, D.C. 20036.

Fidelity Builds New San Diego Facilities

Completion is expected in July on a three-story, 27,000-square-foot office complex for Fidelity National Title Insurance Company in San Diego County, California.

Cost of the new building is \$3.5 million, according to Abel Vigil, vice president and manager of San Diego County operations for Fidelity Title. The structure is located adjacent to the company's current offices at 2815 Camino Del Rio South.

Business growth is the main reason for the move to a larger facility, Vigil said.

TLTA Basic School Scheduled for July

The Texas Land Title Association will conduct a basic land title school July 8-12 at the La Mansion Hotel, Austin, Texas. Included in the course will be classroom instruction, case-work problems and examinations.

Employees of TLTA members will be given first priority in selection of students for the school on a first come, first served basis. Both members and non-members are being asked to submit applications to TLTA, 220 West Seventh, Suite 201, Austin, Texas 78701, no later than May 1, 1985. A check in the amount of \$315.00 (\$350.00 for non-members), made payable to Texas Land Title Association, must accompany the application, which is available from TLTA at the previously mentioned address.

Registration covers double occupancy lodging, lunches, course instruction materials and coffee breaks.

FOR SALE: Abstract and title corporation serving southwest Wisconsin. Excellent growth record and potential. Shares office with small law firm. Asking \$75,000. Send inquiries to M. Windrem, Route 1, Lone Rock, WI 53556.

TIPAC Trustees Hold Meeting in Washington, D.C.



Members of the Title Industry Political Action Committee Board of Trustees and State Advisory Trustees met recently in Washington, D.C., to discuss a variety of subjects including state goals for contributions to be used in supporting Congressional campaigns of candidates from both parties with views compatible to those of the title industry. In the upper photograph, the group is addressed by Congressman Richard C. Shelby (D-Alabama), member of the House Committee on Energy and Commerce, who recently announced his candidacy for the Senate seat in his state to be decided in 1986. In the other view, Federal Election Commission Chairman John W. McGarry discusses "do's and don'ts" of PAC solicitation. Seated at the immediate left of both speakers is TIPAC Chairman Roger N. Bell, president, The Security Abstract & Title Co., Inc., Wichita, Kansas.

FOR LEASE: Sovereignty title plant in west Texas. Contact J. Collier, Adams Guarantee Abstract & Title Company, 1320 Texas Avenue, Lubbock, Texas 79401, (Telephone 806-763-4613).

Names in the News

Thomas A. Griffin Jr., a past president of the Tennessee Land Title Association, has been elected president and chief operating officer of Mid-South Title Insurance Corporation, Memphis, Tennessee. In further board action, Chief Executive Officer **James L. Boren Jr.** was elected chairman of the board of Mid-South, replacing **George M. Houston**, who was named senior chairman.

Boren was the 74th president of the Amer-

ican Land Title Association and is the only Tennessee resident to hold that office. He is also a past president of the Tennessee Land Title Association and presently is chairman of the ALTA ByLaws Committee. **Houston** was a member of the board of governors of the Tennessee Land Title Association.

The board of directors of American Realty Title Assurance Company, Columbus, Ohio, has elected **Lawrence H. Edger** president of that concern. **Edger** is a member of the ALTA Public Relations Committee.

Robert L. Bailey, chairman of the ALTA Young Title People Committee and a past president of the Wyoming Land Title Association, has been elected president of The Title Guaranty Company of Wyoming, Inc., according to **Roy P. Hill, Jr.**, chairman of the board and chief executive officer. **Parker S. Kennedy**, executive vice president of First American Title Insurance Company and chairman of

the ALTA Public Relations committee, has been elected to the Title Guaranty board of directors.

Frederick H. Hemphill, Jr., has joined Lawyers Title Insurance Corporation, Richmond, Virginia, as senior vice president-information systems.

Also in the Richmond office, **Gabriel A. Ivan** has been promoted to senior vice president and general counsel and **Russell W. Jordan III** has been promoted to vice president and associate counsel. **Jordan** serves on the ALTA Title Insurance Forms Committee and is a past president of the Virginia Land Title Association. **James M. MacMillan** has joined Lawyers Title as vice president and auditor. **Philip M. Webb** and **Peter F. Welch** have been named regional manager and regional counsel, respectively, of central and southwest Virginia. **Joseph J. Beck** has been appointed assistant vice president-pricing and reinsurance. **Steven R. Schefstad** has been named assistant counsel and **Donald E. Boyer** has joined as actuary.

Lawyers Title announces the election of **A. Glenn Graff** to vice president and Florida state manager, Winter Haven, Florida. **Graff** has served as a member of the board of governors of ALTA and is a past president of the Florida Land Title Association.

Robert M. Brodeur and **Brian C. Konrad** have been appointed assistant vice



Griffin



Boren



Houston



Hemphill



Jordan



MacMillan



Webb



Welch



Beck



Schefstad



Boyer



Graff



Brodeur



McKinney



Morton



Johnson



Blackwell



Daniels

president-agencies in the company's Troy, Michigan, and Chicago offices, respectively. **Joseph F. Drum** has been appointed Connecticut state manager, Bridgeport, Connecticut. **F. Linton Sloan** has joined Lawyers Title as Florida state counsel, Winter Haven, Florida, and **James D. McKinney** has been appointed Indiana state counsel, Indianapolis, Indiana. **J. Henry Godwin III** has been appointed eastern Virginia regional manager, Norfolk, Virginia.

The following individuals have been named senior title attorney with Lawyers Title: **Kathryn L. Andriko** and **Lisa E. Grenadier**, New York national division office, New York City; **Deborah B. Morton**, Dallas, Texas, and **Cheri J. Johnson**, Winter Ha-

ven, Florida.

Lawyers Title also announces the appointments of the following to branch manager: **Marcia J. Blackwell**, Indianapolis, Indiana; **James M. Cleary**, Philadelphia; **James D. Hewit**, Akron, Ohio; **George P. Daniels**, Orlando, Florida; **Philip S. Noce**, Newark, New Jersey; **Linda K. Bunch**, Valpraiso, Indiana; **Patricia D. Crockett**, Roanoke, Virginia, and **Patricia A. Schmidt**, Saginaw, Michigan.

Also with Lawyers Title, **Mary Lou Kennedy** and **Daniel L. Oliver** have been appointed branch counsel of the company's Chicago and Atlanta, Georgia, offices, respectively. **David W. Modine** has been appointed manager, Waterbury, Connecticut,

and **Matej Roesmann** has been appointed assistant branch counsel, Cleveland, Ohio.

Craig F. Thomsen has been named Utah state manager of First American Title Insurance Company. **Thomsen** succeeds the late **Mark Eggertsen** as president of Security Title Company, Salt Lake City, a subsidiary of First American Title, and is a past president of the Utah Land Title Association.

First American President **D.P. Kennedy** has announced the appointment of **Doris T. Osborne** as president of American Title Company of Hawaii, Inc., and vice president and state manager of First American Title Insurance Company, Hawaii.

Eugene R. Larson has been elected president of Land Title Company of St. Louis



Bunch



Crockett



Schmidt



Thomsen



Osborne



E. Larson

GROWTH

Are you interested in: BUYING? SELLING? VALUING? . . . a title plant . . . an abstracting company . . . an agency company . . . a branch operation?

Our professional services include: plant appraisals . . . business evaluations . . . acquisition candidate identification . . . designing transactions and arranging financing.

Corporate Development Services

Lawrence E. Kirwin, President

634 Knox Road, Wayne, PA 19087

(215) 688-1540

(Missouri), a subsidiary of First American Title Insurance Company. **Donald A. Pins**, president of First American Title Company of Los Angeles, has been named vice president of the parent firm, First American Title Insurance Company, Los Angeles, California. **Charles L. Foster** has joined First American as assistant vice president-information systems, Valencia, California.

James P. Kozel has been named senior vice president in the Philadelphia, Pennsylvania, office of Commonwealth Land Title Insurance Company and **Martin Kirshner** has been named vice president and New York state counsel in Commonwealth's New York City office.

Title Insurance Company of Mobile (Alabama), a subsidiary of Commonwealth Land Title, has announced the promotion of **Russell W. Blount, Jr.**, and **V. Gail Walker** to vice president, and the addition of **Susan C. Gilder** as escrow officer.

Raymond R. Quirk has been appointed vice president and San Mateo County manager of Fidelity National Title Insurance Company, Redwood City, California. **Jim Belardi** has been promoted to national agency marketing, Walnut Creek, California.

Fidelity also announces the following appointments in California: **James P. Enderwies**, senior title officer, Tarzana; **Paula Mullins**, Danville, and **Della Sharief**, Ham-

ilton, branch manager; **Terese Fensterer**, manager of sales and marketing, Walnut Creek; **Bill Tucker**, plant manager, Santa Ana; **Allen Morrison** and **Clarke N. Simm**, title officer, Tarzana; **Mingie Rist**, escrow officer, Redwood City; **Lance White** sales manager, San Bernardino; **Diane Bachtold**, sales manager, Redwood City, and **Tim Larson**, marketing representative, Walnut Creek.

Paul T. Sands, Jr., was elected vice president and Cleveland area manager, Chicago Title Insurance Company, Cleveland, Ohio.

SAFECO Title Insurance Company of Maryland Vice President **John A. Magee, IV**, is now eastern regional counsel.



Pins



Foster



Kirshner



Quirk



Sands



Magee

*For Upgrading Your Automation,
The ALTA Land Title Systems Committee Offers*

The Vendor Automation Software Library

These categories are available

- Title Plant Maintenance
- Preparing Title Policies
- General Accounting
- Closing Document Preparation

Send \$5 for each category desired and make check payable to American Land Title Association; if your category is not listed above, please specify others and you will be sent any information available or your money will be refunded. Your order entitles you to one year of any update material received for category or categories requested. Address orders to Vendor Automation Library, American Land Title Association, Suite 705, 1828 L Street, N.W., Washington, D.C. 20036.

WHO'S GOT THE @#!@# FILE?

With the FLO and HUD computer programs you won't need to ask that question again. Finally, all the bits and pieces of information you need for real estate closings is available at your fingertips. Literally.

FLO (File LOcator) eliminates as many as four Rolodex files on active cases and allows operators to quickly look into any active case to answer questions and add closing charges without chasing the file all over the office.

HUD gives a mirror image of a standard HUD form on the computer screen and allows a closer to rough-in the data similar to the way they always have. But HUD allows fast and accurate changes prior to, and even during, closing. You'll need no special training and you won't wade through dozens of unnecessary questions that other programs require.

These programs, which have been running on large computers with as many as 30 operators, can now be run on the following affordable machines: IBM-XT, IBM-AT, and IBM-XT (modified) and all come with a 10, 20, or 40 mega-byte drive.

SPECIAL INTRODUCTORY OFFER

Now here's the best part. You don't have to spend thousands of dollars to equip your office with these time and money saving programs. Until May 31, 1985, BOTH can be purchased for only \$495.00. After that, it'll be regularly priced at \$1500.00. Don't wait. You can even use your Master Charge, VISA, or AMEX.

We also sell and maintain IBM equipment at reduced prices. Call our Dallas Equipment/Distribution Center at 214/330-9276 for the latest quotes on guaranteed factory-fresh equipment.

Spencer Systems of New Mexico offers a complete line of programs that have constructed and maintained over 15 new and reworked title companies in Texas and New Mexico. The development, sales, and support team is backed by over 20 years of experience as owners, managers, and builders of title insurance companies.

**Call our toll-free number today.
1-800-367-3434**



SPENCER SYSTEMS

OF NEW MEXICO

P.O. BOX 497 • ALTO, NEW MEXICO 88312 505/648-2363

SALES REPRESENTATIVES:
AUSTIN, TEXAS
DALLAS, TEXAS

Calendar of Meetings

May 1-4

California Land Title Association
Americana Canyon Hotel
Palm Springs, California

May 9-11

Virginia Land Title Association
Ft. Magruder Inn
Williamsburg, Virginia

May 9-12

Texas Land Title Association
Hyatt Regency
Fort Worth, Texas

May 16-18

North Carolina Land Title Association
Litchfield Inn
Pawleys Island, South Carolina

May 16-18

New Mexico Land Title Association
Sagebrush Inn
Taos, New Mexico

May 29

ALTA Executive Committee
Broadmoor
Colorado Springs, Colorado

June 2-4

Pennsylvania Land Title Association
Bedford Springs Hotel
Bedford Springs, Pennsylvania

June 6-8

Tennessee Land Title Association
Opryland Hotel
Nashville, Tennessee

June 9-11

New Jersey Land Title Association
Seaview Country Club
Absecon, New Jersey

June 13-14

South Dakota Land Title Association
Convention Center
Aberdeen, South Dakota

June 13-15

Colorado Land Title Association
Keystone Resort
Keystone, Colorado

June 20-22

Utah Land Title Association
Excelsior Hotel
Provo, Utah

June 20-23

New England Land Title Association
Lake Morey Inn
Fairlee, Vermont

June 21-23

Illinois Land Title Association
Lake Lawn Lodge
Delavan, Wisconsin

June 24-26

Oregon Land Title Association
Warm Springs Reservation
Mt. Hood, Oregon

July 14-16

Michigan Land Title Association
Hilton Shanty Creek
Bellaire, Michigan

July 18-20

Wyoming Land Title Association
Tower West Lodge
Gillette, Wyoming

August 8-10

Montana Land Title Association
Yogo Inn
Lewistown, Montana

August 9-10

Kansas Land Title Association
Holidome
Manhattan, Kansas

August 15-17

Minnesota Land Title Association
Holiday Inn
Willmar, Minnesota

August 15-18

Idaho Land Title Association
Sun Valley Lodge
Sun Valley, Idaho

September 7-10

Indiana Land Title Association
Holiday Inn North
Indianapolis, Indiana

September 8-10

Ohio Land Title Association
Quaker Square Hilton
Akron, Ohio

October 6-9

ALTA Annual Convention
Hyatt Regency
San Antonio, Texas

1986

March 5-7

ALTA Mid-Winter Conference
Washington Hilton
Washington, D.C.

September 24-27

ALTA Annual Convention
Century Plaza
Los Angeles, California

1987

March 25-27

ALTA Mid-Winter Conference
Albuquerque Hilton Inn
Albuquerque, New Mexico

October 18-21

ALTA Annual Convention
Westin Hotel
Seattle, Washington

American Land Title Association

1828 I Street, N.W.
Washington, D.C. 20036

BULK RATE
U.S. POSTAGE
PAID
Silver Spring, Md.
Permit No. 550