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IBM

General Information Manual

RAMAC 305 for Installment Loan Accounting

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We wish to acknowledge the assistance of officers and representatives of the Worcester County Trust Company, of Worcester, Massachusetts, and the Central Penn National Bank, of Philadelphia, who kindly assisted us in developing this unusual application of Installment Loan Accounting for the IBM RAMAC 305.

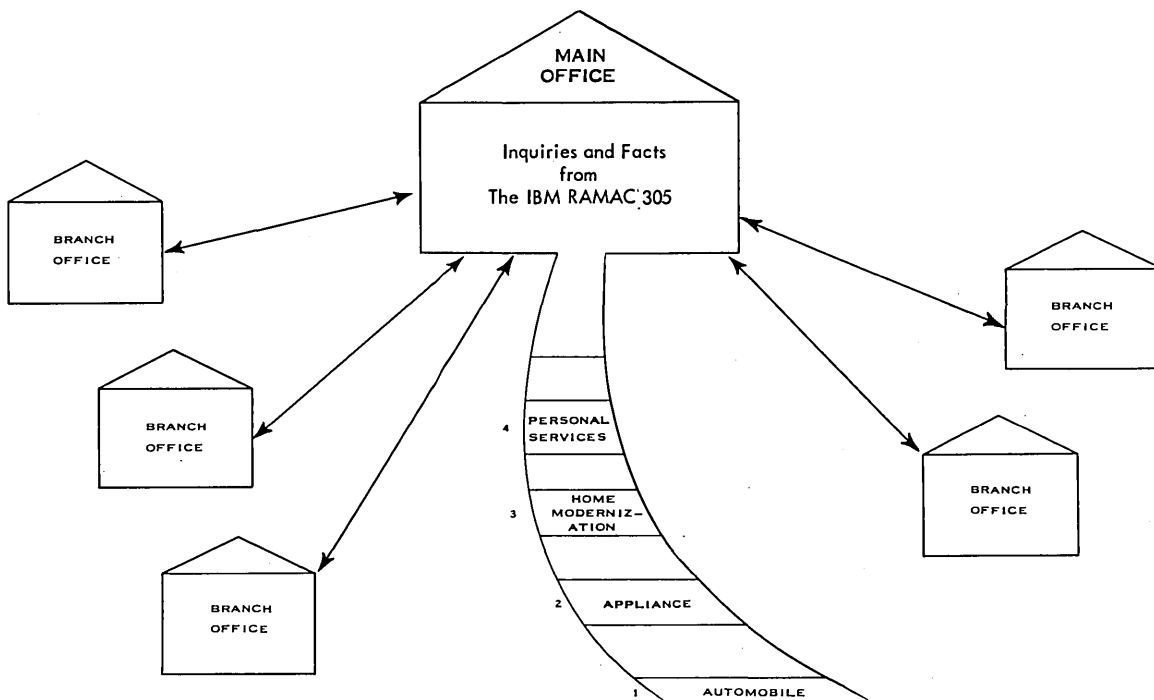
RAMAC 305 FOR INSTALLMENT LOAN ACCOUNTING

INTRODUCTION

Installment loans in today's banking organization are generally classified as (1) automobile, (2) appliance, (3) home modernization, and (4) personal services, such as dental and medical.

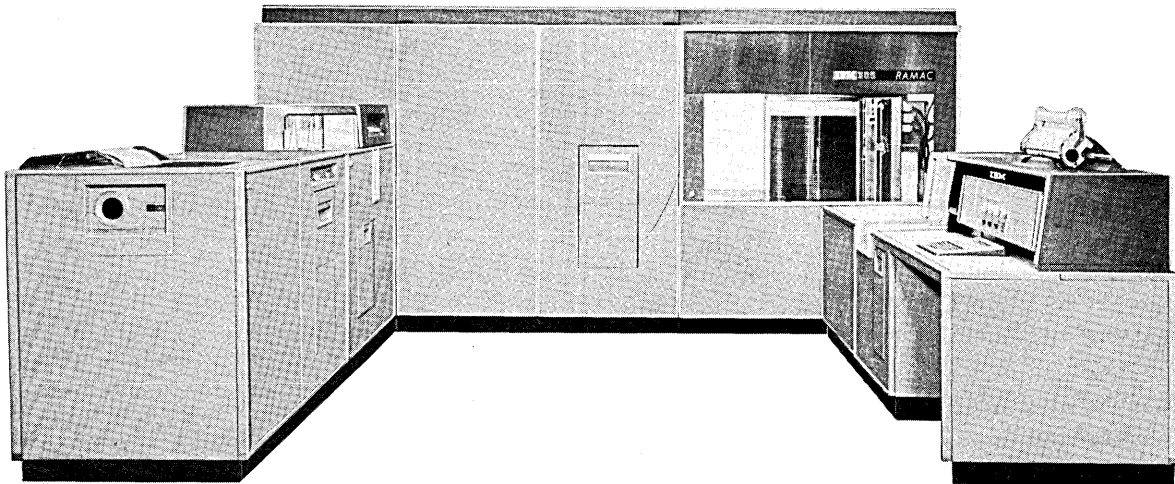
For purposes of illustrating a 305 RAMAC approach to installment loans, a medium-size commercial bank will be assumed. This institution might maintain a main office and a number of branches. Its loan applicants could process their loan requests through dealers, or seek loans direct through either the main office or its branches.

To assist in determining process times by means of disk storage, a volume of 25,000 installment loan accounts has been shown. It should be mentioned, however, that RAMAC could store and process a considerably larger record system.



WHY RAMAC ?

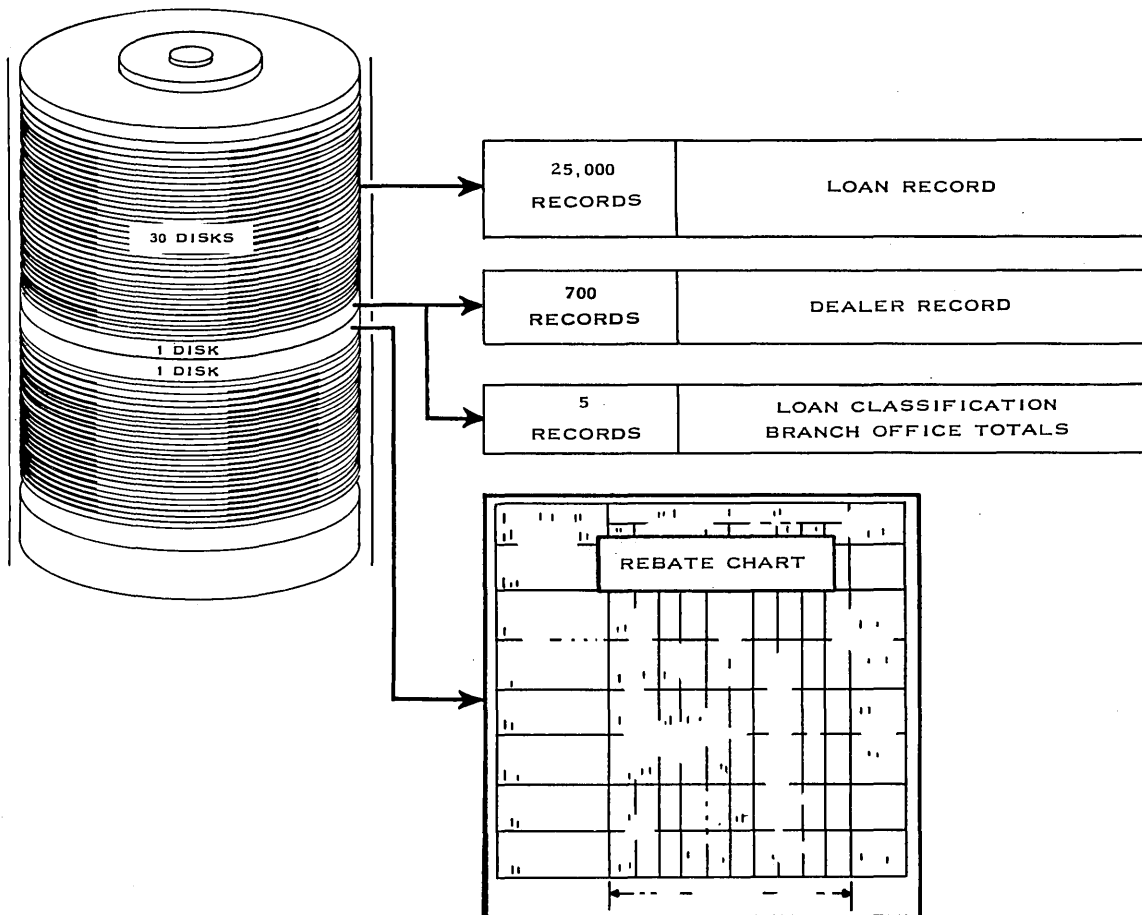
Although the bank under study has had a punched card installation over the years, its executives felt they could further streamline their installment loan area by obtaining a 305 RAMAC. Among the features that particularly appealed to them were speed, accuracy, and economy, coupled with the advantages of instant and continual accessibility of up-to-the-minute records. The 305 possessed an entirely new machine accounting concept - the opportunity of updating a number of records at one time in a single pass of a card. In addition, the possibility of printing on-line while simultaneously updating record data was a prime consideration, for it now became possible to reduce to the minimum the necessity for off-line card handling. Another reason for interest in RAMAC was the need to concentrate on equipment which could permit future expansion of the application area without entailing undue additional labor and machine costs.



IBM RAMAC 305

DISK ORGANIZATION AND TRACK LAYOUTS

The RAMAC used as an illustration might have a single 50-disk storage file containing fifty thousand 100-character records. Twenty-five thousand 100-character loan records would be loaded into the first 25 disks. An additional five disks are reserved for expansion. Two more disks hold seven hundred 100-character dealer records, five 100-character Loan Classification Branch Office records, and a Rebate Chart containing percentage calculations. Thus, 32 disks are put to use; the remaining 18 "open" disks may be used on other applications.



The Loan record is densely packed to provide maximum data. It includes several interesting features:

1. Original discount amounts are subdivided into Bank Retention, Dealer Reserve, and Special Reserve.
2. Current monthly Rebate amounts are also subdivided into Bank Retention, Dealer Reserve, and Special Reserve. This information may be inquired into by a remote inquiry station located on the banking floor. A borrower who wishes to pay off his loan in advance may be immediately told what is his net payoff amount. This data also permits the bank to close out the loan with a minimum of effort.
3. The number of delinquency notices mailed to the borrower, the number of times the account has been placed in collection, and all unpaid late charges are shown.
4. The account number contains eight digits which identify not only the loan serial number but also the branch office, type loan, and due date.
5. Interest rate and loan term are shown.
6. Dealer who discounted the note is provided.
7. Number of payments made, and month and day paid through, become available.

Account No.		Dir. No.	Rate Code	Date Open	Original Amount Note	Term	Regular Monthly Payment	Date last Trans.	Present Balance	Payments Made	Extensions	Date Paid Thru
BRANCH TYPE LOAN	Serial No.											
00	00	00	00	00	00	00	00	00	00	00	00	00

Unpd. Late Chgs.	LATE NOTICES SENT	TIMES IN COLLECT	Short Name	Original Discount			Current Rebate			Net Payoff
				Bank Retent.	Dir. Res.	Spec. Res.	Bank Retent.	Dir. Res.	Spec. Res.	
00	123	00		00	00	00	00	00	00	00

The Dealer record also provides unusual data:

1. The type of dealer (e.g. , FHA modernization, etc.).
2. Number and amount of loans outstanding for each dealer.
3. Dealer percentages necessary to calculate dealer reserve amounts.
4. Instant accumulation of Dealer Reserves.

00	0	1	2	3	4
Type Dir.	Dir. No.	Name		Street	
0	0	0	0	0	0

	5	6	7	8	9	0
City and State	Outstanding		Dealer Reserve	Dealer Plan		Address
	No. Accts.	Amount		5%	6%	
				0102	0306	30001
				Per annum		to 30900
	0	0	0	0	0	0

Outstanding loan data is summarized on five Loan Classification records, each containing summary totals for the main office and its branches. The record layout shown below for Personal Loans is also used for Appliance, Auto-New, Auto-Used, and Home Modernization.

T Y P E	Grand Totals		Main Office		Branch Office 1	
	No.	Amt.	No.	Amt.	No.	Amt.

Branch Office 2		Branch Office 3		Branch Office 4		Branch Office 5		3 00 00 3 00 04
No.	Amt.	No.	Amt.	No.	Amt.	No.	Amt.	

CALCULATION OF REBATES

Current rebate amounts for each loan record are calculated within RAMAC at the end of each month through use of the stored Rebate Chart. By reference to the original date and term of the note, the number of months remaining until maturity is readily calculated on the RAMAC. The number of months to maturity and the original term then provide a percentage which is applied to the original discount amounts. If, at time of a month's updating period, a twelve-month loan has four more months before maturity, RAMAC will search along the twelve-month sector in address 31012 to the fourth field and pick out 11%. This percentage figure is multiplied by the original Bank Retention, by the Dealer Reserve, and by the Special Reserve amounts to arrive at current Bank Retention, Dealer Reserve and Special Reserve.

Computations appearing on the Rebate Chart were arrived at by means of the 78ths formula.

$$\frac{(M^2 + M)D}{(T^2 + T)} = R$$

where M = unmatured term

T = loan term

D = discount amount

(i. e. , Bank Retention, Dealer Reserve,
Special Reserve)

Determining rebate amounts through use of stored percentage tables, as a substitute for the above formula, reduces RAMAC process time by a substantial margin.

Original Term of Note	Number of Months Before Loan Maturity Date																								Direct Address																									
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24		UP TO 60																								
6 Month	0	3	1	1	2	5	4	4	6	9																	3 10 06																							
7 Month	0	2	0	8	1	8	3	3	5	1	7	3															3,10,071																							
8 Month	0	2	0	6	1	4	2	5	3	9	5	6	7	7	REBATE CHART																		3 10 08																	
9 Month	0	1	0	5	1	1	2	0	3	1	4	4	6	0	7	9													3,10,091																					
10 Month	0	1	0	4	0	9	1	6	2	5	3	6	4	9	6	4	8	1												3 10 10																				
11 Month	0	3	0	7	1	3	2	1	3	0	4	0	5	3	6	7	8	3												3,10,111																				
12 Month	0	3	0	6	1	1	7	2	5	3	4	4	5	6	6	9	8	4												3 10 12																				
13 Month	0	2	0	5	0	9	1	5	2	1	2	9	3	8	4	8	5	9	7	2	8	5									3,10,131																			
14 Month	0	2	0	5	0	8	1	3	1	8	2	5	3	3	4	1	5	1	6	2	7	3	8	6									3 10 14																	
15 Month	0	2	0	4	0	7	1	1	1	6	2	2	2	8	3	6	4	4	5	4	6	4	7	5	8	7									3,10,151															
16 Month	0	2	0	4	0	6	1	0	1	4	1	9	2	5	3	2	3	9	4	7	5	6	6	7	7	8	8									3 10 16														
17 Month	0	1	0	3	0	6	0	9	1	2	1	7	2	2	2	8	3	5	4	2	5	0	5	8	6	8	7	8	8	9									3,10,171											
18 Month	0	1	0	3	0	5	0	8	1	1	1	5	2	0	2	5	3	1	3	7	4	4	5	2	6	0	6	9	7	9	8	9									3 10 18									
19 Month	0	1	0	2	0	4	0	7	1	0	1	4	1	8	2	2	2	8	3	4	4	0	4	7	5	4	6	2	7	1	8	0	9	0									3,10,191							
20 Month	0	1	0	2	0	4	0	6	0	9	1	2	1	6	2	0	2	5	3	0	3	6	4	2	4	9	5	6	6	4	7	2	8	1	9	0									3 10 20					
21 Month	0	2	0	4	0	6	0	8	1	1	1	5	1	8	2	3	2	7	3	3	3	8	4	4	5	1	5	8	6	6	7	3	8	2	9	1									3,10,211					
22 Month	0	2	0	3	0	5	0	7	1	0	1	3	1	7	2	1	2	5	3	0	3	5	4	1	4	6	5	3	6	0	6	7	7	5	8	3	9	1									3 10 22			
23 Month	0	2	0	3	0	5	0	7	0	9	1	2	1	5	1	9	2	3	2	7	3	2	3	7	4	3	4	8	5	5	6	1	6	8	7	6	8	3	9	1									3,10,231	
24 Month	0	2	0	3	0	4	0	6	0	9	1	1	4	1	7	2	1	2	5	2	9	3	4	3	9	4	4	5	0	5	6	6	3	6	9	7	7	8	4	9	2									3 10 24
Up to 60 Months																																																		

← Rebate Percentages →

METHOD OF ADDRESSING

The method of addressing the 8-digit account number is a simple one.

<u>Branch</u>	<u>Type</u>	<u>Serial No.</u>	<u>Due</u>
X	X	XXXXX	X

For purposes of this illustration, account serial numbers range from 30,000 to 60,000. To locate loan records which are stored among the first 30 disks of the file, a constant 30,000 must be subtracted from each five-digit serial number.

Through use of an interesting numbering scheme, it is practically impossible for the same serial number to identify a new account again over the course of several years.

As an illustration, the serial number 44567
upon being subtracted by 30000
becomes 14567 for purpose of RAMAC storage.

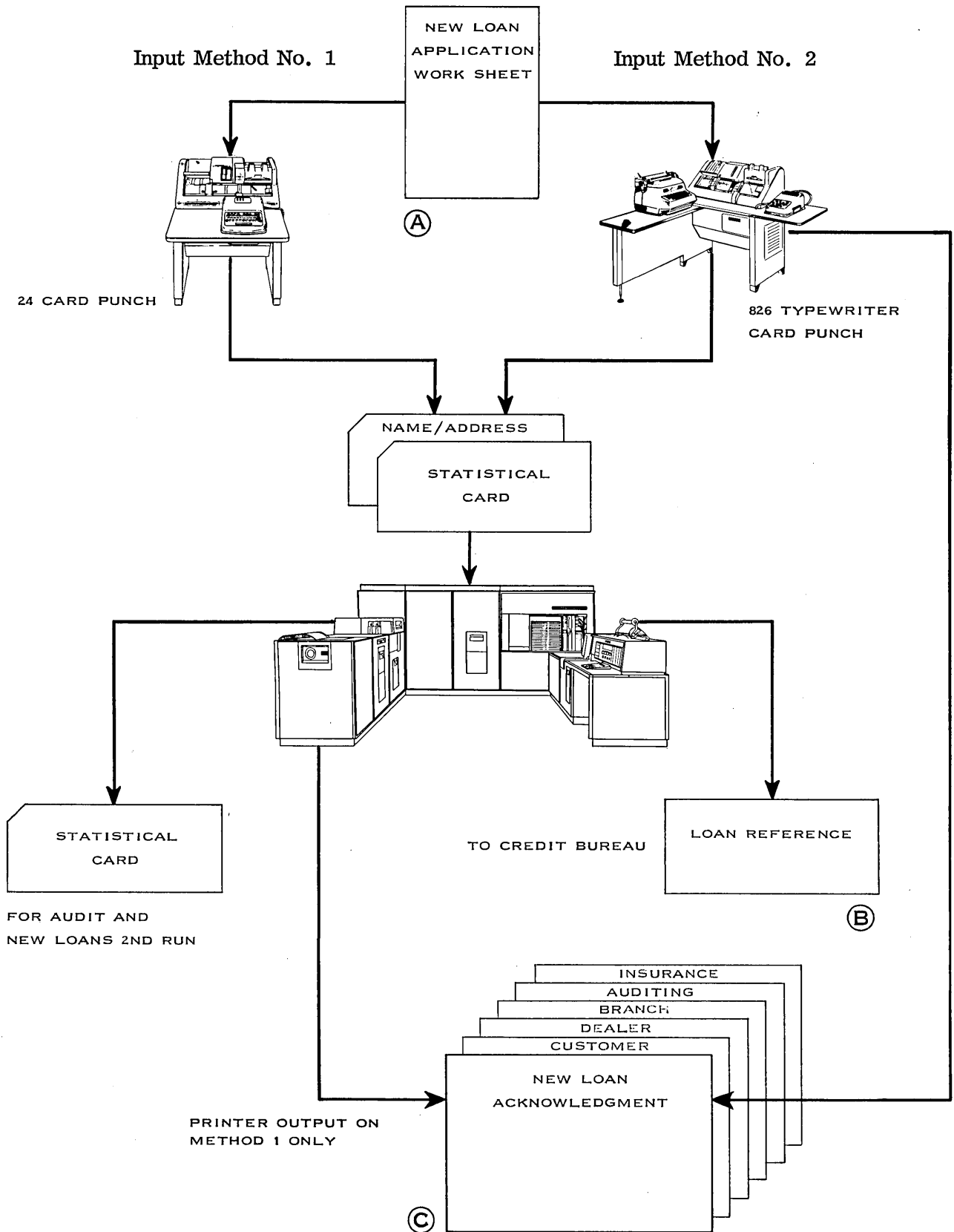
When it becomes necessary to use 14567 over again, an identity D4567 is used; a third time around it becomes M4567. Since the RAMAC address register accepts only numerical data, the serial numbers D4567 or M4567 are always stored in location 14567.

PROGRAMMED ROUTINES

This application is programmed in approximately 450 steps, subdivided into these routines:

<u>Title</u>	<u>Printed Output</u>	<u>Number of Steps</u>
(1) New Loans	First Run New Loan Acknowledgment Loan Reference Card Second Run New Loan Journal Coupon Payment Book	{ 200
(2) Payments and Adjustments	Installment Loan Journal	180
(3) Delinquency Notice Procedure	First Notice Second Notice Third and Final Notice	40
(4) Dealer Delinquency	Dealer Delinquency Report	{ 30
(5) Closed Loans	Closed Account Report	}

NEW LOANS — 1st Run



RAMAC is programmed to

1. Place input Name/Address and Statistical card data on drum tracks. (The Statistical card contains data on account number, special handling, dealer code, rate code, date open, term, amount financed, special reserve code, discount and monthly payment.)
2. Seek Loan record on disk. Address open?
3. Seek and bring down Dealer record to drum.
4. Search Dealer Plan area on Dealer record for same rate code as appears on input card (i.e. - 6%).
5. Calculate Dealer Reserve amount (i.e. - 2% per annum).
6. Calculate Bank Retention amount as difference between interest rate and Dealer percent (i.e. - 6% less 2% equals 4%).
7. Calculate Special Reserve amounts by reference to Special Reserve code on input.
8. Add Bank Retention, Dealer Reserve, and Special Reserve to determine total original discount.
9. Add discount total to Amount Financed to arrive at Amount of Note.
10. Verify Amount of Note by multiplying monthly payment by number of payments.
11. Update Loan record with above calculations and store on disk.
12. Update Dealer record by increasing Outstanding loan amount and Dealer Reserve amount and store on disk.
13. Seek Outstanding Loan Class/Branch Office total record, update, and return to file.

NEW LOAN APPLICATION SHEET

NAME AND ADDRESS		PHONE	DAY DUE	ACCOUNT NUMBER
EMPLOYER NAME AND ADDRESS		PHONE	DATE OF CONTRACT	
			PAYMENTS NO. AMOUNT	
OCCUPATION	AGE	DEALER AND NO.		
ARTICLE MAKE AND MODEL		YR	N OR U	SERIAL NUMBER
UNPAID CASH BAL.	INTEREST CHGS	INSURANCE	MISC.	AMOUNT OF NOTE
DEALER RES.		SPEC. RES.	CO-MAKER-COLLATERAL	
INS. COMP.		\$	DEDUCT. COLL.	F. B. T. C. A. C. TOW
CAR INS. TERM.	SAFE TRAVEL	SYMBOL	TERR.	
BANK DEALER MEMO				
CASH PRICE				
DOWN PAYMENT				
UNPAID CASH BALANCE				
TERRITORIAL DIFF.				
OTHER				
AMOUNT FINANCED				
FINANCE CHARGE				
DUE PURCHASER				
AMOUNT OF CONTRACT				
DEDUCT TOTAL CHARGES				
ADVANCE TO DEALER				
HOLD BACK				
OTHER DEDUCTIONS				
AMOUNT OF CHECK				
BANK AICC MEMO				
DUE BANK				
DUE DEALER				
DUE PURCHASER				
DUE AICC				
TOTAL				
TERR. DIFF. CHART NO.				
RATE				
TRUCKS LOCAL <input type="checkbox"/>	INTERMEDIATE <input type="checkbox"/>	LONG DIS.		
ORIGINAL CASH SELLING PRICE NEW \$				

ANY COUNTY TRUST COMPANY	
NEW LOAN REFERENCE CARD	
NAME	F. LINCOLN SMITH
ADDRESS	SALEM RD. SUTTON, PENNA.
	00-AB123-5
TERMS	300 \$ 38.89 \$ 1,166.70
W. of H.	
A	P CS FHA HI REJECTED
RATING	A F S Y
REMARKS	

(B)

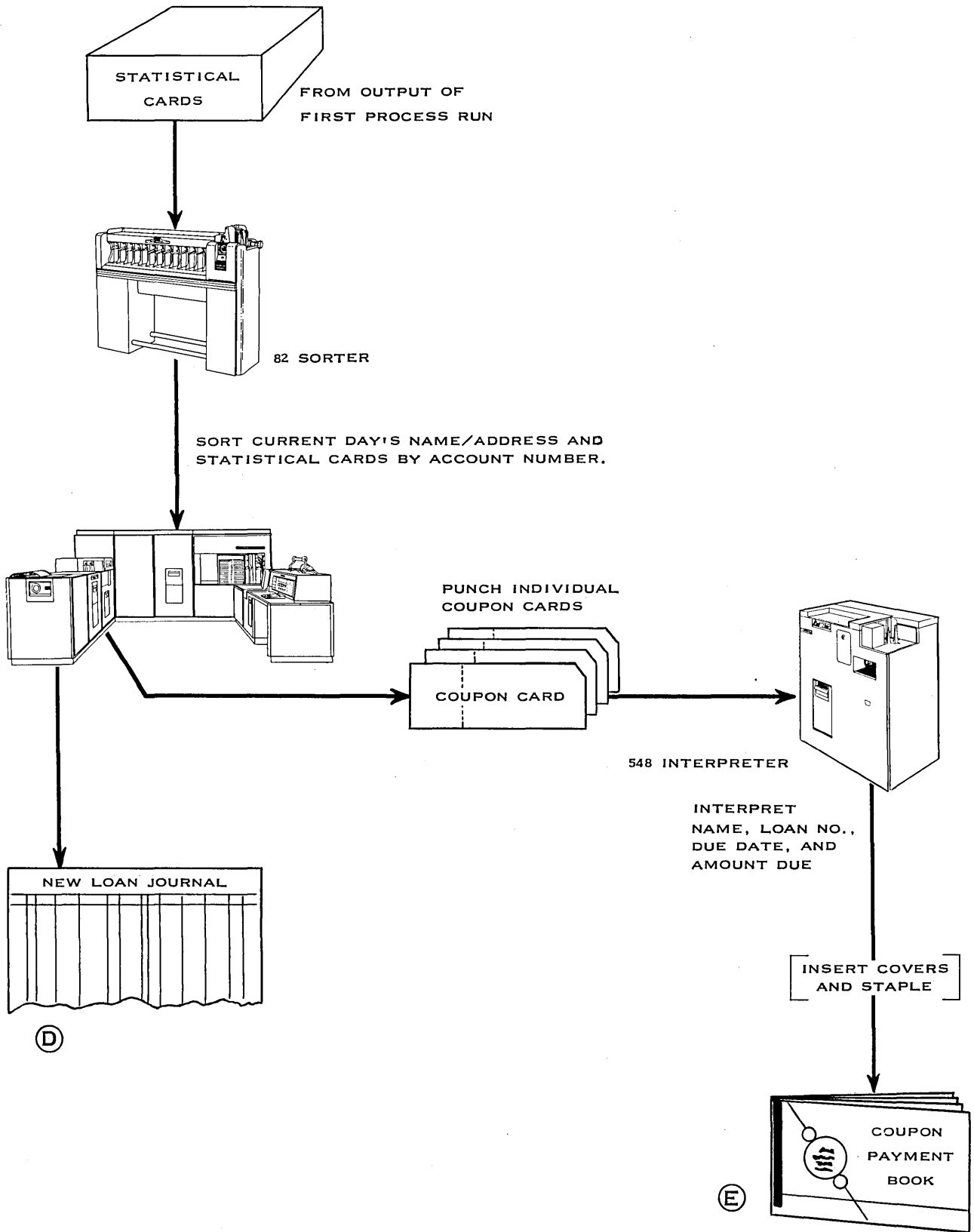
ANY COUNTY TRUST COMPANY
NEW LOAN ACKNOWLEDGMENT
ANY CITY, ANY STATE

ACCOUNT NO.	CUSTOMER'S NAME AND ADDRESS	DATE																																																			
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>DEALER NUMBER</th> <th>CODING</th> <th>MONTH PRIOR 1ST PAY. MO. YR</th> <th>AMOUNT NOTE</th> <th>MO. PAYMENTS</th> <th>PAYMENT AMOUNT</th> <th>DATE DISCT. MO. DAY</th> <th>TOTAL DISCOUNT</th> <th>BANK RET.</th> <th>DEALER RESERVE</th> <th>SPEC. RES.</th> <th>AMOUNT FINANCED</th> <th>N=NEW L=USED 0=OLD</th> </tr> </thead> <tbody> <tr> <td colspan="3">MAKE - MODEL - YEAR</td> <td>MOTOR NO.</td> <td>SERIAL NO.</td> <td>INS. TERM</td> <td>PKG. TERM</td> <td>CASH SELLING PRICE</td> <td>INS. CLASSIF.</td> <td>RATE TABLE</td> <td>AGE</td> <td></td> <td></td> </tr> <tr> <td colspan="5">HUSBAND'S OR WIFE'S NAME</td> <td colspan="8">OCCUPATION-TYPE AND PLACE</td> </tr> <tr> <td colspan="10">CO-MAKERS NAME AND ADDRESS</td> <td>SECURED</td> <td>UNSECURED</td> </tr> </tbody> </table>			DEALER NUMBER	CODING	MONTH PRIOR 1ST PAY. MO. YR	AMOUNT NOTE	MO. PAYMENTS	PAYMENT AMOUNT	DATE DISCT. MO. DAY	TOTAL DISCOUNT	BANK RET.	DEALER RESERVE	SPEC. RES.	AMOUNT FINANCED	N=NEW L=USED 0=OLD	MAKE - MODEL - YEAR			MOTOR NO.	SERIAL NO.	INS. TERM	PKG. TERM	CASH SELLING PRICE	INS. CLASSIF.	RATE TABLE	AGE			HUSBAND'S OR WIFE'S NAME					OCCUPATION-TYPE AND PLACE								CO-MAKERS NAME AND ADDRESS										SECURED	UNSECURED
DEALER NUMBER	CODING	MONTH PRIOR 1ST PAY. MO. YR	AMOUNT NOTE	MO. PAYMENTS	PAYMENT AMOUNT	DATE DISCT. MO. DAY	TOTAL DISCOUNT	BANK RET.	DEALER RESERVE	SPEC. RES.	AMOUNT FINANCED	N=NEW L=USED 0=OLD																																									
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HUSBAND'S OR WIFE'S NAME					OCCUPATION-TYPE AND PLACE																																																
CO-MAKERS NAME AND ADDRESS										SECURED	UNSECURED																																										

(A)

(C)

NEW LOANS — 2nd Run



RAMAC is programmed to:

1. Seek Loan record.
2. Print a New Loan Journal.
3. While performing the above, RAMAC analyzes "Term" and punches out a coupon card for each month's payments (e.g. - a 24-month term means that the "305" punches 24 individual cards for the Coupon Book).

ANY COUNTY TRUST COMPANY													
NEW LOAN JOURNAL													
DATE	ACCOUNT NUMBER	DEALER	DATE OPEN	AMOUNT NOTE	NO. PAYS	PAYMENT AMOUNT	DATE DISC.	TOTAL DISCOUNT	BANK RETENT.	DEALER RESERVE	SPEC. RES.	AMOUNT FINANCED	AGE

(D)

	JOHN Q BORROWER PAYMENT NUMBER <u>2</u> LOAN NUMBER <u>91_F0751_1</u> MONTH <u>10</u> DAY <u>5</u> YEAR <u>58</u> DUE ON OR BEFORE AMOUNT DUE <u>4 305</u>
	ANY COUNTY TRUST COMPANY Any City, Any State Name _____ Address _____ DO NOT FOLD, STAPLE, OR MUTILATE
FOR BANK'S USE ONLY Payment _____ Overdue Charge _____ Part Pay _____ Payoff _____ Total Received _____	

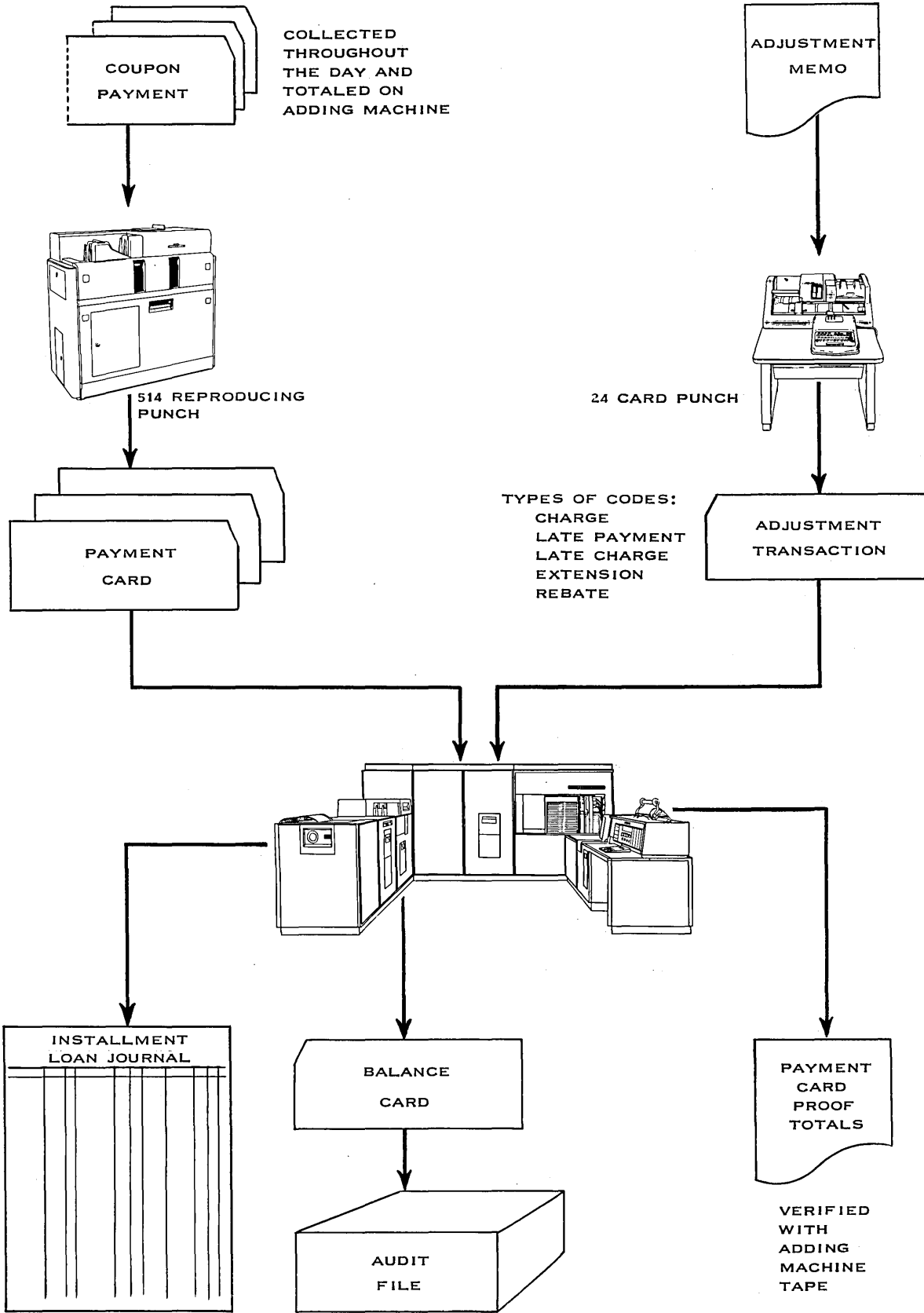
JOHN Q BORROWER PAYMENT NUMBER <u>1</u> LOAN NUMBER <u>91_F0751_1</u> MONTH <u>1</u> DAY <u>5</u> YEAR <u>59</u> DUE ON OR BEFORE AMOUNT DUE <u>4 305</u>	Payments on Your INSTALMENT LOAN ACCOUNT may be made at any of our 18 OFFICES ANY COUNTY TRUST COMPANY The Sign of Convenient Banking MAIL PAYMENTS SHOULD BE SENT TO 010 SOMETHING AVENUE
--	---

(E)

PAYMENTS

and

ADJUSTMENTS



ⓕ

RAMAC operates on these record areas:

1. Loan Record

- a. Subtract regular Monthly Pay Amount from actual Pay Amount to determine partial or overpayments. (For purposes of illustration, partial payment is considered less than 95% of the regular amount.)
- b. Subtract Payment from Balance.

- c. Post to Payments made (in tenths). Use decimals if partial payments. Add whole number position to base month if full monthly payment.
- d. Post Month and Year paid through.

2. Dealer Record

Subtract Payment from Outstanding Amount.

3. Loan Classifications/Branch Office Record

Subtract Payment from one of five classifications.

INSTALLMENT LOAN JOURNAL ANY COUNTY TRUST COMPANY ANY CITY, ANY STATE												
										* TRANSACTION CODES		
										5 - PAYMENT	8 - LATE CHARGE	
										5 - CHARGE	7 - EXTENSION	
										6 - LATE PAYMENT	8 - REBATE	
Date	ACCOUNT NUMBER	NAME	LAST TX	LAST BALANCE	TX DATE	TX *	BAT.	TX AMOUNT *	CURRENT BALANCE	LATE CHARGES DUE	PAYS MADE	PAID THRU
	15-E0185-1	FITZGI	7/24	215.32	7/24	5	02	15.38	199.94	.	5.0	9/8
	15-51396-1	PALERM	7/24	151.06	7/24	5	02	11.62	139.44	.58	6.0	9/8
	63-57465-1	WETTEL	7/24	.00	7/24	8	08	73.55	73.55	.00	31.4	1/0
	41-58216-1	BOLDUC	7/24	135.50	7/24	5	01	28.50	107.00	3.18	11.0	9/8
	61-58305-1	STEVEN	7/24	.00	7/24	5	00	.70-	.70	.66	11.9	6/8
	71-58731-1	WORNHA	7/24	.00	7/24	5	01	71.00	71.00-	.00	13.0	9/8
	81-58894-1	BISSEL	7/24	298.41	7/24	5	13	99.47	198.94	.00	13.0	9/8
	61-59102-1	PLINPT	7/24	.00	7/24	5	03	46.40	46.40-	2.50	12.8	8/8
	61-59316-1	BENNET	7/24	.00	7/24	8	08	6.67	6.67-	.00	12.1	8/8
	83-60313-1	GAUTHI	7/24	922.88	7/24	5	13	65.92	856.96	.00	11.0	9/8
	51-60322-1	BERTHI	7/24	296.94	7/24	5	12	21.21	275.73	.00	11.0	9/8
	12-C0130-2	MINGOL	7/24	15,975.00	7/24	5	04	1175.00	14,800.00	.	4.0	9/8
	11-30433-2	BARTOL	7/24	.00	7/24	5	09	69.66	69.66-	1.74	8.0	10/8
	41-C0623-2	HENDRI	7/24	53.00	7/24	5	05	53.00	.00	.	3.0	9/8C
	11-C0828-2	GQDBOU	7/24	257.55	7/24	5	01	15.15	242.40	.76	2.0	8/8
	12-C0833-2	MINGOL	7/24	18,000.00	7/24	5	04	1000.00	17,000.00	.	4.0	9/8
	71-30870-2	ALBERT	7/24	341.46	7/24	5	10	24.39	317.07	2.44	5.0	8/8

(F)

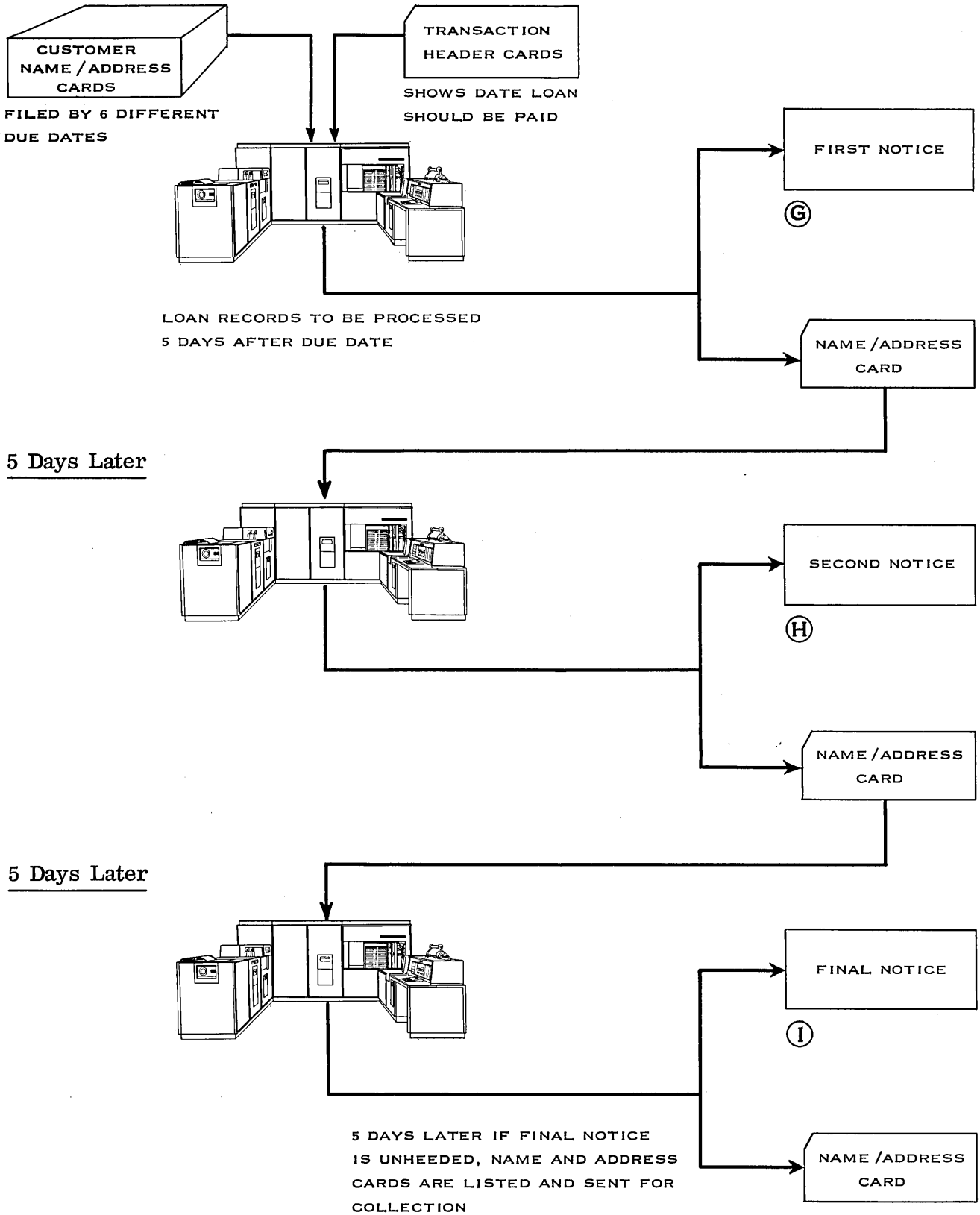
Illustration of Partial Payment Procedure:

To pay off a \$200 loan in 10 monthly payments of \$20 per month. -

Month Paid	Regular Payment Due	Actual Pay	On Disk Record		
			Present Balance	Pays Made	Paid Thru
3/58			\$200.		
4/58	\$20.	\$20.	180.	1.0	4/58
5/58	20.	20.	160.	2.0	5/58
6/58	20.	10.	150.	2.5	5/58
7/58	20.	15.	135.	3.3	6/58
8/58	20.	15.	120.	4.0	7/58
9/58	20.	20.	100.	5.0	8/58

[Formula: $\text{Actual} \div \text{Regular Payment Due} = \text{Pays Made}$]

DELINQUENCY NOTICE PROCEDURE



First Notice

Did You Forget?

Just a reminder that according to our records your account is not in an up-to-date status. Your correct payment amount was due several days ago. Please make your payment at once. By so doing you avoid possible late charges. Protect your credit reputation. It is a valuable asset.

ANY COUNTY TRUST COMPANY
ANY CITY . ANY STATE

F. LINCOLN SMITH 00-AB123-5
SALEM RD.
SUTTON, PENNA.

38.87
IF YOUR PAYMENT HAS ALREADY BEEN MADE DISREGARD THIS REMINDER.

Ⓒ

RAMAC is programmed to:

1. Search for Loan record.
2. Look at date Paid Thru.
3. If less than date on Transaction Header card, print First Notice.
4. Add a "1" to First Notice field.
5. Punch another Name/Address card.

Second Notice

SECOND NOTICE

Again your attention is called to the fact that your account is not in an up-to-date status. Only immediate payment of the proper amount will save you the additional expense of late charges.

The promptness of your payment record determines your credit reputation. Good credit is a valuable asset.

ANY COUNTY TRUST COMPANY
ANY CITY ANY STATE

F. LINCOLN SMITH 00-AB123-5
SALEM RD.
SUTTON, PENNA.

\$ 38.87	\$ 1.94	\$ 40.83
PAYMENT AMOUNT	LATE CHARGE	TOTAL DUE

Ⓓ

RAMAC is programmed to:

1. Search for Loan record.
2. Look at date Paid Thru.
3. If less than date on Transaction Header card, add "1" to Second Notice field.
4. Add 5% of payment amount (but not exceeding \$5) to Unpaid Late Charges Due.
5. Print Second Notice and punch Name/Address card.

Final Notice

DEMAND NOTICE 2413

Our records indicate that your installment account is considerably in arrears. As we have not heard from you in respect to our previous notices, you are advised that your account is being placed in the hands of our Collection Department. This action may be prevented only if the proper payment amount and the late charges as indicated are forwarded by return mail.

ANY COUNTY TRUST COMPANY
ANY CITY ANY STATE

F. LINCOLN SMITH 00-AB123-5
SALEM RD.
SUTTON, PENNA.

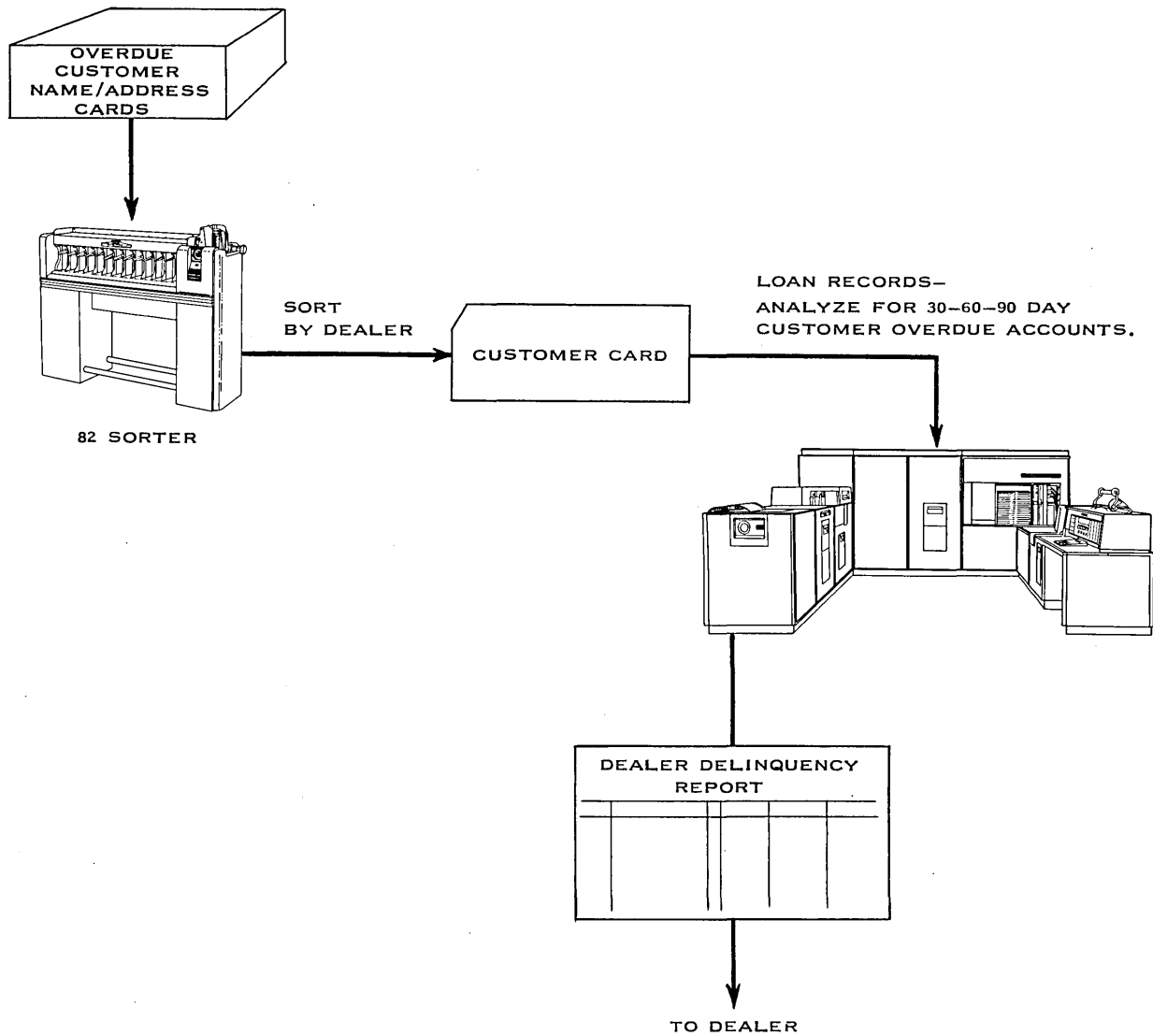
\$ 38.87	\$ 1.94	\$ 40.83
PAYMENT AMOUNT	LATE CHARGE	TOTAL DUE

Ⓔ

RAMAC is programmed to:

1. Search for Loan record.
2. Look at date Paid Thru.
3. Add "1" to Third Notice field.
4. Print Third Notice and punch Name/Address card.

DEALER DELINQUENCY REPORT — Prepared Monthly

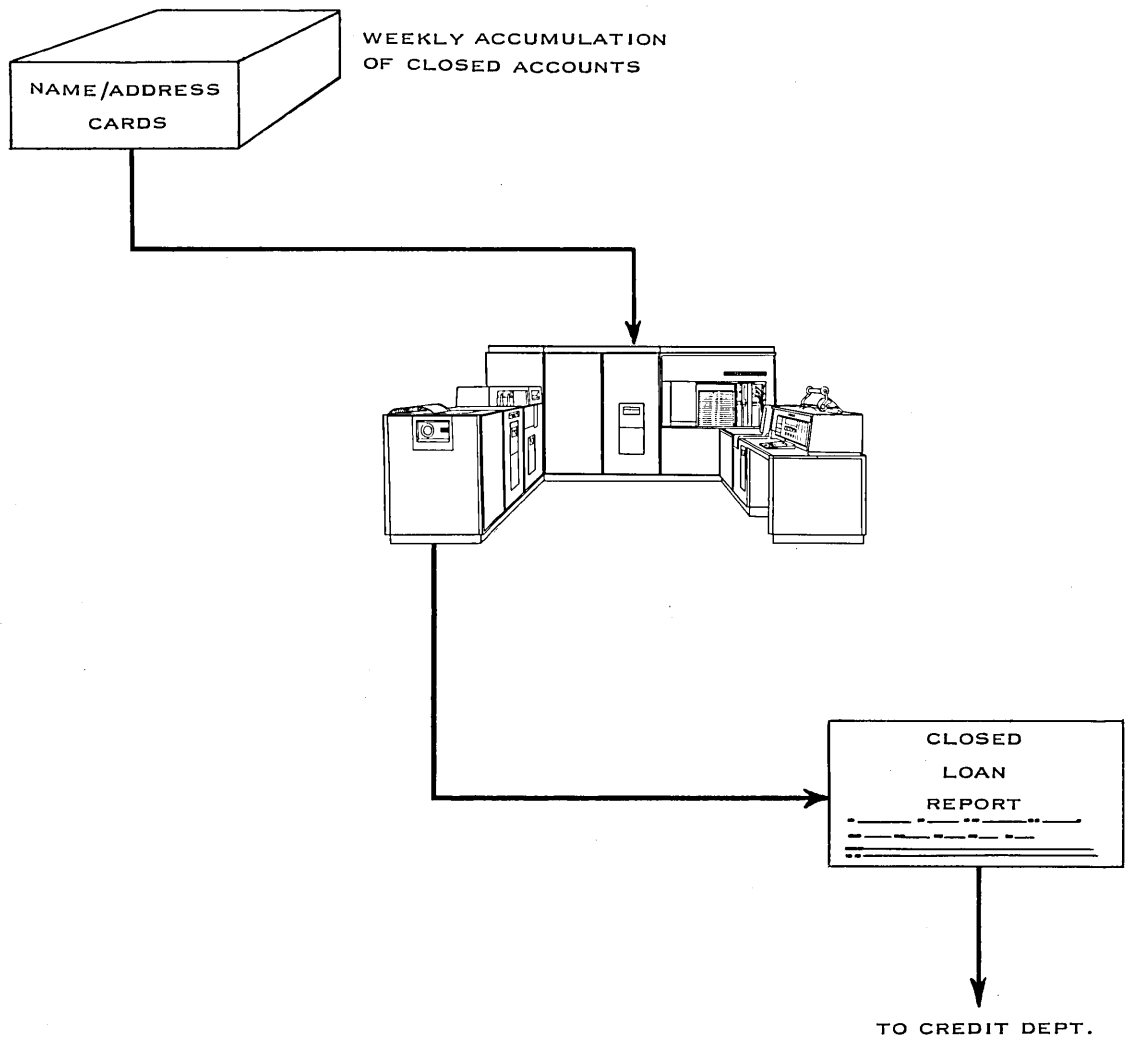


RAMAC performs the following:

1. Seeks Dealer record.
2. Seeks Customer record and analyzes Paid Thru for number months delinquent.
3. Prints delinquent customers on individual Dealer report sheets.

DEALER DELINQUENCY REPORT ANY COUNTY TRUST COMPANY					
01235	AVERAGE MOTORS 101 PONDFIELD STREET SUTTON, PENNA.	JUL 1958			
ACCOUNT NUMBER	NAME	MO. DEL.	AMOUNT DUE	BALANCE	DLR. NO.
12-30001-1	JOSEPH NORRIS 112 VALLEY ROAD SUTTON, PENNA.	3	70.02	70.02	010
12-33330-3	DAVID PARSONS 811 THORN STREET WORCESTER, PENNA.	1	37.65	1,993.10	010

CLOSED ACCOUNT REPORT — Prepared once a Week



RAMAC performs the following:

1. Seeks Loan record.
2. Verifies for zero balance.
3. Seeks Dealer record.
4. Decreases total number of accounts by "1".
5. Blanks out Loan record on disk file. (This sector address now available for a new loan).

CLOSED LOAN REPORT		CODE NO. 65
ANY COUNTY TRUST COMPANY		
NAME	F. LINCOLN SMITH	00-AB123-5
ADDRESS	SALEM RD. SUTTON, PENNA.	
TERMS	30a \$ 38.89	\$ 1,166.70
W. or H.		
A _____	P _____	CS _____
	FHA _____	HI _____
		REJECTED _____
RATING	A _____	F _____
	S _____	Y _____
REMARKS	_____	

FORM 3315		

TIMING OF THE JOB

Volumes and process times of the routines might be generally established as follows:

<u>Routine</u>	<u>Daily Input Volume</u>	<u>Approximate Process Time</u>
New Loans	140 cards	40 minutes
Payments	1300 cards	45 minutes
Customer Delinquency Notice Preparation:		
a. First Notice	4000 cards	1 hour
b. Second Notice	600 cards	20 minutes
c. Third and Final Notice	350 cards	10 minutes
Dealer Delinquency Report	2000 cards	70 minutes

PERIPHERAL EQUIPMENT

One of each of the following IBM machines might be required as peripheral equipment for all of the routines cited:

402 Accounting Machine

24 Card Punch

548 Interpreter

514 Reproducing Punch

82 Sorter

85 Collator

BENEFITS FROM THE RAMAC APPROACH

Many years of IBM punched card experience in the area of Installment Loans have provided definite advantages such as these:

1. Preparation of payment coupons.
2. Elimination of manual calculating, posting and other intermediate steps required for maintaining and controlling the accounting records.
3. Speedier preparation of accounting and analytical reports and statements.
4. Increased collection of late charges through better record-keeping and better administrative tools.

Now, however, the use of RAMAC in the illustration set forth here, furnishes an even more intriguing list of advantages:

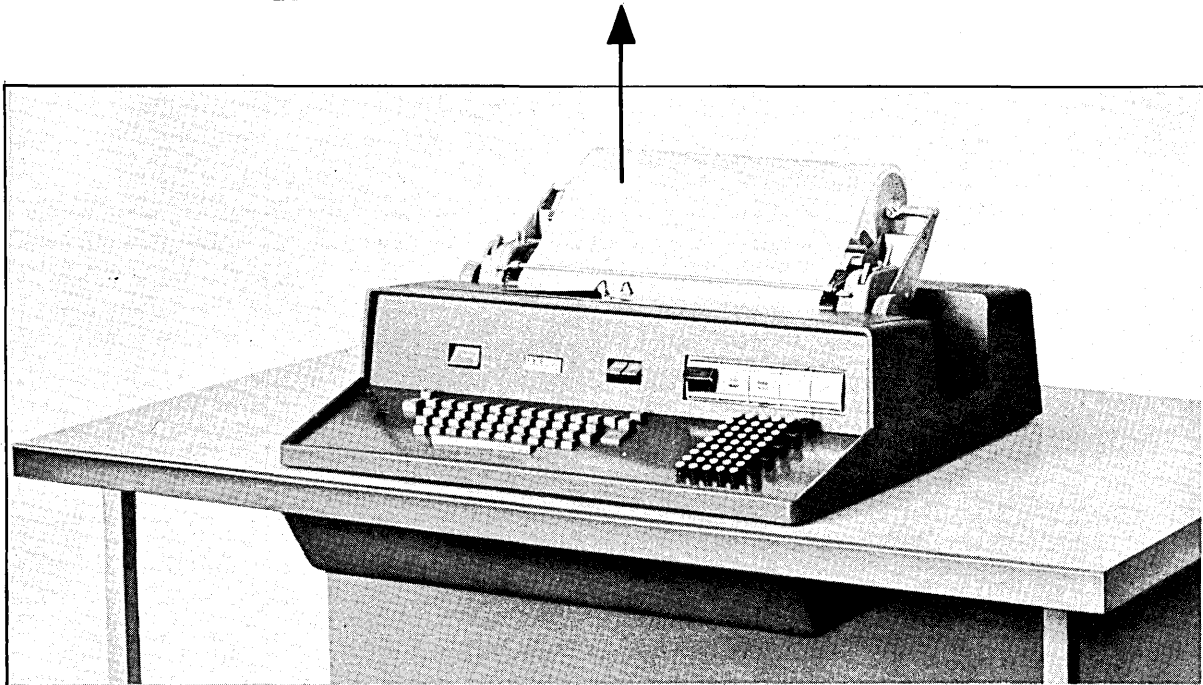
1. RAMAC makes it possible to add considerably more volume growth with minimum additional manpower and machine costs.
2. "Dealer Plan" percentages are available on disks to verify the calculation of discount amounts.
3. Card handling and use of peripheral equipment are lessened. An effective use of the on-line printer to speed up document preparation has been demonstrated.
4. Clerical operations have been reduced through the inherent features of random in-line processing.
5. Dealer Reports now become available with minimum strain and costs, and many of the accounting statements (such as Trial Balance) become by-products of the RAMAC procedure.
6. Signaling of customer delinquencies is automatic.
7. Marginal dealers become subject to instant review. The bank can now analyze a dealer's indirect liability with assurance that the most current picture is represented.
8. RAMAC takes over departmental detail in such areas as the Discount Section, New Loans, Loan Analysis, Rebate, Credit, and History Record Departments. This means that the department manager can not only concentrate on his more important policy decisions and projects, but can operate with a smaller staff.

9. A dealer can be immediately notified of the status of his delinquent accounts by reference to Dealer Delinquency Reports.
10. Any of the branch offices may telephone to the RAMAC Console Operator at the main office, requesting an immediate answer to the status of a customer account.
11. The former ledger card lookup was tedious and difficult. Now, loan and rebate inquiries are available through RAMAC at lightning speed.
12. Greater accuracy exists through use of internally programmed audit checks.
13. Rebate amounts, broken down into Bank Retention, Dealer Reserve, and Special Reserve, as well as late charges, are available for ready reference each month on every account. In this way, net payoff amounts can be quickly obtained for a customer waiting at the teller's window.

INQUIRY FROM BANKING FLOOR - REMOTE LOCATION

Rebate Information								
Acct. No.	Monthly Pay Amt.	Date Pd. thru	Bal. of Note	Current Rebate			Unpaid Late Chgs.	Net Payoff Amount
				Bank Ret.	Dlr. Res.	Spec. Res.		
12-33001-1	12.17	1/59	146.04	9.07	6.80	2.27	.62	128.52
			(A)	(B)	(C)	(D)	(E)	*

* Net Payoff Amount is A - (B + C + D) + E



305 RAMAC Inquiry Station

