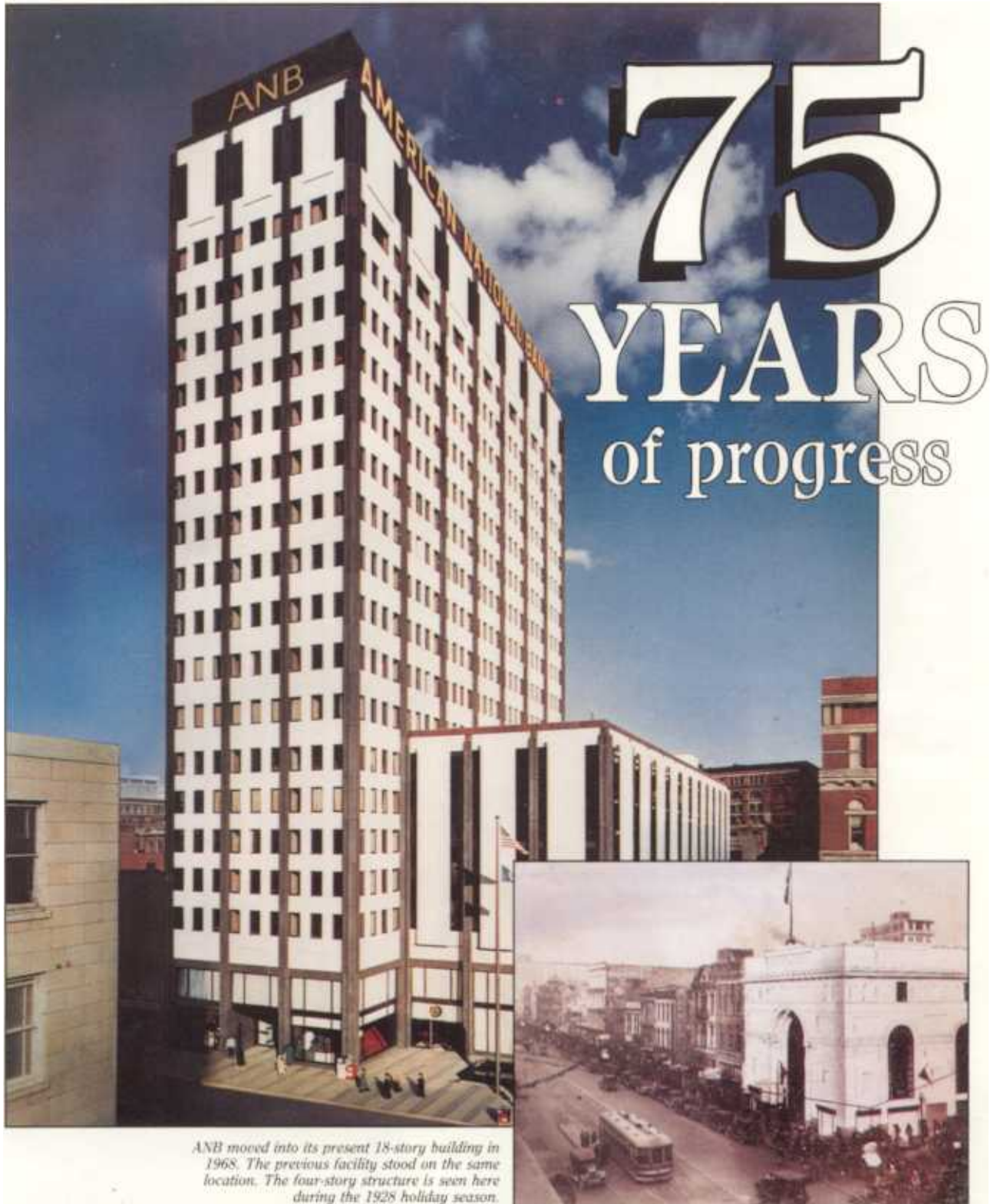


1912  1987



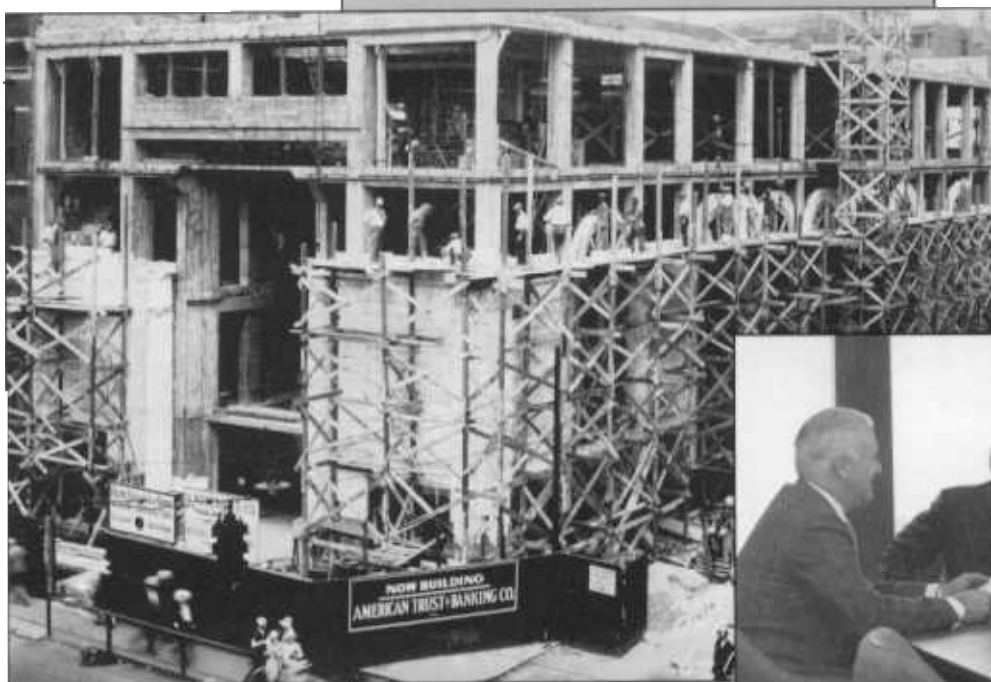
ANB moved into its present 18-story building in 1968. The previous facility stood on the same location. The four-story structure is seen here during the 1928 holiday season.

A Commemoration of American National Bank and Trust Company's 75th Anniversary

American National Bank

Building for the Future

FOR 75 YEARS



Wooden scaffolding supports construction workers in this photo taken on June 18, 1928. ANB occupied this building until 1966.

Representing almost four decades of ANB leadership (left to right) are John P. Wright, E.Y. Chapin, Jr., Scott Probasco, Jr., and Sam Yarnell.



(Chattanooga has few success stories rivaling that of American National Bank and Trust Co. Their story is a special one that parallels the history of the city itself, beginning in the post-Reconstruction period and involving many prominent citizens and businesses. But the ANB story is much more than a retrospective on a local bank that made good. It is the story of dedicated, forward-looking people who forged a financial institution that has helped Chattanooga prosper and

grow for the past 75 years, a financial institution that continues to lead the community as a benefactor with considerable monetary and human resources. This special salute to ANB chronicles those modest beginnings in 1912, traces the bank's successful path to the announcement of merger plans with SunTrust in 1987 and celebrates American National's 75th anniversary on January 15, 1987.)



Until World War I, most bank tellers were men.

The year was 1912. Sirloin steak cost fifteen cents a pound, and horses and buggies still outnumbered Chattanooga automobiles. It was in this setting that the American Trust and Banking Company (now American National Bank and Trust Company) first opened its doors for business. The date was January 15, and

would appeal to the estate planning needs of late 19th-century Chattanoogaans, now aging and needing special consultation in their financial concerns.

This was a bold new concept for a bank and was an incursion into what hitherto had been the domain of the legal profession. However, the trust department enjoyed a healthy business and

GROWTH IN DEPOSITS (1912-1986)

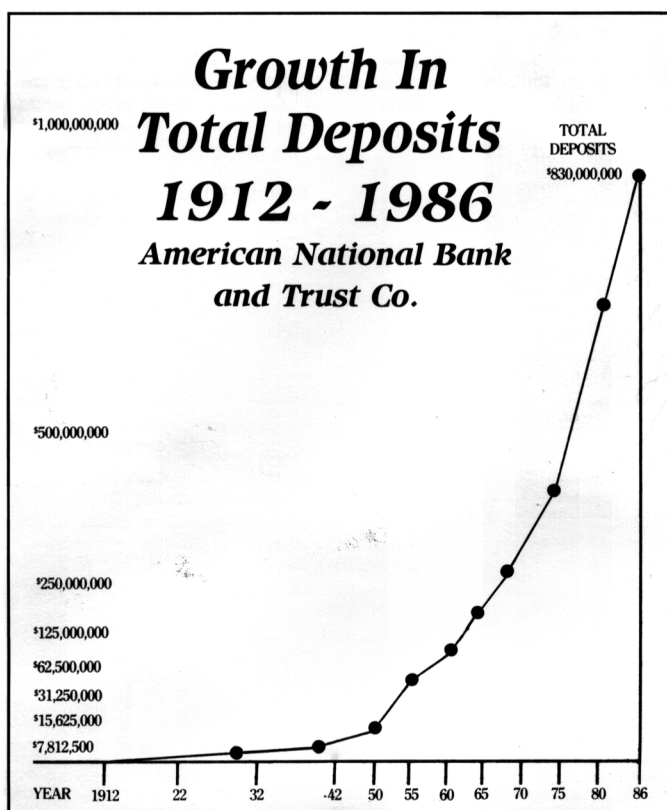
	ANB	All Banks in Chatt.	ANB's Percentage
1912	\$358,000	\$13,500,000	2.65%
1986	\$830,000,000	3,100,000,000	26.77%

the temperature dropped to a frigid sixteen degrees while ATB opened twenty-six accounts with deposits totalling \$37,210.03.

The concept of a banking and trust company for Chattanooga belonged to Harry Probasco. He thought the idea

began a tradition of prosperity.

At the end of the year, American's deposits were \$358,000 — just under three percent of the total banking deposits in Chattanooga. A good first year. (Today the bank holds a staggering twenty-seven percent of all Chattanooga's



deposits.)

American was able to capture much of its initial trust business by virtue of the integrity of E.Y. Chapin, who took over as president of ATB upon Harry Probasco's death in 1919.

Chapin had sold his highly lucrative stock in Coca-Cola rather than violate a trust with a conflict of interest. (See "The Coca-Cola Bank" sidebar.) It was this kind of unselfish devotion to customer service that enabled American to garner wide customer confidence.

Later, this same E.Y. Chapin, fearing a possible run on the bank during the Great Depression, helped the bank's tellers stack money in back of their cages to show the depositors their money was actually there, in safe hands.

American's dominance in the marketplace is no accident, and was no overnight success. As author John Longwith relates in his history of the bank, *Building to Last*, the climb to the top required a well-orchestrated concentration of talent and resources spanning seven decades and involving a local "Who's Who" list of people, the names of whom are still familiar to many Chattanoogaans.

No doubt, being the bank for The Coca-Cola Bottling Company helped the profit picture and the return on equity. However, American grew independently of its business affiliation with Coke. In fact, other local business accounts were responsible for much of the bank's growth. Provident, Krystal, Chattem, Lovemans and Dixie Yarns are good examples.



ANB President Robert J. Sudderth, Jr. discusses the bank's commitment to the community.

The bank's history is one of continuous, steady growth, accentuated by its receiving a national charter in 1948.

ANB counsel William G. Brown recalls one of the major financial events in the company's history. It was in the late 1950's when Scott Probasco was president. "We held morning officers' meetings back then," remembers Brown. "Mr. Probasco entered the room with a serious demeanor then smiled as he began the meeting. 'We've reached a major milestone today. We're now a one hundred-million-dollar bank.'"

ANB's assets had topped the \$100 million point. Remarkably, less than thirty years later they would eclipse the \$1 billion mark.

As impressive as these figures sound, they are only measures of financial success. It is the breadth of experience, the soundness of management and the strength of employee relations, as well as the extent of community support, that produce these kinds of figures.

And timing. Doing the right thing at the right time. William Brown cites ANB's decisions to begin branch banking, drive-through banking, installment lending and real estate lending as some of the critical actions leading to ANB's almost indomitable market position.

Acknowledging American's growth, Chairman of the Board Scott L. Probasco, Jr., says, "The secret of our success is the extent of our interest and involvement in the development of our community. The history of ANB and Chattanooga shows a strong interaction. Growth in one stimulates the other.

"We must be responsive to our community to provide needed services to the customer base, and thereby to be effective and profitable."

Robert J. Sudderth, Jr. agrees with Probasco. "When the community leader-

ship says we need to move in a particular way, we try to help. This is what leadership is all about — to set the example, to make it through thick and thin because you believe that what you're doing will raise the sights of the community, to see what it really can do."

With the 1976 failure of Hamilton Bank, ANB literally overnight became the largest bank in the community. While this provided new opportunities, it also presented additional responsibilities for the new community leader in Chattanooga — American National Bank.

Sam Yarnell was president of ANB at the time and remembers ANB's growing commitment to community development. "We took a substantial position in areas of arts and education, although the overall community involvement was an evolutionary process. Under Scotty Probasco's leadership we became increasingly involved with supporting civic functions.

"Our role as a leader in the community was always apparent, but became enhanced as part of the business community's 'Great Awakening' to cultural activities. And ANB has always been active in the United Way. It has been perhaps our dominant civic project."

Paul Engelmann, Executive Director of United Way of Greater Chattanooga, describes ANB's level of commitment to the United Way. "American National Bank is one of six companies in our tri-state area whose employees contribute over \$100,000 yearly to the United Way Campaign. They are a dedicated and generous group. The employees of ANB have been honored for more than 30 years for their support of the United Way. Their top leadership has set an example of civic and social responsibility which has made a tremendous impact on our community." (Continued)

"The Coca-Cola Bank"

For decades the average Chattanooga knew ANB as "the Coca-Cola bank." And with good reason. Among Harry Probasco's hand-picked board of directors were Benjamin Franklin Thomas and E.Y. Chapin, both partners in the first Coca-Cola Bottling Company. Probasco and Chapin had grown up together in Indiana before moving to Chattanooga in the 1880s; and Chapin and Thomas had been law school classmates and law firm partners. Chapin served as chairman of Coca-Cola Bottling Co. in World War I, when George Hunter (Thomas' nephew and heir) went to war, and as president of American Trust and Banking Company from 1919 to 1938.

In 1899, Thomas and a partner secured the exclusive bottling rights to Coca-Cola for one dollar. But they didn't have enough money to produce and distribute the bottled beverage. John Lupton came to the rescue with \$5,000 seed money, and the rest is history.

Sharing common officers and directors, the boards of ANB and Coca-Cola Bottling Co. used the same meeting room for several years.

The Hunter Museum got its name from George Hunter, who inherited his uncle Ben Thomas' coke fortune in



Benjamin Franklin Thomas.

1914. At 27, George became the president of Coca-Cola Bottling which itself became ANB's single largest corporate depositor. George Hunter served as chairman of ANB in World War II when Scott Probasco went to war, returning the favor.

When Hunter died in 1950, 70 percent of his holdings went to the Benwood Foundation, Chattanooga's first multi-million dollar charitable organization. The trustees, Probasco, Chapin, Hedges and Harrison donated George Hunter's mansion to the Arts Association. Thus, the Hunter Museum of Art came into existence.



Scott Probasco, Jr., ANB's chairman of the board.

American National Bank provides more than financial support. In 1986 ANB employees created ANVOL (American National Volunteers), a strictly volunteer group of ANB employees who give their personal, "after hours" time to United Way and other non-profit agencies in Chattanooga. Projects they have participated in: Adopt-A-School, Special Olympics, March of Dimes WalkAmerica, Signal Centers, Channel 45 Art & Antique Auction, Camp Adahi, and the Allied Arts campaign.

Roberta Miles, executive director of the Allied Arts of Greater Chattanooga, echoes Engelmann's sentiments about ANB. "Without corporations such as ANB, the quality of life in our community would be greatly diminished. By being a key corporate contributor to the annual united arts drive — by underwriting specific cultural programs such as Baryshnikov's performance, and by encouraging volunteerism and arts participation among its employees — ANB has been a leader among the business community in sustaining and promoting the arts in greater Chattanooga.

Last year during the Allied Arts annual campaign, ANB participated in its pilot program of workplace giving. The bank presented a week of arts activities in its

employee lounge at lunch time. A quilter, wood-carvers, a classical guitarist, and a potter were among the artists who took part in this "arts week." It provided a good opportunity for the bank's employees and community artists to interact. It also helped the bank's personnel realize that ANB is committed to the importance of the arts in Chattanooga, and as Roberta Miles says, "that art surrounds them in their lives at work."

Clark Baker, General Director of the Chattanooga YMCA, recognizes ANB for its work in the community. "ANB has been more than generous to the Chattanooga YMCA both as benefactor and as a sponsor of youth leagues and teams. In addition, they have provided volunteer leadership which has enhanced the YMCA's ability to serve the total community."

John Benjamin, executive director of the Performing Arts Center, comments about ANB's generosity in PAC's formative years. "When PAC was just getting started and few people had heard of us, ANB took an interest — and a chance — and co-sponsored our series of one-hour Christmas radio programs in 1984. Shortly thereafter, when PAC needed \$75,000 to bring Baryshnikov & Company to Chattanooga, American National Bank

joined with Lovemans, Inc., to guarantee that figure, enabling us to present the 'cultural event of the century' to Chattanooga. Their involvement in both events required vision and a commitment to the arts."

ANB has also had a long-standing relationship with the University of Tennessee at Chattanooga. Chancellor Frederick Obeir describes it best. "With involvements at UTC that include both academics and athletics, ANB has proven its good and generous corporate citizenship in many ways. Friends, as well as alumni among the bank's personnel, serve on our numerous advisory councils. And gifts, ranging from a Chair of Excellence in Humanities to a purchased portion of the arena scoreboard, suggest the incredible scope of ANB's assistance in en-

Probasco says he is excited about the merger "because SunTrust embraces the concept of locally-managed banks. The bottom line is autonomy. We will be able to maintain a strong locally-oriented board."

Sudderth enthusiastically describes the new relationship with SunTrust. "Our customers will be the beneficiaries of the merger. From a consumer standpoint, SunTrust will provide a network of banks where you'll be able to use your ATM card in Atlanta or at Epcot Center in Florida, as examples. From a commercial viewpoint, SunTrust brings valuable experience and expertise to our commercial department. They are good at corporate finance and money management. This will benefit our customers.

"ANB's friendly service will be the



ANVOL workers participate in the Independence Day Block Party.

hancing this campus."

Recently, Third National Corporation (ANB's parent company since 1982) announced its merger into SunTrust Banks, Inc., a bank holding company comprised of three subsidiaries which operate a total of 56 banks in Tennessee, Georgia and Florida.

Probasco will be the single largest stockholder in SunTrust Banks, Inc.; so Chattanooga will retain a significant measure of influence with what will be the 18th largest such holding company in America. And American National itself will be the 6th largest bank in the entire holding company.

same. On a day to day basis, I doubt you'll even notice we've changed from the ANB you've always depended upon and worked with for so many years."

Probasco concludes by reiterating that ANB remains a people-oriented bank; he encourages his own management team to hold these principles close to their hearts as his grandfather Harry did in 1912.

As the banking environment continues to evolve, one thing is evident: American National Bank and Trust Co. is committed to the ever-growing needs of its customers, and to the Chattanooga community as a whole. In fact, they're banking on it.

The Road to Success: ANB's Major Milestones

Many milestones have marked the success of ANB over the past 75 years. Following is a chronological listing of events highlighting ANB's progress.

- | | | |
|--|--|--|
| 1911 Harry Probasco is granted a state charter for American Trust and Banking Company. | 1941 American acquires fellow competitor Commercial National Bank; deposits reach \$25 million. | John P. Wright to president. |
| 1912 American Trust opens for business with eight employees. | 1946 American institutes an installment lending department; first branch bank opens at 25 Fraser Avenue. | 1966 American temporarily moves out of main offices for construction of a new building at 736 Market. |
| 1915 American Trust moves to 734 Market Street. | 1947 The board approves retirement and hospitalization programs for employees. | 1968 443 employees move into the new building. |
| 1919 Harry Probasco dies; E.Y. Chapin becomes president. | 1948 E.Y. Chapin, Jr. replaces retiring Griswold as president. American Trust is granted application for a national charter; name of bank changed to American National Bank and Trust Company. | 1969 ANB introduces MasterCard. |
| 1928 American Trust moves to a new four-story building at 736 Market Street. | 1954 American adopts a five-day work week; further branch expansion. | 1972 ANB begins use of automated teller machines. |
| 1938 D.H. Griswold succeeds Chapin as president; employees number 60; deposits top \$11 million. | 1957 Sam Yarnell succeeds Chapin as president. | 1973 ANB forms a holding company, Ancorp Bancshares Corporation. |
| | 1961 American receives its first IBM computers. | 1982 Robert J. Sudderth, Jr. succeeds Wright as president; Ancorp merges with Third National Corporation of Nashville. |
| | 1962 Scott Probasco, Sr. dies; Sam Yarnell moves to chairman, Scott Probasco, Jr. to vice chairman. | 1985 Assets top \$1 billion. |
| | | 1986 Yarnell and Wright retire; Scott Probasco, Jr. becomes chairman of the board; Third National Corp. merges with SunTrust Banks, Inc. |
| | | 1987 American National Bank and Trust Co. celebrates its 75th Anniversary. |