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

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.

MODEL PLANE building is one of George Kost's interests. Here Mr. Kost lends son a helping hand in contruction.

Computer Educational Tool at Two Colleges

NORTHFIELD, MINN.—A new educational medium—an IBM 610 computer—is aiding students and faculty members at Carleton and St. Olaf colleges here.

The machine, a part of the Carleton-St. Olaf Computing Center dedicated at Carleton's Goodsell Observatory, was installed by the Minneapolis branch office.

The center, established primarily as an educational medium, was made possible through a $30,000 grant to Carleton by the Hill Family Foundation of St. Paul.

Featured in Courses

Courses featuring machine programming and numerical analysis are making use of the 610, said Donald H. Taranto, Computing Center director. The 610 also is used in courses in which machine computation is helpful or instructive, as well as aiding faculty members in research problems.

At dedication ceremonies, Dr. Laurence M. Gould, Carleton president, said: "The IBM 610 Computer which we are hereby dedicating will be an important tool in teaching and research for St. Olaf, Carleton and other colleges in this part of the state."

IBM representatives at the ceremonies were Edward Landes, District 12 manager; and Vincent F. DeSimone, Minneapolis DP manager.

IBM RAMAC® 305 Unveiled

UNVEILING OF IBM RAMAC® 305 highlighted opening of Gamble-Skogmo's new distribution center and warehouse in St. Louis Park, Minn. The machine will keep daily record of incoming—outgoing merchandise and expedite the billing. Shown are (l. to r.) A. D. Walker, Gamble director; L. F. Crews, vice president, finance; R. L. Zabroske, IBM Minneapolis salesman; W. T. Glacken, IBM systems representative; and H. W. Zinsmaster, Gamble director.

Foreign Descent

John, having been released from the Air Force, joined IBM in St. Paul where Kathy and Mike entered the family picture.

These two children, brother and sister, are of Mexican-Indian descent. Kathy, 6, attends kindergarden. Mike is a year younger.

Inseparable Pair

"They did not present any special problem after adoption that wasn't easily ironed out," John remarked. "They were inseparable. Wherever Mike was, Kathy could be found and vice versa."

John recalls how, shortly after the pair were adopted at the ages of 2 and 3, the Kosts moved to Milwaukee, Wis. It took a while to convince the two tots that they weren't being left behind.

"The three children are like any other American kids in attitudes, and likes and dislikes," John points out. "They watch television, love cartoons and Westerns. Every year they go to my wife's parents' farm where they know all the animals and how to drive a tractor."

The Kosts have applied for adoption of additional children.

Various Agencies

There are various agencies in the United States available for processing applications," John points out. "Ordinarily, adoption of children of other nationalities takes less time and red tape than it does for American youngsters," he continued. "The investigation, however, is quite thorough."

In applying for adoption, the Kosts make one stipulation—that the children be no older than the youngest child. "It is a matter of adjustment which takes into consideration the feelings of our other children," John explains.

"While we have applied for two more children of mixed nationality, we might wind up with more than two," he points out.

"We'd like to have eight children. But who knows? There might be more."

5,000 Miles to Classes

Attending a voluntary transistor theory and application field school at the Wausau suboffice of Green Bay 10 DPD CEs and one field representative from Wisconsin areas traveled more than 5,000 miles. They attended twice-a-week evening classes for eight weeks traveling to and from Stevens Point, Wisconsin Rapids and Marshfield.

READING TO CHILDREN is a regu... hold. From left are Kathy, Mrs. Ko... children are of Mexican-Indian desce...

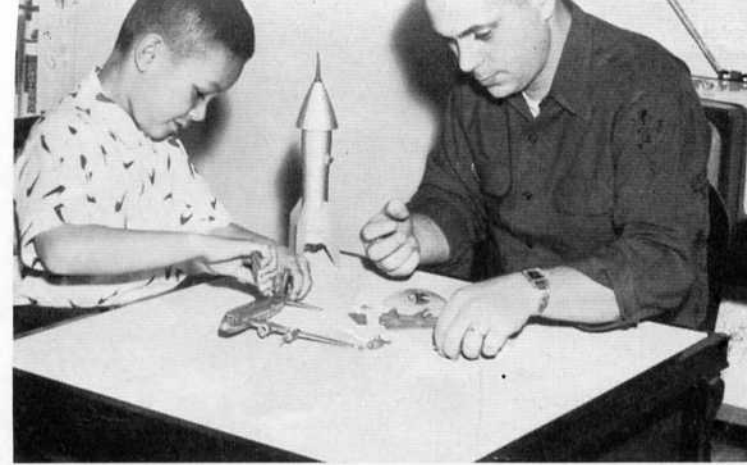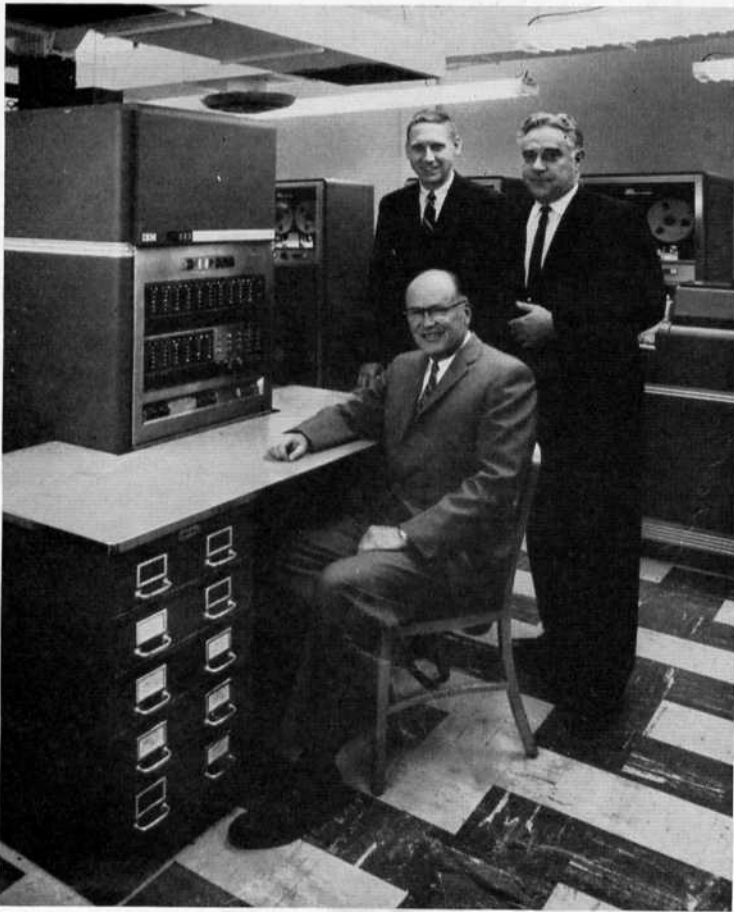# IBM 650 Tape In Car Insuranc...

SPRINGFIELD — An IBM 650 tape installation helped lower Illinois automobile insurance rates in 1960, according to C. E. Rodemann, IBM branch manager here.

The insurance rate cut was based on fewer damage claims during 1958 and followed an intensive traffic safety program. Secretary of State C. F. Carpentier stated, "a strong driver licensing law and strict but impartial enforcement of that law constitutes the starting point for the traffic safety program. It is the keystone which holds all the other parts of the program in place and makes the overall effort accomplish something. Our electronic data processing system enables us to review driving records quickly and accurately and enforce the law effectively."

Mr. Rodemann said the 650 in the drivers license division of the secretary of state assigns point...

LOOKING OVER IBM 650 tape in... Sturdy, managing director, Citizens... politan Chicago; Secretary of State... mann, Springfield branch manager.

Speeds Shoe Shipments

ENDICOTT-JOHNSON CORP. President F. A. Johnson is seated at console of IBM RAMAC® 650 tape system which helps cut time between receipt of orders and delivery of his firm's shoes by as much as 75%. Standing (l. to r.) are W. B. Correll, DPD branch manager in Endicott, and H. E. Colsten, DPD sales representative.

RAMAC Keeps Tabs on Parts

SCHENECTADY—An IBM RAMAC® 305 system has been installed by ALCO Products, Inc. to help supply more than 15,000 different locomotive renewal parts to railroad customers throughout the world.

The installation at the company's plant here links a control center with ALCO regional warehouses in North Bergen, N. J. and St. Louis. A future connection to the company's West Coast warehouse in Los Angeles is scheduled in the near future.

The application is the first of its type in the railroad equipment supply industry.

The new order-processing system benefits customers by keeping out-of-stock situations at the three distribution points at a minimum. For ALCO, it helps maintain warehouse inventories at adequate and economical levels.

The order-processing system, which normally handles all steps from receipt to shipment in 24 hours, processes emergency requests in minutes.

The RAMAC keeps tabs on inventories and at the same time processes orders, directs shipment of the order, prepares the required invoice and other paperwork involved.

Tahiti at Dawn, Described by Cl

WICHITA, Kan.—Ever travel 21,222 miles on a leisurely seven-week vacation through the South Pacific?

Well, the DPD CE manager here, Henry C. Adrian, and his wife recently went on the following adventure: Starting by train from this city to San Francisco, they sailed to Los Angeles to Tahiti, New Zealand, Australia, Fiji Islands, Samoa, Hawaii, San Francisco and again by train back home.

"After cruising 7½ days we were up at dawn to see the magnificent scenery as we sailed into Papeete, Tahiti," Mr. Adrian said. "Long and beautifully situated beaches trimmed with palms and breadfruit trees slowly came into view. Tahiti's mountains, cradling streams and waterfalls, rose steeply from the shore in many places.

Greeted by Polynesians

"We were greeted by very beautiful, young Polynesian women, who went through their normal presentation of a lei of native flowers, plus a kiss on the cheek for each male. Added to the view was the musky, damp smell of the tropics.

"However, it was difficult to

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IBM 7070 to Tackle Jobless Pay Records

NEW YORK — A new "speed of light" electronic computer is slated to tackle the immense mountain of paperwork handled by New York State Labor Department's Division of Employment to keep up with the records of more than 400,000 employers who were covered by unemployment insurance beginning Jan. 1.

Alfred L. Green, executive director of the division, said here today (Feb. 11) that a contract has been signed for a completely transistorized IBM 7070 Data Processing System. The equipment will be installed at the agency's Albany headquarters by Jan., 1961.

He said an eight-month study by a team of division technicians showed that the 7070 system, the first of its type to be used on a large scale in the state government, will result in savings of $750,000 a year after it is in full operation. Rental cost of the equipment will be $19,650 a month

profit from the most advanced business management tools that science has to offer. He emphasized that while prior to 1960 the division handled the unemployment insurance accounts of more than 300,000 employers, it faced a 33 per cent rise in its workload on any one day, beginning in January. At that time, he noted, 100,000 more employers became subject to the unemployment insurance law making a total of over 400,000 employers and "the bookkeeping has become staggering."

The computer and its components will automate a large part of the operations of the Unemployment Insurance Accounts Bureau of the division. It will operate at the speed of light in solving complex arithmetic problems and making logical decisions. Within 60 seconds, Mr. Green said, it will be able to absorb and memorize information equivalent to that contained on

that about 40 per cent of the expected savings will be realized through reduced rental costs for space and machines that will no longer be required. After the changeover, he said, a single reel of magnetic tape will contain the records formerly carried on a stack of punched cards 100 feet high. The entire magnetic tape library will fit into 200 square feet or less.

The rest of the savings will come from reduced personnel costs — in large part through reduced use of temporary employees at seasonal peaks — and through elimination of overtime, Mr. Green noted.

Not more than a dozen employees will be needed to operate the system, he said. As a result, the division expects that 134 permanent employees, including 21 supervisors, will be offered training and transfer to other jobs

LEAVING SAN FRANCISCO Mr. and Mrs. H. C. Adrian begin vacation cruise aboard the S. S. Monterey.

ET's Peirce Acquisition Broa

The acquisition of developments of the Peirce Wire Recorder Corporation of Chicago by the ET Division is a broadening of ETs product base, said H. W. Miller

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