600 LARGEST BANK CREDIT-CARD ISSUERS IN THE

Rank	Issuer/City/State	Active Accounts*	Total Accounts	Total Cards	Volume ($Mil.)	Outstdg.** ($Mil.)	Mastercard Cards	Visa Cards
1.	**Citibank**, *Maryland, Nevada, South Dakota*	**14,190,000**	19,600,000	25,300,000	**27,050**	**21,300**	10,120,000	15,180,000
2.	**Bank of America**, *San Francisco, California*	**4,900,000**	5,500,000	7,350,000	**8,722**	**4,000**	1,323,000	6,027,000
3.	**Chase Manhattan**, *Wilmington, Delaware*	**4,712,200**	5,833,400	8,925,102	**6,354**	**4,678**	2,231,276	6,693,827
4.	**First Chicago**, *Wilmington, Delaware*	**4,605,650**	6,347,433	9,466,780	**9,199**	**4,990**	2,556,031	6,910,749
5.	**Maryland Bank(MBNA)**, *Newark, Delaware*	**2,204,286**	3,300,000	4,950,000	**6,800**	**3,978**	3,514,500	1,435,500
6.	**Bank of New York**, *Newark, Delaware*	**1,628,000**	2,250,000	3,375,000	**3,425**	**2,276**	2,936,250	438,750
7.	**Manufacturers Hanover**, *Hicksville, New York*	**1,600,000**	3,000,000	6,000,000	**3,000**	**2,600**	3,480,000	2,520,000
8.	**Wells Fargo**, *San Francisco, California*	**1,500,000**	2,195,000	3,402,250	**2,458**	**2,000**	2,449,620	952,630
9.	**Chemical Bank**, *Newark, Delaware*	**1,315,155**	1,675,082	2,635,000	**2,300**	**1,400**	1,581,000	1,054,000
10.	**Bank One, Columbus**, *Ohio*	**1,200,000**	1,700,000	2,720,000	**1,500**	**1,700**	816,000	1,904,000
11.	**Lomas Bank USA**, *Wilmington, Delaware*	**1,150,000**	1,672,000	2,508,000	**1,600**	**1,300**	1,404,480	1,103,520
12.	**Marine Midland**, *Wilmington, Del., Buffalo, N.Y.*	**1,137,124**	1,676,962	3,244,000	**3,000**	**1,260**	2,692,520	551,480
13.	**Signet Bank/Virginia**, *Glen Allen*	**1,067,579**	1,362,619	1,437,346	**1,710**	**1,101**	1,293,611	143,735
14.	**Associates National**, *Pleasanton, California*	**993,000**	1,970,000	2,428,000	**1,100**	**1,400**	1,553,920	874,080
15.	**First National of Omaha**, *Nebraska*	**981,000**	1,610,000	2,500,000	**1,016**	**535**	850,000	1,650,000
16.	**Household Bank**, *Salinas, California*	**892,932**	1,141,018	1,408,925	**1,143**	**1,004**	676,284	732,641
17.	**Independence One Bank**, *Rapid City, So. Dakota*	**878,000**	1,224,931	1,400,000	**1,361**	**1,132**	378,000	1,022,000
18.	**Norwest Bank**, *Des Moines, Iowa*	**818,027**	979,677	1,469,500	**1,108**	**651**	1,043,345	426,155
19.	**First Atlanta**, *New Castle, Delaware*	**816,000**	1,167,000	1,750,500	**1,596**	**1,000**	350,100	1,400,400
20.	**NCNB National**, *Greensboro, North Carolina*	**808,298**	1,287,501	1,918,376	**1,504**	**819**	479,594	1,438,782
21.	**First City Bank-Sioux Falls**, *South Dakota*	**800,000**	1,232,000	2,033,000	**1,344**	**661**	1,118,150	914,850
22.	**CoreStates Bank**, *Wilmington, Delaware*	**765,000**	1,008,000	1,512,000	**1,691**	**997**	302,400	1,209,600
23.	**First Wisconsin**, *Milwaukee*	**755,667**	1,095,000	1,697,250	**1,500**	**500**	1,103,213	594,038
24.	**Security Pacific Bank**, *Los Angeles, California*	**752,000**	977,000	1,563,000	**2,050**	**887**	812,760	750,240
25.	**USAA Federal Savings**, *San Antonio, Texas*	**743,000**	870,000	1,390,000	**2,335**	**945**	1,390,000	0
26.	**Seafirst Bank**, *Spokane, Washington*	**716,000**	803,000	1,300,000	**1,159**	**748**	975,000	325,000
27.	**Rocky Mountain BankCard**, *Denver, Colorado*	**710,199**	861,750	1,292,625	**1,432**	**969**	180,968	1,111,658
28.	**Fleet/Norstar**, *Providence, Rhode Island*	**700,000**	800,000	1,000,000	**949**	**400**	400,000	600,000
29.	**Mellon Bank**, *Wilmington, Delaware*	**640,000**	950,000	1,270,000	**1,240**	**620**	533,400	736,600
30.	**Barnett Bank**, *Jacksonville, Florida*	**632,211**	821,362	1,141,485	**1,122**	**736**	331,031	810,454
31.	**Bank of New England**, *Boston, Massachusetts*	**600,000**	850,000	1,052,000	**740**	**550**	347,160	704,840
32.	**Sovran Bank**, *Richmond, Virginia*	**599,300**	738,800	1,250,000	**911**	**1,020**	475,000	775,000
33.	**First Interstate of California**, *Los Angeles*	**580,248**	818,002	705,634	**1,535**	**545**	481,948	223,686
34.	**Bank of Boston**, *Massachusetts*	**559,000**	688,000	860,000	**987**	**520**	550,400	309,600
35.	**Colonial National USA**, *Wilmington, Delaware*	**556,096**	958,180	1,370,974	**1,031**	**743**	1,096,779	274,195
36.	**PNC National**, *Wilmington, Delaware*	**533,000**	711,000	1,060,000	**1,070**	**555**	413,400	646,600
37.	**First Deposit Bank**, *Tilton, New Hampshire*	**505,000**	550,000	819,500	**1,237**	**995**	204,875	614,625
38.	**Southeast Bank**, *Miami, Florida*	**503,480**	792,082	1,219,806	**889**	**635**	829,468	390,338
39.	**Monogram Bank**, *Blue Ash, Ohio*	**463,000**	646,000	800,000	**440**	**300**	592,000	208,000
40.	**Indiana National**, *Indianapolis*	**438,500**	649,000	1,100,000	**816**	**470**	121,000	979,000
41.	**BancOhio National**, *Columbus*	**437,510**	653,000	1,044,800	**682**	**547**	616,432	428,368
42.	**First Omni Bank**, *Millsboro, Delaware*	**430,027**	610,255	776,031	**665**	**452**	162,967	613,064
43.	**Security Bank & Trust**, *Southgate, Michigan*	**427,691**	855,382	3,330,000	**615**	**370**	999,000	2,331,000
44.	**Harris Bank**, *Buffalo Grove, Illinois*	**410,000**	550,000	847,000	**905**	**410**	423,500	423,500
45.	**Mercantile Bank of Illinois**, *Alton*	**406,285**	641,515	1,090,576	**647**	**271**	632,534	458,042
46.	**Chevy Chase FSB**, *Maryland*	**401,000**	501,250	802,000	**1,243**	**882**	328,820	473,180
47.	**Citizens & Southern National**, *Atlanta, Georgia*	**395,739**	595,238	775,000	**694**	**454**	542,500	232,500
48.	**First Interstate Bancard**, *Simi Valley, California*	**390,717**	554,298	720,587	**266**	**499**	504,411	216,176
49.	**State Street Bank**, *North Quincy, Massachusetts*	**389,020**	442,069	707,310	**858**	**297**	120,243	587,067
50.	**Sun Bank**, *Orlando, Florida*	**371,115**	388,652	580,684	**624**	**311**	394,865	185,819

*Average number of statements mailed monthly. **Outstandings exclude receivables from private label cards or proprietary unsecured lines of credit.

100 LARGEST Continued *(from page 3)* . . . of affinity cards. **States.** Delaware and South Dakota have been the most successful in luring out-of-state bank-card operations with favorable laws. They now account for 46% of bank cards issued in the Top 100 -- Delaware has 28% and South Dakota 18%. Out-of-state subsidiaries established by banks to avoid usury laws in their home state account for 62% of all cards issued by the Top 100. California, Ohio, Iowa, Nebraska, Illinois and New Hampshire are also home to out-of-state card issuers and non-bank banks. **Visa versus MasterCard.** Compared to MasterCard, Visa's market share of U.S. bank cards among the Top Ten issuers is 58.2% and among the Top 100 is

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U.S. 1988 - First 100 Ranked By Active Accounts

Rank	Issuer/City/State	Active Accounts*	Total Accounts	Total Cards	Volume ($Mil.)	Outstdg.** ($Mil.)	Mastercard Cards	Visa Cards
51.	**Delaware Trust Company**, *Wilmington*	**328,675**	444,324	649,923	**461**	**190**	129,985	519,938
52.	**Crestar Bank**, *Richmond, Virginia*	**324,000**	400,000	594,000	**486**	**464**	77,220	516,780
53.	**Commerce Bank**, *Omaha, Nebraska*	**320,551**	508,683	717,041	**521**	**188**	229,453	487,588
54.	**JCPenney National**, *Harrington, Delaware*	**320,401**	415,663	581,928	**411**	**395**	261,868	320,060
55.	**U.S. Bank**, *Portland, Oregon*	**319,000**	472,000	712,720	**476**	**360**	249,452	463,268
56.	**Empire of America Federal**, *Buffalo, New York*	**318,715**	373,328	511,906	**778**	**378**	0	511,906
57.	**BayBank**, *Dedham, Massachusetts*	**318,000**	469,000	726,950	**458**	**314**	399,823	327,128
58.	**Comerica-Midwest Bank**, *Toledo, Ohio*	**315,000**	450,050	676,000	**491**	**261**	371,800	304,200
59.	**First Union National**, *Charlotte, North Carolina*	**307,795**	527,650	721,112	**534**	**265**	548,045	173,067
60.	**Valley National**, *Phoenix, Arizona*	**305,000**	380,000	589,000	**750**	**355**	441,750	147,250
61.	**National Westminster**, *Melville, New York*	**304,997**	407,183	450,700	**525**	**322**	90,140	360,560
62.	**Boatmen's Bank of Delaware**, *New Castle*	**303,154**	514,982	900,000	**523**	**235**	603,000	297,000
63.	**Equitable Bank of Delaware**, *Dover*	**301,000**	358,000	583,400	**504**	**382**	157,518	425,882
64.	**Security Pacific Bank Washington**, *Seattle*	**292,300**	395,000	612,000	**614**	**515**	0	612,000
65.	**Equibank (Delaware)**, *Wilmington*	**290,645**	441,317	457,696	**470**	**295**	178,501	279,195
66.	**First Tennessee Bank**, *Memphis*	**290,000**	370,000	620,000	**538**	**84**	204,600	415,400
67.	**Bank One, Lafayette**, *Indiana*	**280,190**	327,925	587,154	**450**	**200**	246,605	340,549
68.	**First National of Commerce**, *New Orleans, La.*	**272,933**	391,170	704,106	**511**	**280**	202,783	501,323
69.	**People's Bank**, *Bridgeport, Connecticut*	**271,000**	291,000	500,000	**500**	**320**	250,000	250,000
70.	**NBD Delaware**, *Newark*	**265,200**	459,000	743,580	**477**	**216**	304,868	438,712
71.	**Peoples First Thrift**, *Salt Lake City, Utah*	**263,000**	467,000	747,200	**530**	**336**	0	747,200
72.	**First Bank of South Dakota**, *Sioux Falls*	**248,962**	350,815	481,490	**565**	**249**	144,447	337,043
73.	**AmeriTrust**, *Cleveland, Ohio*	**248,797**	330,256	473,383	**526**	**242**	12,308	461,075
74.	**United Bank of Denver**, *Colorado*	**248,309**	325,046	441,669	**452**	**194**	256,168	185,501
75.	**Town North National**, *Farmers Branch, Texas*	**240,100**	311,300	544,792	**281**	**135**	528,448	16,344
76.	**Gary-Wheaton Bank**, *Wheaton, Illinois*	**235,000**	260,000	359,000	**600**	**160**	0	359,000
77.	**Imperial Savings**, *San Diego, California*	**231,836**	332,773	471,868	**499**	**256**	0	471,868
78.	**Trust Company Bank**, *Atlanta, Georgia*	**222,129**	152,132	277,129	**177**	**113**	174,037	103,092
79.	**Connecticut National**, *Hartford*	**214,123**	298,371	477,394	**325**	**192**	334,176	143,218
80.	**Society National**, *Cleveland, Ohio*	**196,000**	248,600	373,000	**380**	**233**	302,130	70,870
81.	**First Financial Bank**, *Milwaukee, Wisconsin*	**190,000**	255,000	408,000	**300**	**158**	204,000	204,000
82.	**Navy Federal Credit Union**, *Merrifield, Virginia*	**185,042**	217,302	347,683	**342**	**157**	0	347,683
83.	**Union Bank**, *San Diego, California*	**183,814**	231,215	346,801	**488**	**160**	201,145	145,656
85.	**Chemical Bank New Jersey**, *Parsippany*	**182,000**	292,000	481,000	**340**	**222**	274,170	206,830
84.	**Bank One, Indianapolis**, *Indiana*	**182,000**	357,000	571,000	**295**	**194**	542,450	28,550
86.	**Fifth Third Bank**, *Cincinnati, Ohio*	**180,000**	260,000	400,000	**325**	**130**	80,000	320,000
87.	**Primerica Bank**, *Newark, Delaware*	**178,079**	224,032	341,454	**688**	**343**	307,309	34,145
88.	**Chase Lincoln First Bank**, *Rochester, New York*	**178,000**	321,000	537,000	**560**	**209**	0	537,000
89.	**United Missouri Bank USA**, *New Castle, Del.*	**178,000**	309,000	452,000	**258**	**131**	352,560	99,440
90.	**Huntington National**, *Columbus, Ohio*	**177,000**	260,000	450,000	**600**	**112**	292,500	157,500
91.	**South Carolina National**, *Columbia*	**176,000**	292,500	440,000	**236**	**170**	83,600	356,400
92.	**Midlantic National**, *Wilmington, Delaware*	**170,000**	220,000	220,000	**300**	**175**	72,600	147,400
93.	**Central Fidelity Bank**, *Richmond, Virginia*	**168,698**	219,822	248,406	**246**	**186**	136,623	111,783
94.	**Dominion Bank**, *Roanoke, Virginia*	**165,000**	235,000	352,500	**334**	**147**	35,250	317,250
95.	**South Trust of Alabama**, *Birmingham*	**165,000**	165,000	297,000	**275**	**108**	103,950	193,050
96.	**Central Trust Company**, *Cincinnati, Ohio*	**165,000**	210,000	336,000	**550**	**105**	168,000	168,000
97.	**First Interstate of Oregon**, *Portland*	**164,000**	227,000	363,000	**356**	**123**	54,450	308,550
98.	**First Interstate of Arizona**, *Phoenix*	**160,000**	210,000	340,000	**377**	**160**	34,000	306,000
99.	**Goldome**, *Buffalo, New York*	**160,000**	233,998	360,000	**342**	**140**	0	360,000
100.	**European American Bank**, *Uniondale, New York*	**154,348**	202,855	271,432	**193**	**132**	176,431	95,001
	Totals	75,866,849	104,518,750	154,149,458	$139,843	$88,802	68,531,913	85,617,545

55.5%. **Industry leaders.** After Citibank (combining South Dakota, Nevada and Maryland subsidiaries), the nation's top card issuers are: First Chicago (among commercial banks), USAA Federal (savings and loans), Chevy Chase FSB (mutual savings banks), Town North National (credit unions), and Lomas Bank (non-bank banks).

FUTURE ARTICLES. Coming issues will list the next 500 largest bank-card issuers in the U. S. . . . and compare results for Visa and MasterCard worldwide by region including a study of delinquencies and charge-offs to credit and fraud. ◆

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