

BancSource Takes Field Trip to Harland's Seattle Plant

In August, BancSource accepted an invitation to meet in Seattle for a tour of Harland's check printing plant featuring digital printing technology. The tour focused on some of the unique capabilities this new technology offers banks, including:

- Higher standards of check printing accuracy and product quality.
- Comprehensive use of automation to reduce human errors and shorten order turnaround timeframes.
- New packaging and shipping processes that minimize mailing delays and provide top levels of security.

The relationship between BancSource and Harland has flourished over the past few years, with the BancSource coalition of banks participating in the check program partnership growing to become one of Harland's top 15 customers nationally. ■



Pictured (L to R): **Beth Schwartz**, Seattle Plant Manager, Harland; **Holly Coburn**, Senior Sales Executive, Harland; **Stephen Clark**, General Manager, BancSource; **Patty Burgunder**, District Sales Manager, Harland; **Cindy Purcell**, Chairperson of the Board, BancSource and Executive Vice President & COO, Banner Bank; **Tom Perrick**, President, BancSource and Oregon Bankers Association; **Jeff Dishon**, Regional Vice President, Harland

EDUCATION . . . continued from page 15

Back to School!

Upcoming Telephone Seminars

September 13
IRS Information Reporting

September 22
Repossession & Sale of Collateral

September 29
Calling Skills

October 11
RESPA Review and Update

October 25
Safe Deposit Fundamentals

October 28
Commercial Loan Documentation

Watch for registration materials or contact OBA Education Manager **Jo Ann Wright** at (503) 581-3522 or jwright@oregonbankers.com.

On-Line Seminars

In partnership with the Graduate School of Banking Wisconsin

September 12 • IRA Transfers and Rollovers

September 13 • Human Resource Management in a Community Bank – The Basics

September 19 • IRA Compliance

September 20 • Originating Profitable Loans

September 21 • Eight Habits of Effective Bank Managers / Risk Management for Community Banks

September 28 • Agricultural Lending in the 21st Century / IRA Required Minimum Distribution

October 5 • Converting Customer Satisfaction into Customer Loyalty/IRA Update

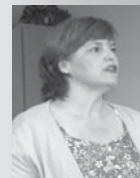
October 6 • Improved Deposit Decision Making

October 21 • IRA Update

October 26 • The Basics on HSAs

For more information, visit www.gsb.org, or contact OBA Education Manager **Jo Ann Wright** at jwright@oregonbankers.com or (503) 581-3522.

Taking Our Show on the Road . . . to Lakeview, OR



Vicky Mills, assistant vice president and compliance officer at MBank

in Gresham, Oregon, presented a Check Fraud Seminar to South Valley Bank & Trust employees in Lakeview, Oregon.

With a strong background in both compliance and security, Mills brought valuable information to the participants.

South Valley Bank & Trust is remodeling a historic building in Lakeview, Oregon. ■

Check Program Highlights

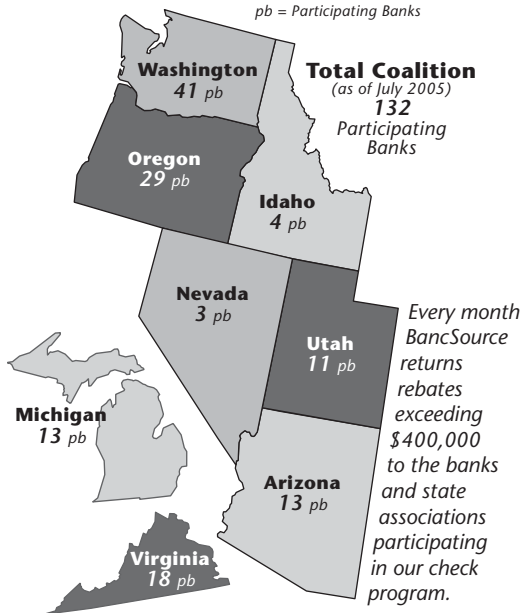
Welcome New Participants!

We are proud to announce that the following banks have recently joined our BancSource check program coalition:

- **Idaho First Bank** •
McCall, Idaho
- **ChoiceOne Bank** •
Sparta, Michigan
- **Bank Realé** •
Pasco, Washington
- **Horizon Bank** •
Bellingham, Washington
- **F&M Bank** •
Spokane, Washington

BANCSource CHECK PROGRAM

pb = Participating Banks



BancSource Leadership Welcomes Purcell – Bids Farewell to Delvin

The BancSource Board of Directors has elected **Cindy Purcell**, executive vice president and chief operations officer of Banner Bank, as its next chair. Purcell follows in the footsteps of **Mike Delvin**, president of Bank of the Cascades, who is stepping down after serving BancSource for more than a decade – including his role as chairman of the board for the past seven years.



Delvin's leadership contributed mightily to the success and evolution of BancSource and the Oregon Bankers Association. Some of the key accomplishments during Delvin's tenure include:

- The merger of OBA Services together with the OBA Insurance Agency, including crafting the mission of the new combined entity.
- The successful expansion of the BancSource market area that now includes eight states – Oregon, Washington, Idaho, Utah, Nevada, and Arizona in the west and Virginia and Michigan in the east.
- The 2003 sale of BancSource's shares in BancInsure, together with 14 other State Banking Associations, reaping a rich return on the original investment of the OBA in the mid 1980s while maintaining a strong business alliance with BancInsure following the sale.

As Delvin steps down from his role, his efforts and leadership have helped put BancSource in a strong position for continued growth – providing value to bankers and associations across an eight state territory, while increasing support to its parent organization, the Oregon Bankers Association.

The BancSource Board of Directors looks forward to Purcell's new role as chairperson, building on the successes of Delvin. Purcell has a broad, 20-year background in banking, including key positions in Oregon.

Purcell is widely acknowledged as one of the region's most dedicated and intelligent thinkers in the banking community. Bankers can anticipate that future BancSource programs will reflect this innovative thinking, offering new ways to improve bank efficiency, profitability and quality of customer service. ■

Geologix – A Premier Resource for Flood Determination Services

BancSource is proud to mark the second anniversary of its partnership with Geologix for flood determination services. Geologix is a recognized industry leader, offering a full-service flood compliance system. At the touch of a button, flood determinations can be brought right to a banker's desktop via the Internet.

BancSource is proud to count several Oregon banks as participants in this outstanding program, and looks forward to adding many more over the remainder of 2005. The coalition has considerable financial leverage, resulting in a competitive price, along with the highest levels of accuracy and superior service and support.

BancSource staff is available to set banks up on the Geologix flood determinations program, and can provide staff training on request. For more information, please contact **Lori Chamberlain** (lchamberlain@banc-source.com) or **Stephen Clark** (sclark@banc-source.com) at (503) 581-3522. ■