



Ralph Parks is a good neighbor.

A gestunkene time they picked, Herman and Otto, Walter and Rolf, Herbert and Heinz and Joe.

Tools and dies you don't make without expensive machinery, and it was a rotten year for money.

Barbara served coffee and doughnuts and listened.

These men wanted to start their own business. Barbara's husband Herman Bittlingmaier, the leader Otto Schmid and five more,

Among them, they had 150 years'

experience as tool and die makers. From Germany, besides Herman and Otto, had come Walter Dangelmayer, Rolf Bruestle, Herbert Bartzsch and Heinz Bader, joined by Joe Palmeri.

But they needed \$42,000, and it was 1969. Money was tight, interest at an all-time high. A gestunkene time it was.

But for Barbara, it could have been a dead end.

One day, she lingered a moment after cashing a check at our Four Corners office and asked, "Do you make business loans?"

That brought the man in glasses, Ralph Parks. He talked tough like a banker. But he talked help like a neighbor. He had to be impressed by these craftsmen by day and fast-learning businessmen by night.

He found the money, \$42,000.

The Exact Tool & Die Company was born. It turned profitable in 6 months, doubled capacity in 24.

You'll still find Ralph sitting in as financial adviser. But then, he likes to help. That's what neighbors are for.

You should know a good neighbor with money. You'll meet one when you open a checking account at Marine Midland.



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