



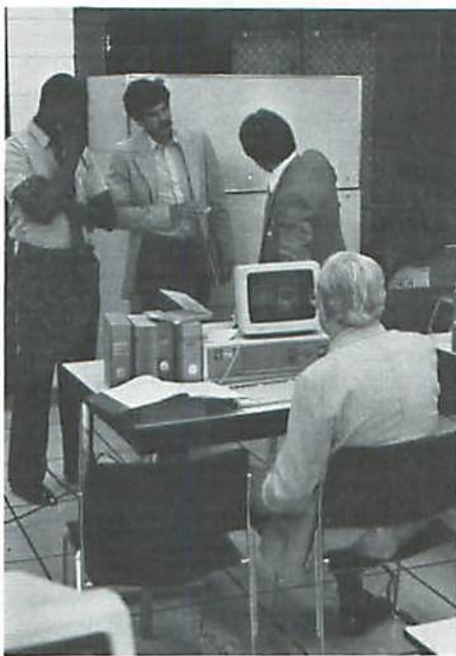
Rainbows in Boston schools: more than just a major sale

When the Metro Boston educational sales unit first entered the competition to land the Boston Public Schools account, Digital was already behind in the race. In fact, Rainbows weren't even among those personal computers being considered by the school system.

Today, nearly a year and a half later, 180 Digital Rainbow personal computers are being used to teach students in Boston's public schools.

The sales effort began in October of 1982, when Ron Masulla, senior sales representative in Digital's Metro Boston educational sales unit, was at home watching the evening news. The broadcast featured a story about the Boston Public School System's three-year plan to expand its computer education program. The TV report stated that although a final decision hadn't been reached, Boston was probably going to choose between IBM and Apple personal computers for its students. Digital wasn't even being considered.

The next day, Ron began the sales effort, and after months of exhaustive work, Digital was awarded the contract to provide 180 Rainbows, along with related soft-



Boston teachers learned to use the Rainbow during training sessions offered by Digital.

ware and printers. Delivery began last August, and when the city's students in grades 7-12 returned to school after their summer vacation, some exciting new educational opportunities awaited them.

continued on page 4

Final results of 'improved' Q2 to be announced

Digital's second-quarter operating results will be detailed in a special DTW Bulletin later this week. On Friday, Jan. 13, 10 days prior to the scheduled formal release of the Q2 final results, the company issued the following statement to Wall Street and the outside press.

Digital Equipment Corporation said that preliminary operating results for its second fiscal quarter, ended December 31, 1983, indicates that sales and earnings will be above the results of its second quarter of a year ago.

The improvement in revenues is likely to result in reported earnings per share in the range of \$1.20 to \$1.45, as compared with \$1.08 reported in the second quarter a year ago. The final results, which are subject to routine audit review, are scheduled for release Monday, Jan. 23.

While the company would not comment in detail on the unofficial results, Alfred M. Bertocchi, vice president, Finance and Administration, said Digital had experienced strong customer demand for its VAX 11/780s, Micro PDP-11s, personal computers and office products.

Manufacturing organization is realigned

Manufacturing has made several organizational changes to better focus and more effectively use its current strengths. According to Jack Smith, vice president, Manufacturing and Engineering, these changes are intended to provide greater management attention to and control over current operations, and to continue to establish proper linkages between Manufacturing and Engineering, and between them and other corporate functions.

"This evolution in our Manufacturing organization greatly strengthens our long-term abilities," says Jack, "while giving us greater focus on operational issues. We

have new momentum in the marketplace now, and our number one priority is to keep this going.

"I have asked Bill Hanson, in addition to his current responsibilities," continues Jack, "to ensure that we have a fully coordinated set of operating plans across all Manufacturing operations, for reviewing and carrying out those plans and for all other issues that affect the day-to-day operation of Manufacturing."

To support Bill, vice president, Systems Manufacturing, in these responsibilities, Finance and Administration (Dan Infante), Manufacturing Planning (Dave Knoll), Far

East Support (Ed McDonough) and Low-End Manufacturing (Dick Esten) now report directly to him.

Manufacturing operations organizationally coupled with Engineering groups — Storage Systems (Grant Saviers), LSI (Jeff Kalb) and Far East (Dick Yen) — continue to report to Jack, as do Personnel (Larry Bornstein), Process and Design Support (Don Metzger) and Corporate Purchasing and Materials (Bill Thompson).

The Boards Process Group (Don Hunt) has become part of LSI Manufacturing/Engineering, reporting to Jeff Kalb. "This will

continued on page 4

'Answer Card' explains Digital to anyone who's unfamiliar

Relatives or acquaintances who are unfamiliar with the computer industry often pose questions like, "what does Digital do?" and "do they make any products I could use?"

To provide employees with a convenient method for answering these kinds of questions, Northeast Area Programs has developed the Answer Card.

The Answer Card is a fold-over, business-size card with the Digital logo and space for an employee's name and phone number to be filled in on the front. Inside are brief descriptions of our products and services. On the back cover is a drawing of the keyboard and monitor of Digital's newest terminals, the VT200s and professional desktop computers.

Forty thousand Answer Cards have been printed, and by early February, group managers in Massachusetts facilities will have received bulk shipments for distribution. They have already been distributed in New Hampshire.

The Answer Card can be used as a business card by itself, or in addition to a regular business card. It can be used to communicate with potential customers or anyone who just wants to learn more about Digital.

More will be printed if sufficient demand exists. To request additional Answer Cards, include manager's name, mailstop, and the number requested, and send to Terry Spuler, MKO2/2C9.

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.

Rainbow adds 1,000th software package

Digital's Rainbow recently reached a major milestone that sets it apart from the majority of other personal computers. It completed negotiations for its 1,000th software package, Wordplus-PC from Professional Software, Inc.

In addition to software available through Digital, Wordplus-PC is among hundreds available through third-party producers and distributors. Wordplus-PC is a powerful, versatile word-processing package that runs under the MS-DOS operating system. Among its features is BOSS (Built-in On-line Spelling System), a spelling checker and corrector which comes with a 90,000-word dictionary.

"Since our first few software packages came on board about a year ago," says Jim Alosi, the Rainbow's third-party software acquisition manager, "we've added about five new packages each day. The number of third-party packages has quadrupled since April. Interest, by both users and software developers, continues to mount every day."

Software developers are becoming anxious to get their products on the Rainbow, because customers are beginning to ask them if their product runs on the Rainbow. "Customer demand has certainly given them an incentive," says Jim. "As a result, retailers and distributors are asking producers to put their products on the Rainbow."

But customer demand isn't the only reason. "The Rainbow will make their product

look very good," says Jim, "better than it does on most other systems. The clarity and resolution of our monitors, for example, make graphics applications, especially color, look good. Spreadsheet packages can take advantage of the Rainbow's ability to display 132 columns instead of only 80. Our keypad, with its special function keys and separate keys for typing, numeric entry and cursor control, gives many applications an edge."

Of the top 35 8- and 16-bit CP/M and MS-DOS applications, 27 now run on the Rainbow, a number which, according to Jim, is increasing all the time.

In Memoriam

Dermot Bredin, originator and manager of the Performance Analysis Products & Services Group, died January 10 following a brief illness. A Digital employee since 1976, Dermot started the group in U.S. Area Software Services five years ago. His wife Bimba is a senior programmer analyst in Digital's Disbursements Systems Group.

Memorial gifts may be sent to West 1 Nurses Fund, attention Mrs. McKenna, Emerson Hospital, Concord, Mass.

New law changes auto coverage

A new Massachusetts law requires that as of January 1, 1984, all insurance companies withhold payment of a collision or limited collision loss if an automobile is being operated by a household member who is **not** listed as an operator on the automobile's policy. Payment is withheld when the household member, if listed, would be classified an inexperienced operator or would require the payment of additional premium charges under the Safe Driver Insurance Plan.

Safe Driver Insurance Plan

The Merit Rating Plan will be replaced by the Safe Driver Insurance Plan. This new plan will provide credits for good drivers. Vehicles principally operated by a driver or drivers with less than three years of experience will not be eligible for these credits. The new plan also will provide for premium adjustments based on (1) At fault accidents; (2) Moving violation convictions; (3) Combinations of at fault accidents and moving violations; and (4) Four

or more comprehensive claims totalling \$2,000 or more unless collision and comprehensive coverages are not purchased.

Records for the three years immediately preceding the current policy year will be used to determine the premium adjustments. The amounts of the credits and premium adjustments have not been promulgated as of the time this article went to press.

\$300 standard deductible

As a result of the recent changes in Massachusetts law, effective Jan. 1, the standard deductible for collision and comprehensive will be raised to \$300. If your deductible for collision and/or comprehensive insurance was the standard \$200 amount, Metropolitan will automatically adjust your automobile policy renewal of Jan. 1, or later to reflect the new standard \$300 amount. Deductibles of less than \$200 or \$300 or more will remain unchanged.

You may request a lower or higher deductible by calling your Metpay Representative.

Major equipment grant awarded to PBS

Digital has awarded a major equipment grant to the Public Broadcasting Service (PBS) towards the purchase of a VAX 11/782 system, which will enable the non-profit corporation to build a program database crucial to the company's ability to carry out its role in public television.

The announcement of the grant, which will allow PBS to update and expand its facilities and keep pace with computerization and office automation, was made by PBS President Lawrence K. Grossman. "Your generous grant will be of enormous help to PBS as we pursue our job of providing quality television programming to the nation," Mr. Grossman said in a statement to Digital.

Digital computers are used at PBS for a wide variety of functions. For example, they continuously send messages to over 300 public television stations via broadcast television's first and most extensive satellite system. Other uses include the handling of program proposals, underwriting data, broadcast rights, promotional announcements, program schedules and inventory. In addition, Digital computers help schedule program screenings, prepare invoices, predict sun outages for the satellite service, and track spare parts inventory.

The program database which the new equipment will now make possible will allow PBS employees to design and extract their own reports so that data input can be

done only once, instead of several times. Furthermore, the accounting system can now be handled completely in-house, facilitating timely analyses of financial reports.

PBS has consistently been at the forefront of adopting new technologies to improve the quality and increase the efficiency of the services it provides, having led the way in interconnecting stations by satellite, developing closed captioning for the hearing-impaired, and utilizing stereo simulcast for musical broadcasts.

Digital has underwritten such national PBS programs as "Evening at Pops" and "The Nightly Business Report."

MicroVAX I wins magazine award

Digital's MicroVAX I, one of four new VAX systems introduced during 1983, has been selected by *Electronic Products Magazine* for one of its 18 "Product of the Year" awards.

The first in a program designed to put VAX 11/780 architecture and performance on a single chip, the Q Bus-based MicroVAX was introduced for end users and new OEMs who need functionality and Q Bus flexibility in a low-cost, high-performance system.

The awards are published in the Jan. 11 issue of *Electronic Products Magazine*.

Wanted: one braille printer

If there is a braille printer sitting idle on a shelf somewhere within Digital, Linda Gilmer and Gary Miller would love to know about it.

Linda is a software engineer at Parker St. She is blind. Gary, her manager, is hoping to find a braille printer to connect to Linda's terminal. By converting text into the raised braille alphabet, the printer would give her access to certain manuals and documents which she cannot read. Linda estimates the cost of a new braille printer to be "about \$14,500."

Linda, who joined Digital's International Software Services in November as a computer science major out of Lamar Univer-

sity in Beaumont, Texas, is now using a braille terminal with a 20-character display. That small capacity makes it difficult to use reference materials efficiently. For example, she is unable to determine how a document is set up in terms of columns and rows. A set of numbers in a chart is often rendered useless.

The printer needed is either an LED 120 or an LED 15 (the numbers are characters per second), made by Triformation. Anyone who can locate such a product should call Gary at DTN 223-1957.

Gary, software projects manager, Internal Software Services, hired Linda after attending a workshop for managers who "might have an adversity to hiring handicapped people." He made several contacts at the workshop, and among the resumes he received was Linda's.

"She does an absolutely efficient job, and she's really done a lot for the morale in the group," says Gary. "I see a teamwork concept forming, and I just feel great about it."

What brought Linda from Texas to Maynard in her job search? "I wanted to work with Digital. That was my first choice. We had a VAX at Lamar (University), and I enjoyed working on it. From articles I'd read, Digital seemed to encourage people to think, and had a lot of new ideas. It sounded like a great opportunity to keep growing, and keep learning. I felt like I had a good mind for doing this kind of work."

Among the other tools Gary is attempting to obtain for Linda are braille versions of several Digital Press publications. "We have contacted Digital Press to get an electronic version of some books," he explains, "so we can have them brailled."



Office Automation
Educational Services

Office Automation Applications February 16, 27

Learn how to select the proper office automation applications to support your business goals. Hardware, software and the common applications for their use are covered in this one-day workshop intended for any manager, supervisor or individual contributor who would like an introduction to Digital's product offerings.

The Computer as a Management Tool February 13-17, March 12-16

This five-day lecture/lab course is designed for managers with limited knowledge or experience with computers, who want to use computers to become more productive in their jobs. A hands-on approach with applications such as electronic mail, spreadsheet calculation, text editing, and graphics is stressed. Participants will have an opportunity to develop applications for immediate use in the office by the end of the week.

Office Automation Planning & Implementation

February 8-9, 20-21, March 5-6

Learn the basic strategy for developing, implementing and evaluating a successful office automation plan through case analysis in this two-day workshop intended for any manager, supervisor or individual contributor responsible for developing office automation strategies. Participants will focus on differentiating among the four stages of office automation; identifying methods to conduct a needs analysis; and identifying resources that will help in the selection of appropriate office automation technologies.

To enroll in the above courses, please fill out a DME/DA Internal Enrollment Request, available from your local personnel office, and mail it to Registrar, PKO3-1/B11. For further information, call the Registrar at DTN 223-5820 or 223-2872.

Rainbows in Boston Public Schools . . .

continued from page 1

Besides being among the first large sales of Rainbows to a public school system, the Boston account was a landmark sale for other reasons. For one, public schools are considered to be an important key to the future of the personal computer market, since they represent a market many times larger than the college and university sector. Secondly, Digital overcame the school system's publicly stated preference for IBM or Apple.

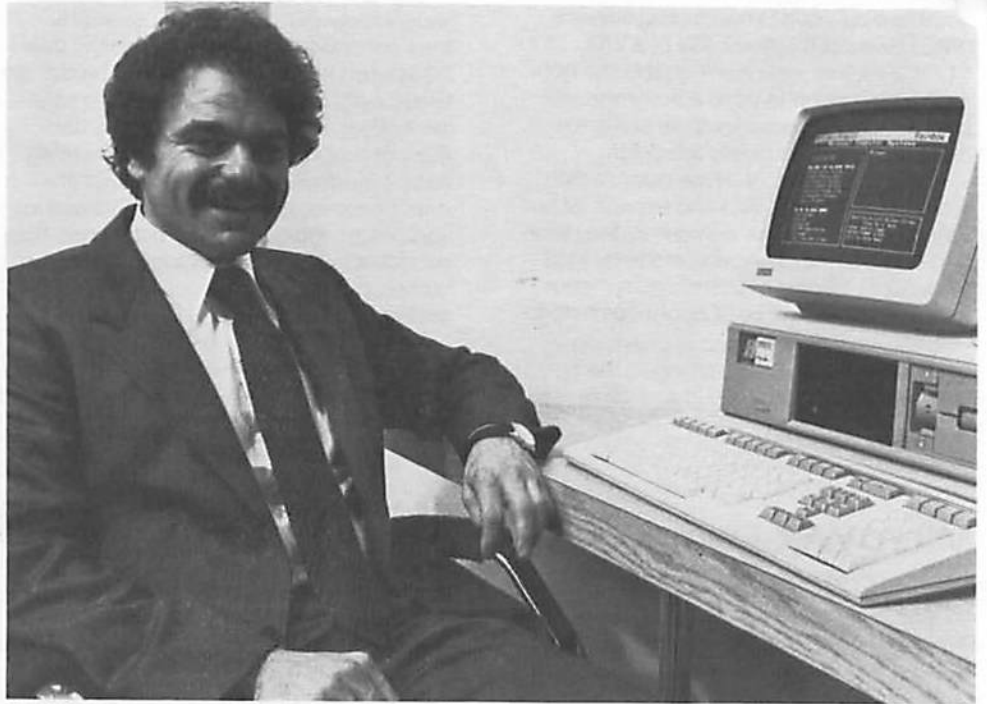
The Metro Boston educational sales unit credits two major factors for its successful sale: a sound, realistic positioning strategy that conceded the grammar-school level to Apple; and a blitz of information, training and support efforts aimed at not only the Boston Public Schools' decision makers, but also at headmasters, principals and teachers.

"We inundated them with information," says Ron. "We ran numerous product demonstrations and training sessions, including a large session for over 70 headmasters, principals and teachers from targeted schools. We did everything we could to get and maintain their interest."

"We even did some out-of-the-ordinary things," Ron continues, "like loaning Rainbows to teachers over the summer, so when they returned to work in the fall they'd be enthusiastic about our products. We made sure we were a constant presence."

The Digital sales team decided to focus on the computing needs of grades 7-12, and not to compete with Apple for kindergarten through grade six.

"This focus was vital for us," explains Joe Castellani, Metro Boston educational sales unit manager. "For one thing, it showed that we didn't want to be all things to all people, unlike IBM, which wanted its PCs in every classroom. By focusing on seven through 12 — where we had the



Ron Masulla, senior sales representative in the Metro Boston educational sales unit, was all smiles after the Boston Public Schools decided on the Rainbow.

most to offer — we demonstrated that we were concerned with Boston's needs, and not just our own desire to sell equipment. Letting Apple take the lower grades also delivers an important message to the children: Start out with the Apples, learn the basics, and then graduate to a professional machine for more sophisticated users and applications."

Another factor in Digital's favor was service. As part of the agreement, Digital has set up a centrally located service area for equipment repairs. For long-term service, Boston has hired a computer technician who is now being trained at Digital, enabling the Boston School System to eventually share the maintenance responsibility.

"We could never have won this sale without the work of people from all levels," says Ron. "Upper management was very supportive. When something had to be done we all got out there and did it. I remember meeting the Digital truck driver downtown and driving around Boston with him, delivering the equipment. We put the personal touch on the deal. You can't just drop off personal computers and leave the customer to deal with them. We put on half-day training sessions to help everyone get started properly."

Boston's three-year computer education expansion plan was budgeted at \$1.5 million per year, for a total of \$4.5 million over the course of the program. One third of this amount will be paid by the school system,

one third by the mayor's office and one third by the private sector — including Digital. Corporate Contributions reviewed the program, found it to be in line with their charter, and agreed to contribute.

The 180 Rainbows now in Boston schools could increase to 300 during 1984, and could top 1,000 by 1986. The systems are placed in clusters of 15, with 13 monochrome monitors and two color monitors in each cluster. All have graphics options, and there are LQP02 and LA50 printers for each cluster.

Robert Pearlman, director of academic computing for the Boston Public Schools, lists several reasons behind the decision to go with Digital, including the Rainbow's built-in terminal capability, large capacity to store information, and the high level of resolution on both the monochrome and color monitors. "There's no comparison here between the Rainbow and other makes, including IBM and Apple," he says of the Rainbow monitor. "The text quality on the monitor is in a class by itself."

"Beyond the hardware itself," Robert explains, "we chose Digital because they presented the most attractive partners in the long run. They paid attention to our need for service, they keep us apprised of new product developments, especially software, and their people know the market and our needs very well. The combination of hardware and support made the difference."

Manufacturing realignment . . .

continued from page 1

bring together these base technology groups with similar process-intensive operations and business challenges," says Jack.

The Corporate Quality Control function has been transferred from Jack to Win Hindle, vice president, Corporate Operations. Notes Jack, "We believe this will give this increasingly important function corporate-wide management attention."

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 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 Billerica, Bedford, Al Roemer DCV #74, 223-9408

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, Chelmsford, Bob Cormier DCV #84, 275-6232

To Maynard/Acton (ACO)

om Merrimack, NH, Lou Snider DCV #50, 223-7718

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 Dowing DCV #117, 223-7492

To Tewksbury/S. Lawrence/Andover

From Framingham area via Routes 9 and 495, Brian Gordon DCV #87, 289-1075

To Hudson (HLO)

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

To Marlboro

From Cambridge, Arlington, Paul DeFazio DCV #41, 231-6903

FORMING VANPOOLS

To Marlboro

From Tewksbury, Lowell, Chelmsford area, Rick Romano, CALL AFTER 5PM, 657-7614

To Shrewsbury

om Maynard, Serge Martel, 237-3363
rom Allston, Cambridge, Brighton, Boston, Darrell Hartwick, 292-2156
From Townsend, Leominster, Mike Herman, 237-3398

Engineering conference to examine product quality

Forum '84 is a one-week engineering conference being held at the Dunfey Hyannis hotel on Cape Cod, Feb. 6-10. It is designed to help key managers and individual contributors in Digital's product engineering groups explore the topic of product quality — considered to be the engineering challenge of the '80s.

Through work sessions, guest presentations, papers, demos, the involvement of some of our customers as well as representatives of Sales, Service, Manufacturing and Marketing, participants will improve their understanding of product quality and help decide what actions engineering must take to ensure Digital's position as a quality leader in the computer industry.

Highlights of Forum '84 will include customer and marketplace assessment, input from industrial and academic authorities,

input from Digital top management, working sessions with all conference participants, and interchange of ideas with members of the Engineering Management Committee.

Forum '84 is aimed at moving our engineering organization to a better understanding of the needs of our customer base and the marketplace, so that we clearly understand how those needs relate to the quality challenge. In this way we expect to be best able to manage our engineering resources to meet that challenge.

Forum '84 is sponsored by the Engineering Management Committee, and is being hosted by Bill Johnson, vice president, Systems and Clusters. Questions concerning the conference should be directed to Brad Glass (AURORA::GLASS).

Internal Test Symposium next month

Plans for the Digital Internal Test Symposium (INTESM II) are in their final stages. According to Diet Ringle, chairman of this second annual conference, registration packets are being distributed by the symposium committee.

Because Test is such a pervasive discipline, with significant impact on the product life cycle, many disciplines and organizations within Digital will be involved. In developing the next generation of test technology, INTESM II's theme, "Test Technology — Needs and Challenges — Leading DEC into the Future," represents the philosophy of the corporation, as well as that of the test community.

The symposium is being held at the Sheraton Tara, Nashua, N.H., on Feb. 28, 29 and March 1, with a limit of 400 attendees. Luncheon will be served on all three days, with an evening banquet and speaker on the second day. The program will be run in double-session format beginning with tutorials and vendor technical

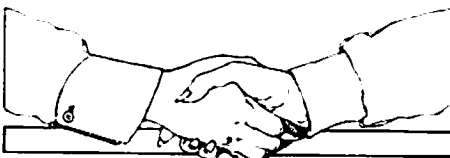
sessions on the first day. The keynote speaker will be Mr. Carlton Amdahl, vice chairman of Trilogy Systems Corporation.

INTESM II, which was postponed last year, will be bigger and better than ever. For registration information, please contact the program coordinator, Jeannie Flynn, DTN 381-2573; or, on the engineering net, ELIXIR::FLYNN.

Acupuncture, acupressure demonstrated at Mill

Mill Health Services will present a lecture and demonstration on acupuncture and acupressure on Tues., Feb. 14, from 11:30 to 12:30 in the Mill cafeteria conference room (MLO5-4).

The program will be given by Richard Feit and Kerry Weinstein of Community Health Resources in Concord. To register, call DTN 223-8796.



EMPLOYEE KUDOS

Patrick A. Cataldo, Jr., manager, Corporate Sales Training, has been inducted into the National Society of Sales Training Executives. The society was founded in 1940 to promote a continuing exchange of ideas, experiences and expertise on the

practices, problems and skills of sales training and management.

Ron Brender, a senior consulting software engineer in the Technical Languages & Environments Group, received a certificate of commendation from the U.S. Department of Defense, in recognition of his significant contributions to ADA, a programming language for military applications. Ron has been working on the ADA project for the past three years at Digital's Spit Brook Road facility in Nashua. The presentation was made by Dr. Edith Martin, deputy undersecretary of Defense.



APPLIANCES

DOUBLE OVEN RANGE, GE, electric, self cleaning, dark brown, exc cond, \$400, Audrey, 223-1868

GAS DRYER, Maytag, harvest gold, \$100, Bob, 223-2512

GAS DRYER, Kenmore, hvy duty, 2 yrs old, white, exc cond, \$175, Wayne, 223-3115

CARS

'68 CHEVY VAN, customized show truck, padded vinyl roof, Corvette 327 eng, \$10K, Barbara, 226-7194

VW Superbeetle, good solid transportation, needs some work, new snow tires, \$800/BO, Ed, 257-1198

'74 VW BUG, engine strong, runs well, some rust, needs new transaxle, \$400, Elizabeth, 223-7280

'73 VW SUPERBEETLE, exc eng, new muffler, gd tires gd heating, 26mi/gal, 130Kmi, \$700, Ashok, 247-2023

'78 THUNDERBIRD, AM/FM cass, AC, PS, PB, custom group, silver, gd cond, \$3000, Christine, 288-6349

'74 FORD PINTO WAGON, 2dr, auto, 4 cyl, 73Kmi, no rust, very gd cond, \$1000, Christine, 288-6349

'78 TRANS-AM, 4spd, 400 CID, 45Kmi, T top, white, stored winters, mint cond, \$6500, Glen, 288-7522

'71 FORD TORINO, 4dr, V8, auto, PS, PB, runs, good engine, 130Kmi, \$350, Bill, 285-6182

'73 VOLVO SPORTWAGON (P1800), classic car, needs restoration, driven daily, \$3500, Larry, 236-2157

'29 GRAHAM PAIGE, 4dr, no rust, part restoration done, all parts there, \$2000/BO, Frank, 226-7166

CHEVY MALIBU CLASSIC, AC, cruise control, rear defog, AM/FM stereo cass, \$4500, Michael, 288-6349

'81 CHEVETTE, 4spd, 4 new radials, 39Kmi, new battery, Bose 1401 system, \$3500, Kobe, 225-4336

'66 TOYOTA CORONA, auto, simple engine, reg gas, shop manuals, runs gd, 100Kmi, \$400, Fred, 223-5818

'78 BMW 320i, white, auto, AC, radial snows, Blaupunkt, 76Kmi, exc cond, \$7600, Frank, 223-8970

'73 AMC GREMLIN, 2dr, standard, snow tires, runs well, \$500, Lisa, 223-6080

'73 VW BUG, semi automatic, very good condition, \$1200, Betty, 231-6181

'79 OLDS CUTLASS SALON, exc body cond, interior & engine, rstprf, 80Kmi, 1 owner, \$3900, June, 231-4323

'58 BUICK SPECIAL, 4dr, mint condition, 38.3Kmi, \$4600, Sandra, 231-2324

'83 HONDA CIVIC, 4dr, 5spd, AC, AM/FM stereo cass, exc cond, \$7350/BO, Tony, 278-4315

'72 GMC PICKUP, 3/4 ton, good condition, \$1200, Bill, 223-4502

'79 HONDA CIVIC CVCC, 43Kmi, 5spd, FWD, AM/FM cass, new exh & brakes, \$2900/BO, Sandra, 223-1778

'82 FORD FAIRMONT FUTURA, 17Kmi, mint cond, \$5000/BO Coca, 285-6194

'74 AMC HORNET, reg gas, good 6 cyl engine with rebuilt transmission, \$750, Norman, 223-4247

'82 PONTIAC FIREBIRD SE, low mi, V-8, AC, stereo cass, many options, \$9175/BO, Bob, 231-5039

'81 DATSUN 280 ZX 2+2 GL, blue, 5spd, 45Kmi, exc cond, \$9800, Vijay, 223-5797

'82 TOYOTA COROLLA, 4dr, 5spd, 21Kmi, AM/FM, rstprf, Chapman, exc condition, \$6500, Maria, 274-6582

'82 SUBARU GL, 4dr, FWD, 11Kmi, auto, AC, PS, PB, 4 spkr stereo w cass, Rusty Jones, \$8700, Mark, 288-6368

'74 AUDI 100LS, auto, front whl drive, 94Kmi, maroon, sunrf, new parts, \$750, Brian, (603) 883-4545, days

'73 TR-6 CONVERTIBLE, eng runs fine, new starter, bat, gd tires, 4spd, some rust, \$1200, Palo, 251-1068

FURNITURE

SOFA & LOVE SEAT, Mediterranean, avocado/gold, 3 tables, \$275, John, 279-5430

CLOTHES CLOSET, portable, 2'x 2'x 5', w decorative doors, has privacy lock, \$30, Bettianne, 226-7118

BEDROOM LOUNGE CHAIR, gold colonial pattern, \$85/BO Patty, 231-7290

PAYMASTERS DESK, walnut stain on sugar pine, hand-made, 3 draw, raised back, \$150, Frank, 226-7166

4 POSTER TWIN BED, Ethan Allen, canopy frame, like new, \$450 new, BO over \$250, Bruce, 245-5324

LOVE SEATS (2), plaid, colonial high back style, will deliver, \$125 each, Ralph, 223-4649

SLEEPER SOFA, rust colored, excellent condition, \$75 firm, Ed, 223-1963

BABY FURNITURE, crib, \$45, Graco stroller, gd cond, \$40, older wooden highchair, \$10, Jim, 279-5389

TRIPLE DRESSER, Bassett, 9 drawer w mirror, 2 drawer nightstand, very gd cond, \$400, Jeff, 288-7517

ORIENTAL RUG, red, blue, cream, 8x11, oiled walnut dinrm table, rect, 30x36, \$100ea/BO, Barbara, 249-4896

BAR, dark pine, 5-6', w 2 dark pine (captain style back) bar stools, \$125 firm, Ann, 276-8089

BABY'S FURNITURE, SOFA BED, PIANO, in good cond, best offer, Lucy, 237-3516

MATTRESS & BOX SPRING, queen size, \$50, Steve, 223-6449

ANTIQUES, oak buffet, beveled mirror, exc cond, \$700, Singer sewing machine/cab, \$175, Mary Ann, 251-1549

MISCELLANEOUS

SNOW TIRES (2), Michelin M+8 radials, 195/70 HR 14, used 3 mos, \$100, service manual, \$10, Kevin, 229-6406

GUITAR, Alvarez, 6 string acoustic, sunburst finish, w case, exc cond, \$225/BO, Marie, 282-2027

STEREO, 10 yr old Panasonic AM/FM w built in BSR turntable, 2 speakers, vry gd cond, \$75, Ed, 223-1963

ATARI GAMES (7), Demon Attack, Asteroids, Starmaster, Haunted House, & more, all for \$45, Sonia, 234-4284

CALCULATOR, TI-58, w print cradle and manuals, \$150/BO, Mary, 223-7379

TAPE DECK, Akai reel to reel with amplifier, \$225, Nelson, 285-6151

MGB PARTS, '74 transmission, flywheel, clutch, calipers, gauges, '76 distributor, Al, 247-2190

TV, Heathkit GR2000 with cabinet, needs work, good for parts, \$50, Tom, 249-4697

BRIDESMAID/PROM GOWN, size 7, lt aqua, dotted swiss, empire waist, long sleeves, \$40, Mary, 247-2931

CLASSICAL GUITAR, Yamaha, 6 string, new, with case, \$100/BO, Donna, 231-4618

TELEPHONE, Genuine Bell, Noteworthy, wall phone, used 4 mos, \$130 new, \$100/BO, Carol, 257-1200

14" CHAIN SAW, Poulan Super XXV, exc cond, seldom used, \$85, Bill, 225-6073

MOVIE CAMERA, Canon Super 8, model 814, 8:1 power zoom, slow motion & more, \$200, Rich, 231-7127

SKIS, men's Kneissel 205 cm with bindings, boots & poles, B/O, Alan, 226-7223

VIVITAR SERIES 1 35-85 F3.5 LENS, 75-260 zoom, Rokkor-X, 50mm F1.4, Minolta SRT102, Ron, 241-3284

TV, Sylvania, color, 25" console, exc condition, \$200, Wayne, 229-6018

DRUM SET, 5 piece, 3 symbols, complete, excellent condition, \$625, Nic, 223-3061

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

FIREPROOF SLATE, like floor covering for wood-stove, \$55, Beverly, 231-4578

SNOW TIRES, glass belted, P197/75R14, \$50/pr, draft-man's board on steel desk, B/O, Lori, 223-4047

SNARE DRUM, Gretsch, 5 1/2 x 14 chrome, \$80/trade for Ludwig 14-16" toms or HD hardware, Mike, 236-2367

SPEAKERS (2), JB2-219, 2 way 4" woofer and 2" tweeter, 3 yrs old, \$100 ea, Duane, 279-5450

CAR RADIO, Panasonic, stereo, with distance switch, excellent condition, \$50, Lesley, 249-4042

MOTORCYCLES

'76 HONDA GOLDWING, fully dressed, low miles, extras stereo, alarm pager, exc cond, \$2850, George, 276-9295

'81 YAMAHA 750 SECA, black, new tires, shaft drive, back rest & luggage, exc cond, \$2100, Tom, 225-5043

PETS

SPRINGER SPANIEL PUPS, lvr & wht, exc fam & hunting dogs, 4 males, 8 wks on 12/16, \$150/Frank, 231-5335

RECREATIONAL VEHICLES

'81 BOSTON WHALER SPORT 15, 50 HP Merc, tanks, anchor, exc cond, no trailer, \$5500, Frank, 235-3615

'67 SAILBOAT, Columbia, 36' sloop, all sails & instruments included, exc cond, \$40K, Susan, 224-2231

SAILBOAT, Herreshoff, classic wooden boat, largely restored, very gd cond, \$4500, Linda, 251-1572

REAL ESTATE

HUDSON, gambrel, 3 bdrms, livrm, din rm, eat-in kitch, 1 1/2 baths, finished base, \$77.9K, Kathy, 231-2153

RENTALS

HOUSE, Concord, 4 bdrms, full base, 2 frplc, gas heat, avail Jan 1, \$800/mo + util, Yeng-Fong, 288-6839

APT, Everett, 5 rms, 2nd floor, quiet street, w/w, disposal, street prkg, \$500+secur dep, Mike, 281-5681

APT, S Acton, 1st flr of 2 fam home, 5 rms, 2 bdrms, off st prkg, nice yrd, \$550 + util, Cheryl, 223-4277

SKI CHALET, Killington, cath ceiling, 2 bdrms, TV, stereo, diswshr, washer/dryer, wks/wknds, Susan, 223-3942

HOUSE, Acton, antique cape, LR, DR, new kitch, 2 baths, 2 to 3 bdrms, garage/barn, \$850/mo, Wayne, 223-7898

APT, 1 mi within SHR, 1 bdrm, private, quiet, semi furnished, gas heat, \$300/mo + util, Sharon, 225-5310

ROOMMATES

ROOMMATE, F, to share w F, 2 bdrm luxury apt, Waltham High Tech area, non-smoker, \$350/mo, Steven, 225-5044

HOUSEMATE, M, 4 bdrms, 1 1/2 bath, frplc, on Lake Boone, beautiful view, \$200 + util, Marianne, 223-2000

ROOMMATE, M/F, 3 bdrm duplex, Concord, \$200/mo + 1/3 util, Bill, 223-8254

SPORTING GOODS

BICYCLE, Fuji, sport 12 speed, 26" frame, 27" wheels, less than 200 miles, \$180, Steven, 276-9207

SKI BOOTS, men's size 10, never used, \$35, Mark, 234-4133

PSE LASER MAGNUM TARGET BOW, 40-50 lb w 12 XS-75 arrows, stabilizer, like new, \$300, John, 231-7221

WANTED

BASS PLAYER, for rock band, 60's, 70's, 80's material plus originals, Chris, 231-5776

APARTMENT, to share 2-3 nights weekly, minimum 1 hr within commuting distance to Acton, Jim, 232-23

BOY'S CLOTHES, ages 3 mos and up, good condition, Bernie, 223-2864

LA34/ROBIN SYSTEM, WPS/select, SW pkg needed, Mary, 288-6520

BOY'S SKATES, hockey or figure, for 5 year old, must be in very good condition, Grace, 247-2938

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 Market-place, which is first come, first served. The next four issues and deadlines for DTW are:

Feb. 6 issue — Jan. 25 deadline
Feb. 20 issue — Feb. 8 deadline
March 12 issue — Feb. 29 deadline
March 26 issue — March 14 deadline

National Engineers Week awards luncheon Feb. 22

"Engineers: Partners in Progress" — that's the theme of this year's National Engineers Week Awards Luncheon and Show, to be held Wed., Feb. 22, at the Sheraton Boston.

The guest speaker will be Dr. Harold E. Edgerton, electrical engineering professor emeritus at MIT, and past recipient of the New England Award.

There will be exhibits, seminars and an energy workshop, as well as the presentation of awards. The event is sponsored by the Metropolitan Chapter of the Mass. Society of Professional Engineers, and the Engineering Societies of New England, Inc.

For more information, contact Pat Quigley Shaw, DTN 223-1846.

IEEE marks 100th birthday of its predecessor society

Throughout 1984, the Institute of Electrical and Electronic Engineers (IEEE) will celebrate the 100th birthday of its predecessor society, the American Institute of Electrical Engineers. Many Digital engineers are members of this independent international society.

During the week of May 13, activities will be taking place in Boston as part of the birthday party. In an effort to alleviate the financial burden on overseas representatives, the IEEE is asking for volunteers (members or non-members) to provide one or more delegates with overnight accommodations during that week. Anyone interested in hosting a delegate may contact the IEEE Sections Congress Coordinator, 445 Hoes Lane, Piscataway, NJ, 08854, or Julie Ellis at DTN 231-7153.

Have a question about W-2?

The following DTN phone numbers will be the 1984 "hotlines" for questions about W-2 forms:

| | |
|------------|----------|
| Stock | 223-3489 |
| Relocation | 223-3051 |
| Other | 223-3051 |

Please refer all tax questions to your tax consultant. Digital will not answer any tax-related questions. The telephone numbers listed above are for specific W-2 questions.

It's a great time to give blood

The holiday season is now behind us and, as in the past, blood donors are urgently needed to replenish the blood supplies for the Massachusetts area. During the holidays, more pints of blood are needed and less donors are available.

Anyone wishing to give blood at the Mill, Parker St. or Stow facilities is encouraged to sign up now. The dates are as follows:

Mill: Tues., Jan. 24 from 10 a.m. to 4 p.m.; and Wed., Jan. 25 from 9-3. To sign up, call DTN 223-6700.

Parker St.: Thurs., Jan. 26 from 9 a.m. to 3 p.m. in the Corporate Auditorium at PK3. To sign up, call DTN 223-6766.

Stow: Tues., Jan. 31 from 9 a.m. to 3 p.m. in the Health Fit Room at UGO1-B/U12. Call DTN 276-9568 for an appointment.

OA's Office Reference Manual update now available

The FY84 update of the Office Reference Manual is now available. To order either the complete manual or the update, send a memo to the Office Automation publications editor, PKO3-1/B11, including your name, badge number, cost center, DTN, mailstop, and cost center manager's signature.

This edition includes a new binder as well as important new information on account numbers, training, advertising, and an expanded chapter on computer installation and service.

Ski Club planning trips

The DEC Ski Club has several trips planned to New England ski areas, including Loon Mountain, Mt. Snow and Sugarloaf. Each trip includes two-day lift tickets and condominium accommodations. Sugarloaf is a bus trip, while Loon and Mt. Snow are drive-yourself weekends.

"Ski the White Mountains" tickets and discount tickets for Wildcat are also available. The club is also running an extensive cross-country skiing program.

The DEC Ski Club meets at the Sheraton Boxboro at 7:30 p.m. on the second Tuesday of every month. For more information, contact the ski club, MLO5-3/T72.

Bring your badge and a comfortable pair of shoes . . .

The Framingham International Folk Dancers will admit Digital employees to regularly scheduled dances for \$1 (regularly \$2.75) during the month of February. Bring your Digital badge and wear comfortable shoes. FID meets Wednesday evenings from 7:45 to 10:30 (instruction from 7:45 to 8:30) at the Hemenway School, Water St., Framingham.

For more information, call Charlotte, DTN 231-7376.

That's HLO, not HUO . . .

The IDECUS Datatrieve Symposium taking place Jan. 25 in Hudson will be at HLO2 (the administration building at 77 Reed Road), not at HUO (on Main St.), as was incorrectly reported in the Jan. 9 issue of DTW.

The symposium, sponsored by the IDECUS Datatrieve Interest Group, will be held in the Mt. Washington Conference Room at HLO2 on Wed., Jan. 25.

Give Blood.



Digital steals the show at Autofact V

Stretching 300 feet and featuring a complete automated office, engineering and manufacturing facility and a theater, Digital's booth at the recent Autofact V trade show in Detroit was the largest in the history of the show.

Highlighting the Digital booth was a one-act play entitled "Wisdom of the Moderns," depicting how advanced computerized techniques could have expedited the construction of the great pyramids in ancient Egypt.

The 6,000-square-foot booth simulated a fully automated manufacturing facility, demonstrating Digital's commitment to the world's industrial companies. The microcosm was complete with administrative offices, supplier interface, engineering and manufacturing departments, and a shop floor. It showed how Digital can provide the foundation for total, integrated solutions for today's manufacturers.

The computer system for this display included a VAX 11/725, a VAXstation 100 graphics workstation, a network of three VAX superminicomputers, an assortment of PDP-11 microcomputers, and Professional 350 and DECmate II personal computers.

Solutions for the office were shown on Digital's user-customizable ALL-IN-1 office and information system.

Visitors to the booth were shown that Digital's Computer-Aided Engineering and Manufacturing (CAEM) solutions can provide a range of world-class software wide enough to design products ranging from pyramid blocks to space shuttles.

Graphics Products Seminar

The Graphics Products Seminar covers a variety of Digital's graphic hardware and software products. The main emphasis is on the Remote Graphic Instruction Set (ReGIS), RGL (both VAX/VMS and PDP-11/RSX-RT11), GIGI software packages and the VAX Datatrieve plotting capabilities.

Structured labs are part of the Graphics Products Seminar and are usually scheduled in the afternoon. A working knowledge of at least one editor which runs on a VAX/VMS system is required.

The seminar is offered Feb. 6-10 at Parker Street. To register, Software Services personnel should contact their regional Software Services Training registrars. All other personnel should contact the Employee Software Registrar in Bedford at DTN 249-4671 or (617) 276-4671.



Digital's booth at Autofact V stretched 300 feet, and was the largest ever at the show.

The ins and outs of finding legal assistance: seminars offered

How do you know when you need to seek legal advice, and if you do, how do you find the right lawyer? For many people, the law, finding an attorney and the thought of legal fees are confusing, mysterious, or just plain scary. As a result, some people slip into legal difficulties because they failed to get timely advice or even knew they needed it. Too often it is in a crisis.

The attorney who helped in the purchase of a home may not be one to turn to for criminal matters or preparing a will, or estate planning. The Maynard Area Employee Assistance Program is sponsoring

a lunch hour seminar on various aspects of seeking legal assistance.

Presented by members of the Boston Bar Association, the seminar will focus on: The different categories of law and legal practice specialties i.e., probate, civil, family-marriage, criminal etc.; how to obtain reasonably priced legal consultation; how legal fees are structured; how to determine if you are being well represented by an attorney; why it often takes so long for cases to go to court; differences in the various court systems; and legal referral services.

| Facility | Date | Time | Room |
|----------------|------------|------------------|--------------------------------------|
| Acton-Nagog | Wed. 2/15 | 12-1 p.m. | Vancouver Conf. Rm. |
| Acton Plant | Wed. 1/25 | 11:45-1 p.m. | Constitution Conf. Rm. |
| Concord | Thrs. 2/16 | 11:45-1 p.m. | Charlotte Bronte Conf. |
| Hudson | Wed. 2/22 | 11:45-1 p.m. | Wildcat Conf. Rm. |
| Marlboro (LMO) | Wed. 2/8 | 11:45-1 p.m. | Ethernet Conf. Rm. |
| Mill | Wed. 2/8 | 11:30-12:30 p.m. | Hinchliffe Conf. Rm. |
| Parker St. | Wed. 2/1 | 11:45-1 p.m. | Corporate Auditorium |
| Stow | Tues. 2/7 | 11:45-1 p.m. | Bolton Conf. Rm. |
| Virginia Rd. | Fri. 2/10 | 11:45-1 p.m. | Alexander Graham Bell Conf. Rm. VR05 |