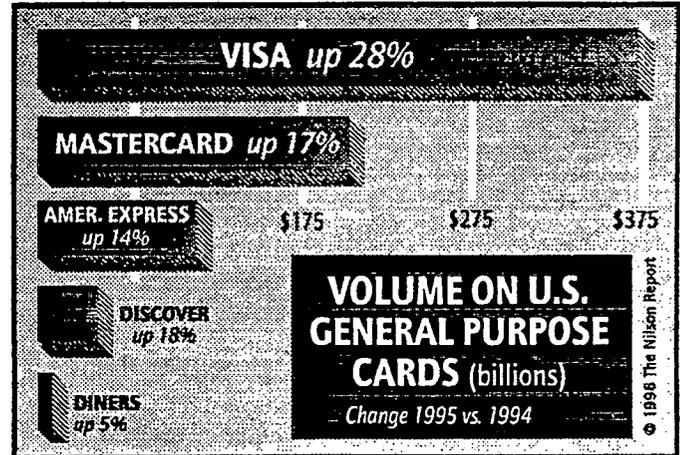


FOR 26 YEARS, THE LEADING PUBLICATION COVERING CONSUMER PAYMENT SYSTEMS WORLDWIDE

GENERAL PURPOSE CARDS — U.S.

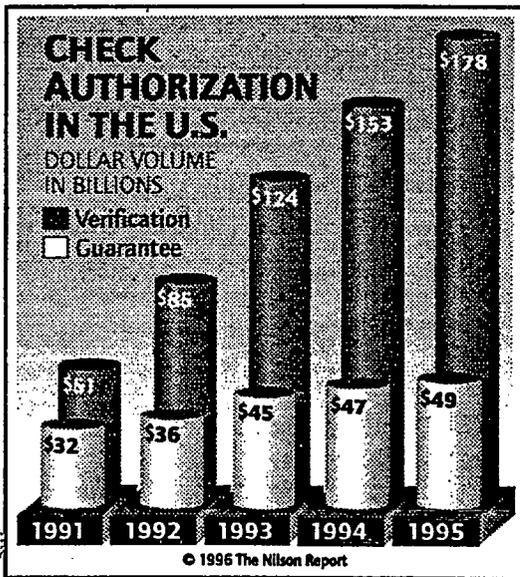
The number of credit and debit cards accepted by all types of merchants in the United States totalled 476.7 million at the end of last year, up 16% from 1994. This excludes debit cards that require use of personal identification numbers. Combined volume for the five brands (Visa, MasterCard, American Express, Discover, and Diners Club) totalled \$745.55 ... (turn to page 4)



MARKET SHARES

Use of general purpose cards in the United States is most accurately measured by comparing Visa, MasterCard, Discover, American Express, and Diners Club statistics that apply only to purchases of goods and services. Cash volume, which includes advances on credit cards and withdrawals on debit cards, must be deleted from each brand's total volume. Compared to market share of total volume, Visa, MasterCard, and Discover lost market share with cash removed, while Amex and Diners Club gained. (turn to page 4)

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| Comerica Merchants to NDC | 10 |
| Fast Facts & Job Mart | 2,3 |



CHECK AUTHORIZATION

The 27 firms listed on pages six and seven offer U.S. merchants two types of protection against risks associated with accepting paper checks as payment for goods and services. Both "guarantee" and "verification" protection systems begin their authorization process one of three ways: (1) by swiping the check in a terminal that ... (turn to page 6)

BANK CARDS — SECOND 100

Visa and MasterCard credit card issuers ranked from 101 to 200 by active accounts at the end of 1995 as listed on pages eight and nine include: 49 commercial banks, 43 credit unions, 6 thrifts, and 2 nonbanks. Collectively they account for 1.89% of industry outstandings, 2.02% of charge volume, and 2.17% of accounts. (turn to page 8)

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MASTERCARD has signed a seven-year agreement with AT&T to support the association's data networking needs in over 30 countries. Jerry McElhatton is Pres. Global Operations and Technology at MC, (314) 275-6460, fax (314) 523-7547. Rick Roscitt is Mng. Partner at AT&T Solutions, (201) 443-2201, fax (201) 443-2204.

GENSAR HOLDINGS, a third-party POS processor that handled 305 million transactions in 1995, has acquired POS Technologies, a competitor with annual transaction volume of 18 million. Bipin Shah is CEO at Gensar, (215) 619-0220, fax (215) 619-0175.

CCN will market the automated loan-processing system of Ultradata in tandem with its own custom credit-scoring program. James Ransom is Mgr. Mktg. Strategies at Ultradata, (510) 463-8356, fax (510) 463-0394. Bob Scopa is VP Sales & Mktg. at CCN, (404) 841-1400, fax (404) 841-1458.

CITIZENS BANK's "Good Citizens" no-fee-for-life Visa credit card contributes 25¢ per transaction (goods/services) to non-profit causes. Each year, cardholders receive a check for up to \$300 made out to their designated charity. John King is SVP, (401) 456-7658, fax (401) 455-5981.

AT&T WIRELESS SERVICES is being used by acquirer Nova Information Systems for Cellular Digital Packet Data transmission of card authorizations. Stephen Stribley is Mgr. at AT&T, (206) 803-4079, fax (206) 803-4901. Teresa Grande is Product Mgr. at Nova, (770) 698-1032, fax (770) 396-2117.

SHELL has begun assessing a 1% service fee on gross sales of all of its proprietary fleet card transactions except government cards. Susan Day is Fleet Card Mgr., (713) 241-2395, fax (713) 241-0575.

COLONIAL BANGROUP of Alabama will issue 80,000 + Visa Check Cards to its deposit account base this year. Woody Davis is SVP at Colonial, (334) 240-5584, fax (334) 240-5583.

APAC TELESERVICES, INC., a telephone call-center management company, will declare a two-for-one stock split (NASDAQ:APAC). Ted Schwartz is CEO, (708) 945-0055, fax (708) 945-1244.

SEARS, ROEBUCK AND CO. reports proprietary credit card receivables of \$23.80 billion at year-end '95, up 11.4%. John Delany is VP, (847) 286-6265, fax (847) 286-6238.

AMERICAN EXPRESS is raising to prime + 12.9% the finance charge rate assessed its "Sign & Travel" cardholders who have missed minimum payments for two consecutive statement periods. This rate also applies to customers who have another American Express account that is not in good standing. Alfred Kelly is Gen. Mgr., (212) 640-4613, fax (212) 619-9808.

ADVANTA CORP. will issue a Visa Gold card with co-brand partner Comcast, fourth largest cellular carrier in the U.S. Thomas Evich is Mktg. Dir. at Advanta, (215) 957-2826, fax (215) 674-0248.

JOB MART — POSITIONS AVAILABLE

Subscribers pay \$300 per 100 words (nonsubscribers \$500).

NATIONAL CITY PROCESSING COMPANY seeks a **Director of Supermarket Sales.**

This person will be responsible for marketing the credit/debit processing services of the nation's second largest acquirer. A proven track record of transaction processing sales in the supermarket industry and an entrepreneurial spirit are required. Responsibilities include sales of a full set of transaction processing services on a national scale. We are also seeking a **Director of Healthcare Transaction Sales.** This individual must be knowledgeable in the healthcare field and have a proven track record of selling credit/debit card processing services. Responsibilities include developing and executing a business plan to market our services on a national scale. Relocation to our Louisville headquarters is optional for these sales positions. **Product Managers and Product Development Analysts** are also needed to conceptualize, develop, and implement new products and services for our clients. Transaction processing experience in the hospitality, supermarket, or healthcare fields would be a plus. These positions offer excellent salaries, comprehensive benefits, and substantial opportunity for professional growth. Forward your resume with salary requirements to: NPC, 1231 Durrett Lane, Louisville, Kentucky 40285. Attention: Ron Tomes. Fax to (502) 364-2041.

CREDIT PLUS a new venture that was formed to provide private-label credit cards in Israel, seeks a **CEO.** Credit Plus is a subsidiary of a major retailer that aggressively seeks to expand its business. The candidate will have significant credit card business experience as well as a marketing orientation. The position requires a person with strategic focus, leadership, organization and communication skills. This hands-on position in a dynamic fast paced environment offers an excellent opportunity for personal growth and development. For consideration, send your resume to: Amit Biel, Director, 21 Shaul Hamelech Street, Golda Plaza, Tel Aviv 64367 Israel, or fax 972 (3) 691-3256, tel 972 (3) 693-9670.

BANK OF HAWAII seeks a **Co-Branded Affinity Product Manager.** Plans and implements annual marketing programs to enhance credit card acceptance, usage and retention. Maintains an operational level of contact with the partner's liaison. Manages all contractual obligations for the bank relating to different outstanding agreements. Interfaces with in-house or out-sourced card processors to ensure compliance with program terms and objectives. Qualifications include: BA degree preferred, 3-5 years of credit card marketing experience, presentation and writing skills and demonstrated PC experience. FDR system experience a plus. Position located in Phoenix, Arizona. Please submit or call Bank of Hawaii, P.O. Box 2900, Honolulu, Hawaii 96846-6000. (808) 537-8688. TDD/AT (808) 537-3964. EOE.

TLC PHONECARD's parent company, Caribbean Telephone & Telegraph, has filed for Chapter 11 bankruptcy, citing an inability to collect on \$25 million in prepaid phone cards sold to independent distributors. Jim Franklin is Pres. at CT&T, (313) 202-2000, fax (313) 964-4620.

HESSEL GROUP's Domestic Relocation Tracking System, used by employers to calculate employee taxes, print tax documents, and analyze and manage relocation costs, will be marketed as part of First Bank System's Corporate Relocation Visa Card. Jim Baumgartner is SVP at FBS, (612) 973-8765, fax (612) 973-8200. Jerry Hessel is Pres. at HG, (203) 762-0365, fax (203) 834-9625.

FIRST CHICAGO's no-annual-fee Gold MasterCard solicitations offer a finance charge rate of prime + 9.9%. Gordon Koppin is VP, (847) 888-6529, fax (847) 888-7458.

KEYBANK's new checking account, "KeyMoney Access," pays customers 25¢ for each deposit made at the bank's own ATMs, capped at \$1 a month. Over-the-counter deposits at a teller window cost \$1.50. Deborah Smith is SVP at KeyBank, (206) 684-6494, fax (206) 343-6905.

AMOCO has begun accepting American Express cards at selected locations nationwide. Dave Rendall is Category Mgr. at Amoco, (312) 856-4653, fax (312) 856-2086. Tom Pojero is SVP at Amex, (212) 640-3284, fax (212) 619-6803.

PULSE CHEK SERVICES, a unit of the regional EFT system, has joined Cash Station, Star, and CU Cooperative as a shareholder in Primary Payment Systems, provider of early warnings of potential check returns. Leslie Michelassi is SVP at PPS, (619) 234-4774, fax (619) 234-3208. Leslie McManis is EVP at Pulse, (713) 223-1400, fax (713) 223-1211.

EQUIFAX subsidiary High Integrity Systems Inc. is prime contractor to the California Lottery. Over 6,000 terminals will use HISI's proprietary dial-up technology for on-line and enhanced ticket sales and validations. Anthony Stefanis is CEO at HISI, (404) 885-8833, fax (404) 885-8804.

UNOCAL has signed an exclusive marketing agreement to license FuelMan/GasCard fleet card systems in Calif., Ariz., Nebr., Wash., and Hawaii. Gary Sproule is VP at Unocal The Products Co., (714) 428-7600, fax (714) 428-8058. Kingsley McCallum is Chairman at FuelMan/GasCard, (504) 835-7171, fax (504) 841-5387.

NATIONAL DATA CORP. is using CyberCash software for merchants who want to process card payments over the Internet. Dave Lyons is GM at NDC, (404) 728-2086, fax (404) 728-3985. Magdalena Yesil is VP at CyberCash, (415) 594-0800, fax (415) 594-0899.

FIRST DATA CORP. is offering its acquiring clients software from Netscape Communications that will let their merchants handle card payments on the Internet. Chuck White is SVP at FDC, (415) 842-4037, fax (415) 842-4197.

HYPERCOM INTERNATIONAL is a newly formed subsidiary of the world's second largest point-of-sale hardware manufacturer. HI combines subsidiaries covering Latin America, Europe, Japan, and Asia. Jairo Gonzalez is Pres., (602) 504-4502, fax (602) 504-4582.

APPLIED COMMUNICATIONS INC. software has been licensed by BIK GmbH, service provider for all co-operative banks in Germany. BIK will use the software to drive ATMs and process POS transactions. Richard Launder is Mng. Dir. at ACI, 44 (1923) 816-393, fax 44 (1923) 211-037. Gerhart Schweimer is Mgr. at BIK, 49 (69) 744-72431, fax 49 (69) 744-72545.

EXECUTIVE TELECARD LTD. has received an order from Taiwan's Int'l Telecom. Administration for 700,000 prepaid cards. Average value is \$17. Other EXTL prepaid card agreements exist in Russia, Sweden, Denmark, New Zealand, Mexico, and South Africa. Anthony Balinger is Pres. at EXTL, (914) 627-2060, fax (914) 627-3631.

MANAGEMENT CHANGES

Paul Garcia of First Data Corp. has been promoted to Group President and head of FDC's Bank Card Program Services, Nationwide Credit and Credit Performance Services businesses, (305) 846-1580, fax (305) 846-1501. **Eric Turille**, formerly at First National Bank of Omaha, has been appointed Senior Vice President Strategic Planning at National City Processing Co., (602) 866-0816, fax (602) 588-4207. **Marc Altman**, formerly at First of America Bank, has been appointed Senior Vice President, Marketing at EFS, Inc., (317) 469-2038, fax (317) 469-2088. **Sid Retsky**, Founder/CEO of Mercantile Systems (now NDC Check Services), has retired. He is available as a consultant, (847) 433-5991, fax (847) 266-8739. **Sheila Scarry** has been promoted to Senior Vice President, U.S. Deposit Access heading MasterMoney, Maestro, Cirrus, and Remote Banking programs, (914) 249-5478, fax (914) 249-4306. **Leo Toralballa** has been appointed Executive Vice President, Key Bank U.S. and Marketing Director of National Consumer Finance, (216) 689-5826, fax (216) 737-4549. **Chris Fredrick**, formerly at MasterCard, has been appointed Managing Director Financial Services Practice at Dove Associates, (617) 482-2100, fax (617) 482-1470.

CONFERENCES & SEMINARS

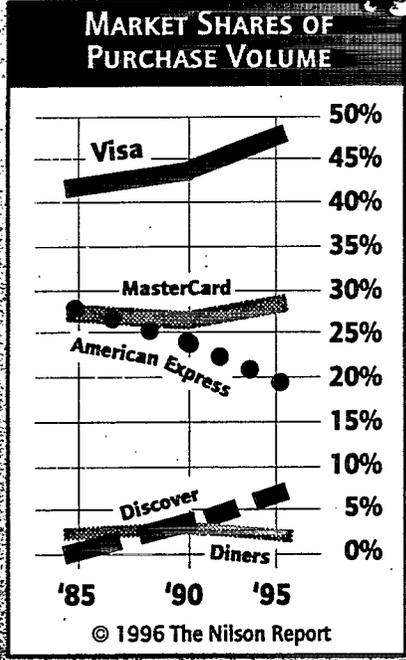
FAIR, ISAAC'S INTERACT '96 CONFERENCE: May 12-15, San Francisco, California at the San Francisco Marriott. Reg. \$1,095. Est. attend. 1,000. Contact Fair, Isaac at (415) 491-7095, fax (415) 444-5027. **AUSTRALIA 1996 CONFERENCE AND EXHIBITION:** August 20-22, Darling Harbour, Sydney, Australia at Sydney Convention & Exhibition Centre. Trade Exhibition free entry, plus conference registration \$1,305 - 2 days; \$1,690 - 3 days. Contact Erika Morton at 61 (2) 210-5704, fax 61 (2) 223-8216.

General Purpose Cards (from page 1) billion, up 22%. Visa and MasterCard accounted for \$574.52 billion, up 24%. Their combined market share increased to 77.1% from 75.6%. The remaining 22.9% generated by American Express, Discover, and Diners Club was down from 24.4%. Visa continued to dominate total volume on general purpose cards — raising its market share to 49.9% from 47.5%. MasterCard's share declined to 27.2% from 28.2%. Discover Card's share (including Private Issue and Bravo) fell to 6.4% from 6.6%.

American Express's share fell

GENERAL PURPOSE CARDS IN THE U.S. 1995

Market Shares (from page 1) PURCHASES. Purchase volume totalling \$609.70 billion increased by \$93.94 billion from 1994 to 1995. Visa's growth of 23.9% was the only increase higher than the industry average of 18.0%. Visa's market share of 47.4% at year-end, which was up from 45.1% in 1994, took 1.2 percentage points from MasterCard, 0.9 of a point from American Express, 0.2 of a point from Diners Club, and almost 0.1 of a point from Discover. Visa's increasing lead as the brand of card most used for purchases will continue until at least the fourth quarter of this year when MasterCard's newly issued cards should begin to help that association reclaim some lost market share. Discover grew at a higher rate



(16.9%) than MasterCard (12.9%), Amex (12.2%), and Diners Club (4.8%).

CASH. Cash volume of \$135.85 billion accounted for 18.2% of total volume on general purpose credit and debit cards in the U.S., up from 15.7% in 1994. Balance transfers on credit cards (when cardholders borrow cash from a new issuer to pay off debt owed to an existing issuer) accounted for an estimated \$45 billion or 33% of total cash volume. These transfers inflated Visa and MasterCard volume figures since they are reported as new charge volume even though they are merely a transfer of debt. Balance

U.S. GENERAL PURPOSE CARDS — 1995

| Brand | TOTAL VOLUME (bil.) | | | TOTAL CARDS (mil.) | | |
|---------------|---------------------|-----------------|---------------|--------------------|--------------|---------------|
| | 1995 | 1994 | Chg. | 1995 | 1994 | Chg. |
| Visa | \$372.13 | \$291.01 | +27.9% | 252.9 | 205.0 | +23.3% |
| MasterCard | \$202.40 | \$172.50 | +17.3% | 151.6 | 137.1 | +10.6% |
| Amer. Express | \$115.20 | \$101.20 | +13.8% | 26.7 | 25.3 | +5.5% |
| Discover | \$47.50 | \$40.25 | +18.0% | 44.1 | 42.6 | +3.5% |
| Diners Club | \$8.33 | \$7.95 | +4.8% | 1.4 | 1.4 | 0.0% |
| TOTAL | \$745.55 | \$612.91 | +21.6% | 476.7 | 411.4 | +15.9% |

Some totals do not add up because of rounding. Visa & MasterCard include private issue cards. Discover includes Discover, Private Issue, and Bravo cards. Outlets for equal in quantity. The difference indicated above is the result of reporting in outlets is the largest figure above because most outlets accept some or all of the

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PURCHASES VS. CASH ON U.S. GENERAL PURPOSE CARDS

| Brand | PURCHASES (bil.) | | |
|---------------|------------------|-----------------|---------------|
| | 1995 | 1994 | Chg. |
| Visa | \$288.86 | \$233.18 | +23.9% |
| MasterCard | \$162.14 | \$143.63 | +12.9% |
| Amer. Express | \$112.13 | \$99.50 | +12.7% |
| Discover | \$38.24 | \$32.70 | +16.9% |
| Diners Club | \$8.33 | \$7.95 | +4.8% |
| TOTAL | \$609.70 | \$516.93 | +18.0% |

Purchase volume includes all purchases of goods and telemarketing, and all other forms of direct marketing. advances including balance transfers and debit card w

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1994

OUTLETS (mil.)

1995 1994 Chg.

3.3 3.0 +9.2%

3.0 3.0 0.0%

2.1 1.9 +10.5%

2.5 2.2 +13.6%

1.4 1.2 +16.7%

3.3 3.0 +9.2%

Both credit and debit
for Visa & MasterCard are
inconsistencies. Total
cards shown.

to 16.5% from 16.5%. Diners Club dropped to 1.4% from 1.3%. These shares differ when cash is excluded to measure card use at merchants only, as shown below.

Bank cards issued by members of MasterCard and Visa have been steadily gaining market share of total volume on all general purpose cards — 14 points over the last eight years. That trend will continue indefinitely, supported by strong growth in use of debit cards (without personal identification numbers) at merchants. By the end of this year, Visa/MasterCard debit cards will be generating more volume than all credit card products of Dean Witter (Discover, Private Issue, and Bravo). Within six years, debit cards will be generating more volume than American Express in the U.S. There are already more Visa and MasterCard brand debit cards in the U.S. than there are American Express cards. By year 2000, the number of debit cards issued by banks in the U.S. will be more than twice the total for all cards issued by Amex, Discover, and Diners Club combined. Prior issues: 610, 603, 596, 591, 588, 584, 579, 573, 568 □

MARKET SHARES

| | With Cash | Without Cash | Point Difference |
|---------------|-----------|--------------|------------------|
| Visa | 49.91% | 47.38% | -2.53 |
| MasterCard | 27.15% | 26.59% | -0.56 |
| Amer. Express | 15.45% | 18.39% | +2.94 |
| Discover | 6.37% | 6.27% | -0.10 |
| Diners Club | 1.12% | 1.37% | +0.25 |

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transfers hit their peak in 1995 and will be declining as more card issuers learn that luring customers away from competitors

with temporary low finance charges at this late stage of the "balance transfer war" does not build a stable base of profitable customers.

Advances on credit cards from these five issuers totalled \$125.45 billion and accounted for 17.7% of total credit card volume — a new high.

Bank cards generated most of this volume (\$90 of every \$100 cash advance). Cardholders obtain advances (instant loans) against their lines of credit: (1) from automated teller machines; (2) by writing credit card checks; (3) by requesting balance transfers; (4) over the counter at bank branches (on Visa and MasterCard only); and (5) at Sears Roebuck stores (on Discover Card only). **Withdrawals on debit cards** totalled \$36.30 billion, all on Visa and MasterCard, and all occurring at ATMs and bank branches. American Express and Diners Club do not issue debit cards, but their cardholders can access personal and corporate funds deposited at banks, savings and loans, or credit unions. Amex cardholders go through its Express Cash ATM system and Amex travel offices. Diners Club cardholders go through Citibank branch offices and the Plus ATM system. Prior issues: 568, 555, 549, 533. □

GENERAL PURPOSE CARDS

CASH (bil.)

1995 1994 Chg.

\$83.26 \$57.84 +44.0%

\$40.26 \$28.87 +39.5%

\$3.07 \$1.70 +80.6%

\$9.26 \$7.55 +22.7%

\$0.00 \$0.00 —

\$135.85 \$95.96 +41.6%

services including mail order,
Cash volume is credit card
withdrawals.



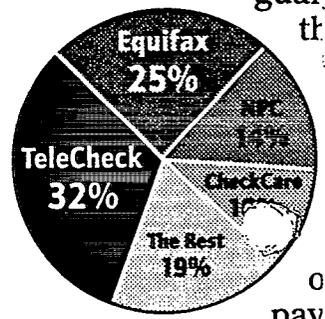
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| GUARANTEE | | CHECKS | | | | | MERCHANTS | | | | |
|---------------|------------------|-----------------|------------|---------------|------------|-------------|------------|----------------|------------|----------------|------------|
| '95 '94 | Company | Volume (mil.) | Chg. | Checks (mil.) | Chg. | Avg. Amt. | Chg. | Clients | Chg. | Outlets | Chg. |
| 1 1 | TeleCheck Serv. | \$15,652 | +5% | 151.7 | +2% | \$103 | +3% | 67,456 | +5% | 103,779 | +5% |
| 2 2 | Equifax | \$11,950 | 0% | 133.0 | -2% | \$90 | +2% | 37,000 | 0% | 95,500 | 0% |
| 3 3 | NPC Check Serv. | \$6,988 | +8% | 92.4 | +5% | \$76 | +3% | 10,243 | +3% | 52,500 | +3% |
| 4 4 | CheckCare (1) | \$4,978 | +24% | 129.7 | +12% | \$38 | +11% | 10,560 | +11% | 30,201 | +13% |
| 5 6 | CrossCheck | \$2,325 | +47% | 8.4 | -9% | \$276 | +61% | 14,213 | +21% | 20,573 | +25% |
| 6 7 | AMV Pymt. Sys. | \$1,385 | +7% | 10.4 | 0% | \$134 | +7% | 7,725 | +2% | 23,220 | +1% |
| 7 8 | NDC Check Serv. | \$1,084 | +8% | 9.0 | +6% | \$121 | +2% | 22,400 | 0% | 25,000 | 0% |
| 8 10 | Capital Recovery | \$965 | +17% | 28.6 | +7% | \$34 | +10% | 51 | +9% | 29,300 | +16% |
| 9 9 | Insta-Check | \$950 | +6% | 6.5 | +3% | \$146 | +3% | 17,500 | +3% | 28,000 | +6% |
| 10 11 | TransCheck | \$826 | +11% | 11.1 | +8% | \$75 | +3% | 7,700 | -1% | 24,500 | -2% |
| 11 12 | Uni-Check | \$610 | +4% | 8.2 | +9% | \$75 | -4% | 5,200 | +1% | 9,000 | 0% |
| 12 13 | SmartCheck | \$452 | +42% | 7.8 | +3% | \$58 | +38% | 3,211 | +6% | 6,066 | +6% |
| 13 14 | WorldCheck | \$255 | -6% | 3.0 | -12% | \$76 | -3% | 6,440 | -3% | 9,200 | -2% |
| 14 5 | Comdata (2) | \$180 | -89% | 2.4 | -91% | \$76 | +23% | 40 | -76% | 62 | -80% |
| 15 15 | Verichек | \$62 | +88% | 0.8 | +99% | \$81 | -6% | 5,102 | +107% | 12,600 | +117% |
| 16 16 | Vali-Chek | \$38 | +18% | 0.4 | +17% | \$101 | +1% | 300 | 0% | 300 | 0% |
| 17 17 | XpressCheX | \$9 | -30% | 0.1 | -24% | \$62 | -7% | 619 | -26% | 700 | -23% |
| 18 nr | Checktronic | \$4 | nr | <0.1 | nr | \$66 | nr | 300 | nr | 350 | nr |
| TOTALS | | \$48,713 | +4% | 603.5 | +1% | \$81 | +5% | 216,060 | +5% | 470,851 | +6% |

Some 1994 figures have been restated, nr = not ranked in 1994. (1) About 75% of activity is not authorized electronically. (2) Lost some clients that did not want to convert to the TeleCheck service when it acquired Comdata in early 1995. © 1996 The Nilson Report

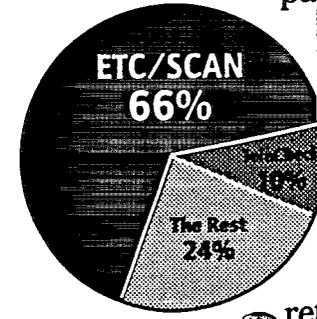
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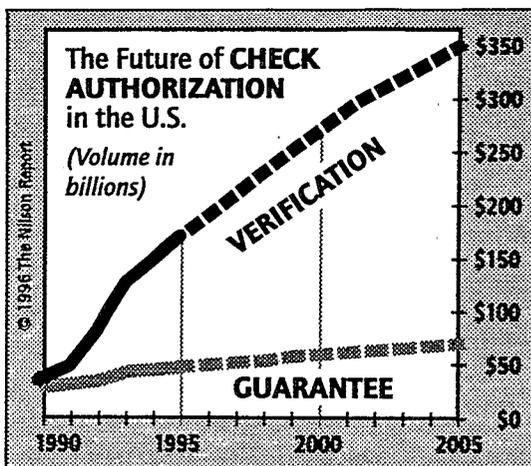


themselves or
 same firm that verif
 587, 581, 576, 567 C

| VERIFICATION | | CHECKS | | | | | MERCHANTS | | | | |
|---------------|--------------------|------------------|-------------|----------------|-------------|-------------|------------|---------------|-------------|----------------|-------------|
| '95 '94 | Company | Volume (mil.) | Chg. | Checks (mil.) | Chg. | Avg. Amt. | Chg. | Clients | Chg. | Outlets | Chg. |
| 1 1 | ETC/SCAN | \$118,405 | +12% | 2,127.6 | +31% | \$56 | -14% | 413 | +20% | 59,439 | +11% |
| 2 2 | TeleCheck Serv. | \$17,188 | +18% | 368.9 | +15% | \$47 | +3% | 8,363 | +15% | 36,730 | +19% |
| 3 3 | CheckRite | \$8,134 | +9% | 153.0 | +20% | \$53 | -9% | 27,411 | +18% | 40,693 | +18% |
| 4 4 | Computer Cheque | \$6,357 | +5% | 128.5 | +2% | \$49 | +3% | 3,800 | 0% | 3,875 | 0% |
| 5 5 | NPC Check Serv. | \$5,275 | +5% | 125.0 | +2% | \$42 | +2% | 23,200 | +2% | 75,949 | +2% |
| 6 6 | Concord EFS | \$4,256 | +13% | 112.5 | +11% | \$38 | +2% | 1,650 | +12% | 2,500 | +5% |
| 7 nr | Nat'l Check Ntwrk. | \$3,770 | nr | 82.0 | nr | \$46 | nr | 2,400 | nr | 3,600 | nr |
| 8 7 | Comdata (1) | \$2,998 | -11% | 63.5 | -14% | \$47 | +3% | 472 | -10% | 3,651 | -10% |
| 9 10 | CCV | \$2,196 | +64% | 35.4 | +76% | \$62 | -6% | 1,430 | +102% | 7,314 | +116% |
| 10 17 | CFData Corp. | \$2,083 | +941% | 33.3 | +154% | \$54 | +250% | 9 | +800% | 4,950 | +41% |
| 11 8 | Capital Recovery | \$2,050 | +15% | 40.1 | +10% | \$51 | +5% | 81 | +13% | 46,500 | +15% |
| 12 9 | CrossCheck | \$1,705 | +15% | 24.7 | +13% | \$69 | +1% | 812 | +33% | 1,715 | -7% |
| 13 16 | CheckCare | \$896 | +312% | 27.3 | +370% | \$33 | -12% | 1,768 | +30% | 5,688 | +37% |
| 14 12 | Equifax | \$837 | +109% | 11.5 | +271% | \$73 | -44% | 320 | +16% | 4,000 | +369% |
| 15 11 | Checktronic | \$685 | +3% | 13.0 | +4% | \$53 | -1% | 3,100 | +3% | 5,700 | +4% |
| 16 13 | AMV Pymt. Sys. | \$348 | -1% | 3.9 | -15% | \$88 | +16% | 7,670 | +1% | 23,220 | +1% |
| 17 14 | Vali-Chek | \$275 | +9% | 5.1 | +4% | \$54 | +5% | 1,570 | +3% | 2,000 | -18% |
| 18 15 | CheckStop | \$236 | +8% | 3.1 | +8% | \$75 | 0% | 260 | +4% | 390 | +18% |
| 19 18 | TransCheck | \$51 | +14% | 0.7 | +12% | \$77 | +2% | 220 | +4% | 220 | +4% |
| 20 19 | Checknet | \$17 | +13% | 0.4 | +3% | \$54 | +8% | 1,000 | 0% | 1,000 | 0% |
| 21 nr | Verichек | \$16 | nr | 0.1 | nr | \$120 | nr | 277 | nr | 365 | nr |
| 22 nr | Uni-Check | \$9 | nr | 0.5 | nr | \$17 | nr | 40 | nr | 100 | nr |
| TOTALS | | \$177,787 | +16% | 3,360.2 | +28% | \$53 | -9% | 86,266 | +14% | 329,599 | +14% |

Some 1994 figures have been restated, nr = not ranked in 1994. (1) Lost some clients that did not want to convert to the TeleCheck service when it acquired Comdata in early 1995. © 1996 The Nilson Report

... reads the MICR number ... (2) by swiping a terminal that reads the magnetic stripe (26 states personal information stripe), or entering the merchant's license check MICR electronic cash details about operate, see March 1995.



... is the verification method have lower higher profit merchants are needed checks much faster (15 to 20 days earlier) as were sent to an agency for collection. When a check is returned for nonsufficient funds or is fraudulent, guarantee firms pay the merchant the full amount of the check and become responsible for collecting that amount plus service fees from the check writer. Some merchants rely on verification for most items, but switch to guarantee when presented with a check that has an unusually high dollar amount, a low sequence number, is presented by an out-of-town customer, or has some other known indicator of high risk. Merchants using guarantee firms a minimum 0.4% of the check's amount. Some high-risk merchants pay over 5% and even partial reimbursement. Last year, the guarantee industry had a decline in number of checks handled. This year will rebound as firms including TeleCheck (owned by National Data Check Services), NDC Check Services (owned by National Data Check Services (owned by National City Processing)) and others after integrating acquisitions.

Verification is preferred by merchants who have high profit margins. These merchants operate at lower profit margins. These merchants pay from 2¢ to 20¢ per check or a flat monthly fee. Some with very high volume get verification services free in exchange for handing over returned checks immediately after they bounce. Since more than half of checks returned for nonsufficient funds clear when redeposited, verification firms that get the check right away have a better chance of collecting the average \$15 to \$20 penalty. When a verified check is returned, merchants either try to collect the amount themselves or turn it over to a collection service — usually the merchant's preferred one. Prior issues: 614, 604, 602, 600, 594, 592,

EXECUTIVE CONTACTS

- AMV Payment Systems** Bradford DeMarco is President in Wayne, NJ. (201) 528-0180, fax (201) 528-0263
 - Capital Recovery** Alan Sanders is President in Emeryville, Pennsylvania. (714) 407-0800, fax (714) 407-0700
 - CCV** Mike Edwards is President in Bothell, Washington. (206) 487-4021, fax (206) 486-2217
 - CFData** W. Harwood Runner is President in Dallas, Texas. (214) 437-7611, fax (214) 437-7668
 - CheckCare Enterprises** Bill Brandon is VP in Columbus, Georgia. (706) 596-1306, fax (706) 596-0337
 - Checknet** Craig Barrett is Owner in Pittsburgh, Pennsylvania. (412) 531-6800, fax (412) 531-8529
 - CheckRite** Mike Egan is Executive VP in Midvale, Utah. (801) 568-1380, fax (801) 255-3762
 - CheckStop** Shahin Joudat is President in San Antonio, Texas. (210) 733-3400, fax (210) 735-6534
 - Checktronic** Harold Montgomery is President in Grand Prairie, Texas. (214) 504-8000, fax (214) 480-5730
 - Comdata Retail Services** Acquired by TeleCheck.
 - Computer Cheque** Fred Schneider is CEO in Omaha, Nebraska. (402) 397-5083, fax (402) 397-9372
 - Concord EFS** Edward Labry is President in Memphis, Tennessee. (901) 371-8000, fax (901) 371-8121
 - CrossCheck** Paul Green is CEO in Rohnert Park, California. (707) 586-0551, fax (707) 586-1738
 - Equifax Check Services** Thomas Gordon is SVP & GM in Tampa, Florida. (813) 886-5000, fax (813) 888-5308
 - ETC/SCAN** Tim Birk is President in Bothell, Washington. (206) 483-2500, fax (206) 489-1299
 - Insta-Check Systems** Anil Gajwani is President in Miami, Florida. (305) 592-7800, fax (305) 477-6783
 - National Check Network** Bill Barnhouse is President in El Paso, Texas. (915) 833-1234, fax (915) 833-3323
 - NDC Check Services** Tom Dunn is Group VP in Hanover, Maryland. (410) 712-6777, fax (410) 712-6742
 - NPC Check Services** Tom Wimsett is President in Riverdale, NJ. (201) 839-8236, fax (201) 839-6170
 - SmartCheck** Charles Horton is President in Dallas, Texas. (214) 680-0315, fax (214) 994-0011
 - TeleCheck Services** John Chaney is President in Houston, Texas. (713) 599-7601, fax (713) 599-7190
 - TransCheck** Dean Miller is Manager in Rockville, Maryland. (301) 258-0200, fax (301) 258-0911
 - Uni-Check** William Monson is President in Honolulu, Hawaii. (808) 524-2030, fax (808) 528-2660
 - Vali-Check** Connie Rodgers is President in Dallas, Texas. (214) 348-1195, fax (214) 348-2085
 - VeriCheck** Ken Kirby is President in Pollock Pines, California. (916) 647-2577, fax (916) 647-2738
 - WorldCheck Control** Jack Stone is EVP in Miami, Florida. (305) 893-7800, fax (305) 895-7672
 - XPress CheX** Dave Dlett is Controller in Agoura Hills, Calif. (818) 706-8999 ext. 3033, fax (818) 991-5973
- Name changes:** Computer Check Verification renamed CCV; Check Recovery Systems renamed Checknet, Inc.; CSA Payment Systems renamed AMV Payment Systems. © 1996 The Nilson Report

THIRD 50 BANK CREDIT CARD ISSUERS IN THE U.S. — 1995

| Issuer, State of Issuance | Type | '95 Rank | '94 Rank | Active Accounts | Total Accounts | Credit Cards | Visa Cards | MasterCard Cards | Charge Volume | Outstandings |
|------------------------------------------|------|----------|----------|-----------------|----------------|--------------|------------|------------------|---------------|---------------|
| First Citizens Nat'l Bank North Carolina | CB | 101 | 98 | 90,850 | 164,119 | 188,700 | 18,900 | 169,800 | \$192,887,000 | \$151,371,000 |
| Regions Bank Alabama | CB | 102 | 117 | 89,853 | 149,411 | 134,068 | 134,068 | 0 | \$174,364,524 | \$163,185,264 |
| Bank of Hoven South Dakota | CB | 103 | 90 | 87,463 | 131,533 | 158,934 | 55,414 | 103,520 | \$239,338,808 | \$95,803,936 |
| First Citizens Nat'l Bank North Carolina | CB | 104 | 90 | 87,200 | 106,000 | 138,000 | 95,000 | 43,000 | \$103,320,000 | \$41,000,000 |
| First Citizens Nat'l Bank North Carolina | CB | 105 | 98 | 86,709 | 127,441 | 163,971 | 73,188 | 90,783 | \$218,326,848 | \$122,966,561 |
| First Citizens Nat'l Bank North Carolina | CB | 106 | 104 | 85,792 | 139,940 | 148,169 | 99,897 | 48,272 | \$257,948,040 | \$100,337,419 |
| Integra Financial Pennsylvania | CB | 107 | 105 | 79,246 | 105,838 | 188,304 | 77,247 | 111,057 | \$168,482,474 | \$151,618,632 |
| Sterling Bank & Trust Michigan | CB | 108 | — | 77,189 | 87,038 | 141,268 | 91,274 | 49,994 | \$77,245,550 | \$37,379,974 |
| State Employees CU North Carolina | CU | 109 | 102 | 75,283 | 103,554 | 104,529 | 78,751 | 25,778 | \$138,113,957 | \$59,199,343 |
| Amalgamated Bank Illinois | CB | 110 | 97 | 73,344 | 126,506 | 176,403 | 0 | 176,403 | \$242,319,345 | \$108,124,105 |
| Iowa League Corp. Ctr. CU Iowa | CU | 111 | 106 | 72,595 | 90,515 | 121,461 | 42,516 | 78,945 | \$127,727,765 | \$80,264,168 |
| GE Capital Financial Utah | NB | 112 | 142 | 70,490 | 197,935 | 167,148 | 70,873 | 96,275 | \$761,948,115 | \$122,870,201 |
| Local Employees CU Washington | CU | 113 | 109 | 70,165 | 77,250 | 114,264 | 114,264 | 0 | \$260,593,799 | \$123,802,887 |
| Central Carolina Georgia | CB | 114 | 108 | 69,191 | 94,095 | 130,800 | 61,900 | 68,900 | \$229,330,000 | \$163,736,469 |
| Golden 1 Credit Union California | CU | 115 | 111 | 68,620 | 91,680 | 104,478 | 103,136 | 1,342 | \$178,649,820 | \$107,476,494 |
| Bank of Boston Connecticut | CB | 116 | — | 64,988 | 102,681 | 122,923 | 47,513 | 75,410 | \$125,254,000 | \$123,437,000 |
| Fidelity Nat'l Georgia | CB | 117 | 114 | 64,758 | 114,590 | 121,472 | 106,077 | 15,395 | \$159,408,059 | \$139,830,287 |
| Key Federal Savings Maryland | TH | 118 | 116 | 61,936 | 75,327 | 78,336 | 46,551 | 31,785 | \$75,298,612 | \$50,947,769 |
| Penn State Employees CU Pa. | CU | 119 | 133 | 58,258 | 72,918 | 107,902 | 107,902 | 0 | \$158,852,174 | \$88,727,803 |
| First Financial South Dakota | CB | 120 | 123 | 57,182 | 90,020 | 61,613 | 40,550 | 21,063 | \$68,572,000 | \$84,217,000 |
| Trustmark Nat'l Mississippi | CB | 121 | 112 | 56,282 | 80,930 | 110,509 | 49,540 | 60,969 | \$135,542,814 | \$66,357,002 |
| First Nat'l Bank of Ohio Ohio | CB | 122 | 125 | 53,842 | 79,615 | 107,780 | 99,938 | 7,842 | \$155,774,087 | \$77,983,334 |
| Ohio Savings Ohio | TH | 123 | 110 | 48,757 | 74,423 | 81,400 | 57,000 | 24,400 | \$90,000,000 | \$75,817,282 |
| Wilmington Trust Delaware | CB | 124 | 119 | 48,576 | 62,079 | 93,119 | 32,726 | 60,393 | \$164,375,152 | \$65,426,426 |
| Nat'l Bank of Commerce Tennessee | CB | 125 | 126 | 48,500 | 77,200 | 93,000 | 41,700 | 51,300 | \$141,000,000 | \$77,000,000 |
| Jax Navy FCU Florida | CU | 126 | 128 | 48,281 | 71,141 | 100,061 | 80,558 | 19,503 | \$104,888,134 | \$73,169,817 |
| Dauphin Deposit Pennsylvania | CB | 127 | 131 | 48,098 | 67,961 | 70,404 | 48,578 | 21,826 | \$91,685,691 | \$47,255,845 |
| Teachers Credit Union Indiana | CU | 128 | 124 | 47,850 | 65,979 | 83,867 | 76,749 | 7,118 | \$131,593,485 | \$106,268,843 |
| Fulton Bank Pennsylvania | CB | 129 | 121 | 47,726 | 77,305 | 95,618 | 58,369 | 37,249 | \$118,800,501 | \$34,646,744 |
| Standard Federal Michigan | TH | 130 | 130 | 44,800 | 58,600 | 87,000 | 87,000 | 0 | \$130,000,000 | \$64,600,000 |
| Orange Co. Teachers CU California | CU | 131 | 129 | 44,763 | 64,473 | 86,810 | 72,660 | 14,150 | \$137,104,888 | \$82,661,236 |
| Desert Schools FCU Arizona | CU | 132 | 127 | 44,614 | 62,123 | 80,900 | 80,900 | 0 | \$111,445,731 | \$58,720,365 |
| Citizens Equity FCU Illinois | CU | 133 | 138 | 44,100 | 56,000 | 58,300 | 58,300 | 0 | \$108,000,000 | \$61,000,000 |
| First NH New Hampshire | CB | 134 | 132 | 43,752 | 69,134 | 77,139 | 37,338 | 39,801 | \$120,021,732 | \$62,956,915 |
| First Western Pennsylvania | CB | 135 | 136 | 43,636 | 67,942 | 101,913 | 73,377 | 28,536 | \$92,523,008 | \$45,225,715 |
| Hughes Aircraft FCU California | CU | 136 | 140 | 41,941 | 54,899 | 59,420 | 42,190 | 17,230 | \$127,845,424 | \$78,966,429 |
| Patelco Credit Union California | CU | 137 | 141 | 41,426 | 52,312 | 69,708 | 64,837 | 4,871 | \$131,058,651 | \$120,708,884 |
| Security Service FCU Texas | CU | 138 | 137 | 40,313 | 60,637 | 80,374 | 65,734 | 14,640 | \$109,520,515 | \$81,062,200 |
| California Commerce California | CB | 139 | 145 | 39,000 | 45,800 | 57,000 | 32,000 | 25,000 | \$60,000,000 | \$38,000,000 |
| Oak Brook Illinois | CB | 140 | 134 | 38,904 | 64,116 | 82,156 | 0 | 82,156 | \$162,010,618 | \$59,151,959 |
| Suncoast Schools CU Florida | CU | 141 | 147 | 38,332 | 46,998 | 67,700 | 44,005 | 22,995 | \$111,004,402 | \$58,650,722 |
| Security Nat'l Oklahoma | CB | 142 | 139 | 37,810 | 53,096 | 66,800 | 50,700 | 16,100 | \$91,663,000 | \$59,100,000 |
| San Diego County CU California | CU | 143 | 146 | 36,980 | 45,600 | 56,600 | 56,600 | 0 | \$104,200,000 | \$89,000,000 |
| Citizens Bank Indiana | CB | 144 | 144 | 36,628 | 46,917 | 83,109 | 65,109 | 18,000 | \$76,203,000 | \$33,800,000 |
| Provident Bank Ohio | CB | 145 | 149 | 36,350 | 58,200 | 82,000 | 67,000 | 15,000 | \$70,973,000 | \$55,000,000 |
| Chartway FCU Virginia | CU | 146 | 155 | 35,521 | 47,062 | 41,223 | 20,808 | 20,415 | \$69,624,158 | \$43,512,909 |
| Redstone Federal CU Alabama | CU | 147 | 150 | 35,383 | 46,065 | 63,790 | 43,569 | 20,221 | \$105,785,549 | \$58,368,912 |
| Dearborn FCU Michigan | CU | 148 | 143 | 35,036 | 59,959 | 81,587 | 52,533 | 29,054 | \$125,739,284 | \$52,374,100 |
| Municipal Credit Union New York | CU | 149 | 161 | 34,930 | 44,777 | 42,585 | 42,585 | 0 | \$71,487,286 | \$65,708,000 |
| Telephone Employees CU California | CU | 150 | 153 | 34,700 | 46,600 | 62,600 | 62,600 | 0 | \$75,000,000 | \$34,150,000 |

TOTALS THIRD 50 1995 2767,948 4,051,854 4,997,715 3,180,024 1,366,491 \$7,282,946,000 \$4,064,940,249

Type — CB = commercial bank, NB = nonbank, TH = thrift, CU = credit union

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FOURTH 50 BANK CREDIT CARD ISSUERS IN THE U.S. — 1995

| Issuer, State of Issuance | Type | '95 Rank | '94 Rank | Active Accounts | Total Accounts | Credit Cards | Visa Cards | MasterCard Cards | Charge Volume | Outstandings |
|-------------------------------------|------|----------|----------|------------------|------------------|------------------|------------------|------------------|------------------------|------------------------|
| Baxter Credit Union Illinois | CU | 151 | 156 | 34,026 | 45,578 | 62,959 | 55,133 | 7,826 | \$158,011,486 | \$70,061,494 |
| Central Bank Missouri | CB | 152 | 165 | 33,800 | 54,400 | 80,000 | 3,000 | 7,000 | \$62,000,000 | \$25,100,000 |
| GTE Federal Credit Union Florida | CU | 153 | — | 33,650 | 44,700 | 46,000 | 31,700 | 14,300 | \$61,285,000 | \$46,935,000 |
| America First Credit Union Utah | CU | 154 | 160 | 33,490 | 54,528 | 80,981 | 80,981 | 0 | \$106,128,534 | \$56,098,193 |
| Bellico First Federal CU Colorado | CU | 155 | — | 33,440 | 47,584 | 55,200 | 34,800 | 20,400 | \$72,000,000 | \$59,308,349 |
| Centura Bank North Carolina | CB | 156 | 157 | 32,356 | 50,942 | 63,805 | 18,185 | 45,620 | \$91,005,083 | \$42,678,295 |
| Citizens Commercial Michigan | CB | 157 | 152 | 32,291 | 58,259 | 69,274 | 55,966 | 13,308 | \$83,436,567 | \$38,870,285 |
| Premier Bank Louisiana | CB | 158 | 151 | 32,216 | 48,610 | 56,114 | 56,114 | 0 | \$94,400,000 | \$62,730,170 |
| Eastern Financial FCU Florida | CU | 159 | 159 | 32,000 | 39,000 | 48,000 | 16,800 | 31,200 | \$63,450,000 | \$52,800,000 |
| First Premier South Dakota | CB | 160 | 158 | 31,050 | 40,363 | 41,800 | 22,413 | 19,387 | \$27,899,206 | \$13,058,325 |
| One Valley West Virginia | CB | 161 | 135 | 30,429 | 32,030 | 43,194 | 9,914 | 33,280 | \$112,266,930 | \$99,387,185 |
| Travis Federal CU California | CU | 162 | 178 | 30,286 | 36,775 | 62,297 | 17,152 | 45,145 | \$92,167,494 | \$68,705,960 |
| Alaska USA Federal CU Alaska | CU | 163 | 168 | 30,130 | 40,247 | 53,011 | 53,011 | 0 | \$86,723,445 | \$52,422,891 |
| Nat'l Bank of Alaska Alaska | CB | 164 | 148 | 29,762 | 38,346 | 52,133 | 52,133 | 0 | \$113,242,162 | \$47,659,646 |
| State Employees CU Maryland | CU | 165 | — | 29,560 | 40,100 | 60,150 | 60,150 | 0 | \$73,194,500 | \$46,548,900 |
| First Nat'l of Gainesville Georgia | CB | 166 | 207 | 29,214 | 46,847 | 58,339 | 23,336 | 35,003 | \$73,246,235 | \$41,091,589 |
| United Carolina North Carolina | CB | 167 | 162 | 28,702 | 43,480 | 50,896 | 21,004 | 29,892 | \$52,680,000 | \$29,601,125 |
| Texins Credit Union Texas | CU | 168 | 166 | 28,419 | 38,448 | 38,448 | 14,782 | 23,666 | \$91,197,755 | \$41,375,213 |
| FirstBank Colorado | CB | 169 | 171 | 28,240 | 45,033 | 55,502 | 25,629 | 29,873 | \$91,349,000 | \$27,720,000 |
| Delta Employees CU Georgia | CU | 170 | 186 | 28,200 | 28,800 | 43,200 | 43,200 | 0 | \$76,892,116 | \$34,300,000 |
| Tower Federal CU Maryland | CU | 171 | 175 | 28,000 | 34,600 | 47,000 | 0 | 47,000 | \$53,400,000 | \$39,300,000 |
| Magna Bank Illinois | CB | 172 | 176 | 27,775 | 42,500 | 74,400 | 26,300 | 48,100 | \$63,100,000 | \$23,500,000 |
| Lockheed FCU California | CU | 173 | 181 | 27,720 | 34,905 | 48,199 | 48,199 | 0 | \$78,645,447 | \$48,824,203 |
| Banco Popular New York | CB | 174 | 163 | 27,710 | 38,303 | 39,525 | 27,351 | 12,174 | \$37,046,695 | \$44,932,830 |
| Mission Federal CU California | CU | 175 | 172 | 27,291 | 33,977 | 49,223 | 49,223 | 0 | \$88,347,519 | \$46,465,373 |
| Tinker Federal CU Oklahoma | CU | 176 | 179 | 27,120 | 39,176 | 58,765 | 28,112 | 30,653 | \$65,134,072 | \$40,999,014 |
| United Nat'l New Jersey | CB | 177 | 154 | 26,730 | 34,850 | 33,573 | 26,079 | 7,494 | \$25,633,667 | \$16,513,691 |
| Visions Federal CU New York | CU | 178 | 169 | 26,703 | 34,919 | 47,545 | 41,062 | 6,483 | \$90,011,112 | \$35,995,970 |
| Old Nat'l Indiana | CB | 179 | 185 | 26,637 | 35,093 | 45,322 | 24,275 | 21,047 | \$58,102,068 | \$25,599,456 |
| TCF Bank FSB Minnesota | TH | 180 | 191 | 26,604 | 53,847 | 67,948 | 42,911 | 25,037 | \$72,210,522 | \$45,123,223 |
| Howard Bank Vermont | CB | 181 | 174 | 26,500 | 32,100 | 45,900 | 44,900 | 1,000 | \$81,050,000 | \$28,250,000 |
| San Antonio Federal CU Texas | CU | 182 | 173 | 26,330 | 32,850 | 45,440 | 45,440 | 0 | \$53,803,154 | \$47,708,340 |
| United Airlines Employees CU Ill. | CU | 183 | — | 25,554 | 32,347 | 38,816 | 38,816 | 0 | \$64,694,000 | \$51,380,000 |
| NWA Federal CU Minnesota | CU | 184 | 183 | 24,963 | 36,684 | 47,691 | 47,691 | 0 | \$72,548,000 | \$24,152,786 |
| First Nat'l in Brookings So. Dakota | CB | 185 | 188 | 24,900 | 32,000 | 55,000 | 35,000 | 20,000 | \$39,000,000 | \$16,000,000 |
| State Savings Ohio | TH | 186 | 194 | 24,754 | 36,678 | 47,681 | 47,681 | 0 | \$69,621,888 | \$24,499,569 |
| AT&T Employees FCU New Jersey | CU | 187 | — | 24,624 | 30,780 | 44,631 | 44,631 | 0 | \$47,000,000 | \$52,788,000 |
| Bank of Mississippi Miss., Tenn. | CB | 188 | 184 | 24,500 | 35,000 | 49,000 | 10,900 | 37,100 | \$55,640,000 | \$28,150,000 |
| Wash. State Employees CU Wash. | CU | 189 | 193 | 24,207 | 30,702 | 45,709 | 45,709 | 0 | \$77,971,459 | \$47,694,452 |
| East Hartford Aircraft FCU Conn. | CU | 190 | 189 | 24,083 | 34,901 | 46,750 | 46,750 | 0 | \$44,711,000 | \$25,441,673 |
| Chittenden Bank Vermont | CB | 191 | 190 | 23,600 | 30,500 | 38,100 | 6,600 | 31,500 | \$74,714,325 | \$31,400,000 |
| Michigan State Univ. FCU Michigan | CU | 192 | 195 | 23,514 | 28,361 | 36,815 | 36,815 | 0 | \$78,033,441 | \$46,388,691 |
| Vermont Nat'l Vermont | CB | 193 | 177 | 23,310 | 37,000 | 46,250 | 42,000 | 4,250 | \$82,360,000 | \$39,100,000 |
| Leader Federal Savings Tennessee | TH | 194 | 198 | 23,067 | 33,117 | 37,262 | 20,570 | 16,692 | \$44,168,903 | \$36,539,688 |
| Bank of California California | CB | 195 | 187 | 22,465 | 31,389 | 36,797 | 5,121 | 31,676 | \$122,398,093 | \$30,682,382 |
| Hancock Bank Louisiana | CB | 196 | 200 | 21,792 | 36,380 | 39,500 | 29,500 | 10,000 | \$41,950,000 | \$21,350,000 |
| Bank of Louisiana Louisiana | CB | 197 | 205 | 21,777 | 35,700 | 51,765 | 24,855 | 26,910 | \$33,824,000 | \$24,420,000 |
| Sanwa Bank California | CB | 198 | 192 | 21,618 | 31,000 | 35,906 | 15,939 | 19,967 | \$84,895,000 | \$36,635,000 |
| Valley Nat'l New Jersey | CB | 199 | 170 | 21,401 | 36,319 | 40,748 | 17,336 | 23,412 | \$56,609,018 | \$21,454,061 |
| Motorola Credit Union Illinois | CU | 200 | 207 | 21,172 | 29,405 | 35,874 | 35,874 | 0 | \$39,900,000 | \$23,450,000 |
| TOTALS FOURTH 50 1995 | | | | 1,367,682 | 1,919,553 | 2,498,438 | 1,681,043 | 816,395 | \$3,579,098,896 | \$1,981,191,022 |

Type — CB = commercial bank, NB = nonbank, TH = thrift, CU = credit union

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FIRST INDEPENDENT COMPUTERS A third-party cardholder and merchant processor since 1984, First Independent Computers was at one time a unit of Credit Card Software (now called PaySys International), and later part of transaction processor Affiliated Computer Systems. It is now wholly owned by bank holding company Security Shares Inc. of Abilene, Texas. This year, First Independent is converting from the old CCS CardPac software to the PaySys "Vision Plus" system. The company serves ten bank card issuers with a combined total of 35,000 accounts on file, and three private-label issuers with 165,000 accounts combined. On the merchant side, First Independent processes 50,000 transactions a month from 1,000 outlets using MAPP, VisaNet, Gensar, and JCPenney (now BSI Business Services) as electronic draft-capture vendors. The company will market to bank card issuers with fewer than 50,000 accounts on file. Ken Klotz is President at First Independent Computers in Abilene, Texas, (915) 674-3100, fax (915) 674-3174. □

| THIRD-PARTY CARDHOLDER PROCESSORS IN THE U.S. | |
|-----------------------------------------------|-----------------------------|
| 1 | First Data Corp. |
| 2 | Total System Services |
| 3 | EDS |
| 4 | BSI Business Services |
| 5 | Equifax Card Services |
| 6 | Banc One |
| 7 | SPS Transaction Services |
| 8 | Citicorp Retail Services |
| 9 | Florida Informanagement |
| 10 | Facs Group |
| 11 | GE Capital |
| 12 | First Independent Computers |

MORE AIRLINE TRAVEL REWARDS Add to the list of airline-travel marketers in issue 615, the Amerenhance unit of Travel and Transport, a travel management company. The CardPLUS Travel Miles program available from Amerenhance offers free airline tickets and travel-related discounts based on spending. Travel points earned are reported on the cardholder's monthly statement. Jerry Jones is VP at Amerenhance in Omaha, Nebraska, (402) 392-2900, fax (402) 398-9290. Prior issues: 615, 592 □

COMERICA MERCHANTS TO NDC National Data Corporation holds controlling interest in a newly formed company whose assets include merchant card-processing contracts owned by Comerica Bank. Field sales representatives of Comerica are now employees of NDC, and employees in the bank's branches in Michigan and Texas will sell bank card processing on behalf of the Comerica/NDC alliance. Comerica had been using First Data Corp. as a full-service supplier of merchant card-processing services, but turned down an offer to participate in FDC's Merchant Alliance program which includes Banc One, Bank of Hawaii, Barnett, Boatmen's, Huntington, PNC, U.S. Bank, Wachovia, and Wells Fargo. Before choosing NDC, Comerica considered offers from several competitors of FDC and NDC including Nova Information Systems and EDS. David Donaldson is First VP at Comerica Bank in Detroit, Michigan, (810) 370-7140, fax (810) 370-6935.

Comerica ranked 48th among owners of portfolios of merchant card-processing contracts in the States at year-end 1995, handling 10.7 million bank card transactions valued at \$1.37 billion. About 3%, which comes from transactions generated by merchants in Illinois, will not move to NDC because Comerica is selling operations in that state. Merchants signed by Comerica's California affiliate will not be part of the Comerica/NDC alliance until existing contracts with independent sales organizations on the West Coast expire. NDC owned the sixth largest portfolio of merchant card-processing contracts in the U.S. at year-end 1995 and last fall acquired the merchant portfolio of Meridian Bancorp. Kevin Shea is General Manager Integrated Payment Systems at National Data Corporation in Atlanta, Georgia, (404) 728-2290, fax (404) 728-3113. Prior issues: 617, 604 □

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H. Spencer Nilson