



Digital reports 24% rise in Q1 revenue, 48% growth in net income

Digital announced strong growth in sales and earnings for the first quarter, ended September 26. For the quarter, the company reported total operating revenues of \$2.53 billion, up 24% from the \$2.04 billion of the comparable quarter a year ago. Net income for the quarter rose to \$269.9 million, up 48% from last year's first quarter net income of \$182.6 million. Quarterly earnings per share were \$2.03 versus \$1.37 last year, up 48%.

"We're very pleased with the revenue growth and strong level of orders recorded in the quarter," said Ken Olsen, president. "Overseas business remained firm, while orders from customers in the U.S. accelerated somewhat. This performance is an indication of our customers' confidence in Digital's networking systems, applications, service and solutions."

Operating Results for the First Quarter Ending:

	September 27, 1987	September 28, 1986
Product revenues	\$1,686,072,000	\$1,352,725,000
Service and other revenues	\$843,701,000	\$685,742,000
Total operating revenues	\$2,529,773,000	\$2,038,467,000
Income before taxes	\$369,784,000	\$294,561,000
Tax provision	\$99,842,000	\$111,933,000
Net income	\$269,942,000	\$182,628,000
Average number of shares outstanding	133,245,315	133,005,213
Net income per share	\$2.03	\$1.37

(Certain accounts in Fiscal 1987 have been reclassified to conform with the Fiscal 1988 presentation).

"During the quarter, nearly 35,000 customers came to DECWORLD '87, to see 'The Network at Work' and to learn about

the range of enterprise-wide solutions available for their business challenges," Ken
(continued on page 8)

Service Recognition Dinner honors 25- and 30-year employees

(Service Recognition Dinner photographs on pages 4 and 5.)

Digital recently honored 35 employees and several members of the board of directors who have been with the company for 25 years or more at the annual Service Recognition Dinner. The dinner, held at the Sheraton Tara in Framingham, also highlighted Digital's 30th anniversary.

Among those honored were board members Arnaud de Vitry, Vernon Alden, and Dorothy Rowe, who was the company's first treasurer. (The complete list of honorees appears below.) Founder and President Ken Olsen was also honored for 30 years of service, as were Jack Smith, senior vice president, Linda Brown, a Maynard employee, and Robert Reed of Marlboro. Senior Vice President Win Hindle was recognized for 25 years of service.

In his remarks, John Sims, vice president, Strategic Resources, called Digital's 30th anniversary "a genuine achievement in an industry where relatively few companies ever get to see their third birthday, let alone their 30th."

An international theme was emphasized throughout the dinner, as employees and guests enjoyed the cuisine of four different countries — Australia, China, France, and

the United States — and entertainment representative of the four countries.

A highlight of the evening was the unveiling of a bust of the late General Georges Doriot, who, as head of American Research and Development Corp., provided the investment capital to start Digital. The bust, a gift to Ken from European employees, was presented via videotape by Pier-Carlo Falotti, president of Digital Europe.

Each 25- and 30-year employee received a gift of his or her choice from the Service Recognition Program. But there were other, special gifts as well. Arnaud presented Ken with his 30-year service recognition award, a world globe, and Senior Vice President Jack Shields gave Ken a book full of congratulatory messages, photos, and mementos about Digital's 30th anniversary from employees around the world. At the close of the evening, Mrs. Aulikki Olsen received 30 long-stemmed red roses and a crystal vase to thank her for her support of Ken and of Digital over the years.

The Digital of 1987 is a far cry from the company that was founded on Aug. 30, 1957. Thirty years ago, the company operated out of a few hundred feet of space in the Mill in Maynard. Today, Digital occupies the entire Mill, in addition to over 700 facili-

ties in 64 countries worldwide.

The people who were honored for their service to Digital are:

Thirty years: Linda Brown, Maynard; Arnaud de Vitry, board member; Robert Reed, Marlboro; Dorothy Rowe, board member; Jack Smith, senior vice president, Maynard. Vernon Alden was also honored for his 28 years of service to the Board of Directors.

Twenty-five years: Mary Baum, Westminster; Ronald Britton, Nashua; James Castano, Hudson, Mass.; Viola Clement, Maynard; Lee Curren, Northboro; Paul Daigneault, Parker Street; Galen Davis, Chelmsford; James DiMauro, Stow; Harold Godfrey, Burlington, Vt.; Win Hindle, senior vice president, Maynard; Lawrence Kearney, Marlboro; Richard King, Maynard; Lisbeth Klein, Maynard; Joseph Kosiewski, West Concord; Alan Kotok, Shrewsbury; Harry Manuel, Westminster; Stefan Mikulski, Parker Street; David Nevala, Acton; John O'Connell, Merrimack; Dennis O'Connor, Hudson, Mass.; Carol (Cliff) Pitz, Stow; Edmond Pruett, Maynard; Edmond Reilly, Tokyo; Richard Reilly, Andover; George Silva, Merrimack; Thomas Stockebrand, Albuquerque; Allan Titcomb, Marlboro; John Trebendis, Acton; John Trubiano, Maynard; George Vogelsang, Littleton; Don Zereski, Westboro. ■

Employee Assistance Program to cover all U.S., Canadian employees by this fall

When the Western Engineering Group formally implements its Employee Assistance Program in Q3 of this year, all Digital employees in the United States and Canada will be covered by comprehensive EAP services. The program offers employees confidential assistance for a wide range of problems. Says Bruce Davidson, Corporate EAP manager, "EAP counselors fill several different roles. Employees and managers consult with us, either to have some questions answered or to learn the best way to approach a difficult situation. Through our lunchtime seminar series, we educate people about life stress issues, such as balancing work and home life or caring for aging parents."

One of the EAP's primary goals is to assist employees. "Fifty percent of our staff time is spent working with individual employees, and sometimes their families, in assessing their needs. For many, the assessment process helps people to deal directly with their problems or issues. For others, EAP tries to match individual or family needs with a qualified professional resource in the community."

In addition, EAP provides education and prevention services. Bruce says that any life event — credit problems, stepfamily pressures, child care concerns — can prompt an employee to seek help from the EAP. "When we're in school, we're not exposed to courses like 'Life Management 101,' or 'Introduction to Balancing a Checkbook,'" he says. "Then, when these situations arise, we think we should handle them easily. But we can't, simply because we've never been educated about them. We try to address that through the lunchtime seminars and by making literature on any number of topics available to employees. When people are given the right information, they can grab hold of their situation and start pulling it together."

Digital's first EAP evolved at the Westfield plant between 1974 and 1977. The concept spread to other sites, and in 1982, the Greater Maynard Area EAP was formed. Since 1982 in the Maynard area alone, some 3,000 employees have used EAP services. EAP counselors hold advanced degrees in allied mental health fields such as social

work, counseling, and psychology. They also must have three to five years' post-graduate, full-time experience in the field of mental health and chemical dependency. In states where licensing is required, EAP counselors must either be licensed or be eligible to become licensed. "These requirements ensure that the counselor is experienced and mature, so that employees receive the best level possible of assessment and referral services," says Bruce. For all services, call your site Employee Assistance Program, or, in the Greater Maynard Area call DTM 223-4439 (617-493-4439).

Tickets available for special events

Corporate Employee Services and Recreation has made tickets to the following events available to Digital employees at reduced rates:

- "Le Grand David and His Spectacular Magic Company" on Saturday, Nov. 21, at 1:45 p.m., at the Larcom Theater in Beverly. Tickets are \$7 for adults, \$5 for children (regularly \$10). Deadline for orders is Monday, Nov. 2, for orders is Monday, Nov. 2, for orders is Monday, Nov. 2.
- The Ice Capades at the Worcester Centrum on Saturday, Nov. 28 at 3 p.m. Tickets are \$8 (regularly \$10.50). Deadline for orders is Wednesday, Nov. 11.
- The Act I Arena Theater in Ashland will present "The Passion of Dracula" on Friday, Nov. 13 at 8 p.m. Deadline for tickets is Friday, Oct. 30.
- Tickets are also available for a special holiday program featuring "Amahl and the Night Visitors" and "The Gifts of the Magi" on Friday, Dec. 1 at 8 p.m. Tickets for both of these events are \$9 (regularly \$12.50).

Corporate Employee Services and Recreation is also sponsoring a "Ski After Work" program at Wachusett Mountain Ski Area. Order forms for this program and for the other events listed above are available in employee information racks located in Greater Maynard Area facilities.

DECAROLERS begin new season

The Maynard Area DECAROLERS, who sing at Digital facilities during the holiday season, are seeking people who like to sing. The group rehearses at PKO Mondays and Wednesdays during November from noon to 1 p.m. Concerts will be given in local facilities from Dec. 14-24. For more information, contact Rich Berger, DTM 223-4281.

Deadlines for Digital This Week

Deadlines for "Digital This Week" have been established to help employees plan events and publicity around certain editions of the paper. Deadlines do not pertain to Marketplace, which is first come, first served. The next three issues and deadlines for DTW:

- Nov. 2 issue — Oct. 21 deadline
- Nov. 16 issue — Nov. 4 deadline
- Dec. 7 issue — Nov. 25 deadline

Send stories, photos, ideas or suggestions to DTW, CFO2-3/K23 or call the editor at DTM 251-1307. Electronically, @CFO or at CELICA::KNELSON. Ads must be submitted in writing to Marketplace, CFO2-3/K23. Please direct all Marketplace inquiries to DTM 251-1308. Digital This Week is published every other week by the Corporate Employee Communication department of Digital Equipment Corp. for employees in the Greater Maynard Area.

Editor: Kate Nelson

DIGITAL THIS WEEK



Changes announced in Low-End Systems

Several organizational changes have been announced in Low End Systems (LES), headed by Dom LaCava.

Jesse Lipcon, program manager for MicroVAX Systems, will report to Dom as a member of the LES staff. Jesse will continue to be the PBU manager for MicroVAX Systems, and will continue in his role as MicroVAX program manager.

Jesse has been with Digital for 15 years. He has been involved with real-time I/O and data acquisition, design and evolution of the Q-Bus, design of the Ethernet physical channel, and development of the MicroVAX family of computer systems. He holds bachelor's and master's degrees from MIT.

A LES Marketing and Planning organization is being formed, and will be managed by **Matt Kochan**. Matt most recently was Micro Systems Development (MSD) Program Office Manager, responsible for the PDP-11 PBU, MicroVAX Marketing, Marketing Communications, and PDP-11 Product Management.

Matt joined Digital 11 years ago. He spent seven years in the Field, where his last assignment was District SWS Manager for Chicom, and the last 4 years in MSD. He received



Don Gaubatz



Jesse Lipcon



Matt Kochan

received his bachelor's degree from Illinois Institute of Technology and his master's degree from Florida Institute of Technology.

Don Gaubatz has been named the new MSD group manager. Don has recently returned from a two-year doctoral program at Cambridge University in England, and is now finalizing his thesis research in the application of logic programming to the verification of hardware and systems.

Since Don's return to Maynard, he has been serving on the Research and Advanced Development Committee and on the Graduate Engineering Education Program Ph.D. Advisory Board, as well as working in MSD.

Don has been with Digital for nine years. He has been a manager in the Corporate Research Group as well as a group manager for MSD Advanced Development. He is a graduate of Washington University in St. Louis. ■

Organizational changes announced in High Performance Systems

The Corporate Systems Development Process Group, managed by John Manzo, and HPS Software Engineering have been merged into one organization to be managed by John. Fernando Colon Osorio, who has been acting



John Manzo

manager of HPS Software Engineering, will continue in his principal role as manager of Systems Research and Engineering. He also will continue as acting manager of the Clusters/Fault Tolerant Group.

In addition to his new duties, John will continue his responsibilities with the Corporate Process Task Force (CPT). He reports to Bob Glorioso, vice president, High Performance Systems, and to Bill Heffner, vice president, Software Systems Group.

John joined Digital in 1982. Prior to that, he was the general manager of Raytheon's Mid-Atlantic Systems Facility, where he developed the software for the Navy's AEGIS system — then the largest and most complex software development ever attempted by the Defense Department. He has also served as a technical and management consultant and was an adjunct member of the faculty of Harvard University, where he lectured in management of software engineering. John holds advanced degrees in aerospace engineering, computer science, and management.

The newly created organization will continue to develop and manage software products, including processor specific work, clusters and TP products, and will continue the systems development process for corporate-wide application. The group also will assume responsibility for TP Software Architecture and will be the HPS focal point for Software Engineering. ■

Employee Stock Purchase Plan

All non-participating employees who wish to participate in the Employee Stock Purchase Plan beginning Dec. 1 must submit their enrollment card to Investor Services no later than Nov. 21. Cards will not be accepted after that date. Enrollment cards can be obtained at any Personnel office.

Rich Witek named Senior Consulting Engineer

Rich Witek has been named Senior Consulting Engineer, reporting to Dan Dobberpuhl, manager, Microprocessor Advanced Development in the Semiconductor Engineering group. In this position, Rich will continue to be responsible for high



Rich Witek

performance processor architectures in SEG, and will consult on hardware and software issues throughout the corporation.

Rich joined Digital in 1977 with the DECnet/E Development group. Most recently, Rich has been the chief architect for high performance microprocessor development projects in SEG. Before that, he played a major role in the design of the MicroVAX-II CPU chip. He also was involved in software development for VLSI/CAD, kernel software for the OFIS System, and implementation of DECnet V1.0, V1.1, and V2.0.

Rich is a graduate of Aurora College, Aurora, Ill. He has also done graduate work in computer science at Northwestern University in Chicago, and Boston University. ■

On the move

Effective Friday, Oct. 23, the CAD/CAM Technology Center (CTC) Organization will move from the Mill and Andover to 2 Elizabeth Drive, Chelmsford, Mass. 01824 (CTC). The DTN is 287- plus the four-digit extension, and the outside number is (617) 250-3000. ■

Arts and Crafts Fair set for Nov. 7

The Maynard Employees Activity Committee (meac) is sponsoring an Arts and Crafts Fair on Saturday, Nov. 7, from 10 a.m. to 3 p.m. in the Elks Lodge, Route 62, Maynard. Admission is free. ■

Digital honors 25- and 30-year employees at Service Recognition Dinner



President Ken Olsen receives his 30-year service recognition award, a world globe.



Board members Vernon Alden (left) and Arnaud de Vitry (right) enjoy the evening's festivities. Both were honored for their years of service to Digital.



Senior Vice President Jack Smith (left) and John Sims, vice president, Strategic Resources, share a laugh during one of the presentations.



(left to right) Carol and Dick Reilly and Dennis and Virginia O'Connor enjoy some hors d'oeuvres. The dinner featured the cuisine of four countries, Australia, China, France, and the United States.



Thirty-year employee Linda Brown and her husband Douglas are shown here in front of a bulletin board full of Digital mementos.



President Ken Olsen congratulates sculptor Gerrad Anjou, who created the bust of the late Gen. Georges Doriot. The bust was a gift to Ken from European employees.



Senior Vice President Jack Shields presents Ken with a book full of congratulatory messages, photos, and mementos from employees around the world.



Mrs. Aulikki Olsen receives 30 red roses in a crystal vase to thank her for her support of Ken and of Digital.



Ken congratulates Joe Kosiewski ...



... and Lisbeth Klein. Both Joe and Lisbeth have been with Digital for 25 years.

THE MARKETPLACE



APPLIANCES

GAS DRYER, Sears Kenmore, 1yr old, exc cond, \$225 or B/O, Joan, 241-4169

REFRIGERATOR, Sears Kenmore, apt size, 2yr old, exc cond, almond color, \$300, Dave, 225-5770

DISHWASHER, Kenmore, 3yr old portable, like new, water/power miser, \$225, Garret 297-7013

CARS

'82 BUICK REGAL, 8Kmi, new eng, frt brks, 2dr, Landau rf, am/fm stereo, \$3.9K or B/O, Carole, 249-4997

'69 JEEP TRUCK, gd yd truck, body bad, no windshd, no brks, 4wd, 327 eng, runs gd, \$450, Bruce, 297-6670

'83-'84 RENAULT FUEGO TURBO, ex cd, 5spd, A/C, pwr st bk, sun rf, am/fm, wht/blk, \$3,200, Darleen, 262-8355

'82 TOYOTA SR5 PICKUP, 5spd, bed liner, cap, new muff, am/fm, trailer hitch, ex cd, \$3000 B/O, Mike, 297-3508

'86 DODGE DAYTONA, 5spd, rear defog, tilt st, am/fm st, lo mi, mtlc blu, pinstrip, \$8500, Debbie, 285-6283

'74 TR6, new top, body very gd, runs well, MICHELIN tires, much more, \$3400, Ron, 282-1605

'77 PLYMOUTH VOLARE, 6cy 225cu" new eng, auto trans, pb, elec win&seats, ac, cb, \$750, Wilson, 292-2199

'83 TOYOTA COROLLA, 2dr sdn, gd end, rliabl, \$2,500; '80 TOYOTA CELICA, 5sp, a/c, ex cd, Cynthia, 249-4060

'79 AMC CONCORD, 2 tone bl, 4dr, in ex cond for college commute, \$900, Alan, 223-6012

'80 CHEVROLET CITATION, hbck, 6cyl, lo mi, auto, am/fm, stereo, ps, pb new, ex battery, ex cd, Ed, 237-3394

'81 DODGE OMNI, 2.2 eng, 4dr, htchbk, a/c, auto, 100K mi, 1 owner, \$1,500 or B/O, Paul, 247-2361

'79 LINCOLN TOWNCAR, loaded with options, new paint, muffler, fuel pump, \$3,500, Jean, 297-6048

'83 MERCEDES, 300D, 4dr sdn, mint cond, snrf, all extras, grey, orig owner, \$16000, Betty 223-5935

'81 MERCURY ZEPHYR, silver, auto, 4dr sdn, ps, pb, a/c, am/fm, exc cond, 88Kmi, \$1950, Javad, 249-1524

'75 CADILLAC COUPE, maroon with white Landau top, clean int & ext, \$1250 or B/O, Andy, 293-5987

'80 SUBARU DL, recent major serv, high miles but in gd cond, \$900, Scott, 223-8282

'84 TEMPO, navy bl, 54.0 mi, am/fm cassette, 5spd, power steering & brks \$3900, Gretchen, 244-6357

'85 MAZDA RX7 GS, black, 40Kmi, moon rf, alloy wheels, 1 middle-aged owner, \$10K, Paul, 226-7207

'81 CHEVY MALIBU, 4dr, auto, ps, pb, am/fm, a gd, clean car, \$1,350, Dick, 226-7221

'80 TOYOTA SR5 P/U, brwn, runs ex, lots new, 107K mi, ex tires, \$1700/bo, seen in Woburn, Pat, 264-4253

'80 TOYOTA COROLLA, SR-5 liftback, 5sp, am/fm, air, body & eng ex cond, \$1500, Paul, 223-3804

'79 HONDA ACCORD, 4dr, metallic red, auto, ac, radio, 122Kmi, \$900/80, Carille or Tim (617)881-5641

'74 FORD PINTO HTCHBK, 2000cc eng, 4spd, new exhaust sys & battery, runs gd, \$250/bo, Dave, 226-6721

'83 BRONCO, V8, auto, red/black, gt shape, high mi, must sell, \$6,500/bo, Larry, 245-5381

'86 TOYOTA COROLLA GTS, black, 5spd, ster/cass, pwr snrf, maxi-guard alarm, \$8900/bo, Ken, 223-1418

FURNITURE

LOVE SEAT & CHAIR, green plaid herculon, gd cond, \$50, Lee, 244-6795

SPINDLE BED, twin, maple, \$45; END TABL maple, \$35; SIDE TABL mahogany, \$20; CREDENZA, pine, \$50; Ann, 276-9603

LOVE SEAT, Scandinavian Design, camel back, like new, haitian cotton, off wht, \$250, Jacqueline, 223-2327

CANOPE BED, dk pine, \$100; LIVING RM SET, sofa, chair, 3 tble \$200; CLR TV, 19" \$175, GLFCLBS, \$75, Ray, 226-7420

WATERBED, complete, pedestal, bkcase hdbd, liner, king size, \$175/80, Andy, 293-5987

PLATFORM BED, twin, w/o mattress, gd for child, unfinished pine, \$25 or B/O, Liz, 223-7001

MISCELLANEOUS

CONN THEATRE ORGAN, white w/gld trim, ex cond, comes w/bench & music, \$800, Pat, 251-1353

WEDDING GOWN, sz 8/10, satiny tea-length, wll provid picture, \$400 w/veil \$450, Dorothy, 223-3988

AWNING, 20 ft, for trailer, \$200, Faith 223-7725

WOODSTOVE GARRISON II, used 4 seas, 16"18" log, hts 7K-9K cu ft, 6" flu, \$300/80, Bryan, 223-9940

PONDEROSA PINE, standing or cut, b/o & you haul away, also 2 cord hardwood, Doug, 296-3332

WOOD STOVE, ht shld, ceiling mount, 5 insuld pipe sects, insuld flr pad, \$900/bo, Erik, 223-6826

AKAI, reel to reel \$175; STEEL RADIAL SNOWTIRES, (2) 175/70SR13, \$35 pair, Stan, 268-3465

STL BLTD RADIALS, 4, Japan Toyo 185/70SR13, \$60/all; ALL SEAS RAD(5), 185/70 SR14, \$150, Mike, 237-2574

WEDDING GOWN, sz 8, white, floral applique design hem slvs, nckln, \$300; sequind V veil, \$50, Sue 297-4590

MOTORCYCLES

'82 HONDA CB750K, leftover, new in '86, 1500mi, exc cond, bckrat, rack, hlmte, \$1500, Chris, 233-5263

'83 YAMAHA XS400RK SECA, 4Kmi, mint cond, \$1100, elec start, black & chrome, John, 223-5420

'85 YAMAHA VERAGO, leftover showroom cond, 1000cc, 3yr unlted warranty, \$3,500, Kathy 221-5495

PETS

AKC REGISTERED, white Saweyed male, 8 mo old, all shots, friendly, real pet, B/O, Colleen, 225-4849

AKC GREAT DANES, blacks and merles all females \$350, Ray, 617 368-0563

REAL ESTATE

WESTBORO, 1 br garden style condo/coop, great loc, 495/90/rt 9, \$74.9K, Ben, 226-7296

LEONISTTER, 3 br splnt entry, off rtll, fpl farm, ful app kit, cath cell, deck, \$174500, Jean, (617)537-0333

STOW, 7rm overzd 3 br csta ranch w/3 seasn prch, prvt woodd Inscpd, 1+acr \$249.9K, Jim, 234-5161

FRAMINGHAM, 4 rm ranch, 1 bath, nice yard, low \$120's, Bill, 234-4778

LEOMINSTER, CONDO, 2 oversiz br, ful app kit, 1st flr cor unit, access rt2/1190, \$89,900, Mary 223-8580

MAINE, SUNDAY RIVER SKIWAY, end unit, top flr, pool, N Peak III, choice of 2 lifts, \$100K Susan 297-6340

HUDSON, gar, 9rm, 2 1/2b, 5yr old, 1 acre, hrd wd flrs, beam cth fm, 2 car gar, George, 276-9606

UPTON, 3 br ranch, 1 acre, conv to 495, MRO, HLO, & SHR, immaculate, nice nbrhd, \$145K, Tom, 225-6888

MERRIMACK, NH, twnhse cndo, 2bdr & loft, 1.5b, bsmt, dk, bclny, pool, tennis, clubhs, \$97900, Will, 251-1674

FLORIDA, TAMPA, twhse, 2br, 2.5b, lakefront, hot tub, leased to tenant, \$60K firm, David, 269-2433

NORTHBORO, 8rm hse/pvt, 6+acr, quiet dead end st, min/rt20, 495, 290, pike, \$369K, Marilyn, 297-2043

GROTON, 5br Garrsn Col, move in cnd, 1 1/2 ac wood lot, exc nbrhd, nr RT 3/495, \$239.9K, Russ, 251-1543

RECREATION VEHICLES

'84 REGAL COMMODORE 277, sport cruiser, 100hrs, all opt, 27'w/10'bram, perf cond, \$36.9K, David, 269-2433

'83 SAILBOAT 22' CATALINA, 6hp motr, main, jib, new genoa, trailer, vhf, +more, \$8990, Sue, 276-8500

'85 ATV SUSUKI LT250, incl 3 1/2' plow, chains, only 89mi, exc cond, great all yr, Jim, 241-3113

RENTALS

BILLERICA, quiet room, quiet neighborhood, ex loc non-smoker, ref required, Joan, 617-667-6426

MEDFORD, new cndo, 1300sf, 2br, 2bth, ful appl kit, w/w, a/c, w/d, balcny, rt 16, \$900/mo, Diane, 221-5450

MARLBORO, Lake Williams, 2br condo, off 204495, slider to deck, \$700 inc ht&hotwater, Hung, 225-6989

RT. MARTIN, lux waterfront 1 bdr condo, slp 4, \$1200/wk, Feb, March, Kathy, 297-7701

FLORIDA, ORLANDO, 2br lux condo in Vistana Resort near Disney, fully furnished \$950/wk, Mark, 297-4902

WHITE MTNS, stdio cndo, slps4, pl, whpl, sauna, ten, cbl nr glf, shps, rest, fish, \$150/wknd, Lori, 296-4161

HILTON HEAD, condo, 2bdr, 2b, walk to ocn, 2pools, 8 tennis, raqtbl, jacuzzi, \$475/wk, Pat, 223-8117

PALMOUTH, Indian summer, 2bdr, 100ft to saltwater, near everything, \$60/night wknds, Paul, 223-3548

NEWBURYPORT, 10/1, 3rm apt, High st, home, single, non smoker, no pets, \$550/mo incl util, Lenna, 223-8467

HUDSON, NH, condo, 2br, cor poolside unit, all appl, a/c nr sch, rt 93, no pets, \$650+util, Terry, 297-7885

LOON MTN, condo on river, 2br, pool, tennis, hike, nr shops, hotel serv, \$200/wknd, Dan, 296-4093

ROOM, frnh, use of kit, share bath, no pets, \$65/wk inc util, Marie, 234-4247

N CONWAY, fall foliage, new 3bdr chalet, all conv, slps 12, Private lot, wk/wknd, Tom, 297-5901

SOUTHERN VT, 2bd, on stream, alpine slide, golf, hiking, foliage, \$150 wknd, Mary, 296-5021

WHITE MTS, condo, on river, 2bdr, 2b, slps 6, tennis, swimming, cable tv & more, wk/wknd, Leslie, 251-1228

VENICE, FLA, house, walk to ocean, tennis, 2br, pool, \$1200 per month, Kathy, 297-5112

ROOMMATES

M, nonsmr, prof, condo in Nashua, exit 5 off rt 3, pool, tennis, \$350/mo, split util, Paul, 282-1587

F, nonsmr, seeks f shr 2bdr apt/Clinton, \$225 + util, Emily, 225-5140

M/F, 2, 35+ shr 4bdr home, wtf front, frplc, anpor, w/d no pets, nr MRO, \$400/mo some util, Marilyn, 245-5217

M/F, nonsmr, shr new lge lux thsae, Ashland, own rm & bath, fpl, deck, a/c, \$475+, Steve, 297-4572

F, prof, 26-36, shr 4br hse, 2wlf, Newton nr 128, pike, pk, hree cleaning serv, other ex \$350+, Dave, 223-3669

ROOMMATE, shr 2br lux condo, 1 1/2 juczzi b, frplc, bsmt, pool, Leon, \$325/mo + util, Renee, 234-5032

Prof F, Hudson nr 495, quiet, bath, pool, pking, all util, 11/1, priv home, \$340/mo, Pauline, 223-6763

M/F, nonsmr, 23/28yrs shr large 3bdr brkline apt, Cool Cornr & T, \$440+util, avl 11/1, Joe, 296-3587

Nonsmr, shr 4bd, Marl, neg based on providing child care when Mom travels, Karen, 297-5692

F, Hudson, nonsmr, huge rm, priv home, priv bath, \$77/wk util incl, shr kit, laundry, Ann, 276-8206

F, nonsmr, shr house in Lancaster, \$300/mo, Diane, 223-3701

SPORTING GOODS

BICYCLES, 2 Columbia tourist, 19", 23", 1 man's, 1 woman's, gd shape, B/O, Neal, 236-2460

OUTBOARD MOTOR, Evenrude 4hp, excellent cond, \$550, Dan, 268-3464

ROWBOAT SEATS, 14' alum & 8hp Chrysler gas motor, trailer all accessories \$900, Carol, 226-2419

FISHER SKIS, 1pr, 200cm, Salomon 347 bndgs, \$100, KASER BOOTS, sz 11, used 2 seas, \$25, Lisa, 223-5943

OUTBOARD MOTOR, 15 hp Johnson, elec start, altern, 2yrs old, ful serv, v gd cond, \$1050, Mark, 268-3141

BICYCLE, 26" 10sp girls, v gd cond, \$40, or B/O Liz, 223-7001

SKIS, Rossignol Quantum QS808, 190cm, Tyrolia 480D bindings, new, nev skied, \$325, Russ, 297-4371

BICYCLE, men's 10 speed, 12 years old, needs some cleaning, \$40/80, Heide, 297-7114

WANTED

PRINCESS HOUSE GLASSWARE CATALOG, Bonnie, 297-5988

RECREATIONAL VEHICLE, to rent for one week, sleep 4, Tom, 276-8640

GARAGE to rent for car storage in the Marlboro area, Scot, 223-6239

TANDEM BICYCLE, gd cond, 51 cm frame, Patti, 269-2283

GARAGE to store car for winter, Marlboro area, John, 296-3609

PATRIOTS TICKETS, for any game, Bob, 292-2218

WANTED-BABYSITTERS, age 13-16, Hudson, MA for boys age 4 & 1, Greg, 223-1333

WANTED-RIDE to and from ZKO-Pepperell, hours are flexible, Dave, 381-2206

educational opportunities

High Performance Systems course calendar

Course	Date	Conference Room
VAX/VMS Utilities and Commands	Oct. 19-23	MRO2 Colorado Springs
Engineering for Quality by Design: Taguchi Approach	Oct. 20	MRO1-2 Hardware/Software
VAX/VMS Systems Management	Nov. 2-6	MRO2 San Germaine Room
Computer Architecture for Managers	Nov. 3-4	MRO1-2 Hardware/Software
Quality Factor Development	Nov. 4	MRO1-1 Keyboard
Analogic Circuit Design	Nov. 9, 10, 12, 16, 17, 19	MRO1-2 Hardware/Software
Phase Review Process: An Orientation Overview	Nov. 11	MRO1-2 Hardware/Software
How to Sell Your Technical Proposal	Nov. 12	MRO1-1 Keyboard
Advanced 'C' Programming Clinic and Data Structures	Dec. 9-11	MRO1-2 Hardware/Software
VAX/VMS Internals and Data Structures (2 weeks)	Dec. 7-18	MRO2 Colorado Springs

Training program for technical writers begins in February

The Hardware Writer/Developer Training Program will begin Monday, Feb. 15, 1988, in Marlboro. It is a full-time, 20-week course designed to teach technical writing and course development. Candidates for the program should be technically oriented, and have good writing, analytical, and communication skills.

The program is fully funded to offer retraining to Manufacturing employees, but is open to all Digital employees. For information, call DTN 297-4873 or send electronic mail to SUCCE::WRITER. The application deadline is Monday, Nov. 16.

Quality Development Program November course calendar

Date	Course	Location
Nov. 4-5	Introduction to Digital for Engineering	BXB2
Nov. 10	Building More Reliable Software	BXB1
Nov. 11-12	Introduction to Digital for Engineering	TWO
Nov. 12	Producing a Quality Product	ZKO
Nov. 18	Human Factors in Design — Management Overview	ACO
Nov. 30-Dec. 4	Design for Reliability	ZKO

For more information and registration, contact SIVA::REGISTRAR or call DTN 381-1822.

Digital Management Education offers two workshops

"Business Architecture Methodology" (BAM) will be offered Dec. 16-18. BAM is a powerful planning and analysis tool developed by researchers in Field Service and used successfully in a variety of Digital organizations. The key concepts and components of this methodology are introduced in this program.

The BAM Workshop is designed to increase managerial effectiveness by providing a set of models that address questions

relevant to any business operation, regardless of line, staff, or functional distinctions.

"Interviewee Skills," a new course, is a one-day workshop designed for anyone interested in increasing her ability to interview effectively. It explores the essential attitudes, strategies, principles, tools and skills used in conducting job search interviews.

To register for these workshops or to obtain more information, call the DME registrars at DTN 249-1881 or 249-1882. ■

Office Productivity Training offering courses

Office Productivity Training (OPT) will offer the following courses this fall for administrative support professionals.

New Hire Orientation Program

Nov. 2, 16; Dec. 7

Essentials for New Secretaries at Digital

Oct. 26; Nov. 23

Maximizing Productivity Through Time Management

Oct. 27; Nov. 11; Dec. 9, 17

Cost Center Expense Reconciliation

Oct. 22, 28; Nov. 9, 20, 30; Dec. 10, 14

Effective Telephone Techniques

Oct. 23; Nov. 10, 19; Dec. 1, 15

Effective Writing Skills

Nov. 12; Dec. 11

Effective Business English and Grammar Skills

Nov. 18; Dec. 14

Effective Business Computation Skills

Oct. 26; Nov. 16; Dec. 16

Seminar: "Accentuate the Positives" with Ruth Cleveland

Oct. 19, 20, 21, 22; Nov. 9, 10; Dec. 2, 3

Seminar: "Making a Difference: Interpersonal and Self-Management Skills for Administrative Assistants" with Richard McDermott

Nov. 16

Techniques for Producing Effective Presentations

Nov. 19, 23; Dec. 15

Organizing and Coordinating Effective Meetings

Nov. 18; Dec. 17

Secretary/Manager Efficiency

Nov. 17; Dec. 2, 16

Effective Customer Relations II

Nov. 23; Dec. 7

Influencing for Results

Oct. 28, 29; Nov. 18; Dec. 3, 14

Keyboard Techniques

Nov. 9; Dec. 7

Communication Skills

Nov. 4, 30

Increasing Personal Effectiveness

Nov. 2, 30

To enroll, complete an OA Enrollment Request and return to the OA Registrar at PKO3-1/B11. For more information on the OPT program, call DTN 223-3220, 223-3185, or 223-7174. ■

'Infinite Voyage' to air Oct. 28

"The Infinite Voyage," a Digital-funded science series, will premiere on Wednesday, Oct. 28 at 8 p.m. Eastern time on Public Broadcasting Service (PBS) stations. Following its PBS premiere, the series will be shown on selected commercial television stations, including a Nov. 2 broadcast on WCVB-TV, Channel 5, Boston. The series marks the first time that a PBS station has created a series for release to both PBS and commercial stations.

Produced by WQED, Pittsburgh, in association with the National Academy of Sciences, "The Infinite Voyage" looks at how science is leading to new areas of knowledge. It will take viewers on journeys to the limits of space, the depths of the sea, and the interior of the human body. Using footage shot throughout the world, computer animation and special visual effects, the show will tell the stories behind new ideas and technology, scientific revolutions and discoveries. A panel of experts from the National Academy of Sciences will ensure that the episodes are historically and scientifically accurate.

The series consists of 12 episodes and is the first in a succession of scientific, cultural and educational projects to be known as the Digital Discovery Series.

Digital has been involved in the project from the very beginning. It is underwriting the production on PBS and sponsoring the

prime-time broadcast on the commercial stations. New Digital television spots will also premiere in the commercial broadcasts.

"This is an imaginative approach to television programming and corporate sponsorship," said Win Hindle, senior vice president. "This new series will result in an exciting run of PBS-quality programming on commercial television, and a uniquely high-quality environment for Digital to reach its critical audience. It creates an entirely new way for private organizations to fund public television."

"The Infinite Voyage" opens with "Unseen Worlds," a journey that starts with a view of microscopic matter and stretches into space. Other working titles and episode content include:

- "Unexplored Earth," visits to remote regions of the planet.
- "The Codes of Life," where clues to the origin of life are revealed through cells, molecules, and DNA.
- "The Human Brain and Mind," uncovering the mystery of the brain's electrical chemistry and its relation to human intelligence.

Consult future issues of "Digital This Week;" LIVE WIRE, Digital's electronic bulletin board; and local TV listings for the dates and times of future episodes of "The Infinite Voyage." ■

Digital reports first quarter results ...

(continued from page 1)

said. "DECWORLD '87 was the largest single-company meeting and exposition ever mounted in the industry, and it generated interest and excitement."

"Initial demand for the newly announced MicroVAX and VAXstation 3000 product families has been strong," according to Jack Smith, senior vice president, Engineering/Manufacturing/Product Marketing. "More than 3,000 application software packages currently available on VAX systems are able to run — unaltered — on the new higher-performance systems. As a result, customers using the popular predecessor products — the MicroVAX II/VAXstation II systems — will be able to expand their current capabilities. We also expect to see many new applications brought into the VAX environment, as happened when we announced the MicroVAX II."

"For the past several quarters, our growth rate has been increasing, and we have been continually increasing our investments to maintain momentum," added Jim Osterhoff, vice president, Finance. "This is appropriate because we have a competitive advantage in products, the capital resources to make the investments, and a high enough profit margin to achieve an attractive return on in-

creases in revenue. Our product strategy is well-suited to the needs of the marketplace, and excellent progress continues to be made in better serving the customer.

"As we look ahead, growth represents both a major opportunity and a key challenge. The opportunity is obvious. On the other hand, most of us can see examples of where our growth is putting a strain on existing resources. Without question, it creates demands for more facilities, equipment, people and support services. At low profit margins, we can't create enough profits and cash to support these demands. Higher growth requires higher profit margins — and that has been the character of Digital over most of its history. It may seem incongruent to be restrictive on expenses when profitability has improved, but doing so is an essential element of a continuing high-growth strategy.

"Our recent financial performance has been widely publicized and has enhanced the company's image," Jim emphasized. "Without a doubt, it has been an important factor in our recent sales performance. For this reason, too, continued strong financial results are a key ingredient of our growth strategy." ■

Ken Olsen thanks DECWORLD '87 participants

(President Ken Olsen sent the following letter to every employee who participated in DECWORLD '87. Thousands of employees, many of whom work in Massachusetts and New Hampshire, helped prepare for and worked at this massive event, which attracted customers from all over the world.)

Dear Fellow DECWORLD '87 Participant:

By all accounts, DECWORLD '87 was a resounding success, and it couldn't have happened without the efforts of the best employees in the industry!

Thanks to all your efforts, we staged the most successful event in Digital's proud, 30-year history. DECWORLD '87 was the world's largest, single, company event, bringing together more than 30,000 customers and 12,000 employees from around the world. We showcased our elegant style of computing and industry-leading networking capabilities in a way that only Digital can, with real, working solutions.

Equally important though, we demonstrated that the Digital Difference is not only our products, but it's our people. Your spirit of cooperation and teamwork brought this showcase to life, displaying to the world that Digital truly "has it now." And even though the doors have closed, we will continue to see the results of our efforts throughout the coming years in additional sales, stronger customer relationships and an increasing public appreciation of Digital's product and service leadership.

As we reflect on our accomplishments over the past few weeks, let's look forward to continuing this momentum, by providing our customers with the best quality and service the industry has to offer.

Again, my sincere thanks and best wishes.

Sincerely yours,

