

IBM *International Business Machines Corporation*

425 Park Avenue, New York, N. Y. 10022

*Office of the Vice President and Regional Manager
Data Processing Division*

August 16, 1965

Mr. T. V. Yarnall, Jr.
IBM Corporation
Arlington, Virginia

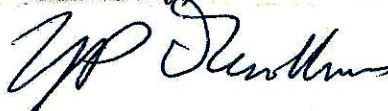
Dear Tom,

I am extremely impressed with the truly well rounded job of selling, installing and protecting which has been accomplished by the Washington Commercial financial team this year.

Your outstanding record, highlighted by the installation of a 1440 system, a 1050 tele-processing system, a 632 and three 6400's, has won for you a Regional Manager's award for 654 bonus points.

Heartiest congratulations!

Sincerely,



Y. P. Dawkins

YPD:jr
Enclosure