

Orientation: (Robt Nern)

Oct 30, 1957

Organization: 1914.

1956 reorganized into 6 divisions

DP	Mil. Prod.	
Typewriter	Spec. Eng. Prod. (425 Park)	No. Hamilton { <sup>Huddell</sup> Jackson Kingland
Supplies	Time Equip.	

Gen. Managers:

- DP: L.H. Lamotte (also Exec. Vice Pres) (vice pres for past 15 yrs. - in Wash, DC)
- TW: Wismer Miller (also vice pres) (has held all sales positions)
- TE: <sup>Hub.</sup> H.P. Keith (was specialist in banking machines, etc.)
- MP: Si. Mackelwaine?
- Supplies: MacWalter?
- SE Prod: J. Haddad.

World Trade: A.K. Watson  
 Service Bureau: Scott, pres.  
 (wholly owned subsidiary)

Corporate Staff:

- Mr. Watson - Pres.
- Mr. Williams } Ex. Vice Pres.
- Mr. Lamotte }

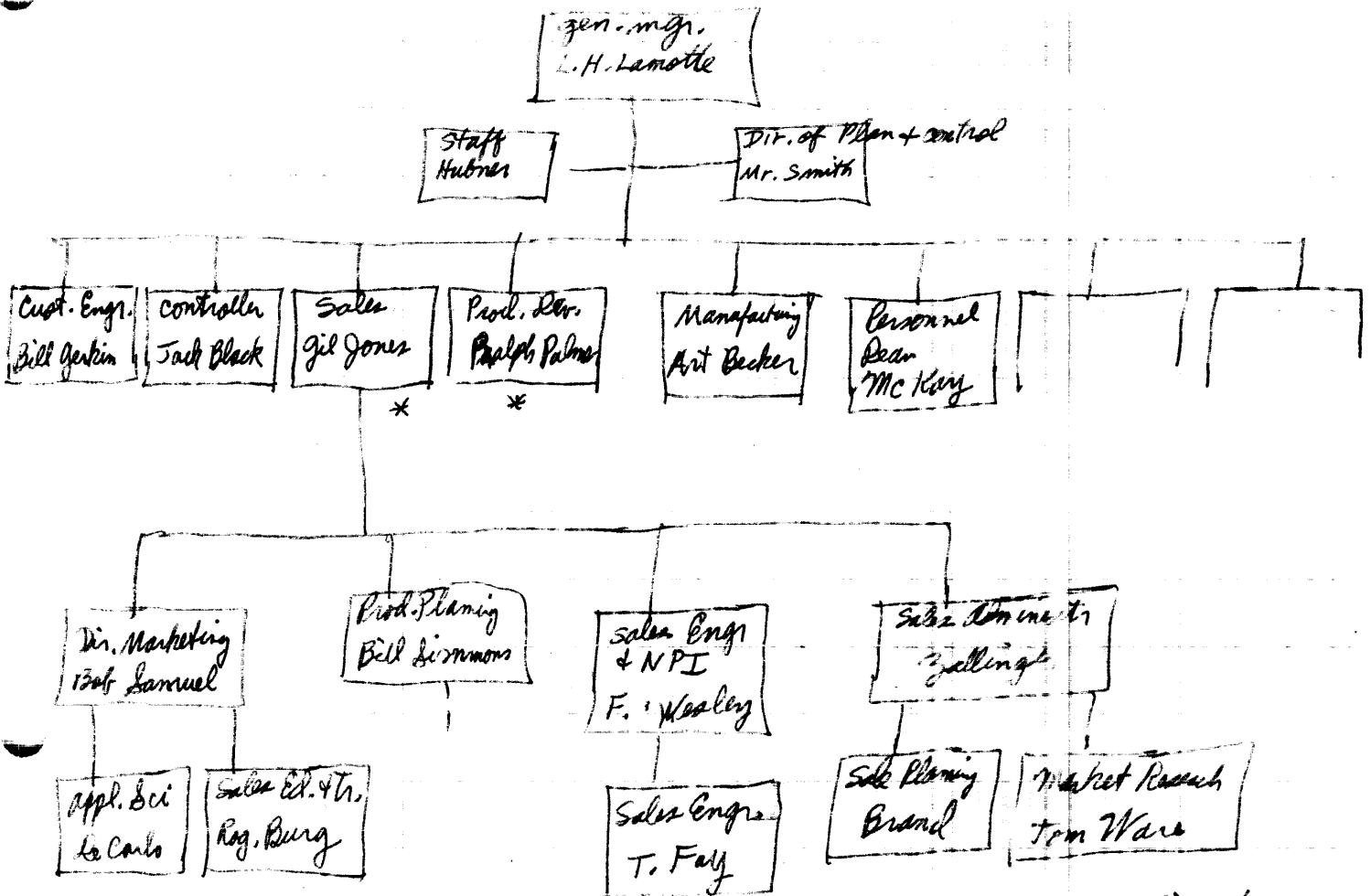
Mr. Sibley controls

Corp. Management Committee: also includes Mr. Season, Mr. MacKowall  
 Mr. Kenney (V.P. in charge of Service)  
 Mr. A.K. Watson

(Operations Rep) Blair Smith - reports to Williams

Regions: Eastern, Mid Western, Western

# Data Processing Division



\* Two biggest

## Product Planning :

called "Future Demands" — a staff of 30+ people originally very little contact with engineers — functional requirements only.

1952 : Mr. Barkenstock : Prod. Planning Dept. formed.

Market analysis, Contract relations, Prod. Planning —

1. Advance Planning (Carroll) 5 to 15 years

2. Systems Planning (Succer) 2 to 5 years

3. Machine Planning (S. Wiley) following present design

Items 2+3 were combined at Lab. Level.

Pending

o 1956 : Comme in charge of adv. Planning for all IBM <sup>1956</sup> not just DP.  
(works for Berlinstock)

Organization Charts : Ref Manual (see Geo. Brill)

Mgr. Prod. Lab.  
H-T. Marcy

charts P-1--

Conf. Product Planning Digest 1 per month See Robt. Nern

(gives capsule description of all planning. See Robt. Nern

(for Prod. Pln only) Project Record File : also have for Edlicott & San Joad - see G. Brill  
gives complete breakdown on each project. Schedules, etc.  
Progress Reports

IBM Branch office Directory : gives all of organization See G. Brill.

(John Fellows 10:30)

Sales Manual, (hard to keep up to date sheets)

<sup>see G. Brill</sup>  
(In library)

Price list for 700 series

See ad Gobel

Newsletters from Business Machine Analysis Dept. (SPY reports) In library.

Dick Barden 1105A - also has library on competitive equip.

Grego Asser (Jay Thorpe bldg) in charge of Dept.

Field Letters : - communications of policy, new products etc. (in library)

Blue - DP division

White - Corporate.

Machine Statistics File - Sale, production, etc (see Brill)

Tape (Ware, Hartheimer) have info on tape - can't know --

D.R. P.P. Staff Reports : - to management ..

P.P. Technical Reports : documentation of findings - to engineering,

Product Readiness Reports - starts at beginning of planned prog. (in library)

Engineering Project File (by Prod. Level.) (see Brill)

Planned Program (Carl Gammath) Same as "Development Budget"

Engr. also has Planned Prog. Book.

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Planning for new year - August - - hard to do readily -

Area Planners - supposed to come up with 5 yr. plan.

→ [ Research to Customer is usually about 5 years ] eg. Ramac

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- unannounced products

- funds being spent

] Two topics of security.

don't use unannounced Type Nos. eg. 750, 7000. - performance -

- get clearance before going into situation if possible -

Tours: Oct 30,

Trustor Tape area: Mr. Hughes

650 Ramac : ?

Product Test : Mr. S.

High Speed Core : Mr. Lamy