

# IBM *International Business Machines Corporation*

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

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

October 22, 1968

Mr. T. V. Yarnell  
IBM Corporation  
Richmond, Virginia

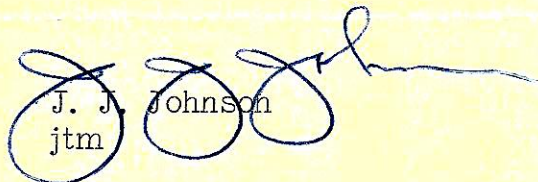
Dear Tom:

Congratulations on a significant win at the Federal Reserve Bank of Richmond. Your persistence and demonstration of the proven capability of our products and people were the key to returning this account to IBM.

In recognition of your fine efforts and professionalism, it gives me great pleasure to present you with a Regional Manager's Award for \$500.00.

My compliments to you and best wishes for continued success.

Sincerely,

  
J. J. Johnson  
jtm