

Forney closes 40-year bank career

But afternoon naps aren't on his agenda

By JACK HILSHER
Post Correspondent

Banker Glenn Y. Forney of Old Field Road became an ex-banker on September 30 this year when he retired at the age of 62. He had been chairman, president and chief executive officer of Mellon Bank's Northeastern region.

Questioned about that "62," Forney laughs and says, "No, it wasn't a premature retirement...more like a pre-planned one. It was just something I decided it was time to do." This successful and constantly busy bank executive has now had a taste of that "feeling of freedom" which retirement has always been said to bring to a new member of the no-job and no-hours life. However he shows no sign of adjusting to the attendant slower pace.

The things which crammed the Forney spare career time are going to fill his leisure time as well. For instance, and he is not giving up a single one, here are the high spots: trustee for three educational facilities: Misericordia, Elizabethtown, and East Stroudsburg. He is on many boards, such as the Wyoming Valley Health Care System, the F.M. Kirby Center, Greater Wilkes-Barre Partnership and the Committee for Economic Growth, which he chairs.

Then there is the American Bankers Association, the Pennsylvania Bankers Association and quite likely some miscellaneous boards and committees which have been missed, but knowing Mr. Forney he will attend their meetings anyway!

Speaking of the Pennsylvania Bankers, a surprising thing happened which he says was the nicest tribute he could ever have imagined. They have a very exclusive group of hand-picked directors - there are only 18 nationwide - and Forney was elected to serve as one of them, an honor not shared with very many bankers.

Now, to the above mix, throw in his great passion for the game of golf - weather or not - along with five-hour horseback rides on most Saturdays, through timber yet, and you'll begin to see why there won't be many couch naps for this retiree.

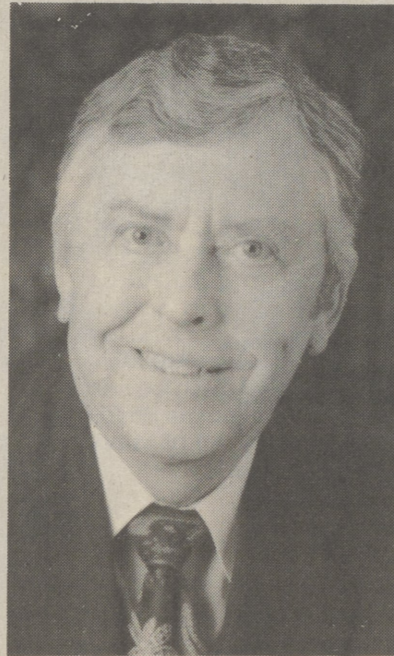
After teaching commercial college courses for several years in Mt. Joy, in Lancaster County, Forney decided to seek his fortune in a unique industry. Banks. There are more of those than post offices, and people visit them more often. They are inspected by the government more than anything but prime beef, but are almost never rejected by the inspectors.

There are over 20,000 banks in the U.S.; only a handful in many other nations

People have a lot of confidence in banks. One hour after holding up a bank in Portland, Maine, a woman was arrested trying to deposit her loot in another bank! At many Manhattan intersections, three corners if not all four, have banks on them. In Quakertown, population 2,500, there are three banks, each a mere stone's throw apart.

Forney thought he saw a future in banking rather than education, and he now knows he hit it right on. He calls it, "A steady 'lifetime' career." "Beginners," he says, "used to learn everything and work in every department, unfortunately not like today when college graduates can go directly into a specialty and never be exposed to anything else. But if you apply yourself, work hard and round out your experiences, you'll eventually reach the top."

"I was one of the lucky ones," he adds. "I became a bank president at the ripe young age of 27, just through circumstances. That bank board took a chance on me, and it probably scared them, but it didn't scare me because by then I knew something about every operation. You need to move around, move around and you'll move up, that's the simple secret."



GLENN Y. FORNEY

Shirley Forney nee Eby grew up in the same town - Mt. Joy - only at opposite ends. Of course they eventually got together, and two children resulted: Todd, 32, a CPA who also holds a law degree, lives in Washington, D.C. where he manages Price-Waterhouse's tax department and has one child, Alyssa, 4. daughter Beth, 31, is an artist who studied in London and currently manages the Keystone Resort in Delon, Colorado.

Shirley Forney has some volunteer action of her own, reluctantly chronicled because, as she modestly said, "This is about

"It was a highly satisfactory career. I have absolutely no regrets...just a great 40 years."

Glenn Forney
Retired Mellon Bank chairman

Glenn, not me." Nevertheless, here they are: the Salvation Army Board, the Visiting Nurses Association board, church committees at Kingston's Church of Christ Uniting, and volunteering at the Back Mountain Library, a chore which isn't a chore because she enjoys working there so much.

Glenn Forney joined United Penn in 1986 before it was called Mellon. Before that it was the Miners National, chartered in 1868. He says the proliferation, and there is no other word for it, of name changes and mergers going on constantly these days is simply the normal outcome of too many financial institutions. "There are over 20,000 in the United States, counting credit unions and S&L's, but in Europe, even a major country might have only six banks. They look at us with amazement and cannot understand why we put up with such duplication."

Forney then said, "If you'd like me to sum this thing up I can. It was a highly satisfactory career. I have absolutely no regrets...just a great 40 years."

From the looks of things, it figures to be an equally great retirement. Enjoy it, Mr. Forney!

Credit card sounds too good? Watch out.

Forney's advice: Keep your account close to home

Are you pre-approved? Does that sound familiar? Is your mailbox flooded with credit card solicitations like those below? If so, you need some advice before signing anything, and we have it for you from someone who should know...Dallas resident and banker for 40 years, Glenn Forney. You'll get his advice with no interest, no fee and no annual charge!

First, here are the pitches which landed in one Back Mountain mailbox in a two-week period. Then Mr. Forney will tell you of the perils of plastic...

...**Bank of New York** - 8.75% - "Give me the consumer edge!"

...**GTE Associates Bank** - 7.75% - "Last chance to get an introductory rate!"

...**America's Card** - 8.9% - "Your choice of scenic vista cards: Statue of Liberty, Lighthouse, Snowcapped Mountains, Grand Canyon, Big Sur, Fall Foliage, etc. etc.!"

...**Execu-Gold** - 9.9% - "Limited Time Offer! Act now!"

...**Visa-Gold** - 9.9% - "Anyone with credit good enough to earn Visa Gold acceptance can instantly see the advantages!"

...**Signet Bank** - 6.9% - "We make transferring balances easy!"

...**Optima True Grace** - 7.9% - "It's true! No other card gives you the savings of a True Grace period!"

...**Nationsbank** - 6% - "We believe your excellent credit record has its rewards!"

...**Chase Gold Visa** - Prime minus 0.35% - "No annual fee, a credit up to \$25,000 and great savings!"

...**Chem-Rewards** - 11.9% - "Lock in this special low rate - plus earn extra Chem-Reward points!"

There are more than one billion credit cards in circulation. Cardholders generally have anywhere from five to 10 cards. The average balance on credit cards is \$2,800, which is up over \$1,000 from 25 years ago. (Recognize yourself yet?)

The *New York Times* predicts this year \$700 billion of goods and \$325 billion of debt will be

signed for on these cards. They say consumers spend more with a credit card than with either cash or checks, and no one knows why.

Glenn Forney warns that offers like the ones above are "come-ons" from the most competitive industry in the world. They are designed by experts to get your attention, get you interested, and then sign you up. He says, "The bargain low rates hold up for a brief period and then jump back up to where everyone else is, usually without the card holder noticing a thing. Many of these organizations never had to market before, and now they are just going crazy."

"This is what you need to do," Forney explains. "Ask yourself the question, 'Why should I be doing business with a bank in South Dakota?' You shouldn't. Let the Dakotas bank there. You pick one close to where you live, one with a name you recognize, one who employs your neighbors. Such a bank will do a lot more for you than one miles away. You'll be a lot better off with a local relationship...financially that is, that's for sure!"

by Jack Hilsler

Santa and helpers plan visits to Back Mountain

Santa's elves and his travel agent have scheduled several appearances in the Back Mountain for the jolly old man in red. He'll visit five municipalities, tour each by firetruck and visit with local children at special holiday parties hosted by fire companies and veterans' organizations as a Christmas gift to the children.

Santa's elves have provided his Back Mountain itinerary:

• December 10: **Shavertown Fire Company** will hold its annual Christmas party at the fire hall, 1-4 p.m., with snacks and special kids' gift stockings.

• December 17: **Lehman Township Fire Company** will host breakfast with Santa at the fire hall, 8-11 a.m. The all-you-can-eat breakfast is \$5 for adults and \$2 for kids, with Santa giving presents to all good children.

Dallas Borough: Santa will arrive at the Dallas Fire Hall

around 1:30 p.m. for a firetruck tour of the borough, followed by a party at 2 p.m. at the Daddow-Isaacs American Legion Post 672.

• December 18: **Franklin Township Fire Company** will hold its

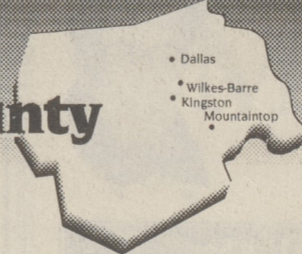
annual Christmas party with snacks at 2 p.m. at the fire hall on Orange Road. After a firetruck tour of the township, Santa will arrive at the party to give presents to the kids.

Jackson Township Fire Company's annual Christmas party will begin at 1 p.m. at the fire hall on Chase Road. Santa will make a guest appearance at the party after a firetruck tour of the township.

...because good things come in threes.

Pioneer American Bank Now Has

3 New Offices in Luzerne County



Come Celebrate Our Grand Openings

During December

With Money Saving Offers
Plus Super Rates on CD's and
Holiday Cash Advance Loans.

Coupons Available Inside
Mr. Z's Food Mart and
Price Chopper Locations.



MEMBER F.D.I.C. BANK N.A.
One American Helping Another.



2 Locations
Inside Mr. Z's Food Mart
225 S. Mountain Boulevard, Mountaintop
717 474-5910

Rte. 415, Memorial Highway, Dallas
717 675-1429

Existing Office Joins the Celebration
Inside Price Chopper
East End Centre - Route 309, Wilkes-Barre
717 824-6101

Banking Hours
Monday-Thursday9AM to 6PM
Friday.....9AM to 7PM
Saturday.....9AM to 2PM
Sunday.....10AM to 2PM

The Ultimate in Personal Banking
502 West Market Street, Kingston
717 288-7070

Support... Save...
The Dallas High School band
on dining, entertainment, travel, services and more
Over \$5000 savings in each book!
Dine-A-Mate books are being sold as a fundraiser to support the Dallas High School band. Your purchase will help the band to grow and attend competitions, while you save every time you use it.

Only \$25 To order your copy, call 675-4810 or contact any band member.

Roth Jewelers
Christmas Hours
Mon. 9-5
Tues thru Sat. 9-8
Sun. 12-5

HOLIDAY SPECIAL

Tub O' Santas
with Peanut Butter filling

Over 30 bite-size milk chocolate Santas filled with the smoothest peanut butter you've ever tasted! Packed in a special Holiday tub.

Regular price \$7.75 per 14 1/2 oz. tub.

Now until Christmas \$5.95

Gertrude Hawk Chocolates

WYOMING VALLEY MALL (at Center Court, near Bon Ton)
COUNTRY CLUB SHOPPING CENTER, DALLAS (near Insalaco's)
CROSSROADS, WILKES BARRE (683 Carey Avenue)
MUNDY STREET, WILKES BARRE (behind the Wyo. Valley Mall)
WYOMING AVENUE, KINGSTON (at the Cross Valley Expressway)
VALMONT PLAZA, WEST HAZLETON (near Strouds)
PITTSBURGH MALL

M. Abraham Importers

67th Annual Holiday Sale
Very Special Discounts!
ORIENTAL RUGS
from around THE WORLD

Investment-quality, hand-knotted 100% wool rugs from Persia, China, India, and Pakistan. Inquiries encouraged.

Phone: 717-823-3405
Toll Free: 1-800-750-3405

There is no substitute for quality! Buy with confidence. Three generations of the M. Abraham Family at the same location for 67 years!

No Payments! No Interest! For Six Months!

M. Abraham Importers

33 West Market Street, Wilkes-Barre, PA

Hours:
Tuesday - Saturday 10 A.M. to 5 P.M.
Monday, Sunday and Evenings by Appointment
Free Parking in Rear (Park & Lock West)

Send your school news to
The Dallas Post
P.O. Box 366
Dallas PA 18612
or drop it off at our office at
45 Main Road, Dallas

K-PAT CARPET
ANY 2 ROOMS \$29.95
UPHOLSTERY CLEANED
SOFA or 2 CHAIRS \$29.95

Authorized Applicator
Scotchgard
Carpet & Upholstery Protector

• Fully Insured • Guaranteed Work
• Residential/Commercial • Dual-Process
825-0146
Lowest Prices in Town - Compare & Save!
Office Cleaning Available