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DIGITAL THIS WEEK



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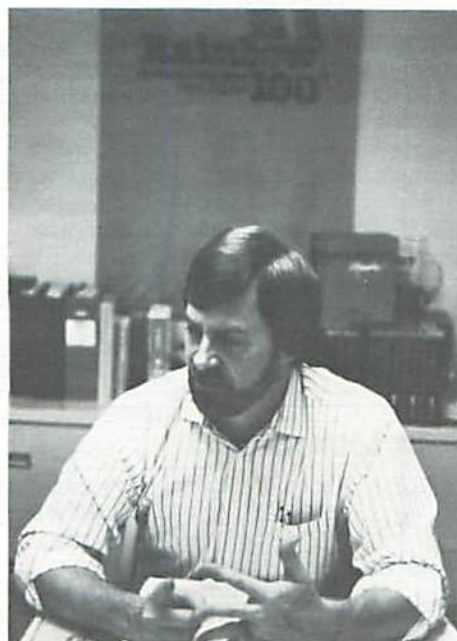
Rainbow vs. IBM's PC: examining the facts

What do you say when friends or neighbors ask, "Why should I buy a Rainbow rather than an IBM personal computer?" Your answers to questions like that could have an important impact on the company's sales.

Digital This Week asked Barry Folsom, Rainbow Group manager, to describe the product differences and what is being done to promote the Rainbow's market image.

Why buy a Rainbow over an IBM PC?

"The Rainbow and the IBM PC are very similar products. They basically run the same type of software and provide the same solutions. The difference is quality. Comparing them, touching and feeling them, just kicking the tires, you would buy a Rainbow rather than an IBM PC. The keyboard, for instance, is superior. Ours has far more keys, and four distinct, separate editing keypads. It's also more streamlined. The Rainbow's keyboard just feels



Barry Folsom, manager of the Rainbow Group, discusses the product and its advantages.

better.

"People who run programs such as the popular Lotus 1-2-3® find that with IBM, they need to buy two monitors to get the graphics capabilities, whereas with Digital they need only one.

"The quality difference is apparent in al-

Continued on page 4

Employee PC Referral Program extended

As a result of its success, the Employee Personal Computer Referral Program has been extended through the end of June.

The "Get Personal: Refer a Friend" program gives employees the opportunity to refer an interested friend or acquaintance to an Authorized Dealer or Digital Business Center. If the referral results in a personal computer sale, the friend or acquaintance receives a \$400 rebate on his or her purchase, and the employee gets a \$100 credit toward a gift catalog selection or toward the purchase of hardware or software

from the company.

Employees should disregard the March 31 expiration date on the program coupons, and should notify any friends or acquaintances to whom they've given coupons that they have three additional months to meet their purchase decision. Purchases will be honored through June 30 with the same coupons.

For information on the Employee PC Referral Program, call 1-800-235-0505.

Details about the program's success will be in the March 26 issue of *DTW*.

Corporate Quality Manager named

Frank McCabe has been appointed Corporate Manager of Quality, reporting to Win Hindle, vice president, Corporate Operations. Frank's appointment is effective April 1.

"The pursuit of quality at Digital is a top-level priority," explains Win. "To focus attention on both the strategies and operational importance of quality, a Corporate Quality organization is essential."

Frank was most recently manager of Systems Technology in the Systems Manufacturing Group, working to integrate Engineering and Manufacturing disciplines to provide top-quality products. Before joining Digital in 1980 as manager of European Volume Manufacturing, he was managing director of General Electric's Semiconductor and Consumer Electronics Business in Ireland.

Digital announces \$1.1m contribution to Mass., N.H. high schools

Forty-six secondary schools in Massachusetts and southern New Hampshire will be the beneficiaries of a \$1.1-million education program announced by Digital. The comprehensive program, featuring Rainbow 100 personal computers, was developed to increase computer literacy in high schools and vocational schools.

Thirty-eight high schools and vocational schools in Massachusetts, and eight high schools in southern New Hampshire, all located in communities with substantial populations of Digital employees, will each receive four Rainbow 100 personal computer systems, two LA50 Personal Printers and three software packages. The equipment will be used to develop new, as well as to enhance, existing educational programs.

Digital is also providing training sessions to familiarize teachers in the use of the Rainbow system, and user/educator conferences to facilitate an exchange of information and ideas among school officials.

Continued on page 9

Digital and University of Pittsburgh launch \$8m hardware/software R&D agreement

Digital and the University of Pittsburgh have announced an \$8-million agreement which will provide the University with state-of-the-art computing hardware and Digital with university research and technical expertise in the development of new applications of software operating systems.

The three-year agreement will allow Pittsburgh to acquire, through a substantial equipment allowance, \$8 million worth of computing and networking equipment from the entire Digital product line, with emphasis on VAX hardware architecture.

In exchange, the University will:

- assist in the development of network maintenance programs which would permit Digital's customers to support comprehensive networks of computing resources in a mixed-vendor environment,
- develop new computer-based educational programs which can be used throughout higher education, and
- become a working demonstration site and showcase for Digital products.

Commenting on the agreement, university Chancellor Wesley W. Posvar said, "This builds upon a long-standing cooperative relationship with Digital, and is a step toward our goal of becoming one of the most technologically advanced campuses in the nation. We join a small group of distinguished institutions which have such mutually supportive agreements with major computing firms.

"This is the first project with a major computer company utilizing the fiber-optic communications system, being developed by the university and AT&T, which will enable the simultaneous transmission of voice, video and data communications throughout the campus. Over the next five years, we expect our campus of the future to involve investments of over \$40 million."

In announcing the agreement, Win Hindle, vice president, Corporate Operations, said, "Digital has long recognized the benefits of stimulating cooperative research relationships between our company

and external research centers. By establishing and maintaining a dialogue with colleges and universities, Digital can augment its own research programs and help influence future product directions. Our long-term relationship with the University of Pittsburgh illustrates the mutual benefits possible from such endeavors.

"Through the implementation of this joint program, we will continue to meet two important goals — the on-going support of higher education and the development of additional software programs and tools for our VAX and personal computer families."

This agreement is the University of Pittsburgh's third and largest with Digital Equipment Corporation. Two earlier agreements, each worth approximately \$1 million, also involved equipment grants in exchange for software development. The success of this 13-year relationship was instrumental in encouraging both parties to enter this major commitment.

In Memoriam

Kathy (Halley) Narayanan, a marketing communications specialist in the Office & Information Systems Group in Merrimack, died January 17 from injuries suffered in an automobile accident.

Kathy's most recent role was as editor of the Office & Information Systems quarterly publication, *The Consultant*. She also held positions in the Computer Special Systems and PDP 9/15 groups during her career at Digital.

Kathy leaves her husband, Jack Narayanan; her mother, Ferne Halley; and her sister, Meg Keaveney, all of whom are Digital employees; as well as her father, John; and two brothers, John and Patrick.

Guardians Program supports sales effort

Digital employees active in community affairs — serving in town government, on school boards or in other local organizations — can help Digital do a better job of satisfying its customers by participating in the company's Guardians Program.

Essentially, employees can act as liaisons between their community organizations and the Digital sales force. If the community organizations are in the process of considering Digital products, or have already purchased them and have questions that need answering, the "Guardian" makes sure appropriate contacts are made quickly and effectively.

"We don't expect these employees to be technical experts," explains Mike Mensh, manager of the Guardians program, "or to handle questions of configuration or availability, unless they happen to know the answers. We would like them to be able to answer the 'first-level' questions. Each participant will have an assigned salesperson to tackle tougher questions, and to handle sales situations. This will enable us to respond quickly and express Digital's interest in its community neighbors."

Interested employees will receive a free subscription to the Digital Reference Service, a five-volume set that contains more than 90% of the answers that a knowledgeable employee wouldn't readily know; a Guardians jacket; and an invitation to the quarterly Guardians Product Update luncheon, providing the most current information on products and announcements.

Anyone interested in becoming a Guardian should send name, title, Digital group, DTN, home address, community organizations involved with and position within those organizations to Mike Mensh, MKO2-2/C09. For more information, please call Terry Spuler, DTN 264-3325.

DIGITAL THIS WEEK



Editor: Mark Fredrickson

Send stories, photos, ideas or suggestions to DTW, CFO2-3/K23 or call the editor at DTN 251-1307. Ads must be submitted in writing to Marketplace, CFO2-3/K23. Please direct all Marketplace inquiries to Diane Swords at DTN 251-1308.

Digital This Week is published every other week by the Corporate Employee Communication department of Digital Equipment Corporation for the Employees in the Greater Maynard area.

DCU lowers limit on checking accounts

The Digital Credit Union (DCU) has reduced its limit on its split-rate checking account from \$2,000 to \$1,000. When members have over \$1,000 on deposit, all funds earn a money-market rate. When deposits drop below \$1,000, the rate drops to 6.5%.

The account is similar to bank's Super NOW account. Banks require a \$2,500 minimum to qualify for the higher rate. DCU's account allows the member to make unlimited withdrawals. Payroll deduction is available.

Because DCU works with an automated

clearinghouse, the credit union can accept automatic deposits from other companies. Any employee who would like their spouse's check directly deposited should contact DCU's operations department at DTN 223-9275 or (617) 493-9275 for details.

Anyone with a DCU checking account may request a free Easy Cash ATM card, good at over 2,000 automated teller machines around the country. For more information about this account, contact any of DCU's 19 branches.

Digital honors its inventors

The annual Patent Awards Banquet was held recently, honoring 19 Digital employees for having been granted U.S. patents during 1983.

Each honoree received a framed plaque commemorating his achievement at the dinner, sponsored by the Engineering Law Group. Engineering vice presidents Bill Demmer, Sam Fuller and Jeff Kalb and attorneys from the Engineering Law Group joined in recognizing the contributions of these inventors to Digital's product development. Similar ceremonies were held in Colorado Springs to recognize the patents awarded to the Engineering teams in the Storage Systems area.

The employees honored were:

Frank Bennett, senior engineer, Disk Drive Storage Systems Development Group

Allen Clark, principal engineer, Power and Packaging Storage Systems Development Group

Tom Ermolovich, product development manager, Networks and Communications Group

Tom Hastings, principal consulting engineer, Systems Architecture Group

Peter Heller, principal engineer, Hard Copy Terminals Group

Rich Lary, senior consultant, Software Engineering Subsystem Group, Storage Systems Development

Michael Leis, consulting engineer, Storage Systems Advanced Development Group

Jud Leonard, consulting engineer, Western Research Laboratory

Jesse Lipcon, senior consulting engineer, Micro Systems Development Group

Roy Lomicka, consulting engineer, Hard Copy I/O Engineering Group

John Read, principal engineer, Disk Drive Storage Systems Development Group

Mike Riggle, Group Engineering manager, Advanced Storage Systems Development

Bob Rose, principal engineer, Video Terminals Group

Steve Rothman, manager, LSI Marketing Group

Warren Saltz, supervisor, PC Advanced Development Group

Bob Stewart, senior consulting engineer, Advanced VAX development Group

Bill Strecker, manager, 32-Bit System Architecture and Advanced Development Group

Peter Svendsen, Engineering manager, Disk Drive Business and Storage Systems Development

David Urbanis, principal designer, Industrial Design Group



Nine of Digital's inventors accepted plaques from the company at the annual Patent Awards Banquet. Kneeling, left to right: Bob Rose, Warren Saltz, Jesse Lipcon. Standing: Mike Leis, Steve Rothman, Bill Strecker, Bob Stewart, Tom Ermolovich, Peter Heller.

Internal DECUS Spring Symposium announced

The Spring 1984 Internal DECUS Symposium will be held at the Sheraton Conference Center in Buxborough on April 24, 25 and 26. The three-day symposium will feature more than 70 sessions in the form of tutorials, panel discussions, and workshops.

Among the major speakers will be Win Hindle, vice president, Corporate Operations; Julius Marcus, vice president, Business and Office Systems Engineering; and Joel Schwartz, vice president, Small Systems Group.

The Internal DECUS Symposium provides Digital employees with the opportunity to learn about the company's latest products, internal applications, tools, new technologies and methodologies. As an internal forum, the symposium enables Digital users to exchange timely information and share solutions with product developers, engineers and other users.

The exhibit/demonstration area will provide users hands-on experience with Digital's latest hardware and software products. Product groups, internal service organizations, and individual project contributors will provide information for attendees of all technical levels.

Pre-registration is required for the symposium. There will be no walk-in registration. A printed program with detailed registration information will be mailed out by the middle of March. Use the form in the pro-

gram or the on-line system to register. Instructions for on-line registration are contained in the printed program.

To accommodate employees' schedules and interests, half-day and full-day attendance options will be offered. Attendance at the exhibit hall only will also be available. For more information, contact Internal DECUS at DTN 273-3384.

Employees invited to Boston Ballet dress rehearsal

The Boston Ballet has invited Digital employees and their families to attend its March 21 dress rehearsal free of charge, as a way of saying "thanks" to the company for its continued support.

The dress rehearsal will take place at the Colonial Theater in Boston, from 7:30 to 10:30 p.m. on Wednesday, March 21. To secure a seat, interested employees should call DTN 251-1313. The number of seats is limited, and they will be filled on a first-come, first-served basis.

Why the Rainbow has it all over IBM's PC . . .

Continued from page 1

component we have is designed to meet the standards of our VAXs. The average time between failure, between repair and just about all our specs exceed IBM in about every facet of the system. When you get beneath the surface and compare the products side by side, some of the real differences come out.

"But the customer must have a perception of quality and appreciate computing to recognize the difference. In Fortune 1000 companies, where the customer has to pay the service charge over a large number of machines, they can understand quality better.

"Service is another key reason. We have always led in service. Many potential customers don't realize how important this is. When we first introduced the products, we offered on-site service. IBM did not have it. We have the 800 customer-support number in Atlanta. With the Investment Protection Plan, which offers customers a one-year, free, on-site warranty, we continue to lead in the set of service offerings we have.

"For people who already know us, selling them on a Digital personal computer is fairly easy. They know the company has an outstanding engineering reputation for high quality and reliability. After all, we've been making small computers for more than 25 years."

Distinguishing between the office and home markets

"We designed the product for business use, in the office or at home. IBM went after a broader market, including the home. IBM has a cassette interface. You can buy their machine with a single disk drive, and with minimum memory configurations. We concentrated on people who were using it for business, with available software and possible connection to mainframe computers. Our system has two disk drives and built-in printer and communications ports.

"The Rainbow is adjusting to the home market, though. We're realizing that buying a personal computer is like buying a car. Although the primary use of a car is to get you back and forth to work, you also use it for recreational purposes. Although the main use of the Rainbow is for business, we're also addressing the recreational use. We are now offering good, quality games for people to play. We have 'Suspended,' 'Zork' and 'Deadline' and some more quality games coming down the road.

"Taking that analogy one step further, the Rainbow is a fully-equipped car. It

comes with tires and a full tank of gasoline. The IBM comes without tires and without gasoline. In some segments of the market, having a car without tires is very valid because people just want to sit back there and pretend they're going someplace. It's kind of humorous, but there's nothing wrong with that. It's just not the segment of the market we're targeting."



More than 1,000 software packages

"There are over 1,000 software packages available on the Rainbow. The Rainbow was designed from the outset to run more industry-standard CP/M® software than any other personal computer on the market. It runs both 8- and 16-bit CP/M programs, thanks to its unique design. With expanded memory, it supports the MS-DOS® and UCSD p-Systems®. Concurrent CP/M will soon be available from Digital Research, Inc., for Rainbow. A total of five operating systems gives you the ability to run more applications on the Rainbow than any other personal computer on the market.

"Employees shouldn't be afraid to recommend any of Digital's PCs to their friends. They are better products and we are proud of them."

Employees are encouraged to familiarize themselves with the personal computers located in lobbies of Digital facilities and in Learning Centers. The Employee Referral Program (see related story, page 1) is still available to those who can "Refer a Friend" to buy a personal computer.

~ 1-2-3 is a trademark of Lotus Development Corp.

~ CP/M is a registered trademark of Digital Research, Inc.

~ MS is a trademark of Microsoft Corp.

~ UCSD p-System is a trademark of the Regents of the University of California.

TSS Technical Seminars

Hall of the White Mists
Hudson, Massachusetts

March 5 - 3:00 p.m.

Atiq Raza, Trilogy Systems Corp.
"Methods of Modeling and Circuit Characterization"

March 8 - 10:00 a.m.

Lou Colonna-Romano & Dick Spencer, DEC

"A Comparative Cost/Performance Packaging Study: PCB's vs. Multichip Hybrids"

March 8 - 1:30 p.m.

Junco Kawakami, Hitachi-Japan; Ltd.
"Overview of AI Technology in Japan & Hitachi Research Labs"

March 8 - 2:30 p.m.

Junicho Makino, Hitachi-America, Ltd.
"Outline of Hitachi Research and Development Activities"

March 14 - 3:00 p.m.

Mark Karpovsky, Boston University
"New Techniques in Testing and Design of Computer Hardware"

March 15 - 10:00 a.m.

James Corbett, S.U.N.Y., Albany
"Thermal Donors in Silicon"

March 16 - 10:00 a.m.

John Alan Robinson, Syracuse University
"Combining Functional Programming with Logic Programming"

March 20 - 10:00 a.m.

David Clark, MIT
"Projects on 11/750 Workstations at the Lab of Computer Science at MIT"

March 21 - 10:00 a.m.

Nick English, Harris Semiconductor
"Computer Aided Manufacturing for VLSI"

March 28 - 10:00 a.m.

Madhoo Kanal, DEC
"The Plasma Etching Reaction in Silicon and Polymers"

March 29 - 10:00 a.m.

Don Norman, U.C. San Diego
"Design Principles for Human Computer Interaction"

For updates to the TSS Distribution List, call DTN 225-4071; WAFER::TSS.

In-DEC to expand Media Maintenance Services

In FY84, the In-DEC Field Service District began offering Cartridge Media Maintenance to internal customers in New England. This service is available on RLO1, RLO2, RKO5, RKO6 and RKO7 disk cartridges. The service includes inspection for any contamination and misalignment, cleaning of the media platters and cartridge plastic, and labeling for ease of identification.

For FY85, In-DEC plans to expand its Media Maintenance Service to include packs. The piloting and implementation of

Pack Maintenance will take place over the next few months. Pack Media Maintenance will represent a significant enhancement to the existing service offering. The benefits of Media Maintenance — less system downtime and reduced occurrence of lost data — and the efficiencies of utilizing an internal service organization will soon be available to all internal customers.

For more information on Media Maintenance, contact your local Field Service branch manager.

THE MARKETPLACE



APPLIANCES

FREEZER, Frigidaire, white, 15.3/4 cu ft, like new, \$215 firm, Rose Lee, 225-5054

REFRIGERATOR, Kenmore, portable, 1 yr old, exc cond, ideal for office, apt, \$78, Jack, 223-6624

REFRIGERATOR, Kenmore, 1 yr old, avocado, exc cond, \$250/BO, Diane, 223-5258

CARS

'73 MERCEDES BENZ, blue, mint condition, \$7000, Flo, 226-7300

'74 MUSTANG II, 4cyl, AM/FM cass stereo, sunroof, runs good, needs body work, \$650/BO, Marcia, 234-4544

'73 VW BUG, reg gas, blower in heating system, 114Kmi, 1974 engine, no rust, \$2000, Chuck, 236-2408

'82 RENAULT LECAR, 2dr deluxe, 22Kmi, AM/FM stereo cass, cloth interior, 4spd, \$3,500, Ruben, 289-1801

'81 RENAULT 181 SPORTWAGON, 36Kmi, auto, AC, PS, PB, AM/FM stereo, 26MPG, loaded, \$6800, Kevin, 273-3202

'72 PLYMOUTH DUSTER, 6cyl, auto, PS, PB, Mass insp on 10/83, exc 2nd car, \$650, Bill, 276-9244

'80 CHEVY MONZA, coupe, 4cyl, 4spd, PS, AM/FM cass deck, radial snows, rstprf, \$3600, Henk, 247-3192

'77 TOYOTA COROLLA WAGON, std, 5spd, AM radio, snow tires, 97Kmi, \$2000, Antoinette, 223-4517

'73 CHEVY NOVA, htchbk, 78Kmi, exc cond, new tires, PS, 6cyl, \$1295, Harriet, 276-9256

'71 VW BUS, California Bug, no rot, 9 passenger, needs minor work, \$1500, Fred, 223-4084

'79 BUICK REGAL, 2dr, auto, V8, PS, PB, AM/FM stereo, tape, blue, B/O, Jon, 269-2118

'76 BMW 530I, 4dr, sport sedan, AM/FM, 40 chan CB, AC, sunrf, new paint, exc cond, \$6000/BO, Ellen, 223-9020

'78 JEEP J10, PS, PB, new exhaust, clutch, battery, shocks, stabilizer, \$3000/BO, Theresa, 223-4760

'83 CAMARO Z-28, loaded, \$9000, Mike, 223-4143

'73 PORCHE 914, 5spd, 65Kmi, new clutch, brakes, shocks, muffler, exc cond, \$4350, Steven, 235-3538

'74 TRIUMPH TR-6, 72Kmi, 5 Michelins, 2 snows, new top, shocks, exh, brakes, \$3800/BO, Suzanne, 251-1313

'76 FIESTA, yellow, 1.6L, 4spd, exc cond, good tires, passed emission insp, \$1800, George, 276-9606

'75 FORD PINTO, 56Kmi, 4 new radials, have all receipts, exc cond, \$1100, Paul, 247-2198

'79 DODGE OMNI, 4dr, htchbk, 70Kmi, snrf, AM/FM radio, runs great, \$2950, Charlie, 276-8152

'74 CAMARO, 1 owner, new paint job & many new parts, needs int work, \$1400/BO, Annette, 223-8223

'69 CAMARO, 4spd, AM/FM cass, new body & springs, new paint, 4 new radials, \$4000/BO, Donna, 231-6026

'83 TOYOTA COROLLA, 4Kmi, 4dr, automatic, AM/FM, air conditioning, \$6500, Sharon, 225-5310

'80 TOYOTA TERCEL, 2dr sedan, well maintained, new tires/brakes, 82Kmi, exc cond, \$2500, Jeff, 251-1740

'78 DATSUN, htchbk, 4spd, AM/FM, clock, tachometer, exc cond, \$2000, Brenda, 273-3118

'82 HONDA PRELUDE, 5spd, AC, AM/FM stereo cass, 4 spkr, new tires, exc cond, \$7300, Lisa, 283-7604

'80 OLDS TORONADO, diesel, 57Kmi, AC, stereo, full power, C/B, burg alarm & more, \$4500, Dick, 226-7314

'74 VW SUPERBUG, rebt motor, low miles, new radials, bat, runs great, \$1800/BO, Eric, 223-4582

How "The Marketplace" works...

"The Marketplace" is a free service provided by *Digital This Week* for Digital employees in Massachusetts facilities. To service as many employees as possible and to keep the ads timely, DTW needs your cooperation.

Please submit one ad at a time. Multiple or duplicate ads will have to be returned. You may list more than one item in an ad if it fits on two lines with about 45 characters to a line. An ad will only be printed once. DTW reserves the right to edit for space.

Ads should be worded clearly, printed or typewritten and be in good taste. Marketplace does not print ads for services or profit making enterprises.

There are no deadlines for Marketplace submission. Ads are printed on a first-come, first-served basis as space allows. Therefore, Marketplace is not always the best vehicle if you want to sell something in a hurry. Ads cannot be taken over the phone.

When submitting an ad, please remember to include all of the following information: full name, mailstop, DTN. Only first names are printed, but we must have your full name for our records. DTW does not print home phone numbers. If you sell your item before the ad is published, please call the office to cancel the ad. We can use that space for another listing.

If you have any questions, please call the Marketplace office at DTN 251-1308.

'77 TOYOTA CELICA, htchbk, 5spd, AM/FM, Michelin radials, rstprf, exc cond, \$2495, Mike, 274-6536

'82 CAMARO, red, 4spd, 32MPG, AM/FM cass, exc cond, \$7200, Bob, 231-4465

'75 MERCURY MONARCH, 4dr, auto, PS, radials, many new parts, silver, 78Kmi, gd 2nd car, \$1300, Joe, 251-1542

PONTIAC BONNEVILLE, power windows, locks, etc, AC, \$2100, Norm, 235-3236

'80 TOYOTA TERCEL SR5, 35MPG, AM/FM, 62Kmi, \$3500, Angela, 223-4654

'69 MGB-GT, for restor, 7 spoke whls, exc susp/car, boration, needs work, \$1000/BO, Karen, 276-8231

'77 SUBARU STATION WGN, FWD, 4spd, AM/FM, recent tires, brakes, new clutch, \$1600, Stan, 223-6547

'76 MERCEDES 300D, mint cond, dk blue, leather int, electric sunroof, AC, asking \$12500, Don, 276-9470

'80 AUDI 5000-S, 5spd, AM/FM stereo cass, AC, cruise ctrl, pwr snrf, windows, 38Kmi, gd cond, Dick, 278-4571

'81 TOYOTA CELICA GT, exc cond, 19Kmi, AC & many extras, \$6300, Arlene, 224-1610

'78 CELICA, htchbk, exc cond, fast seller, \$3400, Karen, 223-5380

'82 FORD PICKUP, w Fisher plow, 4spd, 6cyl, \$9500, Earnestine, 225-4622

'78 RENAULT LECAR, factory air, body, engine & interior good shape, \$2000, Ray, 251-1782

'78 JEEP CJ5, 4WD, hubs, 41Kmi, gold eagle package, tracker tires, RL bar, \$4500/BO, John, 231-5193

'46 CHEVY SEDAN, exc cond, originality grade 4+, reg for road use, \$3000, Steve, 276-9290, Cindy, 288-6881

'80 DATSUN 210 WGN, 5spd, 4cyl, 80Kmi, AC, AM/FM stereo cass, vry gd cond, \$3150, Son, 223-9159

'80 CHEVY MONZA, standard, 54Kmi, exc cond, new shocks & tires, \$3095, Stephanie, 285-6246

'74 VOLVO 164, auto, AC, sunrf, AM/FM cass, new exh, brakes, battery, 130Kmi, \$1650/BO, Mike, 231-6641

'83 CHEVY S10 PICKUP, 6cyl, 5spd, extras, 15Kmi, \$7500, Hank, 226-7236

'79 VW RABBIT, 2dr, 4spd, AM/FM, AC, exc cond, 78Kmi, \$3095, Lesley, 249-4042

'81 MAZDA RX7-GS, blue, 5spd, sunrf, AC, mags, Chapman, new paint, 37Kmi, \$8900, Roger, 224-1519

'80 SUNBIRD, 44Kmi, manual trans, AM/FM, rstprf, Chapman lock, \$3300, Dick, 283-7630

'78 SUBARU STATION WGN, 35MPG, 5spd, exc second car, \$1800, Lou, 277-7314

'73 MERCURY MONTEGO, new muffler, rear shocks, alt, exc running cond, \$550, Jack, 231-2486

'80 CITATION, 4dr htchbk, 4cyl, 4spd, FM stereo cass, new brakes, tune up, BO over \$3000, Sam, 279-5770

'74 MGB, metallic blue, exc cond, 60Kmi, tonneau cover included, \$2300/BO, Melissa, 223-6503

'77 TOYOTA CORONA WGN, AC, AM/FM, roof rack, rstprf, 68Kmi, vry clean, 1 owner, \$2700, Madhukar, 223-9963

'82 PLYMOUTH RELIANT WGN, 4spd, AM/FM, roof rack, 24.6Kmi, mint cond, Dick, 278-4571

'77 VOLVO 244DL, 57Kmi, AM/FM stereo cass, vry gd cond, 2 snows, 4spd, 4dr, reliable, \$3400, Amy, 221-5116

'77 PONTIAC GRAND PRIX, AM/FM cass, AC, exc running shape, gd cond, asking \$800, Ma'Yann, 237-2268

'73 MUSTANG GRANDE, last of the big ones, 351 eng, auto, int in exc cond, \$1000/BO, Laurie, 237-2343

'74 VW 412 WAGON, good condition, just tuned up, \$900, Murali, 223-4683

'75 OLDS CUTLASS SUPREME, 1 owner, PS, PB, AC, 4 speaker stereo, \$1298/BO, Bill, 288-6073

'82 CAMARO, red, AM/FM cass, 4spd, 32MPG, exc cond, \$7200, Bob, 231-4465

CARS continued

'79 GRAND PRIX SJ, AC, AM/FM stereo, cruise contrl, vry gd cond, 93Kmi, \$5500, Dorothea, 278-4000

'82 HONDA PRELUDE, 5spd, 17Kmi, AM/FM, moon roof, exc cond, \$7950, Ronna, 223-2783

'70 FORD LTD, 8cyl, auto, PS, some rust, very reliable trans, many new parts, \$300/BO, Orlando, 237-3498

'79 CHEVY CORVETTE, red, oyster int, auto, loaded, smoked T-tops, 34Kmi, Kelly, 278-4849

'78 DATSUN F10, 2dr 1ftbk, 5spd, AC, AM/FM, new brks, trans, battery, exc op cond, \$2500, Dick, 231-2513

'76 TOYOTA CELICA, for parts, must have good front end, Art, 283-6357

'80 VW RABBIT DIESEL, cruise, sunrf, AM/FM, new tires foglights, runs great, \$3200/BO, Sharon, 223-8246

'82 SUBARU GL WGN, 5spd, 36Kmi, exc cond, \$6000/BO, Janine, 234-4810

'81 PONTIAC T1000, brown, htcchk, AM/FM, radials, low mi, European int, exc cond, \$2900, Karen, 251-1670

'77 SAAB 99GL, 3 dr sedan, 75Kmi, 1 owner, good cond, \$3000, Craig, 223-4609

'73 MERCURY COUGAR-XR7, 351 Cleveland eng, new starter, gd cond, \$700/BO, Noella, 223-3209

'82 TOYOTA TERCEL, 5spd, 2dr sedan, beige, 26Kmi, AM/FM stereo cass, sunrf, \$5200, Mary Ellen, 223-2620

'78 PONTIAC LEMANS WGN, 60Kmi, auto, PS, PB, AC, new radials, runs very well, \$3700, Phil, 288-6503

'83 VW RABBIT, 4spd, 11Kmi, sunrf, AM/FM cass, 4 spkr, rstprf, 5 yr/50mi warranty, \$6750/BO, Ron, 223-5633

'81 CHEVY CAMARO, 6cyl, 3spd, AM/FM stereo, very good condition, royal blue, \$6500, Sue, 223-4852

'73 BUICK REGAL, dk blue, good cond, little rust, reliable, \$500, Sue, 231-5384

'72 DODGE DART, 4dr, 6cyl, auto, hardtop, AC, PS, radio, 1 owner, gd reliable cond, \$550, Fred, 223-5883

'82 DIESEL ISUZU, 4dr, 4cyl, 5spd, PB, 35MPG, every option, cass, AC, alum wheels, Kathy, 231-7461

'78 DODGE ASPEN WGN, gd cond, new brakes, muffler, shocks, rstprf, radials, 6cyl, \$2200/BO, Tom, 278-4235

'82 CAVALIER WGN, exc cond, 18Kmi, 1 owner, AC, extras, \$5600 firm, Pete, 231-5860

'76 JEEP CJY, blue, 4wh dr, 8cyl, 3spd, \$2600, Calvin, 223-6704

'78 FORD F150 TRUCK, 302 V8, 3spd, 4 new wheels & tires, exh, no rust, 50Kmi, \$4000/BO, Frank, 226-7166

'79 VW RABBIT, sunrf, AM/FM cass, 4dr, 4spd, 51Kmi, \$2680/BO, Neal, 236-4460

'83 MAZDA B2000 SE-5 TRUCK, like new, many extras, 8Kmi, Donna, 251-1239

'82 CHEVY CAVALIER M/E, red, frnt whl dr, 50Kmi, exc cond inside & out, \$5000, Cheri, 223-9074

'79 FORD PINTO RUNABOUT, htcchk, 2dr, 48Kmi, 6cyl, auto, PS, PB, cass, gd cond, \$2000/BO, Kirby, 264-8624

FURNITURE

BED, Simmons Beauty Rest, queen, box spring & mattress, \$60, Bob, 234-5081

PINE BEDROOM, poster bed, triple dresser, hutch mirror, chest of drawers, asking \$500, Mary, 223-2197

TWIN BEDS, 1 new, brown, \$45, 1 old, white, \$10, Brian, 223-4089

TABLE & CHAIRS, dark pine table, 6 chairs, exc cond, \$250/BO, Robert, 269-2422

COUCH & CHAIR, colonial, 87" brown plaid, exc cond, \$150/BO, red/blue print chair, \$35/BO, Ken, 223-7362

5' TRESTLE TABLE, dk pine, w two 1' ext, 2 captain & 4 mate chairs, asking \$350/BO, Ed, 223-7646

HUTCH & BUFFET, dk pine, asking \$375/BO, Ed, 223-7646

LOVESEAT, 2 piece gold corduroy, gd cond, \$100, Lissa, 231-7166

SOFA, oriental floral, beige/rust, pillows, 72" butcher block table w 4 chairs, BO, Kathy, 223-3544

SWIVEL CHAIR, green wool tweed, exc cond, great for lvrn or den, \$40/BO, Debbie, 288-6413

COUCH, Castro Convertible, queen size, gold, contemporary & upholstered rocker, BO, Barbara, 251-1672

WATERBED, queen, includes frame, pedestal, heater, free floating mattress, \$150/BO, Patty, 249-1845

DINING ROOM HUTCH, Ethan Allen, maple, exc cond, \$750, Pete, 231-5860

RECLINER CHAIR, blue/green, excellent condition, \$375 new, \$85, Janet, 221-5225

LARGE OAK DESK, L66", W38", H31", double pedestal, brass footing, \$350, Bob, 232-2240

ANTIQUE EMPIRE CHAIR, mahogany with blue velvet \$175, beanbag chair, black, \$10, Sandra, 278-4649

QUEEN SIZE BED, w perfect posture box spring & mattress, Cannonball headboard, B/O, Joanne, 249-4854

DINING ROOM SET, pine table, 2 leafs, 6 highback windsor chairs, exc cond, \$750, Frank, 235-3615

CRIB, w mattress, \$75, child's armoire, \$55, rocking chair, hand carved headrest, \$50, Stephanie, 223-2290

OAK DESK, double ped, solid oak, 6 draws, 60 x 36, school teacher's desk, \$175, Gerry, 223-7938

SLEEPER SOFA, brown check, good for cottage or basement use, \$25, Susan, 223-7906

ANTIQUE OAK BED, full size, high headboard, w hand carving, lower footboard, \$150, Joe, 221-5379

MATTRESS, BOX SPRING & FRAME, twin size, Sears best, exc cond, \$125/BO, Diane, 223-5258

TV STAND, solid mahogany, custom made, asking \$35, Bettianne, 226-7118

RECLINER CHAIR, like new, burnt orange fabric, worth all of \$65, Dick, 223-8200

LIVING ROOM SET, light blue w wood trim, coffee table, all 4 pieces \$200, Heidi, 264-4439

LOST & FOUND

FOUND, gold pendant in CF02 lobby, Arthur, 251-1300

MISCELLANEOUS

WEDDING GOWN, Fink original, size 6, spring/summer gown, white with veil, \$200, Mark, 251-1307

MINK JACKET, Toumalene, size 12, perfect condition, \$500, Flo, 226-7300

BUGLAR ALARM, remote paging system, 7 mile range, for car/home, top quality, \$100/BO, John, 289-1573

LA34/ROBIN SYSTEM, 4 disk drives & software, \$1600, Pam, 251-1284

ROBIN COMPUTER, 4 drives, LA50 printer, all documentation, 30 floppies, extras, \$1800, Michael, 223-2899

OSBORNE COMPUTER, D/D w 12" monitor & S/W, hardly used, portable, \$495 firm, Barry, 278-4009

ATARI 400 COMPUTER, typewriter keyboard, only 6 mos old, \$180, Diane, 223-9790

SPEAKERS, Pioneer, 2 way, 8"wf, 2"tw, \$80 each new, sell for \$80/pair, like new, Rick, 231-5266

SKI SWEATERS, mens medium & large, all wool, various colors, good cond, \$15 each, Emil, 223-4749

JAZZ GUITAR, Gibson L5-CES, 1972, mint cond, retail \$2300, \$1275/BO, Jeff, 249-4769

FRONT WHEEL & TIRE, for 10 spd bike, Araya alloy rim, Univega 100 psi tire, \$35, Sonia, 234-4284

SNOW TIRES, 2 pair, studded, 165x13, mounted on 1974 Opel Manta wheels, \$20/pair, Paul, 223-5759

SKI RACK, for Porsche, never used, \$45/BO, Ellen, 289-1892

ROWING MACHINE, hardly used, \$50/BO, Chris, 276-9

FIREPLACE SCREEN, 38 1/4" x 24 1/2", Sears lined drapes, all in ex cond, Tom, 223-2648

AM/FM/SW RADIO, Panasonic, RF2200 with 6 SW bands, \$120, Alan, 226-7223

ANTIQUE ACOUSTIC RECORD PLAYER, Aeolian-Vocalion Graduola, needs work, records, \$50, Dick, 231-5483

WEDDING GOWN, size 9, summer gown, short sleeves, simple but elegant, veil, \$75, Diane, 251-1308

ROBIN VT180 SYSTEM, including CP/M, basic, select, multiplan, extra disks, BO, Audrey, 223-1868

VT18X-AR VT100 personal computing option, CP/M, Multiplan, Select, Mbasic, \$423, Tim, 276-9569

LA34 RIBBONS, brand new, in box, must buy all 6 boxes, \$12, Frank, 235-3615

INTELEVISION GAME w 19 cartridges, mint cond, \$300 firm, Roger, 231-6087

LA34 new, \$850/BO, Agustin, 288-6772

CAR RADIO, AM only, used 3 months, \$50, quartz heater, \$25, Elaine, 231-2756

ROBIN COMPUTER, dual drives, LA50 printer, exc cond, SW pkgs, floppies, 6 ribbons, \$1950, Judy, 276-9529

ELECTRONIC PIANO, Suzuki, portable, w sustain peddle and volume control, used 1 mo, \$450, Ann, 231-2482

ATARI 2600, gd cond, 2 joy sticks, 1 set of 2 paddles, 15 cartridges, \$110, Anita, 283-6261

VIC 20 COMPUTER, w 32K memory, cartridges, books, games, cassettes, \$300/BO, Rose, 231-7353

STEREO SPEAKERS, pair of Fisher g5c, \$250, pair Acoustic Research 2AX, \$150, Bill, 223-6364

ORGAN, Kimball, 2 keyboards, asso beats, etc, \$1200, Bonnie, 225-4414

PDT-130 LOGIC CARD SET, 100% working, \$300/BO, Mark, 276-8324

BABY CLOTHES, 3mos-2yrs, mostly girls, some boys, gd-exc cond, very reasonable, Michalene, 231-6044

SINCLAIR ZX80 PC, w 5K memory, expandable, orig cost \$200, asking \$50, Wayne, 288-7611

EXHAUST TUBING BENDER, full hydraulic, full set of expanders & dies, new cond, \$9000/BO, Lisa, 251-1481

COFFEE MAKER, Bunn pouromatic, stainless steel, 3 pot warmer, ideal for cost ctr, \$45, Carl, 223-4148

ROBIN, complete with printer, \$1500, Jane, 276-9370

ATARI 1200XL COMPUTER, w 64K memory, joy sticks, cartridges, cassette, & more, \$600, Jack, 231-4783

ROBIN, VT180, w LA34 system, hardly used, \$1450/BO, Angela, 289-1630

CELLO, 3/4 size, bow, case, beautiful tone, \$650, drum set, 5 piece, complete, extras, \$625, Nick, 223-3061

ACCOUSTIC GUITAR, black & white, Hyostat, paid \$100, asking \$50, Lisa, 223-6372

VIBRATING EXERCISER, hardly used, \$10, Marion, 223-3993

ROBIN, VT180 w 2 dual floppy drives, LA34 printer, software & 40 floppies, \$1400, Richard, 229-6387

BIKE, boys Rampar 4-10, \$65, Atari 2600, cartridge \$60, Dungeons & Dragons modules, B/O, Lyn, 225-6

MOVIE PROJECTOR, Bell & Howell dual 8, excellent cond, used twice, good deal, \$70, Jack, 223-6624

MATTRESS & SPRINGS, firm, good condition, \$100, Dick, 283-7630

OSAWA LENS, 35-70mm, F3.5-F4.5, brand new, never been used, \$75, Rich, 229-6145

TIRES, 2 Dunlop H78-15 studded snows, \$25 ea, 1 Dunlop H78-15, \$20, on Ford rims, Priscilla, 223-9371

N, LA34, software packages for sale, \$1395, Bob, 5683

WOMAN'S WORLD MEMBERSHIP, 9 months, applies to any location, \$150, Gail, 224-1631

CAR SEAT, GM, toddler loveseat with cover, exc cond, asking \$40, Rose, 276-9382

KEROSENE HEATER, Sanyo, 18,000 BTU, used only once w 5 gal can, 13.5 hrs, \$100, Dan, 223-2643

MOTORCYCLE LEATHER COAT, women's size 14, \$75, mens motorcycle leather gloves, sz L, \$25, Dave, 234-5263

AIR CONDITIONER, GE, Carry Cool 5000 BTU, like new, \$150, Mitch, 237-3226

PDT-11/150, LA36, VT62, terminal stand, software, lots of floppies, exc cond, Bernie, 249-1739

LA36 KEYBOARD PRINTER, exc cond, hardly used, \$200, Marty, 225-4194

RUNNING BOARD, RT side, new, fits 1973-82 Chevy, GMC, Blazer + Jimmy, \$25, Bob, 276-9544

OSCILLOSCOPE-NLS, 15Mhz, battery powered w charger/adaptor, single trace, exc cond, B/O, Steve, 276-9100

WATER SOFTENER CONTROL SYSTEM, Series 155, 2 yrs old, used 6 mos, \$600/BO, Suzanne, 289-1375

CASSETTE DECK, Nakamichi 1000, super 3 head, dual capstan deck w logic contrl, \$5000, Larry, 234-4688

CRIB, maple, w bumpers, mattress, gd cond, \$70, high chair, gd cond, \$12, Swingomatic, \$15, Sujit, 223-1300

WOOD STOVE, Wonder Warm w built in blower, powerful \$425, Pete, 231-5860

BENCH, w shelves and utility strip, \$75, nanie, 223-2290

STONEWARE SET, service for 10, beige w brown trim, \$55, Stephanie, 223-2290

ROBIN, VT180-AR, LA34-AA, printer w forms trac, 2 dual disk drives, extras, best offer, JB, 234-4603

AQUARIUM, 20 gallons, all equipment, many extras, exc cond, \$70 firm, Paul, 223-4166

WEIGHT BENCH, Sears, leg lift, adjustable, 150 lbs of weights, \$60 firm, Paul, 223-4166

3" BENCH VISE, brand new, Starrett, top quality, \$100/BO, Michael, 223-2899

CROWN D150A STEREO POWER AMP, suitable for home or prof use, 75W channel, exc cond, \$400, Russ, 251-1219

VT180 SYSTEM, 4 drives, LA50, extra software, \$1500, Jim, 247-6276

BRIDESMAIDS GOWNS (2), size 7, one light blue, one ivory, both worn once, \$35 each, Nanci, 223-8323

1982 CHEVETTE GM SHOP MANUAL, \$10, Dave, 276-9664

AREA RUG, 10' x 12', sculptured, royal blue, bound 3 sides, bubble padding, \$55, Steve, 223-6449

TRS M-100 PORT COMPUTER, 32K, integral modem, travel case, software, cables, opts, Larry, 231-7246

LA34-AA, w tractor, ribbons, cover, like new, \$300, GE Terminus 300 printer, 300baud, \$150, George, 223-4264

STEREO SYSTEM, Lafayette, 1000T amp, dual turntable, KLH speakers, Ampex tape, \$250, Tony, 223-7831

TRS-80, Mod I, 16K, printer, CRT, games & utilities, exc cond, \$450, Bob, 231-5494

M, Kimball Swinger 500, 8 different beats, tuned exc cond, \$500/BO, Patty, 223-5806

MOTORCYCLES

'81 KAWASAKI 440 LTD, black w maroon stripe, exc cond, less than 35Kmi, \$1000, June, 257-1160

'79 YAMAHA XS-650 SF, clear windshld, sissy bar, cruise control, 65+MPG, exc cond, \$975, Carl, 223-6056

'79 G HONDA CB 750K, backrest, luggage rack, cruise control, new kerker, \$2000/BO, Suzanne, 251-1313

'66 HONDA 160, two bikes, \$150, Diane, 229-6106

'82 GS1100 SUZUKI SZ, low mileage, \$2800, Audrey, 276-8041

'80 KAWASAKI 250LTD, used one summer, low mileage, exc cond, must sell, \$900/BO, Carol, 223-2890

'79 KAWASAKI 650, black, luggage rack, sissy bar, low mileage, helmet, exc cond, \$1250, Craig, 232-2295

'81 HONDA 750 CUSTOM, sissy bar, rack, 8Kmi, 2 tone metallic blue, exc cond, \$2250, Kathy, 225-5601

'76 SUZUKI GS-1000E, 12Kmi, many extras, no scratches, 2 helmets, \$2,150/BO, Dave, 229-6396

'81 YAMAHA 750 SECA, new tires, includes Krauser back rest & lugg, mint cond, \$2100, Tom, 225-5043

'80 GS750L SUZUKI, black low rider, 9Kmi, exc cond, \$1700, Kelly, 278-4849

'70 HONDA CB450, new sprockets, chain, primary chain, battery, \$500, Fred, 247-2859

'81 CM400T HONDA, 4Kmi, sissy bar & pad, new cond, \$950, John, 247-2188

'83 HONDA VT 500 ASCOT, mint cond, 3Kmi, incl headers, \$2000, Ruth, 289-1214

'80 HONDA CX500C, water cooled, shaft drive, new tires, many extras, \$1400, Bob, 221-5373

PETS

ANGORA BUNNIES, \$15, 2 pair red & red tiger Oscars, \$50/pair, breeding pair angora, \$40, Diane, 229-6106

GOLDEN RETRIEVER PUPS, champion bred, AKC, shots, hips & eyes cleared, Joyce, 275-6092

REAL ESTATE

LANCASTER, 3bdrm, colonial, hard wood flrs, woodstove solar panel, private office, \$85K, Jody, 223-6309

PETS

CAT, year old white kitten, named Max, has been spayed, purrs a lot, free, Stephanie, 257-1254

GERMAN SHEPHERD PUPS, AKC, champ lines, black/tan, exc temp & quality, \$275, Sharon, 249-4309

BRITTANY SPANIEL CROSS, male, neutered, shots, house broken, 18 mo, free to gd home, George, 276-9606

GOLDEN RETRIEVERS, females, AKC, all shots, stud & dame on location, \$200, Kim, 221-5722

ALBINO COCKATIEL, male, nice pet, will whistle your tunes, \$65, Paul, 289-1608

CATS, calico female, spayed and spotted gray male, neutered, free to gd home, Denise, 234-5082

COCKER SPANIEL, cinnamon colored, 1 yr old, with papers, good with children, \$50/BO, Fran, 231-5156

REAL ESTATE

JELLESLEY, 5 yr old colonial in wooded area, 3bdrm, 1 1/2 bath, 6rms, deck, corner lot, Elaine, 224-1523

ROYALSTON, 7.3 acres, part cleared for house lot, great hunting/hiking, \$11.5K/BO, Stu, 237-3734

HOME, 8 miles from Augusta, Maine, \$25.9K, Sally, 241-4337

LAND, 10+ acres, 8 miles from Augusta, Maine, \$10K, Sally, 241-4337

HUDSON, 3bdrm contemp, 1 1/2 bath, frplc, quiet st, near 495, 290, asking \$78K, Hans, 251-1664

TIMESHARE CONDO, Falmouth, week in July, 2bdrm, sleep 6, \$1000 less current market price, Pete, 281-5706

MARLBORO, 7rm Cape, 3-4bdrm, wd stove, 2baths, fin base, v siding, cul-de-sac, \$85K, Rick, 276-8028

TIMESHARING, 1 wk at Steele Hill, Laconia, NH, can be traded US/Europe, will rent/sell, Brian, 278-4384

CONCORD, 2 bdrm house, 3/4 acre, patio, 5mi from 128, appliances, 1 bath, w/w, \$115K, Barbara, 221-5743

MARLBORO, 3 bdrm ranch, detached fam rm, recently renovated bath, kitchen, etc, 69.5K, Dave, 229-6396

HOUSE, Weathersfield, VT, 8rms, country setting, ideal for skiers, large lawn & pond, \$80K, Larry, 234-4688

TIMESHARING CONDO, Cape Cod, Brewster, Nov 9-16, 3 bdrms, 2baths, TV, dinrm, \$6200/rent \$500, Joe, 231-5072

HOUSE LOT, Mashpee, Cape Cod, 1/4 acre, short walk to private beach, \$9K, Jeff, 276-9416

HOUSE, N Leominster, 6rm ranch, 2 baths, 24' x 24' attached fam rm, \$69.9K, Linda, 257-1213

CONDO, Acton, 2bdrm, lrg liv rm w bay window, eat in kit, near 2 & 495, \$64.9K, Carole, 264-4214

LANCASTER, 7acre horse farm, 10 rm raised ranch, 1 or 2 family, barn, fenced, Jenny, 276-9305

RECREATIONAL VEHICLES

15' BOSTON WHALER, '81, w 50 HP Merc, marina maintained, low hours, exc cond, \$5,995, Frank, 235-3615

'81 SKIDOO 7500 BLIZZARD SNOWMOBILE, 340 liquid cooled, fast, like new, 600 mi, B/O, John, 231-7299

HERRESHOFF 12 1/2 SAILBOAT, classic wooden boat, largely restored, vry gd cond, \$4500, Linda, 251-1572

PICKUP CAMPER, 10 1/2', sleeps 6, frig, furnace, stove sink, toilet, mint cond, \$2550, Lois, 257-1174

'83 SKAMPER TENT TRAILER, used 1 night, 3 burner stove, frig, sink, heater, awning, \$3395, Enzo, 234-4445

'81 ALUMINUM 17' BOAT, 70 HP motor, trailer, mint cond, extras, \$5500, Mary Lou, 223-8796

RENTALS

SKI CHALET, N Conway, 3bdrm, avail now-4/1/84, wkly/monthly/wkends, Dino, 231-4477

SKI CONDO, Ashland, NH, slps 8, frplc, 2 bath, house-keeping, kit, avail 2/17-2/24, \$590, Gary, 223-4094

SKI CHALET, Killington, cath ceiling, 2bdrms, TV, stereo, dishwasher, W/D, wks/wkends, Susan, 223-3942

APT, Marlboro, 5 rooms, 1st floor, W/D hookups, yard, \$450 + utils, gas heat, Rainer, 228-2265

2 RM EFFICIENCY, Marlboro, partly furn, yard, \$260 + utils, approx \$25/mo, Rainer, 228-2265

APT, Westford, 291 Turnpike Rd, \$260, utils included, Lucy, 237-3516

TIMESHARE, 1 wk, efficiency, Provincetown, 4/28-5/5, waterfront, \$250 firm, Sonja, 234-5080

COTTAGE, W Dennis, 2bdrm, 6/10 mi to beach, near ctr of town, \$325/wk, Barbara, 231-6852

HOUSE, 3bdrm, 1 bath, nice yard, near HLO, \$625 + utils, Jim, 223-9609

SKI CONDO, Sugarbush, VT, sleeps 5, newly redecor, near village, Bill, 225-6083

COTTAGE, Lake Winnepesaukee, 2bdrm, sleeps 4, avail May 1 on, \$225/wk, \$100/wkend, Kevin, 279-5332

SKI CHALET, N Conway, 3bdrm, sleeps 8, near Attitash, Wildcat, Cranmor, Diane, 264-3366

CONDO, Merrimack, NH, 6rm lux spacious, contemp, gar, basement, \$725 + utils, Dorothy, 264-7238

APT, Worcester, 5+rms, frplc, mod kit, quick & easy to rte 290, off at prkg, \$400/mo, Karen, 251-1670

HOUSE, York Beach, ME, 3bdrms, seasonable, fully equipped, avail 6/16-9/15, Janet, 223-2618

COTTAGE, W. Dennis, 3bdrms, \$275/wk off season, \$400/wk in season, Rick, 231-2143

APT, Leominster, 2nd flr in 2 fam, 3 bdrm, mod bath, prkg, heat, \$375/mo + dep & ref, Angelo, 223-5809

HOUSE, Ogunquit, ME, 3bdrm, 2 min walk to beach, yr round home, \$600/wk, \$2200/mo, Paul, 231-4458

STUDIO, to sublet, Framingham Waterview apts, 3/1-7/29, \$375/mo, Deb, 231-5561

RENTALS continued

HOUSE, West Harwich, 3bdrm ranch, 1/2 mi to beach, avail mid June-end of July, \$500/wk, Larry, 223-7753

CONDO, Loon, 3bdrm & loft, sleeps 8-10, cable, pool, sauna, tennis, Roger, 249-4206

HOUSES, Martha's Vineyard, 5 rooms per, private beach, weekly rentals, Lenny, 231-2428

SUITE, Newport, R.I., avail 4/7-4/14 & 9/22-9/29, overlooks harbor, slips 4, Bob, 225-4066

COTTAGE, Sandwich, 3bdrm, 2bath, deck, 200 yds to ocean beach, \$450/wk, 2 wk min, Dan, 249-4980

VILLA, in Lake Buena Vista, 5 min to Epcot/DW, 2bdrm, 2 baths, kit, pool, 6/30-7/7/84, \$500, Ken, 231-7523

HOUSE, Falmouth, sleeps 6, 100 ft to salt water, fully equipped, \$275 & \$375/wk, Paul, 223-3548

HOUSE, N. Eastham, 2bdrm, slips 6, 1.5 mi to ocean, \$400 July & Aug, \$300 June & Sept, Linda, 257-1213

BEACH HOME, Eastham, 3bdrm, frplc, fully equipped, avail 8/4-8/18, \$425/wk, Ed, 278-4045

HOUSE, Marlboro, 3bdrm split, frplc, fam rm, 1 1/2 baths, garg, avail 4/1, \$700/mo + utils, Jim, 282-2497

CONDO, Worcester, North High Gardens, 2bdrm, 2bath, top floor, \$750, Sandy, 234-5134

CONDO, Chapel Hill West, spacious 1bdrm, pool, tennis parking, \$650 inclds utils, Sandy, 234-5134

FURNISHED ROOM, male, separate kit & liv rm, across PK1, \$38/wk inclds utils, Richard, 229-6157

APT, Marlboro, 3bdrms, attic storage, close to DEC, all gas, no pets, \$430/mo + utils, Linda, 276-9856

APT, Worcester, 1bdrm, capeted, appliances, laundry parking, \$275/mo + utils + heat, Jose, 288-6511

APT, Framingham, 2bdrm, avail April 15, \$495/mo inclds heat, hot water, pool, Susan, 225-6720

APT, Arlington, 2bdrm, frplc, modern bath, garage, yard, on bus routes, \$650/mo + util, Sue, 276-9081

WINNIPESAUKEE, summer rental, 3bdrms, 1 1/2 bath, sandy beach, \$450/wk, July & Aug, Royce, 234-4980

VILLA, Lake Buena Vista, 5 min to Epcot/DW, 2bdrm, 2 bath, pool, tennis, 6/30-7/7/84, \$500, Ken, 231-7523

N CONWAY AREA, 3bdrm, 2bath, lakefront contemporary, Van, 223-2856

SUMMER COTTAGE, East Sandwich, 2bdrm, sleeps 6, deck, 100 yds to beach, May/June, \$225/wk, Peter, 234-5287

CHALET, N Conway, sleeps 8, near beach, tennis courts, Bob, 231-4465

HOUSE, Falmouth, sleeps 6, 100 ft to water, fully equipped, quiet family area, \$375/wk, Paul, 223-3548

CAPE, N Eastham, new 3bdrm near bay beaches, avail 6/15-9/15, \$450/wk, \$425/2 wks, Cathy, 223-2441

HOUSE, summer rental, avail, July/Aug, 4bdrm, sleeps 8, deck, W/D, \$550/wk, \$1000/2 wk, Peter, 234-5287

CHALET, Hillsbro, NH, fully equipped, sleeps 4, week/weekend, Sue, 231-6147

CONDO/COTTAGE, Kennebunkport, ME, 2 min to beach, slips 4, fully equip, avail 6/1-10/15, Missy, 231-7338

WATERFRONT HOME, E Falmouth, 4bdrm, sun deck, avail 6/16-8/25, 2 wk min, \$650/wk + secur, Janet, 231-4995

ROOMMATES

ROOMMATE, F, Burlington, rte 128, luxury apt, own bdrm & bath, mod kit, \$350 incld heat, Gloria, 247-2348

ROOMMATE, F, luxury apt in Marlboro, mature, non-smoker, \$275/mo + 1/2 elec, Marion, 223-3993

ROOMMATE, M/F, share 2bdrm duplex, Derry, NH, \$255/mo + 1/2 utils, Dick, 289-1086

HOUSEMATE, M, Lexington ctr, washer, dryer, food, near tennis, pool, \$200/mo + 1/3 utils, Steve, 237-2536

ROOMMATE, 3bdrm condo, Lexington, w 32 yr old F, non-smokers, no pets, Barbara, 221-5743

ROOMMATE, F, share luxury apt in Marlboro, pool, gym, clubhouse, 1/2 rent & utils, Serena, 225-4085

ROOMMATE, M/F, 20's, mature, responsible person to find and share apt in Marlboro, Jane, 231-7251

ROOMMATE, prof F, late 20's looking for same to share condo, Hudson, \$350 + 1/2 util, Beth, 223-2364

HOUSEMATE, F, Concord, non-smoker, 3bdrm, 1bath, frplc, avail 4/1, \$350/mo + 1/3 util, Pat, 249-4188

HOUSEMATE, M, 5 bdrm house in Littleton, Frank, 282-2367

ROOMMATE, non-smoker to rent two rooms in private home, \$200/mo, Diane, 223-2060

ROOMMATE, M/F, Lincoln, w 4 others, no pets, now till 8/1/84, \$260 + utils, Steve, 225-4396

ROOMMATE, Framingham, non-smoker, share 2 bdrm, town-house, \$375 inclds heat, Cathy, 276-9506

ROOMMATE, F, share 2bdrm condo, rte 20, Marlboro, \$195 + 1/2 utils, Susan, 225-4616

HOUSEMATE, non-smoker, share sunny 4bdrm home in Sudbury, \$225 + utils, Eric, 231-6312

HOUSEMATE, F, Hudson, \$225/mo + 1/3 utils, Sue, 225-4860

ROOMMATE, F, non-smoker to share 2 bdrm in private home, Framingham, \$265 + utils, Patty, 223-5806

ROOMMATE, F, 2 bdrm condo, rte 20, exc location, \$195 plus 1/2 utils, Susan, 225-4616

SPORTING GOODS

SKIS, Kneissel Omni 170cm w Salomon 222 bindings, gd cond, \$75, Karen, 231-4843

SKI BOOTS, Caber, size 7, \$70, Angelo, 277-7190

SKI BOOTS, Caber ladies size 8 1/2, used twice, \$35, Nan, 223-2751

BIKE, 10 speed bike, 26 inch boys, like new, \$60 Doug, 234-4250

SKI BOOTS, Dolomites, mens size 10, used 2 seasons, good shape, \$38/80, Neal, 231-4547

HIKING BOOTS, Dunham, mens size 10 1/2, worn 4 days, \$55 new, sell for \$40, George, 223-5096

HOCKEY SKATES, mens size 12, never used, American Cougar, \$25, Joanne, 273-3484

HOCKEY SKATES, boys, Supertacks, sz 1 1/2, \$35, Tacks, sz 13, \$25, roller skates, sz 4, \$5, Lisa, 223-2413

RUNNING SHOES, Converse womens size 10M, medium grey, almost new, \$10, Robin, 276-4570

KARATE KICK BAG, Franklin, includes chains & mounting, like new, \$30, Kim, 223-7892

SKI BOOTS, will trade mens sz 11 Lange Pro for sz 9 Lange comparable model, gd cond, Barry, 279-5522

GOLF CLUBS, '81 PGA Ryder Cup, 1, 3, 5, wds, pro registered, exc cond, stiff shaft, \$75 firm, John, 229-6010

HOUSEMATE, M/F, Tyngsboro, non-smoker, clean prof, no pets, share condo, pool, \$300/mo, Bill, 231-4945

HOUSEMATE, M/F, Marlboro, 3bdrm, on lake, fam rm w frplc, garg, \$350 + 1/2 utils, Ivan, 223-6672

HOUSEMATE, M, Maynard, non-smoker, 3bdrm, washer, dryer 2 1/2 baths, 2 car garg, \$300/mo, Dave, 231-6771

BIKE, 22" mens 10 speed bike, CCM model, works well, \$50, Bettianne, 226-7118

SKI BOOTS, size 7/8, Hanson, used 3 times, exc cond, orig \$250, now \$50, Sallyann, 223-7762

GUN CABINET, cust made, holds 16 rifles, early American design, vr gd cond, \$350, Norm, 231-6710

WANTED

RENTAL HOUSE, on Cape or near Cape for weeks of 7/21-8/4, sleep 8-10, walk to water, Terry, 276-9495

SKIS, preferably with bindings, 170cm or 175cm, Barbara, 225-5752

CALCULATOR PEN, working or not, Dick, 231-5483

GTO PONTIAC, '69 thru '70, in reasonably good condition, Ruth, 273-3221

APT, married couple seeking 2 bdrm apt in Maynard area, Brian, 269-2183

RECREATIONAL VEHICLE, to rent for month of August, sleeps 4, Betty, 243-2704

LA34-AA, w tractor feed, will pay \$350, Dave, 223-4060

APT, 1 bdrm, in private home/complex, \$400/mo/less, Bedford, Billerica, Burlington area, Pat, 226-7162

6" WOOD JOINTER, in good working condition for reasonable price, Dave, 229-6396

CANOE, good condition, reasonable, John, 223-5053

CANOE, 16-18 foot, reasonable condition, Claudia, 288-7643

KNITTING MACHINE, do you have one gathering dust? any condition, Henry, 273-3408

LA34 printer w tractor feed, will pay \$300, Dave, 223-4060

VACATION RENTAL, Lake Winnepesaukee, one week, July or August, Eleanor, 223-7864

1" or 2" x 42" BELT SANDER, Jack, 288-6198

COTTAGE ON LAKE, in New Hampshire, 3+bdms, 1-2 wks, 2nd, 3rd, 4th wk of July, 1st wk Aug, Jane, 225-5635

CONDO, to rent, sleeps 8-10, for wkend of 4/20-4/22 close to Waterville Valley, NH, Mario, 282-2027

MARKETPLACE CF02-3/K23

Type or print clearly. Ads are published on a first-come, first-served basis. The full name and 7-digit DTN number is required. Home phone numbers will not be printed.

CATEGORY _____

ITEM _____

DESCRIPTION _____

PRICE _____

DTN _____ LOCATION-M/S _____

NAME _____
first last (only 1st names are printed)

Digital contributes \$1.1m to Mass., N.H. high schools

Continued from page 1

As an integral part of the conference agendas, all teachers, administrators, students and parents will be invited to day-long programs of workshops and presentations on the use of personal computers in secondary education. Special student activities to encourage creative participation will center around a computer fair to be held in the spring of 1985. The nationally recognized French River Teacher Center of Oxford, Mass., will conduct several of the training sessions and educator conferences.

A unique aspect of the program is the voluntary participation of individual Digital employee sponsors who will act as liaisons between the schools and the company to maintain an integral, ongoing line of communication.

According to Joel Schwartz, vice president, Small Systems Group, "We are very excited about the program. Students and teachers will gain hands-on experience with the finest personal computers in the industry — a class of computers which students will find most prevalent in their

In Mass. the participating high schools are:

Acton-Boxboro Regional, Algonquin Regional (Northboro), Ashburham/Westminster Regional, Assabet Valley Vocational, Bromfield (Harvard), Chelmsford, Clinton, Concord-Carlisle Regional, Fitchburg, Framingham, Gardner, Groton-Dunstable Regional, Hudson, Keefe Tech, Lawrence, Leominster, Lincoln-Sudbury Regional, Littleton, Lowell, Marlboro, Maynard, Methuen, Milford, Minuteman Vocation-

al, Nashoba Regional (Bolton/-Lancaster/Stow), Nashoba Valley Tech, Natick, Newton, North Middlesex Regional, Shrewsbury, Springfield, Waltham, Westboro, Westfield, Westford Academy, Worcester, and Worcester Trade Complex.

In N.H., the participating high schools are:

Alvirne (Hudson), Londonderry, Manchester, Merrimack, Milford Area (Milford/Amherst), Nashua, Pinkerton Academy (Derry), and Salem.

subsequent education and throughout their professional careers. Over the next year, training and other activities will provide educators, students and parents with the opportunity to increase their knowledge of how computers can be effectively utilized in education. The sponsor-school partnership will open up direct communication between educators and Digital."

Inauguration of the new program will be March 6 at the Sheraton Conference Center in Boxborough, with a day-long introductory conference and training session for all participating school officials.

In the past three years, Digital has made cash and equipment grants worth over \$68 million to support its educational programs.

DECmate II Demo Skills Courses

If you are interested in learning more about Digital's approach to word processing and solution oriented software application programs on the DECmate II, these courses may be for you.

The Office Automation Group is now offering one-day lecture/lab demonstration courses to any Digital employee. These Demo Skills Courses are designed to teach you how to demonstrate the DECmate II and its software applications programs to first-time users who are either in-house or potential prospects.

The courses will focus primarily on DECmate II hardware, product training using WPS and CP/M, Multiplan, Daisy Aids, Documentation, and Computer-Based Instruction.

Effective demonstration techniques, presentation skills, and how to work with people through role playing will be taught.

Prerequisite: Familiarity with word processing (preferably on a DECmate I or II), as well as List Processing, Math, Sort, and experience with communications and user-defined keys.

DECmate II WPS Demo Skills

Cost: \$175 per person.

Dates: March 20, April 23, May 21.

DECmate II Multiplan/Daisy Aids Demo Skills

Cost: \$175 per person.

Dates: March 30, May 14, June 4.

The courses can be made available at your site if 10 or more people from one group are interested.

To enroll in these courses, or for more information, please contact Trudy Taylor, DTN 223-5820.

Managing the DP-User Interface

Learn the skills needed to manage the critical DP-User interface in this highly participative and interactive three-day workshop. These skills will allow you to gain high user commitment to systems, reduce resistance to change, and distinguish between technical expertise and the consulting skills necessary to effectively implement technological change.

This workshop is designed primarily for MIS managers, BSAs, project leaders and key programmer analysts.

Dates: March 21-23 at Virginia Road, Concord. To register, please contact the DIS Registrar (Digital Information Systems) in Bedford at DTN 249-4670.

New statistics workshop

A new three-day interactive workshop, "Statistics for Improving Quality," shows how regularly and scientifically collected data, when subjected to careful analyses, will yield relevant, accurate and timely information for improving the quality of Digital systems by assisting engineers and managers in making informed decisions.

For additional information call Madhukar Joshi, DTN 223-9963.

When: March 19, 20, 21; May 14, 15, 16.

Where: Bedford Training Center, Bedford, MA.

To enroll, please call the Educational Services Registrar, DTN 249-4670.

Ed Services Seminars in Boston area during March

March

- 5-6 DECnet Protocol Analysis
- 6-8 PASCAL as a Second Language
- 7-9 DECnet/RSX Internals
- 12-14 Networking: Architectural Concepts with Examples of Computer Communication Networks
- 1-23 Managing ALL-IN-1 for Increased Office Productivity
- 28-30 VAX-11 DBMS for DBMS-20 Data Base Managers
- 28-30 Software Project Management for Small to Medium Sized Projects
- 28-30 Successful Business Automation Through Participative Design

For more information, please call DTN 249-4949.

City students visit Digital

Six high school students from Hyde Park and Jamaica Plain spent a day with members of Digital's Corporate Personnel staff in West Concord recently, getting a flavor for what a career in the computer industry might be like.

The students, along with teachers and members of the Boston Private Industry Council, were guests of Phil Sardella, U.S. Employment manager. After being greeted by John Sims, vice president, Corporate Personnel, they were given a computer demonstration and some hands-on time at the Learning Center located in CFO2. They also met with Digital employees in one-to-one discussions about the kinds of jobs they envisioned for themselves after college.

Digital computers are a part of the education process at both Hyde Park and Jamaica Plain high schools.

One of the results of the visit is a 14-minute film entitled "Looking Up," detailing the students' day of career exploration. Employees who wish to view the film may contact Employment Coordinator Theresa FitzPatrick, DTN 251-1383.

New offerings from DME

Capital Asset Management

Systems and methods for acquiring and managing capital assets are explored in this two-day workshop. Key topics include planning and budgeting for capital expenditures, preparation of the Capital Appropriation Request (CAR) and basic fixed asset accounting. The importance of Property, Plant and Equipment (PP&E) in the return on assets (roa) calculation is emphasized. This practical, Digital-specific workshop will help participants efficiently plan, process and monitor capital spending. **Intended For:** Engineers, Product line personnel, Manufacturing personnel, Fixed Asset accountants, Auditors, Financial analysts or others involved with PP&E at Digital.

Essentials of Effective Supervision

Preparation for the new supervisor is the goal of this three-day workshop. Basic people management skills are covered, along with "need to know right away" information. The transition from individual contributor to supervisor is the theme that runs throughout, helping the person new to the job gain perspective and insight into new responsibilities. **Intended For:** New supervisors or managers and individuals identified for promotion to a supervisory role.

To register, please call DTN 249-1881/1882 or (617) 276-1881/1882. For more information, please call DTN 249-4457 or (617) 276-4457.

Digital lands \$4m contract with USAA

The United Services Automobile Association (USAA) recently concluded a six-month office automation study with the decision to purchase Digital's ALL-IN-1 integrated office and information system.

The contract which calls for nearly \$4 million in the first year, includes seven VAX-11/780 computer systems, 165 DECmate II office workstations, and some Professional 350 and Rainbow personal computers. This purchase is the first phase of USAA's multiyear office automation project.

Current plans call for USAA to install 560 workstations which will support approximately 750 users in its corporate office and six U.S. regional offices within the next year. The company is planning to expand the system to 1500 users and include offices in Germany and England.

USAA, based in San Antonio, Texas, is the seventh-largest automobile insurer and the 13th-largest homeowner insurer in the United States. Its 1.3 million policyholders consist of U.S. military officers and their families in the United States and abroad.

Ed Services Seminars

For more information or to register for the following courses, call the Seminar registrars indicated below with the specific seminar dates. Software Services employees should contact their Software Services Registrars.

ALL-IN-1 for the VAX/VMS System Manager

This seminar provides a detailed technical description of ALL-IN-ONE and presents the seminar leader's firsthand experiences with the management of an ALL-IN-ONE installation. It also offers an opportunity to learn tested methods for the implementation, operation, and maintenance of ALL-IN-ONE to best leverage office productivity gains.

Prerequisites: Seminar attendees should have working knowledge of VAX/VMS at least to the level presented in DIGITAL's VAX/VMS Utilities and Commands course, the ability to create and use VAX/VMS DCL command procedures, and familiarity with VAX/VMS its layered products, and its applications design philosophy.

Some technical experience with VAX/VMS at the System Manager, or Applications Programmer or Systems Programming level is also required.

March 21-23, Boston, MA, Registration: 249-4949

VAX-11 DBMS for DBMS-20 Data Base Managers

VAX/VMS Systems have increasingly become the chosen growth path for TOPS-20 users. This seminar will investigate moving from a TOPS-20 system running DBMS-20 to VAX/VMS and VAX-11 DBMS, a database whose standard and implementation is based upon many more years of industry experience.

Prerequisites: An in-depth knowledge of CODASYL database structures, experi-

ence developing and maintaining a DBMS-20 database, and a familiarity with VAX/VMS.

March 28-30, Boston; DTN 249-4949

Software Project for Small- to Medium-Sized Projects

This seminar teaches project managers to design and implement software on micro or mini computers as used at Digital to develop successful software. Several workshops in designing projects from start to finish will be presented.

March 28-30, Bedford; DTN 249-4949

VAX/VMS Real-Time Applications

The real-time computer environment is dynamic, characterized by continuous change. Whether the application is high-speed data acquisition, process control, complex data manipulation, or a combination of these, the need for a complete analysis and definition of the program and a logical design of the solution is imperative.

This seminar presents two applications implemented under VAX/VMS. The seminar leader will guide the attendees through the complete design cycle of a real-time application and the complete life-cycle of a real time process.

April 2-4, Boston; DTN 249-4949

New offering from Ed Services Seminars

"Software Project Management for Small to Medium Sized Projects" is a new seminar offered by Educational Services Seminar Programs. The three-day course will be of interest to anyone responsible for software purchase, coding, implementation, management, maintenance or use.

An employee-only version of this seminar (EY-J7007-AO) will be held in the Corporate Auditorium, Parker Street, Maynard, March 28-30. For information or to register, please call Educational Services in Bedford, at DTN 249-4949.

NEWS BRIEFS

Deadlines for 'Digital This Week'

Deadlines for *Digital This Week* have been established to help you plan events and publicity around certain editions of the paper. Deadlines don't pertain to Marketplace, which is first come, first served. The next four issues and deadlines for DTW:

March 26 issue — March 14 deadline

April 9 issue — March 28 deadline

April 23 issue — April 11 deadline

May 7 issue — April 25 deadline

DECVETS to address professionalism at meeting

Professionalism will be the subject of the April 18 meeting of DECVETS, Digital's Vietnam veterans support group. Ken Kanaday of Sales Training will lead the discussion, providing specific guidance on how to develop and maintain professionalism within Digital.

Ken is a decorated veteran of the Vietnam War, and has recently authored a book entitled "Professionalism: Back to Basics," scheduled to be released in April.

The meeting will be held at 6 p.m. in the Mill Cafeteria Conference Room (MLO5-4), on Wed., April 18. All interested employees are invited to attend. For more information about the meeting or about DECVETS, contact Jed Levine, DTN 276-9717; Paul Senecal, DTN 223-9395; or Bob Payne, DTN 223-3800.

Field Operations Marketing holding internal open house

Digital professionals with backgrounds in marketing, software marketing support, project/product management and marketing communication are invited to attend an internal open house sponsored by Field Operations Marketing. The open house will occur Thurs., March 15, from 2:30 to 7 p.m., in the Stow (OGO) cafeteria. For more information, call Charlie Barbanti, DTN 276-8269, or Vicki Stankovich, DTN 223-7324.

On the move

The Educational Services Packaged Training Group has moved from 12 Crosby Drive, Bedford, to the Burlington Ed Services building (FPO) at 30 North Ave., Burlington, MA 01803. The new phone number is DTN 283 plus extension, or (617) 273-7400.

Digital co-sponsoring benefit road race

Digital's Community Relations department of Marlboro is co-sponsoring a 10-kilometer (6.2-mile) road race with the Marlboro Enterprise to benefit the National Honor Society of Marlboro High School.

The race, which will begin and end at Marlboro High and wind around Fort Meadow Reservoir in back of Digital's Hudson plant, will take place Sat., April 8, beginning at 1 p.m.

Digital has donated colorful t-shirts to the first 200 runners who register for the race, which was organized by the Marlboro High students. Local merchants will donate prizes for the top finishers.

Entry blanks are available at Digital facilities in Marlboro and Hudson, and at Marlboro High School. Entry fee is \$5 if received by March 18, and \$6 after that date. For more information, call Sherron Benoit, DTN 231-7575.

Free tax return assistance to be held at Mill

The Internal Revenue Service is running a program called "OUTREACH," which is designed to provide group tax return assistance for employees filing Forms 1040A and 1040EZ. This program will be offered at the Mill and free of charge to employees of Digital.

The group session will be held Tuesday, March 13, from 11:30 a.m. to 1 p.m., in the Sheridan Conference Room, MLO5-4. Please contact your local Employee Activities Department for details on tax sessions being held at other sites.

Roller skate free at annual party

The Maynard Employee Activities Committee is sponsoring its second Roller Skating Party, on Tues., March 27 from 7 to 10 p.m. at the Roller Kingdom on Rte. 62 in Hudson.

Admission will be free. A limited number of tickets are available on a first-come, first-served basis. No tickets will be available at the door. You may bring your own skates or rent them at the rink for \$1.

Individual and group instruction will be offered by professional skaters from 8 to 8:30. Employees, families and friends are welcome. Please contact your local Employee Activities office for order forms or more information.

Wanted: Unix expert to teach course

Boston College is looking for a Digital employee to teach an evening course in Unix[®] and the language C to undergraduate students. The instructor will be requested to develop the structure and format for a course that would meet once a week (the specific evening is open) from 6:30 to 9 p.m. For more information, call Fred Engel, DTN 231-6871.

[®] Unix is a trademark of AT&T Bell Laboratories, Inc.

Correction



Paulette AnJorin

In the Feb. 23 issue of DTW, this photo was incorrectly identified. The individual is Paulette AnJorin, one of three Digital employees who participated in a program celebrating the 75th anniversary of the National Association for the Advancement of Colored People (NAACP).

Paulette, Customer Administrative Services manager for Educational Services in Stow, was the featured speaker at the event. She was incorrectly identified as Sylvia Hankins, also a Digital employee, who served as master of ceremonies.

DTW regrets the error.

COMPUTER CORNER

Find out how to cut down on computer costs by contacting the Computer Transportation Department, DTN 223-7029

Call the following DTN numbers to join these routes.

VANPOOLS

To Nagog/Maynard

From Townsend, Groton, Mike Fortunato DCV #118, 223-4720

From Amherst, NH, Doug Ryder DCV #67, 288-7606

From Salem, NH, Jim Somma DCV #46, 288-6294

To Maynard

From Hudson, Nashua, NH, Bob Hoglund DCV #75, 223-5513

From E. Pepperell, Groton, Littleton, Ted Courtney DCV #16, 223-3976

From Jamaica Plain, Allston, Brookline via Route 9, Tony Santos DCV #64, 223-6666

From Peabody, Phil Baxter DCV #107, 223-1961

From Nashua, NH, Bob Cormier DCV #84, 275-6232

From Framingham, Bob Carson DCV #43, 223-3396

From Gardner, Westminister, Doug Neale DCV #108, 223-5836

To Acton/Maynard/Stow

From Methuen, Salem, Andover, Tewksbury and surrounding area, Ken Noyce DCV #109, 223-3559

To Stow/Maynard

From Worcester, Shrewsbury, Denise Moran DCV #36, 223-3088

From Worcester, Auburn, Shrewsbury, Jack Downing DCV #71, 223-7492

To Nagog

From Weymouth Center, Houghton Pond, Canton, St. Bartholomew's Church, Needham, Harold Woods DCV #68, 228-6378

To Hudson (HLO)

From Reading, Bruce MacDonald DCV #34, 225-5336

To Marlboro

From Arlington, Lexington, Belmont, Cambridge area, Paul Defazio DCV #41, 231-6903

To Shrewsbury

From Allston, Cambridge, Brighton, Boston, Darrell Hartwick, 237-3234

FORMING VANPOOLS

To Nagog

From Arlington, Lexington, Belmont, Cambridge area, Dick Belmont, 226-7115

To Shrewsbury

From Maynard, Serge Martel, 237-3363

From Townsend, Leominster, Mike Her-

man, 237-3398

To Maynard/Stow

From Boston, Eleanor Stout, 276-8400

CARPOOLS

To Westboro

From Hudson, Nashua, NH, David High,

292-2421

Introducing the Electronic Store — another industry-leadership service

Digital has become the first computer manufacturer to introduce a full-service, computer-based sales service that enables customers to electronically select, review and purchase products.

Known as the Digital Electronic Store, the new service provides customers with the opportunity to review product features and see hardware/software prerequisites and prices, as well as to reference complementary products and services.

The Store is being introduced at selected Fortune 500 companies and Digital Business Centers, and will be available to the public later in the year. Customers will be able to reach the Electronic Store on a terminal and a modem by dialing a toll-free telephone number. Access to the Store is 24 hours a day, seven days a week. The service employs user-friendly menus based upon artificial intelligence and human engineering concepts, to assist customers in selecting products of interest. Customers can compare product offerings, review product feature descriptions, request four-to-eight minute demonstrations, and select the products which best fit their needs and environments. The service will allow a customer to easily enter his own order and provides a range of payment options, including national credit cards, C.O.D., or DECcharge — a new option that offers customers the opportunity to buy on credit from the Store.

According to Bill Hancock, the Digital Electronic Store Manager, the announcement illustrates another example of Digital's ongoing commitment to provide customers with industry-leadership services and products.

"The Electronic Store provides an easy

and efficient way for customers to shop for software and other products," says Bill.

"Store users can browse for the right product, using friendly, conversational menus that focus on customer needs, or they can directly access specific products.

"Customer response has been outstanding. At one pilot site, 400 people applied for the first 10 accounts."

Statistical Quality Control

April 9-13

The SAC/Central Quality Group is sponsoring a course on how to use statistical techniques to improve quality and productivity. The purpose of the course is to provide participants with the practical, problem-solving tools that have been used by the Japanese to achieve their legendary levels of quality. The subject matter will be especially oriented to the needs of design engineers and administrators, rather than production workers. Engineers and managers who have been intrigued by the ideas of W. Edwards Deming, should take this course.

This workshop will be taught by Don Wheeler, PhD who has extensive experience in the use of statistical quality control methods as taught by Deming. Dr. Wheeler is a colleague of Dr. Deming.

The course will be held at the Merrimack Conference Center, Merrimack, N.H., in the Wellington Room. The cost of \$500 includes all course materials, breaks and lunches. To enroll, please send name, mailstop, DTN, ENET, CC manager approval, and cost center to CQG Registrar, ZK01-2/D13; or ENET ADVISE::REGISTRAR, by March 23.

Quality Workshop

In the two-day interactive quality workshop, students will develop a definition of software quality; learn how software quality interacts with Digital's business goals; and how to plan for, measure and achieve software quality goals.

The workshop is intended for project leaders, supervisors and programmers, but anyone involved with developing or delivering a software product will benefit from this workshop.

The workshop will be offered March 28 and 29 at the Bedford Training Center.

For more information, contact Chris Strutt via the Engineering Network at ADVISE::STRUTT, or DTN 381-1340, or mailstop ZK01-2/D13.

To register, call the Educational Services Registrar at DTN 249-4670. Software Services employees should register through their Regional Software Services Registrars.

TICKET SALES



SHEAR MADNESS

When: Sunday, April 29

Time: 7:30 p.m.

Tickets: \$10 per person

Gather your friends together for the unforgettable experience of "Shear Madness" in the cozy cabaret setting of the Charles Playhouse's Stage II. You'll experience a whole new, thoroughly delightful approach to live theater.

Order forms are available from your local Employee Activities Office or by contacting Holly Powderly, DTN 223-5402. Ticket orders must be placed no later than Friday, April 6. Tickets are available on a first-come, first-served basis.