

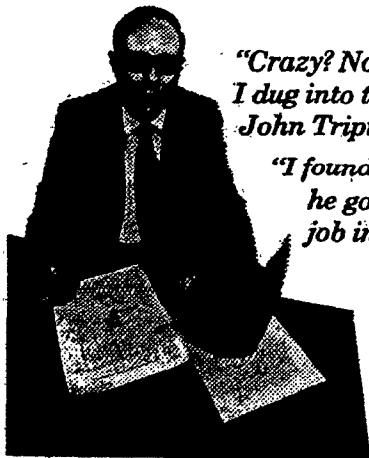
## John Tripi used to hate banks and bankers.

Two Rochester banks had turned him down.

At 44, John wanted \$10,000 to start a new career.

After 20 years as a barber, John's shop couldn't support two partners anymore, so he wanted to buy a doughnut store.

It took guts to face one more bank and banker, Gil Maysuch, manager of Marine Midland's Lyell-Plymouth Office.



*"Crazy? Not when I dug into this man, John Tripi.*

*"I found out how he got his first job in a barbershop, sweeping it out, while still a student at Aquinas.*

*"I discovered that John practically built the building himself when he opened his own barbershop, near Goodman and Norton.*

*"I had to be impressed by the \$15,000 John had saved from his barber business and was willing to put on the line.*

*"I also determined that John had picked a franchise company, Dunkin Donuts, with a 20-year history of success.*

*"Would Marine Midland go along?*

*"Go see for yourself. Buy some doughnuts at 2820 West Henrietta Road, and look over one of the most successful Dunkin Donuts shops in the Northeast.*

*"And if you want financial help, stop by Marine Midland. Whether you want to change careers or change checking accounts, give us a chance to help.*

*"That's what neighbors are for."*



**MARINE MIDLAND BANK**  
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