

# Commercial Banking Services



A powerful combination of financial resources for your business:

- Credit
- Cash Management and Transaction Processing
- International Trade and Financing
- Merchant Banking, Trust, and Investment Services



**Philadelphia  
National Bank**

# COMMERCIAL BANKING AT PNB

Here are 7 reasons why PNB should be *your* commercial bank:

1. We are a *large* bank, healthy and profitable. PNB is part of CoreStates Financial Corp, an \$11 billion financial firm. And, PNB is the second oldest bank in the United States — founded in 1803.

2. We have a proven track record of managing money and credit successfully. PNB's non-performing assets are less than *one percent*.

3. As a lender, we offer you flexible credit programs and competitive terms tailored to your needs. Loans are structured to maximize benefit while minimizing risk to both PNB and *you*.

4. We have been leaders in creating innovative cash management systems and technology since the 1960s. Our cash management expertise can help you make maximum profit on *every dollar* that flows through your PNB accounts.

5. If you do business overseas, you'll benefit from PNB's extensive network of foreign correspondents. Plus our broad array of international banking services. We handle a greater volume of international transactions than all other banks in our regional market — *combined*.

6. When needed, PNB can call on the resources and expertise of our affiliate CoreStates companies, which include domestic and overseas banks, financial services firms, factoring companies, investment bankers, funds managers, and a merchant bank.

7. Our customers speak well of us. (See the box at the right for a sampling of their comments.)

"After a thorough study, the people at PNB recommended shifting our funds to a PNB concentration account via electronic depository transfer. The time saved by this method, plus other time-saving and money-making suggestions, increased our working funds by more than \$330,000."

Thomas J. Payne,  
Senior Vice President,  
WAWA, Inc.

"PNB helps us to use every dollar to its best advantage."

Frederick L. Maltby, President  
Drexelbrook Engineering Co.

"PNB has become increasingly more important to Echlin and today is our primary international collection bank. Among the systems they have developed for us, their integrated international collections system facilitates documentary collections, letters of credit and open account items. All in all, PNB has improved Echlin's cash flow, lowered our Days Sales Outstanding and improved information at all levels of management."

Richard A. Wisot, Treasurer  
Echlin, Inc.

"The financial affairs PNB handles for us have been virtually trouble-free."

Raymond A. Paul, Jr., Treasurer  
Sun Company, Inc.

"The advice and counsel of our account officer and other PNB officers have been very important in managing our growth."

Richard Conner, Chairman  
Rennoc Corporation

"The major difference I find between PNB bankers and people from other banks is their painstaking attention to even the seemingly most minor details. This probably explains why the transactions PNB has handled for us — both financing and domestic and international cash management — have gone so smoothly."

Ralph A. Brunn  
Chairman  
The Baltimore Spice Company



# DOMESTIC CASH MANAGEMENT SERVICES

## A powerful combination for bottom-line results

By speeding collections and controlling disbursements, PNB's sophisticated cash management systems help you get the maximum value from *every dollar* that flows through your accounts.

**CompuCash 2®**, our innovative video-image based lockbox system, increases the speed of daily remittance processing. The collection float is dramatically reduced, and checks clear in your account faster. The result? More profit from every dollar of receivables.

**CoreStation®**, our micro-computer based treasury management system, connects you directly to PNB—via your personal computer. CoreStation gives you on-line access to detailed, up-to-the-minute balance and transaction information. So you can see your cash position...instantly...just by tapping a few computer keys. **CompuLink®**, PNB's financial reporting system, combines on-line access to daily balance, transaction, and lockbox reports with automated funds transfer capability. You can use CompuLink to view balances as well as send wire transfers or depository transfer checks. **Micro CTS** treasury-management software lets you manipulate cash management data for better, more informed planning, forecasting, analysis, and decision-making.

**Automated Clearing House (ACH) Services** allow PNB customers to transfer funds electronically via the nationwide ACH system. Electronic funds transfer speeds collections, improves control over disbursements, and provides an efficient, cost-effective alternative to paper-based systems. You can use PNB's ACH System for direct deposit of payroll, dividend, annuity, and pension payments. And for collection of bills, premiums, and corporate trade payments.

With PNB's **Disbursement Management System**, you know the exact dollar amount of checks presented for payment. And you get this information early in the morning—in time to meet prime investment deadlines.

The Philadelphia National Bank's **Account Reconciliation Plan (ARP)** is a Funds Management service that aids in the settlement of commercial checking accounts. The ARP service, through a detailed listing of check activity, reduces the time that your clerical staff must spend on account reconciliation tasks, thereby enabling them to devote increased time to more productive tasks.

Whether you're investing, collecting, disbursing, or repaying loans, PNB's cash management systems give you accurate, detailed, timely information and lightning-fast movement of funds. Automated processing and electronic funds transfer saves time and reduces human error. You know *exactly* where every dollar is—so you can put incoming cash to work sooner, slow down outgoing funds, and get the full benefit of every investable dollar in your account.

**PNB's Corporate Consulting** Division can help evaluate your current cash management system and suggest ways to optimize performance. A *lockbox study* analyzes your receivables system and determines float benefits associated with optimal collection sites. A *bank balance management study* analyzes your account analyses and statements with the purpose of streamlining your banking relationships and reducing banking costs.

PNB also offers a **Financial Consulting Service** which allows you to develop five-year financial plans under "best case", "worst case" and "most likely" case assumptions.



# INTERNATIONAL SERVICES

**Here are 10 reasons why PNB is uniquely qualified to handle your international banking needs:**

**1.** We blend unequalled cash management expertise with an extensive foreign correspondent network. The result is an international cash management capability second to *none*. Our foreign correspondent network consists of 1,200 banks in 100 countries. And, we have international cash management consultants on staff who can handle your specific operational requirements, questions, needs, and problems.

**2.** Philadelphia National Bank is ranked as the 9th largest bank in the United States in terms of dollars deposited from foreign banks. European banks regard PNB as the top international bank on the East Coast outside of New York City.

**3.** PNB's direct communications facilities and payment systems significantly shorten processing time. Automated operations eliminate delays, errors, and inconvenience in dealing overseas. For example, PNB's **CompuDraft®** service provides instantaneous transmittal of overseas collections.

**4.** With **Access**, PNB's automated letter of credit and communications service, importers can now open and amend letters of credit from their offices via IBM PCs. They can also store letter of credit formats and repetitive information such as beneficiary names and addresses. As letters of credit are issued or amended, only the variable information need be added, which minimizes errors and data entry time.

Customers can send letter of credit applications and amendments to any of PNB's seven world-wide processing centers for direct issuance to the beneficiary.

**5.** Philadelphia International Bank, one of two PNB Edge Act subsidiaries, has branches in New York, Los Angeles, and Baltimore to assist you in foreign trade financing, clearing, and collection. PIB is the 2nd largest Edge Act clearer in the CHIPS interbank payments system, and clears between \$8 and \$10 billion daily.

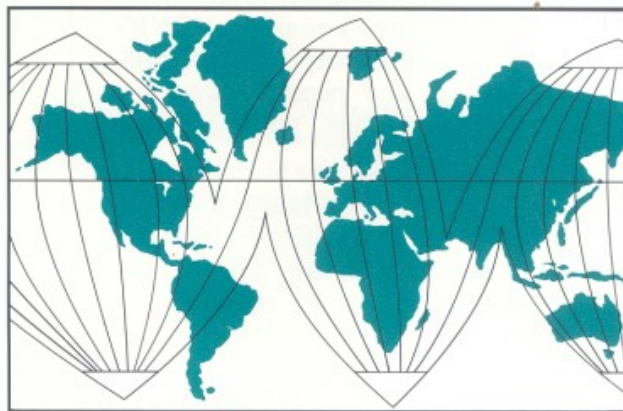
**6.** Our other Edge Act Subsidiary, Philadelphia International Investment Company, engages in a variety of foreign investment and financing activities...and holds equity interests in many foreign financial institutions.

**7.** We recently opened a London-based merchant bank — Philadelphia National Limited. PNL can provide you with such products as underwriting, trading, private placements, asset distribution, loan syndications, hybrid securities, interest rate swaps, and currency swaps and interest rate caps.

**8.** We have international offices in Asia: Tokyo, Hong Kong, Bangkok, Manila, Singapore, Sydney; in Europe: London, Paris, Luxembourg, Hamburg; in Latin America: Buenos Aires, Sao Paulo, Bogota, Panama. For a regional U.S. bank, we are uncommonly well-positioned overseas.

**9.** PNB's Foreign Exchange Department provides service vital to importers and exporters. When your company does business internationally, your profits are vulnerable to foreign exchange rate swings. By providing current market information, we help you manage your exchange rate risk and maximize profits. Services offered include forward contracts and spot transactions.

**10.** PNB is an *innovator* in overseas banking. We were the first U.S. bank to develop a fully automated export collection system. The first to deliver detailed international payment information via electronic reporting.



*PNB has over 1,200 offices, subsidiaries, and correspondent banks worldwide.*

# CREDIT SERVICES

**The financial resources to meet your credit needs. And *know-how* to handle them wisely.**

PNB is one of the most strongly capitalized banks in the U.S. But the key to success — for both lender and borrower — is knowing how to make wise credit decisions.

And we do.

At PNB, we know how to analyze risk. Pay attention to special problems. Structure credit intelligently. And develop profitable deals, based on experience, sound judgment, and expertise in a particular business or industry.

The result? Money when you need it... with flexible terms, competitive rates...and minimal risk to PNB and *you*.

## **Credit services tailored to your individual needs**

PNB offers a wide range of credit options — some traditional, others innovative.

**Short-term financing** includes lines of credit, bankers acceptances, plus import and standby letters of credit.

**Long-term financing** can be structured to provide you with fixed rates and flexible terms and includes term loans, revolving credit arrangements, and lease financing.

## **Specialized credit**

PNB's specialized financing services include:

- Asset-based lending arrangements — for those companies limited in capital. In asset-based financing, loans are based on the value of your firm's inventory and accounts receivable. So you can borrow even if you don't have a lot of cash on hand.

- Factoring and other special services, offered through our CoreStates affiliates, Congress Financial Corporation, Congress Factors Corporation, and James Talcott, Inc.
- Trade financing — to support your international activities. If you export, PNB's Trade Financing Division can help you meet your objectives and increase your penetration of overseas markets...with lower interest costs and credit exposure. PNB offers a full spectrum of trade financing services, from government-sponsored programs such as FCIA and Eximbank, to Eurodollar and local currency transactions.
- Loan programs to finance your Employee Stock Ownership Plan.
- Financial Consulting Services, designed to assist you in long-range planning.
- PNB's Small Business Lending Unit offers credit and counseling support for growing entrepreneurial ventures. We can help your company take full advantage of government loan programs and other government financial support available for small business.



## ADDITIONAL SERVICES

More ways PNB helps you get the most for your money:

- **Investment Banking.** Through Philadelphia Capital Advisors, a CoreStates affiliate, we provide a wide range of investment banking services. These include mergers and acquisitions, leveraged buyouts, valuations, raising capital in private markets, private placement of debt and equity, and divestitures...to name just a few.
- **Trusts.** PNB provides a complete trust service which includes setting up the trust, administration, management, and record-keeping — for both corporate and personal trusts. If you wish, we can also manage the investment of trust funds, to make your trusts grow and grow. PNB handles all the details. But we consult with you on all major decisions, which means you're still in control of your money. PNB and its affiliate CoreStates banks manage trust assets totaling over \$29 billion.
- **Investment management.** CoreStates Investment Advisors, a PNB affiliate, manages corporate, employee benefit, and other institutional investment funds. We also offer processing and administrative services for equity and debt securities. Performance of our comingled equity fund for employee benefits accounts is in the top seven percent among U.S. banks.
- **Automatic investment service.** With PNB's automatic investment service, excess balances in your account are *automatically* invested in an overnight fund at the end of each day. We compute the balances, handle the investments, keep the records for you. And our service ensures a high rate of return.

- **Private Banking.** Are you too busy running your company to spend time on your personal finances? PNB's Private Banking Service can help. We assign *one person* from our Private Banking Department to take care of all your individual banking and investment needs. This person acts as your personal financial consultant and investment advisor, to assure that your money is invested wisely. And that your investments meet your needs in terms of tax savings, income, security, and short and long-term financial goals.



*A PNB Private Banker handles your personal finances for you—so you are free to concentrate on business.*

For more information on  
any of PNB's banking services —  
commercial *or* personal — contact  
your PNB representative today.  
Or, call us direct at 215-629-3100.

# PNB's Corporate Banking Services

Account Reconciliation Plans  
Automated Depository Transfer Checks  
Business Checking Packages  
Cash Management Consulting  
Check/Cash Collections  
CompuCash 2®  
CompuDraft®  
CompuLink®  
CoreStation®  
Direct Deposit Payroll  
Disbursement Management System  
Electronic Payments Service  
Export Collections  
Foreign Check Collections  
Foreign Exchange  
Freight Payment Plan  
Global Funds Movement  
International Disbursements  
Letters of Credit



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A CoreStates Bank

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