

## Check Program Highlights

### Welcome New Participants!

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

- **American Express, FSB** •  
Salt Lake City, Utah
- **Bank of Fairfield** •  
Fairfield, Washington
- **Charter Bank** •  
Bellevue, Washington
- **First Sound Bank** •  
Seattle, Washington
- **First State Bank** •  
Danville, Virginia
- **Heritage Bank** •  
Reno, Nevada
- **Hanover Bank** •  
Mechanicsville, Virginia
- **Nevada Commerce Bank** •  
Las Vegas, Nevada
- **Sound Banking Company** •  
Tacoma, Washington

#### BANCOURCE VISION STATEMENT

*Through a network of select state banking and partner trade associations, BancSource, Inc. will serve the financial community as a trusted resource for premier product and service solutions.*

### American Express, FSB Chooses BancSource Check Program

Salt Lake City based American Express, FSB has selected the BancSource check program to meet the small-quantity check package needs of their growing customer base. American Express will begin placing orders through the BancSource program this summer.

One important factor in American Express's decision to partner with Harland and BancSource was the support that the bank's participation will provide to the Utah Bankers Association (UBA). American Express recognizes the importance of the Association's advocacy and education efforts, and is proud to contribute additional resources for the UBA through its participation in the mutually beneficial check program. ■

### Check Program Expands to Michigan

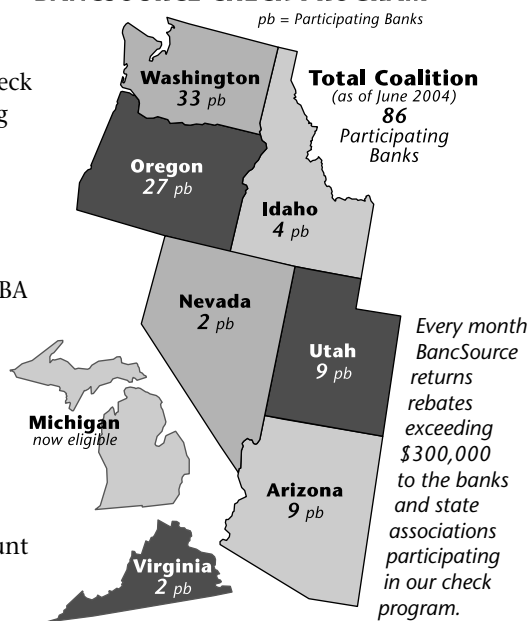
The addition of the Michigan Bankers Association (MBA) to the BancSource check program has been approved by the MBA Service Corporation Board of Directors and is set for launch in September.

**Dennis Koons**, president & CEO of the MBA, noted, "We seek programs that provide real value to Michigan banks, assisting with bankers' efforts to operate successful businesses serving communities across the state." **Larry Sauter**, SVP and MBA Service Corporation General Counsel, added, "The MBA BancSource check program is an outstanding example of the *power of the group.*"

A team of representatives from Harland recently joined BancSource and MBA staff at a planning session in Lansing. Bankers in Michigan will be introduced to the check program in September at a series of launch meetings in Ann Arbor, Grand Rapids, Mount Pleasant and Escanaba, Michigan.

As Michigan banks begin to participate in the BancSource check program, these new sales will be added to our collective bucket and provide additional volume in our quest to surpass the next sales tier level, triggering higher rebate levels to all coalition participants. ■

#### BANCOURCE CHECK PROGRAM



*Pictured (left to right): Larry Sauter, MBA Service Corporation; David Fockler, Harland; Diane Schipkowski, Harland; Gary Stockdale, MBA Service Corporation; Patty Burgunder, Harland; Steve Clark, BancSource; Tim Stenlund, Harland; Dennis Koons, President & CEO, Michigan Bankers Association; Marv Zischke, MBA Service Corporation*

## **BANCSource BUSINESS PARTNERS**

### **Harland**

*Harland Printed Products.* An industry leader, Harland realizes that printing and delivery of checking products must reflect the quality image of each bank they serve.

*Harland Financial Solutions.* With over 6,000 clients, Harland Financial Solutions is one of the leading providers of technology for U.S. financial institutions.

### **BancInsure**

Our most tenured business partner, BancInsure and our team of insurance professionals are widely acknowledged as the finest bank insurance resource available anywhere.

### **Western States Bankcard**

Originator of the MasterCharge trademark, Western States Bankcard supports their members with unsurpassed professional expertise for the development, management and growth of profitable card programs.

### **TransUnion**

For more than 30 years, TransUnion has provided businesses with essential credit information products that help manage risk and identify new markets and customers.

### **Office Depot**

The banking industry's best e-procurement solution from the nation's biggest name in office supplies.

### **NINPRO**

An Oregon based firm, National Insurance Protection, Inc., provides innovative solutions assisting bankers with collateral protection coverage.

### **Thumbprint Signature**

The Thumbprint signature program helps curb check fraud.

### **OPENonline**

OPENonline puts you in control of background checks, investigations and public records research providing bankers with the tools to make informed, confident business decisions.

### **GeoLogix**

Established in 1986, GeoLogix is a recognized leader in computerized flood mapping, offering bankers a range of practical flood compliance services.

### **PSC Info Group**

A leading provider of document and information management, PSC Info Group has outstanding capabilities to deliver letter and statement mailing management services. ■