

ONLINE

NOVEMBER 1967

DIGITAL EQUIPMENT CORPORATION

325 Attend Annual Meeting

Digital's Annual Stockholders' Meeting took place on October 31 in the Sheraton-Boston Hotel. It was attended by about 325 stockholders, members of the press, and brokerage representatives. Much of Digital's stock is held by DEC employees and their families who receive *ON LINE*. Because many of these people were not able to attend the Meeting, we are presenting the highlights of the morning in some detail.

The formal portion of the Annual Meeting was conducted by Ken Olsen. He introduced the President of A.R.D., the Directors, and the Operations Committee and then announced the election of Pete Kaufmann and Ted Johnson as Vice-Presidents.

Each item of business in the Proxy Statement went to vote and was approved as recommended. After this Mr. Olsen adjourned the formal meeting and announced DEC's first quarter earnings of 41¢ a share. This compares with the 1966 first quarter's 29¢. There was approximately a 40% increase in volume and profit. Following a discussion of the difficulties in predicting sales in the computer industry and the reasons for our reluctance to do this, he spoke of Digital's organization.

Mr. Olsen feels that our product line team organization has had a favorable impact on the growth of Digital. The three product groups are each represented by people who have a great deal of authority and autonomy in developing, building, and marketing their own products.

The head of each product group, along with the heads of DEC's Financial, Manufacturing, and Sales Organizations, form the Operations Committee. With the elections of Pete Kaufmann and Ted Johnson, all members of the Operations Committee are Vice-Presidents.

Mr. Olsen, with humor and candor, then told about the dream that the original DEC leaders had years ago... "the idea of building computers simply and inexpensively enough so that they could be used inside of other equipment." After meeting with DEC's Directors, in those first days, to tell them this, he recounted, "This idea was so strange to them that we never mentioned it again, but set about to do it anyway, and we can tell you that much of our dream has come true. Now it has become what at that time was just beyond peoples' comprehension. It is commonly accepted that computers do run equipment and take part in many of the activities of daily life and much of the equipment on which we are dependent. The idea of computers doing things other than computation was so strange that we decided not to call our computers 'computers.' The PDP stands for Programmed Data Processor. Some of the first sales we wanted to make were for applications that could be done no other way than with a computer, but the customer couldn't buy a computer because computers had to be used by the accounting departments. So, by calling them Programmed Data Processors, we were able to sell computers then and start an activity of which we feel we are now a very important part."

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New Vice-Presidents Elected by Directors



Ted Johnson



Pete Kaufmann

One of the highlights of the Annual Stockholders' Meeting was the announcement of the elections to Vice-President of Theodore G. Johnson and Peter J. Kaufmann. This announcement, made by President, Ken Olsen, came as a complete surprise to both Ted and Pete, who were seated in the audience. With the creation of these two new positions, all of Digital's six major groups are now headed by Vice-Presidents.

New Vice-President, Ted Johnson, heads a division - Sales - which he helped build since joining DEC in 1958 as a sales engineer. He holds the distinction of being our Company's first sales engineer, first employee to undertake an extended duty assignment overseas, and now our first Sales Vice-President. He organized the California sales region, opened the sales office in Germany, and was appointed General Sales Manager in 1965. The group which he now heads consists of five domestic and three foreign sales regions.

Born in Iron Mountain, Michigan, he is an electrical engineering graduate of The California Institute of Technology and a graduate of The Harvard Business School. Ted is married to the former Ruth Townsend of Sycamore, Illinois. With their two children, Justine Ann and Eric, they will be moving to Concord next month.

Peter Kaufmann, Vice-President for DEC's Manufacturing Operations, will continue to head the division, which includes computer and module production, purchasing, metal shops, and various other facilities.

He came to DEC in 1966 from Beckman Instruments, Inc. Richmond, California, where he was Manufacturing Manager of the Electronics Instruments Division. A native of New Rochelle, New York, he earned a B.E. at Johns Hopkins University and a M.S. in Industrial Management from MIT. He has taught graduate and undergraduate evening courses at The University of California, San Francisco State College, and The University of Bridgeport.

Pete, his wife, Helen, and their two children live in Sudbury.

Stockholders' Meeting

(Continued from Page 1)

The stockholders were then given a brief picture of the development of DEC's products beginning with our largest computer, the PDP-10. The first PDP-10 is to be delivered four weeks ahead of schedule. This is considered remarkable because almost all other manufacturers of time-sharing computers are behind schedule in meeting delivery dates. Mr. Olsen illustrated this by saying, "Because of the background of experience we have had in the machine before, and the software that works with it, when the local NASA organization put out the bid for a time-sharing system to be delivered one year from now, we were the only people in a position to bid. We feel this is an indication of our position in time-sharing."

As far as the PDP-9 is concerned, Mr. Olsen said, "We are making them as fast as we can." Moving the discussion to the PDP-8, he related, "These are the most fascinating of our computers because of the large quantities in which we make them and the unique position which they hold. Several years ago we came out with the PDP-5, for which we charged \$29,000 and we were ridiculed by several of our competitors. They saw no need for a computer that small and couldn't conceive of anybody making a profit selling them for only \$29,000. After we sold a number, indeed, each of our competitors had to match it. It is rather fun to brag about the success of one's strategy afterwards. We, at the same time, designed our PDP-8, so when each of the competitors came out with their match for the PDP-5, we were already a step ahead of them. This machine has been very popular and, by itself, has opened dramatic new markets; controlling drafting machines, testing blood, controlling scientific instruments like X-ray diffractometers, controlling laboratory experiments, doing work in physics, medicine, biology, and many other things which the customers won't even tell us about!"

Then Mr. Olsen unveiled the PDP-8/I (featured in October's ON LINE). To give a feeling for the scope of the project, he emphasized the development of expensive specialized machinery to test its integrated circuits, to make and test its module boards, and to wire it automatically.

A question period followed. Quite a few of the questions directed to Mr. Olsen reflected the interest of the financial community in our keeping our competitive position. Two of the most interesting stockholder questions follow:

Question: "You increased sales last year 72%, approximately. You increased your inventories only 30%, approximately. This, to me, is rather a remarkable achievement. It makes stockholders not so worried because we aren't so afraid that you'll be caught with obsolete merchandise and that we will have to suffer write downs at some future date. But the big question I'd like to ask you is, do you visualize this trend continuing of increasing sales with inventory increasing at a decreasing rate relative to the sales. And second of all,

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"LINC WITH TOMORROW"

Viewers across the country had a chance to see our LINC-8 computer in action on a National Educational Television Spectrum Show. Dave Prowitt, NET Science Editor, visits the University of Wisconsin Medical Center Clinic to talk with Dr. Warner V. Slack about the use of digital computers in clinical practice. Dr. Slack points out that there are more people in our country wanting more medical attention than ever before and concurrently, a growing shortage of doctors to provide it. This creates human traffic jams in hospitals and, especially, in clinics. He feels that our LINC computer can become "an exciting new weapon to attack this problem."

What LINC Does For the Doctor

LINC has been programmed to take the medical history of patients in the clinic. The patient sits at LINC. LINC lights up a greeting in English on the screen, then teaches the patient how to operate it. When he has learned, LINC says "Good for you. Press the go bar to proceed." Each question, when answered, triggers an appropriate conversational response on the part of LINC. Dr. Slack shows that LINC has been programmed to have a sense of humor and a feeling of humanity.

Q. Are you a heavy smoker?

A. Yes.

Q. I'm sorry to hear that, why not cut down?

This particular response is followed by questions which define, for the physician, the extent of impact that heavy smoking may have had on the patient's health. When these questions are finished, LINC moves to the next question category. If the patient had answered "no" to smoking in the first place, he would not have answered further questions dealing with smoking, but would have gone immediately to the next category. LINC goes at the patient's speed asking each question as he indicates he is ready.

Dr. Slack points out that LINC enables people to deal with personal material with much less anxiety than in talking with a human being. People tell it things that they really don't like to talk about.

In the second phase of the checkup, LINC interviews the doctor directly about his findings in the physical examination. The doctor takes each question in turn, typing his observations into LINC by means of the Teletype. Based on the answer, LINC asks the next appropriate question, receives the answer, and so forth.

Moving to the laboratory, we see LINC in the third phase of its contribution to the checkup. Dr. Phillip Hicks is interviewed and tells of LINC's help in collecting information from such machines as the blood auto-analyzer, a ma-

chine that performs the many tests on the blood which have been conducted traditionally by laboratory technicians. A complete sequential blood analysis for 30 patients' blood can be done each hour. Human technicians could never match this work either in quality or quantity.

LINC receives and stores all of the data taken during the three phases of the examination. About 100 complete records of this type are held on each LINC tape reel. Accurate printed summaries for these can be generated easily by the Teletype. There is less wasted time in recording, less wasted space in storing, and less opportunity for error. Many statistical calculations may be performed on these sets of information to compare their significance to one another.

LINC's Horizon

Several interesting applications await LINC. In addition to its use in the fields of allergy and obstetrics, it might be used in the psychiatric interview. Although, traditionally, the psychiatrist has used himself as a variable in this type of interview and finds the reaction of the patient to his own personality a useful tool for analysis, there are advantages to using LINC. By eliminating interviewer bias, the clinical record of the patient may be more readily compared with others. This would help serve the research needs in this important medical area.

One very promising application is the use of LINC to monitor the post operative patient's progress during the recovery period. Doctors foresee the day when each patient will be attended by the computer so that any change in his condition will become immediately known by the staff.

The future certainly looks bright for LINC. Because it is not expensive, there is a good chance that it will eventually be used by the family doctor. Should this happen, it might herald a reversal of the trend toward specialization. If general practitioners were provided with on-line equipment to maximize their effectiveness, they would have more to develop a better clinical relationship with the patient.

This film was arranged through the efforts of the Advertising Department with special help from Mark Nigberg, Product Promotion Manager for Biomedical Markets. He acted as a technical adviser assisting in the writing of the script and its filming. Copies of "LINC With Tomorrow" will be available for use by schools and medical groups. People who would like to use this film should speak with Mark.

Digital Week In Maynard Marks Ten Years Of Success

Ten Years of Growth...

MAYNARD—Digital Equipment Corporation is celebrating its tenth anniversary in Maynard this week during "Digital Days" with a formal declaration of "Digital Week" by the Board of Selectmen and "Digital Day" by the Governor's office.

Founded in 1957 by Kenneth Olsen and Harlan Anderson in Olsen's home in Bedford, the company moved to the Assabet Mill when actual production began.

Since its beginnings, Digital has progressed from manufacturing solid state digital logic circuit modules used in designing and testing transistor computers and digital systems to more compact, lower priced and efficient computers.

The company now manufactures the PDP-8S which sells for less than \$10,000, for example.

At the end of its tenth year, Digital reported a net yearly profit of \$4,541,205 paying \$1.56 per share.

Employed at Digital are approximately 1800 people. Floorspace in the complex has been increased to 565,000 square feet. The largest salesline is the "8-family" which includes PDP-8, PDP-8S, Type setting 8 and LINC-8.

The PDP-9 production was introduced this year, and a PDP-10 computer will be manufactured this year.

During "Digital Week" not only has the company made several of its computer models available for public demon-

stration, it has opened a recruitment campaign. Openings exist for wiremen, technicians, engineers, draftsmen and general help. A 100 per cent company paid pension program, liberal vacation plan, and a payroll savings plan are several of the benefits offered by the firm.

Next week the Governor's office is expected to issue its proclamation of "Digital Day in Massachusetts" which will be presented by Rep. John A. S. McGlennon of Concord.

Digital, in its ten years in Maynard, has most significantly contributed to this community's tax base, to its employment and to its business district.

On this basis, Maynard also salutes Digital.



AT ACME SUPPLY, proprietor John Sebastynowicz, "Swede" Johnson, proprietor Tony Sebastyn and Rudy Masella of the A & P look over a Digital computer. The computer tells the day of the week which you were born when your birthdate is typed into it. If you make a mistake, the computer states succinctly: "Sorry, yo: goofed." Several of these computers were placed in local stores for demonstration.

...Proclaim Digital Week

BY THE
HONORABLE BOARD OF
SELECTMEN
A PROCLAMATION

1967

WHEREAS, We in Maynard welcome industry to our Town, and

WHEREAS, We in Maynard know that industries are necessary to maintain a firm tax basis and steady employment for our citizens, and

WHEREAS, We know that Digital Equipment Corporation located in our Industrial Park has brought employment to many and additional business to our shopping center, and

WHEREAS, We know that Digital Equipment Corporation is one of the leaders in Computer and Programming Industry of the world, and

WHEREAS, That Digital Equipment Corporation is celebrating its tenth anniversary in the Town of Maynard.

Now, therefore, we, the Board of Selectmen of the Town of Maynard do hereby proclaim

DIGITAL EQUIPMENT
WEEK

October 15, 1967 through October 20, 1967 and urge all citizens of the Town of Maynard to visit the various exhibits located in our business area to learn and to know what Digital Equipment Corporation means to Maynard.

Given at the Board of Selectmen's Office in Maynard this tenth day of October, in the year of our Lord, one thousand nine hundred and sixty - seven, by the MAYNARD BOARD OF SELECTMEN.

Richard T. White
Howard E. Boeske
Thomas A. Cocco

Computers - Concert - Prizes !

Digital Week Celebration In Maynard Next Week

Digital Week Concludes in Mayn'd with Award Presentations

NAR... - A cold, bluster-
and kept many people away
award presentations held
nard last Thursday even-
the highlight of "Digital
in Maynard. In spite of
d weather, the Commu-
nd, under the direction of
DeGrappo performed
usto and spirit.

event, which was under
ection of Selectman Rich-
white, got underway about
after praising the contri-
Digital Equipment has
to the community, Mr.
Introduced Kenneth Ol-
igital President, who a-
a "most valuable play-
ophy to Walter Mikkonen
performance in the May-
arlboro game of the pre-
Saturday. Rep. John Mc-
on was introduced and he
a proclamation signed by
nor Volpe proclaiming
er 16 - 20 as "Digital
in Maynard." The pro-
clamation reads as follows:

EREAS, The stability and
ss of the economy of our
nd Nation are greatly de-
t upon the vitality of its
ial concerns, which both
and reflect our economic
th, and

EREAS, Noteworthy a-
our Massachusetts firms
Digital Equipment Cor-
on, d in Maynard,
achusetts, which has
ained an enviable record
rowth and prosperity in
n years since its found-

EREAS, Digital Equip-
Corporation was founded
67 with 2 employees and
00 square foot plant, and
employs approximately
persons in a 550,000
foot headquarters in
ard, with eighteen regional
istrict offices in America
subsidiary companies in
a, England, France, Ger-
and Australia, and

EREAS, This engineering
anufacturing organization
ces proprietary digital e-
nic circuits, and has
l pioneer associated
ment to make computers
useful, with successful
ntration in circuit mod-
general-purpose comput-
and peripheral equipment;
W, therefore, I, JOHN A.
E, Governor of the Com-
wealth of Massachusetts,
reby proclaim the week of
er 16 - 20, 1967 as

DIGITAL WEEK IN MAYNARD
urge all citizens of the
nonwealth to take cogniz-
of this event, and to par-
te appropriately in its ob-
ance.

VEN the Executive
beroston, this thir-
h day of October, in the
of our Lord, one thousand
hundred and sixty-seven.



DIGITAL WEEK HIGHLIGHTS - Top Left, Kenneth Olson, President of Digital Equipment Corp., receives plaque from Selectman Thomas Cocco representing the Selectmen and the town of Maynard; Top Center, President Olson praises system which enabled him and two others to start a company which now employs over 2,000 people. Trophy is presented to Walter Mikkonen, who was picked as the outstanding performer during the Marlboro-Maynard football game the previous Saturday; Bottom Left, Rep. John McGlennon reads proclamation by Governor Volpe proclaiming October 16 to 20 as "Digital Week" in Massachusetts; Selectman Dick White acted as Master of Ceremonies; Alfred DeGrappo, Leader of the Maynard Community Band leads in a stirring rendition of martial music which seemed to warm the air on last Thursday's cold afternoon in front of the Union Congregational Church.

and of the Independence of the
United States of America, the
one hundred and ninety-second.
JOHN A. VOLPE
By His Excellency the Governor
KEVIN H. WHITE
Secretary of the Commonwealth

Selectman Thomas Cocco
presented Mr. Olson a plaque
for Digital's "Outstanding con-

tribution to the town of May-
nard", in behalf of the town.
Mr. Olson concluded these
ceremonies and called attention
to the unique condition which
exists in America where the
individual can still make a con-
tribution. He indicated that his
trips to other countries had
revealed how difficult it is for
the individual to succeed in
private enterprise because of

the restrictions imposed by the
state. He said he was proud
of Maynard and the people it
has provided his company, peo-
ple who have been conscientious
and hard - working. He also
praised the state for conditions
which have enabled the com-
pany to grow.

In referring to his company,
he stated that the name of the

firm comes from the word "dig-
it", which means finger. He
stated that his company makes
computers which count on "e-
lectric fingers."

During the week, the com-
pany also provided Maynard
stores with computers and log-
ic labs which evoked consid-
erable interest from local res-
idents who enjoyed operating
them.



Olga Stokes, DEC's first retiree, receives her first retirement check from Personnel Manager, Bob Lassen. Olga, an assembly worker, joined DEC in May 1958 and retired last summer. She lives in Stow.



Stockholders' Meeting

(Continued from Page 2)

how in heaven's name did you manage to do it in the first place? And third of all, congratulations for having done it!"

Mr. Olsen: "The obvious answer, that maybe I shouldn't say, is, we had too much to start with. The question of whether we can expect it to continue...I think not. We'll always aim for that...we are developing better and better controls, and we are having less and less write offs...."

Question: "Mr. Olsen. Without holding you responsible for the estimate, Electronics Magazine recently published an article in which they projected that the market for computers in the size which you build would be one billion dollars by 1970. Under your philosophy of controlled growth, do you think that you will be able to participate in this market, if this projection comes true, without losing a share?"

Mr. Olsen: "Yes."

A very emphatic "Yes," that was. In closing, Mr. Olsen announced our LINC's television debut on NET's Spectrum Show, "LINC With Tomorrow."

DEC Softball Banquet Features Reggie Smith

Some 150 members of the DEC Softball League and their wives attended the League's Annual Banquet at the Driftwood Restaurant, Shrewsbury, October 27.

Heading the guest list were Reggie Smith, Red Sox star center fielder; Vice-President, Harry Mann, DEC representative; and Personnel Manager, Bob Lassen.

The banquet was followed by dancing and a group sing-along to the music of the "Rag-Time Rowdies," a gay nineties band.

Trophies were presented by Bob Lassen to: Production Control, the winning team; Joe Brule, with the highest batting average; Chuck Blaise, with the most RBIs; and Ted Kauppi, the most home runs.

Reggie Smith reminisced about the '67 Red Sox season, pointing out that the team's success secret was "no one ever quit." He said he felt that it was not the strongest team, but that it won the pennant because the players were young, and because they "never gave up trying."

Congratulations are in order for Softball League President Paul Dimauro and Treasurer, Ray Melanson, who did an outstanding job in organizing and running the League.



MAYNARD HIGH SCHOOL VISITORS

About 40 freshmen from Maynard High School visited our plant one day last month. Their teachers, Bernard Hanke and Neil Lewis, accompanied them on a DEC tour directed by Fran Gandolfo (Public Relations) and Joan Fine (Educational Applications). Highlights of the tour were an explanation of the silk screening process, a look at the computer that was assembled from reworked reject parts, and DEC's computer testing of modules. Each student was given a module sample. Later in the year, seniors from Maynard High School's physics/electronics course are scheduled for a visit.

NOVEMBER ANNIVERSARIES

One Year

Stephen Allen
Rosina Barbuto
Richard Bergeron
Mary Burgess
Mary Ellen Burke
Gerald Butler
Robert Carmichael
Abdul Choonavala
Catherine Corniere
Geoffrey Davidson
Margaret Dayton
Patricia deSimone
Margaret Dorman
Alfred Ducharme
John Dumser
Mildred Fava
Jean Francoise
Janet Garrison
Frederick Gipps
Janice Grudziecki
Donald Hatch
Gary Kline
Bastiaan Krijgsman
William Landis
Italia Lattuca
Ann Lawlor
Robert May
Rose Mariani
William Melesky
Bernard Nealon
Mark Nigberg
Robert Phillips
David Raymond
Judith Reader
Bradley Sparkes
Louise Stymiest
Mary Tierney
Roger Towne
Waleria Uglevich
Judith Walter
Marianne Wojcik

Two Years

Anthony Bader
Alice Christian
Gladys Codyer
Ellen Donovan
Harry Doyle
James Eastwood
Russell Fidler
Phyllis Fortier
Arthur Hathaway
Liselotte Henes
Manfred Jaekel
Robert Jome
Catherine Kohler
Basil Lewis
Theresa Lord
Elaine Morales
E. Sadler
Stephanie Shostak
Rita Stone
Arthur Toupin
Harold Whittaker
Robert Willis

Three Years

Vito Augello
Donald Barker
Tony Bartolucci
Fred Capone
Carmen Ciarletto
Clarence Cichon
Carroll DeLancey
Roger Handy
Edward Leach
Ray Makela
Edward Reed
Raymond Schwegler
Charles Fred Welton

Four Years

Elsa Carlson
Martha Degerstrom
Alice Larkin
Ray Lindsay
Al Roberts
Robert Silverman

Five Years

Gerald Moore
Thomas Stockebrand
George Vogelsang

Six Years

Mary Bader
Ronald Cajole
Howard Colby
Senia Erickson
W. Gordon Graham
Erja Jarvi
Thelma Patterson
Edward Simeone
Joseph Vaillancourt
Ruth Whitney

Seven Years

David Denniston
Norman Rhealt
Arthur Vartanian

Ten Years

Gloria Porrazzo

Dimancesco, Erskine In PR Appointments

Digital Equipment Corporation's public relations efforts have been strengthened with the recent appointment of two public relations specialists, Dimitri Dimancesco, Jr. and Alan Erskine.

Dimitri will be in the Personnel Department and is responsible for personnel and community public relations, recruitment advertising, and employee communications, including the editing of ON LINE. Alan's responsibilities will fall in the area of sales support and product publicity. He will be a member of the Advertising and Sales Promotion Department.

Dimitri comes to DEC from the Boston Mutual Life Insurance Company, where he was in charge of public relations and advertising. Previously, he worked as a public relations representative with Air France and as a reporter with the Malden Evening News. Born in San Francisco, he received his primary and secondary education in Europe and North Africa, and is a graduate of Tufts University. He resides with his wife, Diane, and two daughters in Chelmsford.



Dimitri Dimancesco, Jr.



Alan Erskine

Prior to joining DEC, Alan was with the General Electric Company, Schenectady, New York, as Supervisor of Industrial Press Relations. He also worked as Director of Public Relations for the Massachusetts Republican State Committee and the Massachusetts Chapter, Arthritis Foundation. He was born in Boston, and is a graduate of Boston University. He, his wife, Janice, and their two daughters have been residing in Scotia, New York, but plan to settle in the Boston area.

NEWS NOTES

Article Published

An article, "A Personalized Recruitment Program," by DEC Manager of Plant Personnel, Paul Chambers, appeared in the November issue of Computers and Automation magazine.

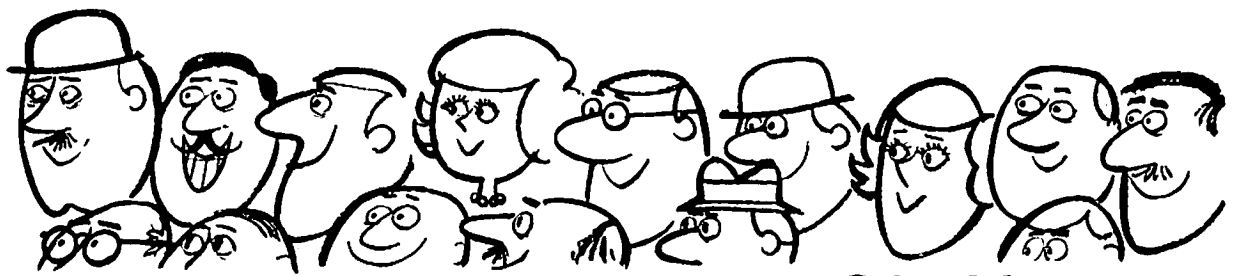
Speaker

Vice-President and Group Manager, Win Hindle, discussed problems and opportunities posed by the computer in a dia-

logue sermon at the West Concord Union Church, October 12.

Christmas Party

The Annual Christmas Party for DEC employees and their families, traditionally held at the Maynard Plant, will be held at the Concord Armory this year. Mark Sunday, December 17, on your calendar and plan to bring your children. Santa will have a gift for each child!



NEW FACES AT DIGITAL

Helen King	Gleasondale	Mod. "A"	Lafayette LaCroix	Leominster	Linc-8
Eleanor Konowicz	Maynard	Mod. "A"	Kenneth Aubuchon	Leominster	Comp. Prod.
Hazel Longhi	Hudson	Mod. "A"	Frederick Recke	Littleton	Linc-8
Stella Masulla	Maynard	Comp. Prod.	Wilfrid Daignault	Framingham	Field Service
Judith Pratt	Hudson	Mod. "A"	Everett Starkweather	Belmont	Mod. "A"
Henrietta Quinn	Maynard	Mod. "A"	Gordon Carrol	Upton	T.P. Writing
Joseph Boska	Forge-Village	Maintenance	Michael Marshall	Pennsylvania	Sales
Noella Maria	Maynard	Field Service	Robert Reardon	Acton	Prog. Library
Kathleen Gallo	Maryland	Wash. D. C. Sales	Ramon Vargas	Maynard	Mod. "A"
Joanna Laakso	Stow	Nat'l Sales	Stewart Campbell	Maynard	Direct Mail
Bruce Hansen	Westboro	Comp. Prod.	Robert Gallis	Maynard	Maintenance
John Spoonhour	Leominster	Comp. Prod.	Tauno Seppanen	Maynard	Maintenance
John Stupik	Marlboro	Comp. Prod.	Maria Camacho	Hudson	Mod. "A"
David Ives	Rockville	Lg. Comp. Eng.	Sharon Korpi	Hudson	Mod. "A"
William Sewalk	Scottsdale	Mid-West	Karen Morin	Hudson	Mod. "A"
William Naples	Scotland	England	Stuart Osborne	Framingham	Comp. Prod.
Richard Lupo	Lexington	Lg. Comp. Engr.	Gilbert McKenna	Revere	Field Service
Lawrence Rogers	Natick	Training	Howard Franklin	Hudson	Linc-8
John Cohen	W. Acton	Comp. Prog.	Phyllis Lieberman	Ayer	Personnel
Roger Mailloux	Gardner	Drafting	Denise Marques	Hudson	Sm. Comp. Marktg.
Albert Kauppi	Maynard	Machine Shop	Pierrette Poirier	Lowell	Field Service
Genevieve Lawrence	Ft. Devens	Personnel	Sandra Schurman	Maynard	Field Service
Linda Machold	Maynard	Purchasing	Donald Alusic	Brookline	Nat'l Sales
Anne Garceau	Marlboro	Mod. "A"	Theodore Tibbetts	Maynard	Accounting
Georgianna Carlyle	Maynard	Mod. "A"	Mary Knowles	Shirley	Accounting
Maria Puim	Hudson	Mod. "A"	Robert Miller	Stow	Mod. "A"
Mary Hudson	Maynard	Strate Prosc.	Dorothy Hamill	Hudson	Mod. "A"
Leah Roberts	Hudson	Strate Prosc.	Lucille Honkanen	Stow	Mod. "A"
Arthur Yarosh	Connecticut	Comp. Prod.	Ellen Ward	Maynard	Model Shop
Robert Parshley	Connecticut	Comp. Prod.	Vincent Parechanian	Leominster	Comp. Prod.
Barry Cioffi	Connecticut	Comp. Prod.	John McGown	Stow	Comp. Prod.
Wayne McCarthy (temp)	Maynard	Comp. Prod.	Timothy Beers	New York	Comp. Prod.
Robert McClure	Fitchburg	Module Test	Bruce Swagler	New York	Comp. Prod.
Charles Manchester	Wilmington	Art Dept.	Francis Mozynski	Worcester	Field Service
Edward Schwartz	Needham	Accounting	Daniel Fagan	Maynard	Marktg. Serv.
Lynn Casella	Maynard	Mod. "A"	Richard Heaton	So. Attleboro	Purchasing
Karen Duff	Ayer	Mod. "A"	Robert Cotroni	Chelmsford	Purchasing
Lucille Goddard	Wayland	Comp. Prod.	Nancy Bourque	Ft. Devens	Mod. "A"
Leslie Ostrowski	Sudbury	Mod. "A"	Sandra Colley	Marlboro	Mod. "A"
Mary-Sue Maria	Maynard	Comp. Prod.	Mary Ennis	Ft. Devens	Mod. "A"
Ludwik Katona	Maynard	Silk Screen	Marlene Garcia	Hudson	Mod. "A"
George Nichols	Stow	Silk Screen	David Ruggles	California	Palo Alto Sales
William France	Maynard	Comp. Prod.	Noel Pease	California	Palo Alto Sales
Philip Holmes	Littleton	Module Test	Hugh Hardaway	Texas	Texas Sales
Robert Richmond	Hopkinton	Lg. Comp. Eng.	James Curry	Florida	Huntsville Sales
Claire Wheeler	Littleton	Accounting	Richard Hill	Connecticut	Sales
Barbara Skuse	New York	Sales	Stanley Bandel	Pennsylvania	Mid-Atlantic
Gloria Colbough	Ft. Devens	Comp. Prod.	Ann Hafer	Stow	Gen. Admin.
Rochelle Pelote	Shirley	Comp. Prod.	Beatrice Moore	Maynard	Mod. "A"
Jacob Rosen	Marlboro	Linc-8	Renate Schwacha	Hudson	Comp. Prod.
Richard Powers	Canton	Sm. Comp. Mod. Test	Brenda Brule	Forge-Village	Mod. "A"
Louis LaRocca	Bellingham	Sm. Comp. Spec. Syst.	Helen Hinds	Maynard	Mod. "A"