



112 East Post Road, White Plains, New York 10601

*Office of the President
Data Processing Division*

October 3, 1968

Mr. T. V. Yarnall, Jr.
IBM Corporation
201 North Ninth Street
Richmond, Virginia 23219

Dear Thomas,

Congratulations on being one of the division's outstanding performers in the National Sales Rally. You have earned a \$250 additional bonus for your August performance.

I appreciate the extra effort this performance represents and ask that you keep up the pace to help achieve our 125 percent campaign objective.

Sincerely,

A handwritten signature in dark ink, appearing to read "FGR", written in a cursive style.

F. G. Rodgers

FGR:pgp