

LaSalle Bank NA, 1927-2007

Birth of a bank, 1927-1940

Originally chartered November 29, 1927 as National Builders Bank of Chicago and located at LaSalle Street and Wacker Drive. The chief purpose of LaSalle's founders was to place in the heart of Chicago's financial district a bank which, in addition to serving business and industry, would also provide much needed banking services to the many thousands of individuals working in Chicago. A subsidiary company, LaSalle National Safe Deposit Corporation was incorporated on February 24, 1934 to provide safe deposit box facilities to customers of the bank.

In 1940 a group of businessmen, including Laurence H. Armour Sr., Marshall Field III, John R. Nicholson and John Nuveen, secured controlling interest in the National Builders Bank. At that time the bank's name was changed to LaSalle National Bank. On November 12, 1940 the bank officially opened its new facility with a staff of 42 and total assets of USD 7.5 million in the Field Building at 135 South LaSalle Street, a 43 storey landmark building in Art Deco architectural style, build between 1931 and 1934. On May 1, 1969 the building was renamed LaSalle Bank Building.

Steady growth, 1950-1978

By the end of 1950, LaSalle's resources reached USD 98 million and the staff had increased to 245. The growth of the bank continued steadily and by 1960, resources had reached USD 177 million, with 430 employees. Additional space acquired during that time included a Clark Street lobby and the location of Data Processing functions in the Montgomery Ward Building.

In 1967 LaSalle purchased The Mutual National Bank of Chicago (established 1917), formerly located at 79th and Halsted, and on August 14 of that year the two banks merged under LaSalle's name.

On November 19, 1968 General American Transportation Corporation (GATX) purchased a 98 per cent controlling interest in LaSalle National Bank. LaSalle's physical growth continued with the opening of a walk-in/drive-in facility at 335 Jackson Boulevard and Wacker Drive in August 1971.

In 1971 an office in London was opened and also an international facility was established in Grand Cayman (Cayman Islands) in the early 1970's to tap eurocurrency funding for international finance operations. Also, leasing activities had been entered into through LaSalle Chicago Leasing Corporation, incorporated in 1973.

Continued growth under Dutch aegis, 1978-1988

On August 24, 1978 a principle agreement was reached between GATX and ABN Bank for the sale of LaSalle to ABN Bank for a cash payment of USD 82 million. On August 14, 1979 the shares of LaSalle were transferred to ABN Bank. At the time of the acquisition by ABN Bank, LaSalle ranked the sixth largest bank in Chicago, employing over 700 people. Total Assets per 1977-end amounted to USD 852 million with an Equity of USD 37.8 million.

Building up its commercial lending business had been a top priority of the LaSalle Bank. On January 4, 1980 the agreement was signed for the acquisition of Hartford Plaza Bank of Chicago. Hartford Plaza Bank's office at 100 South Wacker Drive and Monroe Street, conveniently located near two of the city's major commuter rail terminals, was converted into a facility of LaSalle.

In November 1981, LaSalle was hooked up to SWIFT, the worldwide international funds transfer system. The year 1982 saw the introduction of four new investment funds managed by LSNB: the Real Estate Fund, International Securities Fund, Small Capitalization Equity Fund and Intrinsic Value Equity Fund. In April 1983 a further fund, the Convertible Bond Fund, was introduced. Private Banking operations were initiated in early 1983.

A Merchant Banking operation was begun in 1985 to expand corporate banking capabilities in the North-American market and to provide clients with a broader range of finance and investment alternatives, including Mergers and Acquisitions and other corporate financial services. Discount brokerage subsidiary, LaSalle Brokerage Services, Inc. was incorporated in 1985.

Lisle Bancorporation and its subsidiary, The Bank of Lisle in Lisle, Illinois (established 1959) was acquired by LSNB on December 29, 1986. On June 13, 1988, ABN/LaSalle North America, Inc. acquired all outstanding stock of Lane Financial Inc., a four bank holding company, and renamed it LaSalle Community Bancorporation, Inc.

Exchange National Bank, 1989

Definitive agreement for yet another merger was reached in September 1989, when ABN/LaSalle agreed to acquire Exchange Bancorp, Inc. The merger was completed on January 30, 1990 for a payment of USD 412 million in cash by LaSalle National Corporation. Exchange National Bank was incorporated in Chicago on July 10, 1926 as Halsted Exchange National Bank of Chicago. In March 1933 Halsted was one of only two Chicago banks to reopen its doors on the first day after Roosevelt's bank moratorium was lifted. The name changed in Exchange National Bank of Chicago with effect of April 24, 1946. Since then the bank focussed on providing banking services for Chicago small and medium sized businesses. On August 23, 1982 Exchange National Bank absorbed Central National Bank in what was then the largest Illinois bank merger in 25 years. Central National Bank opened the first drive-in bank in the United States as early as 1946. This is the predecessor of the bank's current full-service drive-in bank in the centre of Chicago, which is designed specifically to handle the banking needs of businesses and commercial firms. This merger made LaSalle the second largest bank in Illinois for middle-market companies. In fact the bank's market share in this segment was doubled from 6 per cent to 12 per cent.

Years of growth and final disinvestment, 1991-2007

On July 16, 1991 Talman Home Federal Savings and Loan Association of Illinois in Chicago, the largest savings bank in Illinois, and the 30th in the United States, with a balance sheet total of USD 5,9 billion, 45 offices and a staff of 2,015 was acquired by LaSalle National Corp. for USD 400 million. This acquisition was approved on February 28, 1992 by the Federal Reserve Bank in Washington. Talman operated principally as a commercial bank, directing itself at the middle market corporate clients. In addition LaSalle had a private banking (trust) department and operated nineteen branches in the consumer retail sector. The acquisition of Talman, with 45 offices in the Chicago area,

significantly expand the retail activities of the bank and thus ensure a broad basis for inexpensive funds to be applied on the corporate side. The name of Talman was changed to LaSalle Talman Bank FSB.

On May 25, 1994 ABN AMRO North America received permission from the American authorities for the take-over of Cragin Federal Bank for Savings in Chicago for USD 530 million. Cragin, with 27 branches and assets of USD 2.8 billion was integrated under the name LaSalle Cragin Bank FSB. In July 1994 LaSalle Talman Bank FSB reached agreement with Savings of America about the acquisition of 26 of its Chicago branches by LTB. The bank was integrated in the organisation of LaSalle Talman Bank FSB. On November 11, 1995 LaSalle Cragin Bank FSB and LaSalle Talman Bank FSB merged to form LaSalle Bank FSB.

A following acquisition was with effect of August 1, 1996 when ABN AMRO North America acquired Comerica Inc.'s Illinois banking unit. Comerica has 25 Chicago-area branches and 38 automatic teller machines. Comerica Bank-Illinois name was changed into LaSalle Bank Illinois. The next acquisition was a few months later when CNBC Bancorp, parent of Columbia National Bank of Chicago became part of the LaSalle banking group.

With effect of April 30, 1999 LaSalle Bank NA (old charter, composed of LaSalle Bank Illinois, LaSalle Bank Northwest, Columbia National Bank and LaSalle Bank) merges into LaSalle National Bank. LaSalle National Bank changes name to LaSalle Bank NA (under new charter). With effect of March 31, 2000 LaSalle Bank FSB merges into LaSalle Bank NA.

During the takeover struggle in 2007, ABN AMRO decided to disinvest itself of its daughter company LaSalle. By October 2007 the sale to Bank of America was officially completed.