



WELCOMING IBM Banking Cavalcade to Dallas are (left to right): W. H. Greenfield, senior vice president, Republic National Bank; I. F. Betts, treasurer, American Bankers Assn., and president of American National Bank, Beaumont, Tex.; J. W. Aston, president, Republic National Bank; Mrs. G. Cason, Dallas branch office; and H. C. Wendler, Dallas branch manager.

IBM Hawaii Busy With RAMAC®

HONOLULU — The IBM branch office here has a busy schedule centering on an IBM RAMAC 305 — first to be shipped to the Hawaiian Islands.

Richard Rabbett, branch manager, said the RAMAC was featured at the January meeting of the National Machine Accountants Assn. DPD salesman Gerald Addicott reviewed RAMAC principles, and salesman James Obendorf demonstrated the machine.

The NMAA also saw a demonstration of the IBM 632 by ET salesman Raymond Jeffs.

At an open house in the Princess Kaiulani Hotel, the RAMAC will answer questions on Hawaii's history. Later in February, the RAMAC will be delivered to a Navy account.

For two weeks in January, the IBM office and the Hawaii Employers Council cosponsored a series of manpower decision games.

"Morning and afternoon sessions were well-attended by leading business executives as well as a group of military representatives," Mr. Rabbett pointed out.



PRODUCTION MANPOWER decision game is played on an IBM RAMAC® 305. From left are Boyd MacNaughton, president, C. Brewer, LTD; Kenneth S. C. Char, administrative vice president, Aloha Airlines; J. Ballard Atherton, president, Hawaiian Telephone Co.; Richard Rabbett, branch manager, IBM Hawaii. Senior Systems representative Barbara J. Thompson operates the RAMAC — first in Hawaii.

To Cavalcade in 3 Western Cities

(Continued from Page 1)

who came from the Los Angeles area, Orange, Riverside and San Diego counties and from Phoenix and Tucson, Ariz.

Bring Own Checks

Representatives of several banks in the Los Angeles area brought thousands of their own checks to sort to customer sequence.

C. E. McKittrick Jr., manager of the Western Region banking department, said the sorting process enabled the representatives not only to evaluate the magnetic ink quality of the check-writing process but also to gain experience in the daily processing of live bank documents through a paper check sorter.

Conducting the opening day press demonstration was Mr. McKittrick, assisted by E. Gould, DPD sales trainee, Los Angeles (D); and J. L. Clark, San Francisco sales trainee.

At the press preview in Western Region Headquarters were representatives from the Union Bank, Los Angeles, which is scheduled to install the first Series 1200 system in the area in mid-1961.

The bank also will install an IBM 1401 system to be used in conjunction with the check-handling equipment.

Number of Applications

A. R. Horne, the bank's vice president, said the two systems will have a number of applications including the processing of commercial checking accounts, installment loan accounting, real estate loans and preparation of the bank's payroll.

In a city where the banks are handling an estimated four million checks daily, Mr. Horne remarked:

"We believe that the ever increasing volume of checks presented daily to banks makes automation of check handling an absolute necessity."

'First Stop,' Dallas

The Cavalcade's first stop in Dallas the week previously attracted 484 bank executives and operating personnel.

H. C. Wendler, Dallas branch manager, said:

"We received a lot of favorable comment on the highly successful demonstrations. Typical was a call from E. E. Small, branch manager at Jackson, Miss., who said the First National Bank of Jackson ordered a Series 1200 system on the basis of the show."

F. G. Rodgers, manager, banking and finance, DPDHQ, who participated in the Los Angeles



SHOWING HOW a stack of 950 check the IBM 1210 reader-sorter is Harvey Data Processing Department, Union on are Arthur R. Horne, Union Bank Clark, Western Region manager.

opening, stated:

"The success of the Banking Cavalcade already has been assured by the closing of the order by First National Bank of Jackson, the Citizens National Bank in Los Angeles, which ordered two 1401 tape systems and three 1210 reader-sorters, as well as Albuquerque National Bank which ordered a 1401/1210 system.

"The 1200 series 'hands-on' training being given the banking industry and IBM representatives



N. H. Hawkins Heads District

N. H. Hawkins, formerly administrative assistant to the director of marketing administration, DPDHQ, has been promoted to District 17 manager.

Mr. Hawkins joined IBM in 1954 as a sales representative at Washington Commercial and became branch manager at Hagerstown three years later. He was promoted to his former position in 1959.

He is a graduate of the University of Maryland and has held membership in four Hundred Percent Clubs.

