



Herb Ingersoll is a good neighbor.

Sylvia played a cello he'll never forget.

Passengers had to stare as Sylvia Thelen strapped the bulky instrument case into the seat of a jet to Rochester.

Inside rode a rare cello, valued at \$7000, and with it rode Sylvia's hope to move up to third chair in the Rochester Philharmonic.

Sylvia had searched Philadelphia and New York to find this rich-voiced treasure. It had been crafted by Rafaele Gagliano sometime before 1830.

But the cello was only hers for two weeks. To finger and play, to hear and decide.

Was it the right cello? Would it advance her career?

It was a costly decision in an affair that began in Salem, Oregon, took Sylvia on to the state university, then to a Master's at Eastman.

And how could a girl playing her first full-time engagement raise \$7000?

Herb Ingersoll of our Plaza Office blinked as he listened to her problem. Sylvia wanted that cello. But loan \$7000 to a girl less than a year out of college?

It would have been easy to say no, but for Sylvia's commitment. So, as a good banker, Herb found himself checking. Was the cello really worth all that money?

Experts said yes. Did Sylvia have talent and really need it? Teachers and colleagues said yes.

Happy was the moment when Herb could stop by and tell Sylvia yes, and he applauded her move up to third chair.

But then, that's what neighbors are for.

Like Sylvia, you should meet a good neighbor with money. You will when you open a checking account at Marine Midland.



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