

Bank deposits branch in SCW

Northern Trust focuses on personalized service

By BRUCE ELLISON
Staff writer

SUN CITY WEST — Outside the soon-to-open Northern Trust Bank office here is a small, irregularly shaped patio that extends outward from the bank's community room.

It is partially shaded by close-placed peeled wooden poles called *latillas* and was designed by architect Brian Cox to give the new structure a Southwestern flavor and texture, "but also to reflect the sophistication that we believe Northern Trust represents," said Rae McMillan, who will manage the new office.

The office is at 19432 R.H. Johnson Blvd., across from the entrance to the R.H. Johnson Recreation Center. It opens May 1.

McMillan, a senior vice president of Northern Trust Bank of Arizona, also will continue to oversee the bank's Sun City office on Bell Road, where Elizabeth Reeve-Calley, vice president, runs day-to-day operations.

"We provide what we call personalized financial services," McMillan said recently as she gave a reporter a tour of the still unfinished bank building.

We're in an age of banking mergers, and there is the perception that financial institutions are humongous corporations losing touch with its customer base, but banks like Norwest and Northern Trust have strived to maintain a small-town feel.

"Please put the emphasis on both the words personalized and service," McMillan said. "Northern Trust is a bank for people who want a long-term continuing relationship, and we believe that building those relationships is what we do best."

Northern Trust Bank is an affiliate of the Northern Trust Co. of Chicago. When it initially opened in Sun City more than 12 years ago, its clientele came largely from among people who were customers of, or familiar with, the bank in Chicago.

It's a different story today, McMillan said. Current customers have heard about the bank and its services while here in Arizona, and the geographic origins of its customer base now cover a much wider area.

The full-service bank, which accepts deposits and makes loans, specializes in helping customers with trust services and asset management. It provides such services customized for each client's needs.

The Sun City West office came in response to customers who said they wanted "a local bank," McMillan said. Sun City, six miles away, was too far.

Northern Trust also has offices in

► See Sun City, A10



Mollie J. Hoppes/Daily News-Sun

Rae McMillan, senior vice president of Northern Trust Bank, left, and Elizabeth Reeve-Calley, vice president, stand in a new branch office across from R.H. Johnson Recreation Center in Sun City West.

Sun City West branch opens May 1

■ From A9

Phoenix, Scottsdale and Tucson.

To help its trust customers, it employs seven portfolio managers in Greater Phoenix, and another two in Tucson.

Other Northern Trust banks operate in Florida, Texas and California, as well as in Illinois, where the bank was founded 107 years ago.

The Arizona bank has \$2 billion in trust assets under management, and about \$350 million in deposits, putting it among the state's top 10 banks.

McMillan, a native Arizonan from Tucson, talked extensively with architect Brian Cox about what the new building should be like, she said.

"We are conservative in our philosophies," she said. "Our investing style is to look for long-term growth, and I think the building — whose grand opening is planned for May 1 — will reflect our corporate personality."

The typical Northern Trust customer, McMillan said, probably has more than

\$750,000 in assets he or she can commit to the bank for management.

Some customers, she said, are actively interested in watching what the asset managers do with the trust accounts — most of which are individually managed — while others just relax and forget about it.

"I can often see how a client progresses as you gain his trust and confidence," she said. "They can be nervous at first in letting someone else take over such a personal thing as their financial affairs."

"But a year or so later, they mostly relax and let us do a job for them."

The job can be as simple as a regular checking account, safety deposit box and certificate of deposit, or as complex as a trust account with securities, farms or other real estate out-of-state, and oil wells and other more complex assets under active management.

McMillan was hired when Northern Trust opened its Sun City office in May 1983. She holds an economics de-

gree from the University of Arizona, and had worked as a buyer for Macy's, the department store chain, while her husband completed dental school.

Soon she retired to raise a family, but joined the Marshall and Ilsley Trust Co. of Milwaukee in the Valley when it opened a trust office here.

Three years later, when Northern Trust wanted a Sun City branch, bank officials turned to McMillan for her expertise and contacts.

Reeve-Calley also came to Northern Trust from Marshall and Ilsley's Sun City office, where she had been vice president in business development for personal trusts.

Both women have been active in Sun City area public service groups — McMillan is

on the board of the Sun Health Foundation and People of Faith, the group that runs Royal Oaks, where Northern Trust has a bank branch. Reeve-Calley has been president of the Northwest Valley Chamber of Commerce and is current president of Interfaith Services. She also is on the Sun Health Foundation board and has been on the board of the Sun City Ambassadors.

McMillan knows most of the bank's many customers by name and can recognize them when they walk into the office.

She hopes to do the same thing for newcomers as the Sun City West office and its staff of eight build new relationships for the long-term personalized financial services which Northern Trust believes are its specialty.

Sun City West takes top honor in bank project

Cash prize goes to neighbors

By Connie Cone Sexton
Staff writer

SUN CITY WEST — Area residents who reached out to help a neighboring community received a collective \$10,000 pat on the back Tuesday for their efforts.

Action Arizona, a Valley National Bank program to help fund community development projects, gave a first-place award to Sun City West residents for raising money to expand the Dysart Community Center in El Mirage.

For its project, the Sun City West chapter of Action Arizona received \$10,000, which its members promptly decided to give to the center.

The chapter raised about \$25,000 to help construct a 3,700-square-foot building adjacent to the center, 14414 N. El Mirage Road.

Thirteen Arizona communities which participated in VNB's Action Arizona program were honored during a ceremony Tuesday in Sun City West.

Kevan Kaighn, a communications officer for VNB, said all communities received plaques but five received cash prizes.

Sun City West took top honors and \$10,000 for its project that Kaighn said literally went beyond its boundaries.

While other communities improved their own conditions with renovation, recycling and other programs, "Sun City West undertook a project different from any other entry in this years' contest," Kaighn said.

"They didn't chose a project that would benefit their own residents."

In their application, Al Spanjer, chairman of the Sun City West group, said the retirement community is lucky:

"Blessed with a wonderful lifestyle that meets most of our needs and desires, it is our sincere wish to help our neighboring community by addressing the critical

needs of the Dysart Community Center."

Spanjer said he was surprised at his chapter's having won first place.

"Nobody knew anything," he said.

The award also sent shock waves through Nella Martinez, director of the Dysart center.

When told the \$10,000 award would be donated to the center, "Nella was in tears," Spanjer said.

Martinez is very grateful to the Sun City West residents.

"We were so surprised and very happy. The \$10,000 is very much needed because we are over budget already on the building. I just hugged Al Spanjer and told him I couldn't thank him enough. They all worked so hard on this."

The new facility at the Dysart center — still under construction — will house a large classroom, a carpentry or crafts room and two bathrooms.

A Sun City chapter of Habitat for Humanity, an organization that helps provide shelter for needy families, furnished the labor to build the center.

Al Spanjer said his Action Arizona chapter had looked at eight to 10 different community projects to do in Sun City West. But because the community was not in dire need, the group chose to team with Habitat for Humanity and help the community center.

In addition to music and crafts classes, the Dysart center, funded through United Way and community donations, also offers 4-H programs and the Laubach Literacy Program for adults. But because of the lack of space, some people were turned away from participating in the programs, Martinez said.

The 28-year-old community center had run out of room about five years ago, she said.

The new building should be completed this summer.

SCW

Arizona Bank completes merger plans

4-26-82
 Arizona Bank's senior officers took a look at the past, present and future of the bank at its annual Business and Economic Luncheon Friday at Union Hills Country Club.

Guests attending the luncheon were welcomed by Don Tostenrud, chairman and chief executive officer of The Arizona Bank.

His opening remarks included the shareholders approval for the bank to proceed with a previously announced plan of merger which will allow the bank to become a wholly-owned subsidiary of a new holding company called Arizona Bancwest Corporation.

The plan will require final approval by regulatory authorities and is expected to be implemented this summer.

According to Tostenrud, the new bank holding company will provide greater flexibility in raising funds and taking advantage of new business opportunities. "This action will make it possible to compete more aggressively in existing and future markets, particularly as banking laws are altered to permit greater geographic diversification to bank holding companies."

In presenting the new organization, Tostenrud said Arizona Bank's board members initially will serve as the board of Arizona Bancwest Corporation. Tostenrud will serve as chairman and chief executive officer and President Bob Matthews will keep that title with the new corporation.

The bank for the 20th consecutive year in 1981 posted a gain in earnings per share. "But only a little," laughed Tostenrud. "Earnings per share were \$2.28 compared with \$2.27 in 1980."

He added that earnings gains were less than normal as a result of high and erratic interest rates, intense competition from non-traditional sources, such as money market funds and a general slowing in the state's previously robust economy.

At year's end, assets were a record \$2.1 billion. Deposits moved up slightly to \$1.8 billion and loans advanced 11 percent to \$1.3 billion.

In discussing the bank's performance during the first quarter of 1982, Matthews reported that earnings per share, based on income before securities transactions, were 55 cents, unchanged from the first quarter of 1981.

Tostenrud also mentioned the future of the financial industry, particularly the ability of banks to offer services across state lines. "We are indeed interested in delivering more of our services across state lines and we are moving forward with this mission," he said. "Our mortgage company (Applewhite), for example, is also active in Nevada."

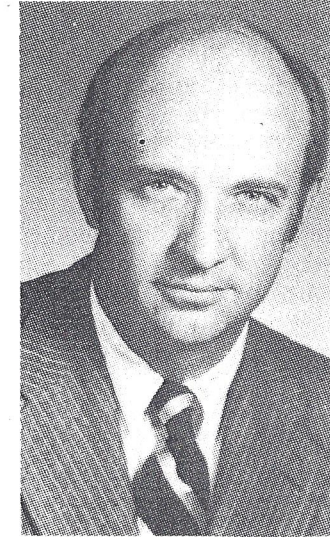
Matthews pointed out that since 1980 we've offered our customers access to automated teller machines in several other states while Arizona customers have 55 such machines available.

The bank also expanded that service by becoming a founding member of the Plus System which will eventually allow our customers access to over 4,000 ATMs nationwide."

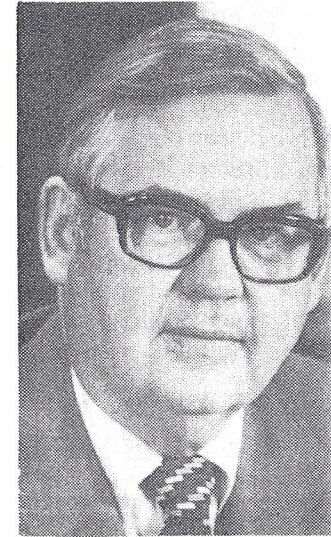
Wrapping up their presentations, both Tostenrud and Matthews expressed confidence in the future, while admitting the banking industry marketplace is complex and competitive.

"As Arizona's economy regains its lift, our bank is positioned to grow rapidly. We'll benefit greatly from our retail banking strength, especially in housing finance and consumer loans. We also expect gains in commercial lending, including out-of-state participations and in construction lending," Tostenrud said.

Matthews also noted that Arizona Bank will be in close touch with Washington "to make sure our views will be heard on significant issues."

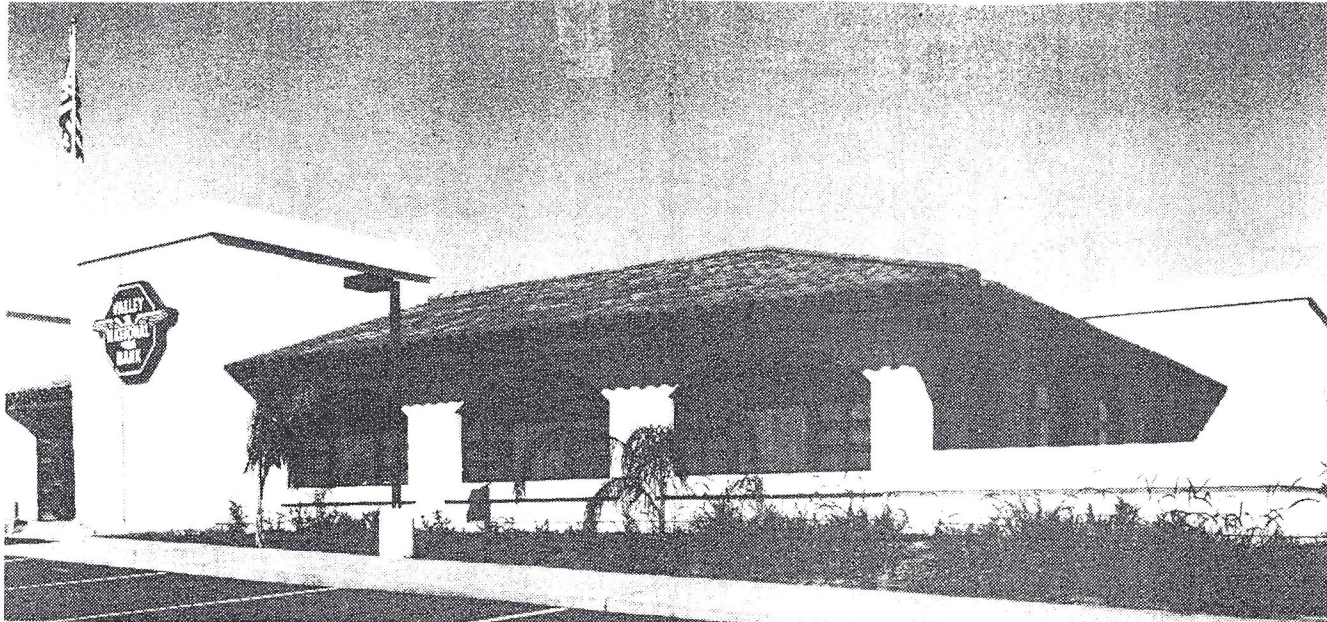


BOB MATTHEWS



DON TOSTENRUD

SCW



A four day open house will be held Tuesday through Friday in the new Valley National Bank office in Sun

City West, the bank's sixth Sun City area facility. Tours, refreshments and prizes will be offered.

Valley Bank opens SCW office

Valley National Bank will hold an open house in its new Sun City West office, Tuesday through Friday.

The new facility, at Johnson Boulevard and Camino Del Sol, is the bank's first Sun City West office.

Tours will be available through the week and refreshments and prizes will be given.

PRIZES include cameras, golf balls and dinners for two in The Golden Eagle Restaurant in Phoenix.

There will also be a drawing Friday for two Schwinn five-speed bicycles and two \$100 gift certificates good in Pebble Brook Golf Course.

Two other Schwinn bicycles will be given away Nov. 16, and a drawing for a five-day, four night trip to Puerto Vallarta, Mexico will be held Dec. 16.

THE OFFICE was designed in California mission style by Peter A. Lendrum & Associates and has

11,249 square feet in two storeys.

The interior has walnut panels, tile floors, a grated wood ceiling and more than 140 square feet of stained glass beside two entranceways.

The stained glass, showing an abstract view of the Grand Canyon, is the work of Deanne Sabeck-Hardwick, a leading Arizona designer.

THE OFFICE has eight lobby teller stations and two drive-in teller lanes.

A staff of seven, headed by manager Dale Wood, will be located in the 6,394 square foot lobby.

A lower level will have a full-service trust department and headquarters for the bank's north-west region.

Hours for the office, the sixth built by Valley Bank in the Sun City area, will be 9 a.m. to 3 p.m. Monday through Thursday and 9 a.m. to 5 p.m. Fridays.

SCW



Great Western's SCW office *10-16-81*

This architect's rendering depicts the Great Western Bank branch office to be located on 139th Avenue and Spanish Garden Drive in Sun City West. Designed by GSAS Architects and Planners, the 4,000-square-foot,

one-story building will feature full banking facilities including automatic tellers and drive-through lanes. Construction recently began on the project and is scheduled for completion in June.

SCW

Security Savings ⁴⁻³⁰⁻⁸⁰ to open SCW office

Security Savings will celebrate the grand opening of its permanent Sun City office at 9745 West Bell Rd. beginning at 8 a.m. Monday.

The special week-long open house will continue through Friday, according to Dolores Matzelle, Security Savings manager.

The new office provides six times the space available than in the temporary facility which has served the public for the past year. The vault, containing more than 8,000 safety deposit boxes, is formed of concrete reinforced with steel and designed to the standards of the Bank Protection Act of 1973.

The building is of contemporary Southwestern design with stucco and ceramic tile construction and a clay roof. The office is centered around an in-

terior fireplace, with clay tile floors and wooden beam ceilings.

Security Savings and Loan Association has four offices in Tucson, and offices in Nogales and Benson, in addition to its Sun City facility. Administrative headquarters are at 11 North Wilmot Rd., Tucson.

Building starts for First National

2-28-80

Dust is rising on the corner of Johnson Boulevard and Camino del Sol as construction of First National Bank's Sun City West office gets underway.

The 10,000-square-foot branch will replace the temporary offices nearby in a converted mobile home.

Grand opening for the bank is scheduled in October.

The branch will boast eight lobby teller stations which can be expanded to 12 and a drive-in window with one lane.

Customers will be able to bank at the automatic Day and Night Teller on the outside of the building.

Services also will include two trust offices, a confer-

ence room, a night deposit and a safe deposit area.

Building construction and furnishings are expected to cost \$350,000.

General contractor for the building is the Bulman Development Corp. of Phoenix. Architect is Clark/Van Voorhis Architects, also of Phoenix.

SCW

Western Savings opens in SCW

By RICHARD MOORE
Staff Writer

Ground-breaking ceremonies commemorating the Western Savings Sun City West branch office at the northeast corner of 128th Ave. and Beardsley

Rd. were held Tuesday morning.

Western Savings executive Cordon Driggs, vice-president and general services director, and regional manager Ron Knudsen, architect Bob Frankeberger, and general contractor Fred Homes, of Homes and Sons Construction, gathered to turn over the first official shovel of dirt, even though preliminary construction on the site began several weeks ago.

The branch, scheduled to be completed in July, is the first of two Western Savings offices being planned in Sun City West. The association currently has four branch offices in Sun City.

Designed in compliance with the Sun City West Design Review Board, architect Frankeberger called the structure "1930s mission-style revival."

Dominating the branch is the Westerner Club, Western Savings special club for savers having \$7,500 or more in a passbook ac-

count.

"The building is wrapped around an interior palm court which becomes the focus of the club," Frankeberger said. "Covered with a skylight, the palm court gives the lobby area an open air, outdoor feeling."

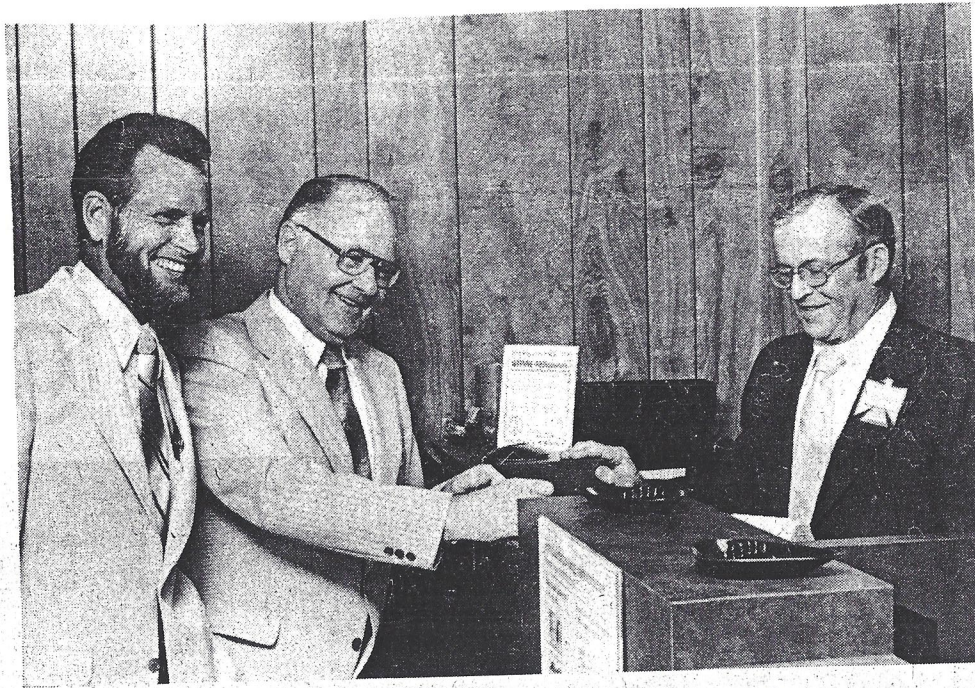
The club's community

and card room features a pressed tin roof, salvaged from an old downtown Phoenix commercial building.

"We will also install a 60-year-old, 15-ton circular vault reclaimed from a Bank of America building in the Los Angeles area," said Driggs.

1-10-80

SCW



12-19-79 **Grand opening, SC West**

The Valley National Bank branch at 13501 Camino Del Sol is the first VNB to open in Sun City West. Ed Ragatz, sales counselor for Del E. Webb Development Co., center, became the bank's first customer during its grand opening Monday. Assisting him are Dick Perrine, left, west Phoenix area manager for VNB and branch manager Al Graff at right.

(News-Sun photo)

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VF - SCW BANKS

REPUBLIC 3/4/81

'Wall Street Row'

Banks line boulevard in Sun City West

SUN CITY WEST — Some call it "Wall Street Row," but most know the line of savings and loan associations and banks along R.H. Johnson Boulevard as the most concentrated area of financial institutions in Arizona.

There are 19 financial sites planned in Phase I of Sun City West.

Of those, 13 surround the area's commercial core.

All have Spanish architecture and drive-up windows.

All keep about the same hours, though some have all-night banking machines, and one is open on Saturdays.

All have fine furniture and lots of room for future customers.

None has waiting lines.

Arizona Bank, United Bank, Southwest Savings, Home Federal Savings, Century Bank, First Federal Savings and First National Bank already are built and

open for business even though only 6,500 people live here.

Valley National Bank and Greater Arizona Savings are under construction and are doing business out of trailers.

A Western Savings bank — which looks like a cross between the Alamo and Fort Apache — is scheduled to open this month.

Great Western Bank, Saguaro Bank and Canyon Savings are on the drawing board, although Saguaro Savings has a coming-soon sign on its lot.

Of the six sites scattered in other parts of the community, only one — the first Western Savings at 128th Avenue and Beardsley Road — is the only one open that isn't near the commercial core.

It's no accident they have flocked here despite the low population at the moment.

The concentration was planned because banks are attractive buildings, are willing to go in during the early stages of

development to enhance the community's image and can survive with a relatively small population, Val Bembenek, a spokeswoman for Del E. Webb Development Co., said.

Of course, the financial situations of the few residents here make a difference.

According to Western Savings' *Forecast 1981*, 98 percent of Sun City West residents own their homes. That compares with 72 percent in the greater Phoenix metropolitan area.

In addition, the median home value in Sun City West is \$71,738, while in Phoenix it is \$59,400.

But the biggest lure is cash.

Since June 30, total deposits in all Sun City West branches grew from slightly more than \$18 million to nearly \$29.5 million on Sept. 30 before skyrocketing to more than \$47.5 million on Dec. 31 —

— Banks, Extra 5

Banks

Continued from Extra 1

an increase of 266 percent in six months, according to Webb records.

At the current rate of growth, deposits easily could top the \$100 million mark by the end of this year.

The competition for the bucks is described as "friendly" and "cooperative" by the local bank managers, many of whom know and socialize with each other over lunch and on the golf courses.

But the close proximity takes some getting used to.

"It's new to me," Sam Arnold, manager of First Federal Savings, said. "When I came out, I was really surprised."

Mary Sullivan, manager of Century Bank, said the situation is "very competitive, especially on the new NOW ac-

counts (interest-earning checking accounts)."

"The customers are really shopping to find the best deal," he said.

"But the rates and the product are pretty much the same," Art Clementz, manager of Home Federal Savings, said.

"The only thing that's going to determine where they go is the kind of service they get," he said.

Arnold agreed. "Most all of it boils down to personalized service for everyone that comes into your office," he said.

Some branches have a bigger cut than others, depending partly on how long they have been open.

Joe Davisson, manager of United Bank, which opened May 19, has about \$4.5 million, or about 10 percent of the market, deposited with him.

John Owens, manager of the Arizona Bank, which opened Dec. 29, was

reluctant to disclose deposits but is hopeful about his bank's future.

"We plan on growing and getting our fair share of the business; all I want is my fair share — about one-third," he joked.

All the financial institutions were offered all the sites in the community at about the same time, and their location is "strictly a matter of choice," Ms. Bembenek said.

Ironically, though, it's a loner located in the residential neighborhoods — the Western Savings at 128th and Beardsley — that has wound up with the biggest piece of the action so far.

June Peterson, manager of Western Savings, which has a tropical-rather than Spanish-style architecture, claimed her branch has 42 percent of the community's total deposits.

"The downtown office can't get over how great we're doing out here," she said.

— Steve Yozwiak

AZ Republic March 3, 1981

OVER

THE WESTER Thursday, February 3, 2000

SCW banker is promoted to president

There will be abrupt departures and arrivals as Marty Ganzel, president of Sun City Bank retires and Gerald L. "Gary" Weitner, who has been in charge of the Bank's Sun City West office, succeeds Ganzel as president.

Although Ganzel had announced his retirement, effective

Dec. 31, 1999, he will continue on a part time basis to represent the bank in the Sun Cities' communities, according to Julian Fruhling, president and CEO of Sun City Bank's parent, Founders Bank of Arizona.

Ganzel, who was recently named chairman of the Sun City Ambassadors Annual Corporate

Campaign, has served as president of Sun City Bank since 1993. He currently serves as president of the Northwest Valley Regional Community Council, vice chairman of the Metropolitan Club and as a trustee of the Sun Health Foundation.

Ganzel's successor as president, Weitner, has served as vice president, commercial loan officer and head of the bank's Sun City West office since May of 1998. Weitner has 30 years financial industry experience in Colorado and Arizona. He earned his BS in Business Administration at Southwest Oklahoma University. He is also a graduate of the University of Wisconsin Graduate School of Banking and its Post-Graduate School.

"We are most appreciative of the contributions and leadership Marty Ganzel has provided for most of the decade and are pleased that he will continue to represent us in the Sun Cities," said Fruhling.

The Sun City Bank has offices in Sun City, Sun City West and Youngtown.



In the "Changing of the Guard" at the Sun City Bank, Gerald L. "Gary" Weitner (l.) succeeds Marty Ganzel as president. Weitner was previously VP at the bank's SCW office.

SCW

SCW sees banking boom

By BRUCE ELLISON
Staff writer

Three banks will open in Sun City West in the next few months, all of them newcomers to the community.

The new arrivals are First Capital Bank of Phoenix, whose first branch will be in Sun City West; Washington Federal Savings of Seattle, and M&I Thunderbird Bank, which opened a Sun City office in 1965.

First Capital and Washington Federal had earlier said they planned to open in Sun City West, but M&I Thunderbird's move hadn't been announced.

Washington Federal broke ground on its new office about two weeks ago. The thrift is building at 19005 R. H. Johnson Boulevard near the intersection of Camino del Sol, just below the former Crestview Vacation Headquarters.

It bought the site more than a year ago, when it also bought a former gas station site in Sun City on which it opened last month, after using rented quarters there for a year.

Washington Federal now also has offices in Phoenix, Scottsdale and Paradise Valley, and has offices planned in Glendale, Mesa and Chandler. It also operates in the Tucson area. It serves five states and has about \$5.7 billion in assets.

M&I Thunderbird Bank will open next spring — along with its related M&I Trust Co. — in a building on R.H. Johnson Boulevard for which ground also was broken two weeks

ago. That structure also will house unrelated offices, said M&I Thunderbird Bank's president Tom Lathrop.

Both M&I units are part of the Milwaukee-based Marshall and Ilsley Corp., a \$19 billion banking concern that grew out of a local Milwaukee bank.

The company moved into Arizona in 1963 when it bought the Thunderbird Bank in Glendale. It opened a Sun City office in 1965. M&I Thunderbird Bank now has 12 offices in the Greater Phoenix area; its Sun City West branch will be the 13th, Lathrop said.

The bank tried earlier to serve Sun City West customers from an office in the Crossroads Towne Center shopping area in Surprise off Bell Road, but closed that office about five years ago when its location didn't prove popular with residents.

The new location, next to Stardust Bible Church, should be more convenient, Lathrop said.

M&I Trust Co. of Arizona, while also owned by M&I Corp. in Wisconsin, is a separate business, said George Isbell, bank president.

"We will be sharing an office suite in the new building with the bank, but we have our own personnel," he said.

M&I Trust Co. has operated in Arizona for 21 years, Isbell said, and now has about \$1 billion in trust assets in the state. Its Sun City office, on Bell Road west of Boswell Boulevard, will remain open. Karen

Sutterley, vice president, will superintend both offices, Isbell said, while Marilyn Hearnen will head the new Sun City West office.

First Capital Bank, a new Phoenix bank that's only been open about a year, plans to build on a tract near the Sun City West post office, said Lewis Laniewski, executive vice president. That land purchase still is in escrow, he said, but should be completed in a few days.

The bank has drawn a number of accounts from the Sun Cities, and believes it could better serve customers here with a branch, its president said earlier this year.

While it builds, First Capital will open in temporary quarters.

It expects to occupy space in the Crestview Vacation Headquarters building where it will rent the area that formerly served as a check-in and lobby for visitors to the Del Webb community when they were renting Webb's vacation villas.

Laniewski said that office should be open by year end.

A fourth new bank opened two months ago in Sun City West after abandoning its Sun City office.

That bank is Firststar Metropolitan Bank and Trust, which closed an office near 103rd Avenue and Thunderbird Boulevard in favor of a new branch inside the Grandview Terrace Life Care Community on Granite Valley Drive. Although physically inside the life care community building, it does serve outside customers.

SCW

2 banks pursue share of Sun City West market

By BRUCE ELLISON
Staff writer

SUN CITY WEST — Two financial institutions plan to open offices along R.H. Johnson Boulevard here in the next few months, helping to fulfill the original plans of the Del Webb Corp. to make the area across from the Sundome largely a financial services center.

State Savings Bank of Scottsdale, a \$240 million bank with offices there and in Tucson, Green Valley, Ahwatukee, Prescott and Sedona, expects to have its branch at 19428 R.H. Johnson open in August, said president Bill Roberts.

Northern Trust Bank of Arizona, which now has a Sun City office on Bell Road near Boswell Boulevard, will open just down the street from State Savings, probably early next year since it must have a building constructed for it, said Northern Trust vice chairman Bernie Cygan.

Northern Trust, with four Arizona offices and \$295 million in assets, is an affiliate of the Northern Trust Co. of Chicago.

The two are the newest institutions to set up shop here,

State Savings Bank of Scottsdale and Northern Trust are the newest institutions to set up shop here, in an affluent community whose residents demand high-quality banking services.

in an affluent community whose residents demand high-quality banking services.

They join the Sun City Bank, a \$45-million locally owned institution, which opened a branch in Sun City West a year ago today.

Officials at all three banks believe Sun City West is a potentially lucrative market, with customers who will keep large accounts. Each bank, however, sees itself serving different customers in somewhat different ways.

Since few Sun City West homes are sold on credit, demand for mortgage loans there is small, and the banks can use the deposits to finance lending elsewhere.

Roberts, at State Savings,

calls the Sun City West area "a natural for us," given the kinds of customers his bank already serves. "It fits exactly into what we'd like to do," he said.

The Scottsdale banker said he likes to let potential customers know that they'll be dealing with a small, local institution, not some branch of a \$100-billion giant. And, he said, "We hire full-time tellers who know our customers, and offer old-fashioned savings-and-loan type products."

The bank also tends to pay higher rates on savings deposits than other Valley banks, according to data reported in local rate listings.

Roberts said that if approval from state and federal regulators comes as expected, the bank, which will employ four or five people, will be doing business by August.

Northern Trust may take a little longer to open, Cygan said, and will offer a different mix of services. Although Northern Trust Bank can and does accept deposits and make loans, it expects the bulk of its business to come from its trust services, Cygan said.

SCW

Banc One completes Valley National deal

Staff and wire reports

Banc One Corp. of Columbus, Ohio, has completed its acquisition of Valley National Corp. of Phoenix, Arizona's oldest and largest bank.

Bruce Yenerich, assistant manager of the Sun City West Valley National Bank at 13501 Camino del Sol, said customer response to Bank One's acquisition has been favorable.

"Many of our customers are from the Midwest where Bank One is well known. Some have opened new accounts with us as a result of the changeover. We don't expect to lose any customers because everybody seems to like our products," Yenerich said.

Terms of Wednesday's agreement called for the exchange of 1.2 shares of Banc One common stock for each share of Valley National Corp., said John B. McCoy, Banc One chairman and chief executive officer.

The name change will be completed at 6:30 p.m. Sunday when a giant 10-story Bank One slide will be reflected off Valley Bank's corporate headquarters at First Street and Monroe in Phoenix, Valley spokesman Steve Roman said.

"Transitional signs are going up on all of our branches," Roman said. "Permanent signs on all the branches probably won't be up until June."

"Our contracts will remain the same. The bank will operate with the same organizational structure," Roman said.

"Customers can use up all their old Valley checks. Their routing and account numbers

will remain the same," Yenerich said. "We'll also be mailing out Bank One planners to all customers within the next week so they'll be aware of all the changes and services being offered."

Bill Kells, manager of the Bell and Boswell Valley Bank branch at 10116 W. Bell Road, said his customers have also responded well to the changeover and consider Bank One to be a strong, financially sound bank.



Mike Garrett/Daily News-Sun

Don Williams of Young Electric Sign Co. dismantles the Valley Bank sign from in front of the Sun City West branch at R.H. Johnson and Camino del Sol. New Bank One signs will be installed within a week.

PORA offers candidate day

The Property Owners and Residents Association of Sun City West is sponsoring candidate day at 9 a.m. Monday in the Johnson social hall.

The first fall meeting of PORA will present candidates seeking public office at the county and state levels. Candidates will be introduced and given an opportunity to outline their qualifications for office.

It's expected that the candidates will voice their views on taxation, inflation, the Dysart School District, flood control and other issues of local concern.

"Since many of the Sun City West residents are new to Arizona, this is their opportunity to become acquainted with the prospective office holders," said Loise Copes, PORA first vice-president.

Legislative committee chairman James Murphy will introduce the candidates.

Tax revenue boost seen

WASHINGTON (AP) — The current spate of inflation means the federal government will collect about \$22 billion extra in taxes in 1981, the Congressional Budget Office estimates.

The increased revenues will occur because inflation causes incomes to rise and pushes people into higher tax brackets.



9-9-80 First National opens SCW branch office

Lorraine Schwinn, left, was one of the first customers at the First National Bank of Arizona's new branch office in Sun City West. Teller Maggie Brown counts the deposit. At right is branch manager Carl Anderson. The 10,000-square-foot

office offers eight lobby teller stations and a drive-in window. Customers will be able to bank day or night at an automatic teller machine located outside the building, 19002 Johnson Blvd. (News-Sun photo)