

digital

MAYNARD

DIGITAL THIS WEEK



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September 14, 1987

Digital extends its lead in networking, adds new generation of MicroVAX systems

(Some 4,000 employees packed the World Trade Center in Boston on Sept. 4 for Employee Day at DECworld '87. Story, photos on page 8.)

At DECWORLD '87 Digital announced major advancements in networking, a new generation of MicroVAX computers and many related products. "These announcements provide users with significant increases in functionality, and further emphasize Digital's strategy of helping customers distribute and manage information throughout an enterprise," said Ken Olsen, president.

The new generation of Micro-VAX based systems includes:

- two general-purpose systems, the MicroVAX 3500 and 3600;
- two workstations, the VAXstation 3200 and 3500;
- three systems servers, the VAXserver 3500, 3600 and 3602; and
- three storage subsystems, disks in 5.25-inch and 14-inch Winchester technology, and a cartridge tape.

Phase V of the Digital Network Architecture (DNA) transitions Digital's proprietary networking products to full compliance with the OSI (Open Systems Interconnection) model.

Leadership in networking

Bill (B.J.) Johnson, vice president, Distributed Systems, explained the importance of DECnet/OSI Phase V and related products. "The introduction of these products further extends Digital's leadership in providing



Digital has introduced the Microvax 3500 and 3600. The company also announced two new workstations, the VAX 3200 and 3500; three system servers; and three storage subsystems.

global networks that work today, as well as critical applications like mail.

"In July, 1985, Digital made a commitment to fully transition its proprietary networking architecture, called DNA, to the seven layer Open Systems Interconnection model of the International Standards Organization, based in Geneva, Switzerland," B.J.

said. "The OSI model is the framework for networking standards development. It provides the blueprint for how all computers, from any vendor, will be able to share information with each other.

"Every phase of our network architecture has always been compatible with the previous one."
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Digital announces one millionth VT220 terminal

Digital has announced production of its one millionth VT220 video terminal, the company's most popular video terminal. The millionth terminal, which has a gold-colored enclosure and keyboard, is being displayed at DECworld '87, Sept. 8-18. During DECworld '87, the terminal is being used as the console system control terminal for a large VAX-cluster system.

After DECworld '87, the terminal will be donated to the Smithsonian Institution's National Air and Space Museum in Washington, D.C., where it will be used as a control terminal for the museum's dual PDP-11

computer system that controls automated audiovisual displays.

The VT220 terminal is a text-only video terminal that is used with hundreds of thousands of computer systems throughout the world, in applications spanning most major areas of computer activities. It has been used as a standard of comparison throughout the computer industry since its introduction in 1983. It is fully compatible with Digital's preceding VT-series terminals, which have been produced over a span of more than a dozen years.

According to Don Murphy, manager,

Video Products, "The VT220 terminal has been extraordinarily successful. As many VT220 terminals have been produced as all other video terminals manufactured by Digital combined since we started making CRT terminals well over a decade ago.

"The compatibility of the VT220 terminal with its predecessor VT52 and VT100 terminals is an example of Digital's commitment to providing the latest features on its terminals without penalizing our customers' investment in our prior terminals. It is a tradition that we are maintaining throughout our line of terminals."

Digital extends its lead in networking...

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ous version. This protects our users investments while adding functionality and flexibility to their computing environments.

"Digital has one networking architecture that provides for compatibility among all of its computers and operating environments. The integration required to achieve this level of communications with multiple vendors comes naturally to us. This is not true of our competition," B.J. continued.

"While Digital's DNA and IBM's SNA were both introduced in 1975, Digital continued to develop its communications strategy based on simple, efficient access to distributed information. IBM is just beginning to promise the level of compatibility and communications that Digital has been evolving since 1975.

"With DECnet/OSI Phase V, we are widening the gap further by announcing products today that provide even greater connectivity, compatibility, ease of use, and comprehensive management functionality."

Digital also announced MAILbus, extension of Ethernet capabilities and DECnet Systems Services.

- MAILbus, a comprehensive set of network applications software, links ALL-IN-1 users, IBM SNADS® and DISOSS users, and users of other X.400-compliant mail systems into a global electronic messaging network.
- In addition to Ethernet running on baseband and broadband coax cable, ThinWire Ethernet, microwave, satellite and fiber optic links, Digital can now help customers upgrade most currently installed telephone wiring to 10 megabits per second, OSI-standard Ethernet, providing high speed data communication services to the desktop.
- DECnet System Services, a set of new layered network products, make accessing information on remote computers and using remote disks and printers in a networked environment, appear as if they were one a single system.

New generation of MicroVAX systems

Dom LaCava, manager, Low End Systems, discussed the significance of the new MicroVAX VAXstation systems. "These products represent a giant step toward solidifying our leadership position in distributed, networked computing. They will set a new standard in price/performance," he said.

"Digital is committed to making major investments in technology — such as the development of the new storage technology, and the CMOS chip set on which the new systems are based. That technology investment enables us to introduce these new high-performance members of our family at competi-

tive prices. And it makes owning these powerful systems cost-effective for a wide new range of potential customers.

"With these new systems Digital has reached a new level of price/performance, without affecting the applications software developed by customers and third parties," Dom added. "Over 3,500 applications already available for VAX systems will run unmodified on the new MicroVAX systems. And the new VAXstations can run over 3,000 applications unmodified.

"The MicroVAX 3500 and 3600 are high-performance general purpose systems at the high end of the MicroVAX family. We have developed a system with the power of a small mainframe, packaged it to fit into a small space, and made it available for an office or the factory floor at a fraction of what it might have cost only a few years ago."

The new MicroVAX systems offer processing speed three to four times faster than the MicroVAX II, double the memory capability of the MicroVAX II, and improved storage capacity with new fixed disks and a new high-performance backup tape.

"The new MicroVAX systems complement the MicroVAX II and fulfill the high-performance needs of our customers' larger, more compute-intensive applications, such as software development, scientific applications, and process control," noted Dom. "They also meet the distributed, networked computing needs of customers in de-centralized settings — like offices of banks, insurance companies, retail and transportation companies. For example, when Digital's ALL-IN-1 application software is run on a MicroVAX 3600, it supports a department or a branch office of 120 people, at a price per user that is one of the lowest in the industry.

"Through our global network and distributed systems, these products were developed by teams of engineers located in different parts of the world," Dom observed. "We were able to develop chips simultaneously in Hudson, Mass. and Tokyo, Japan; the software in New Hampshire; and the storage products in Shrewsbury, Mass., and Colorado Springs, Colo. Through the network we were able to distribute and communicate information virtually instantaneously among these groups of engineers around the world.

"From the work group to the department to the enterprise level of an organization, this approach to distributed computing helps us and our customers stay competitive," he concluded.

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1987 United Way campaign goal set at \$2.4 million

Digital's 1987 United Way campaign officially begins today and continues through

Oct. 9. The goal for this year's campaign is \$2.4 million.

Chick Shue, vice president, U.S. Sales, is this year's United Way Key Executive. "It is a special privilege to serve as Digital's 1987 Key Executive in this first campaign of the United Way's second hundred years. With our support, the United Way will begin a second century of addressing the needs and providing vital social services to communities across the country.

"During this centennial year, we are paying special recognition to the thousands of Digital volunteers who run our site campaigns, plan the events, and those that give their personal time and resources to the management of United Way and its supported agencies across the country," Chick continues. "This spirit of volunteerism allows the United Way to keep down the cost of raising and distributing funds to the more

than 37,000 community services it supports, ensuring that employees' contributions will go directly to work."

Says Judi VonDohlen, Corporate United Way chair, "We have set our goal for the upcoming campaign at \$2.4 million. With Digital's corporate gift of a dollar-for-dollar match of employees' gifts, in 1988 we could provide \$4.8 million in support to community social services such as suicide prevention, hospices, Girl Scouts, YMCA, shelters for the homeless, services for battered women, and care for the elderly, to name a few."

The volunteers of the 2,200 United Ways across the country raise funds, work to anticipate future community needs and allocate the money raised through a systematic review process. Many United Ways provide referral services to put people in touch with the assistance they require.

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Editor: Kate Nelson

Send stories, photos, ideas or suggestions to DTW, CFO2-3/K23 or call the editor at DTN 251-1307. Electronically, the editor may be reached on DECmail @CFO or at CELICA::KNELSON. Ads must be submitted in writing to Marketplace, CFO2-3/K23. Please direct all Marketplace inquiries to DTN 251-1308.

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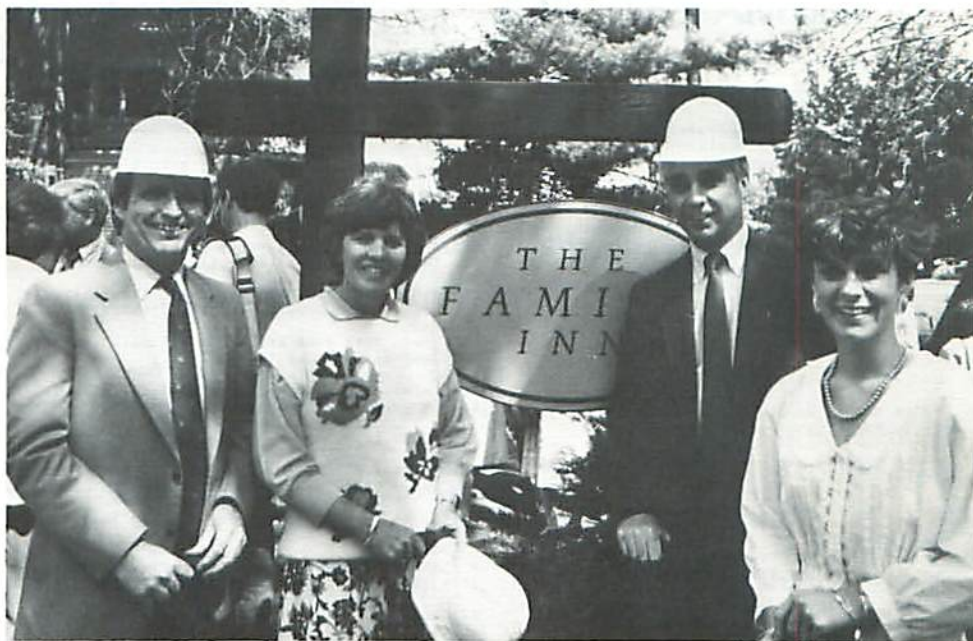
Digital becomes first corporate sponsor of Family Inn

Digital has become the first corporate sponsor of the Family Inn in Brookline, a home where families can stay while a family member is undergoing an organ transplant. The company's grant of \$100,000 will be used toward the establishment and renovation of the inn. Once renovations are completed, the inn will accommodate up to 10 families at a cost of \$8 per night for each family.

Says Bruce J. Ryan, vice president and corporate controller, "The Family Inn provides Digital with an opportunity to support a very important service to family members of organ transplant patients. Through our donation, we hope to encourage other corporations, foundations, and individuals to contribute to this worthy cause."

Digital's interest in the Family Inn and the issue of organ transplants was sparked by Pam Egan, daughter of the late Hank Egan. Hank, who had been manager of the Financial Development Program, underwent unsuccessful heart transplant surgery last year. Before he died, however, he and Pam had talked about the importance of organ donations, and had planned to develop programs together — plans that Pam began to carry out after her father's death.

Pam established a group called GOOD, the Growing Organization of Organ Donors. Her work brought her in contact with Charles and Marilyn Fiske, whose daughter Jamie underwent a liver transplant in Minneapolis more than four years ago.



Shown at the groundbreaking ceremonies for the Family Inn are, from left, founders Charles and Marilyn Fiske; Bruce Ryan, vice president and Corporate controller; and organ transplant advocate Pam Egan, daughter of the late Hank Egan, who had managed Digital's Financial Development Program.

While in Minneapolis, the Fiskes lived in the hospital lounge and in local rooming houses. The experience convinced them that there was a need to establish a place where families could stay during this stressful time. Through Pam's and the Fiskes'

fund-raising efforts, Digital was introduced to the Family Inn.

Donations to the Family Inn are matched by Digital's Matching Gift Program. For more information, contact Corporate Contributions at DTN 223-9210. ■

Mike Kalagher named U.S. Field Administration manager



Mike Kalagher has been named by Jack Shields, senior vice president, to the newly created position of U.S. Field Administration Manager. In this position, Mike will be responsible for establishing administration as a unified organization

in the Field. He will work with the U.S. Field Management team to establish cross-functional business models and policies that will allow administration to enhance customer and employee satisfaction, as well as Digital's competitive status in the industry. Mike will be a member of the U.S. Field Management team.

In addition, Mike will continue to chair the Electronic Data Interchange board of directors, will serve as co-chair of the Order Transaction Processing board, will provide common reference information services and, when appropriate, a focus for company-wide administration standards.

Mike has been with Digital for 19 years, during which time he held a variety of positions in Field Service and Product Support. He served as Corporate Support manager and Computer Service product line manager. For the past four years, he has managed Customer Administrative Services. He attended the School of Industrial Management at Worcester Polytechnic Institute and is a graduate of the Program for Management Development at Harvard Business School. ■

Lee Richardson joins Digital as Corporate Contributions Manager



Lee Richardson

Lee Richardson has joined Digital as Corporate Contributions manager, reporting to Nancy Dube, manager, Corporate Community Relations. In his new role, Lee will be responsible for the management of all financial, administrative and

program operations for the Corporate Contributions program worldwide. In addition, he will manage corporate contributions educational programs and special projects. Lee comes to Digital from Tuskegee University, where he was vice president for University Relations. He has held management positions at several major educational institutions. Lee holds a bachelor's degree from the University of Massachusetts. He also earned an M.B.A. and a master's degree in education at Harvard. ■

United Way campaign begins ...

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On the average, less than 10 cents of every dollar raised by United Way goes to pay for administrative expenses. This is significantly less than it would cost the recipient organizations if they were to pay for admin-

istration and fundraising on their own.

Questions about the United Way, how to contribute through payroll deduction, or how to make a one-time gift should be directed to Judi at DTN 223-5320. ■

THE MARKETPLACE



AIRLINES

AIR CONDITIONER, like new, hardly used, fits in most window stills, \$125/80, Pat, 223-8755

MICROWAVE, 650W, \$150; microwave cart \$50; ex lg dryer \$100; am washer \$100, prtbl d/w \$150, Julia, 226-2626

CARS

'86 BUICK CENTURY LTD, 4dr sdn, lo 10Kmi, loaded, a/c p/w, lcks, am/fm cass, ratprf, lk new, \$12K, Dan, 262-8356

'83 DODGE ARIES, 4cyl, exc cond, asking \$3000, Gloria, 225-4273

'76 TOYOTA CORONA, 4spd transsn, am/fm ster radio run cond, some rust, \$200/80, Bob, 296-6744

'84 NISSAN Stanza hthc, exc cond, 4dr, a/c, am/fm cass alloy whls, 43Kmi, \$5500, Fred, 223-1914

'79 TOYOTA COROLLA, 2dr sdn, am/fm cass, 4spd, runs good, asking \$1000, Irv, 297-5776

'86 SUBARU GL Statnwgcn, a/c, auto, z-lok, am/fm cass 14Kmi, dealer serviced, \$9999, Song, 221-5428

'85 CJ7 JEEP, white/black top, 39Kmi, am/fm ster cass, 4spd/4wd, 2tops, exc cond, \$7800/80, Kathleen, 223-3813

'85 CUTLASS SUP BR, blue, shrm cnd, 4dr, auto, 3.8L V6 air, loaded, 7500mi, \$9500, Ted, 223-5387

'85 FORD MUSTANG LX, 4cyl, white, 2dr, snrf, cruise, 4sp spk whls, am/fm st, ex cd, 24Kmi, 5500, Maddy, 225-4085

'86 PONTIAC GRAND AM, LE, all pwr, am/fm st, blue, 14K mi, exc cond, \$9500, Fred, 226-8025

'77 TOYOTA CELICA, 91K, a/t, 2dr, yellow, brn vnyl rf, am/fm cass, must sell, \$1500/80, Jean, 277-7206

'74 VOLVO Wgn, auto, p/s, am/fm radio, current MA sticker, too many new prts, \$600/80, MI, 233-1862

'78 MERCURY COUGAR, slvr w/black landau roof, no rust, exc cond, asking \$1500/80, Lisa, 226-5711

'79 CHEVY CAMARO BERLINETTA, 79Kmi, 4K on rebtl eng 8cyl, auto, vg cnd, l owner, \$3500, Brigitte, 284-3187

'78 CHEVY MALIBU WGN, rebtl eng w/30Kmi on it, auto ps, pb, exc cond, l owner, \$1000, John, 276-8470

'86 SUBARU GL, 4dr sdn, 5spd, a/c, ratprf & more, mint cond, \$7995/80, Bob, 225-6756

'86 MUSTANG GT, 5spd, maroon/grey, loaded, Chapman, just tuned up, 19Kmi, \$11000, Janice, 251-1034

'80 PLYMOUTH VOLARE PREMIER, exc cond, hrd top, slnt 6, bucket seats, 2dr, a/t, \$1195, Art, 236-2580

'79 HONDA ACCORD Hthbkk, 5spd, new tires, brks, exht newly installd eng w/60Kmi, \$1600/80, Kyle, 241-3054

'80 MAZDA 626, \$2500, Rick, 297-6780

'84 CHEVY CAMARO, 65Kmi, auto, am/fm stereo, new Gdyr radials, brown, a/c, \$6800/80, Lisa, 241-3554

'78 CHEVETTE Hthbkk, white, auto, am/fm radio, 56Kmi \$525/80, John, 282-1625

'81 CHEVY CITATION, 4dr, 6cyl, std, nu tires/brks, exh radiator, little rust, gd cnd, \$1200/80, Betty, 296-3514

'85 FORD EXP, red/blk hthbkk, 5spd, 1.6L eng, lo mi, snrf, am/fm cass, ex cond, \$5K/80, Kathy, 226-7463

'80 TOYOTA COROLLA, 4dr, 5spd, a/c, one ownr, 120K hiway mi, runs grt, \$1800/80, Cathy, 226-7072

'78 PLYMOUTH HORIZON, 4dr, 4spd, am/fm, hi mile but runs well, \$350/80, Dick, 225-5790

'84 PONTIAC SUNBIRD, recnctnd, brwn, lower, exc cnd f whl dr, am/fm, ac, auto, 50Kmi, \$4400, Donna, 249-4931

'83 MAZDA RX7 GS, exc cnd, blk, 76Kmi, lower, 5spd, a/c ster/cass, alum whls, alrm, \$5400/80, Debbie, 225-4834

'84 CHEVY Z-28 CAMARO, red, auto, loaded, low mileage exc cond, \$10.7K, Scott, 283-7495

'81 FORD ESCORT WAGON, 4spd manual, lower, all maint, 70Kmi, \$1200, Carol, 223-7092

'78 DODGE ASPEN 2tone blue, vinyl blu int, 65K orig mi, 6cyl, am rst, no rot, gd cnd, \$1800, Becki, 276-9692

FURNITURE

BABY FURNITURE, Hedstrm 3-in-1 combo carriage \$75; crib+mattress, \$75; mesh playard \$40, Steve, 297-7145

COUCH, very gd cond, French Victorian, \$120/negotiab Marion, 223-3993

DAYBED, white, w/popup unit, like new, lyr old, \$150, Barry, 225-6534

MISCELLANEOUS

HP 41CV HANDHELD COMPUTER, alphanum display, 2K mem inc manuals, case, stand, asking \$140, Steve, 296-5581

WEDDING GOWN, sz 8, white, floral applique design hem slvs, ncklin, \$300; sequind V veil \$50, Sue, 296-5342

UPRIGHT PIANO, made by Henry F. Miller, Boston, 50+yr old, located/Lincoln, MA, \$125, Linda, 223-3557

CLASSICAL MUSIC CASSETTES, exc cnd, all labels, ask for list, prices negotiable, Phil, 226-7237

LA36 HARD COPY TERMINAL, w/A-J acoustic couplr, exc cond, asking \$150, Guy, 282-1475

TIRE RIMS, 2 tires on rims, RW78-14; (2) rims, sz 14 all Chrysler/Plymouth, Nathan, 223-8560

AWNING, 20 ft, used one season, Faith, 223-7725

PLOW, Fisher, 6 1/2", 4-way angle, w/lights, exc cnd, new \$1800-\$2000; priced to sell \$1000, Bob, 223-1892

COLECO VISION, exc cond, 5 video games incld, \$50, Joyce, 234-4049

6 HEAD HI FI PORTABLE VCR, Canon VR-40A/VT50A w/ colr vid camera, acces, case, \$870/80, Hugh, 223-5410

STROKE STROLLER \$35; Car Seats (3) \$20, \$25, \$30, all exc cnd, Change Table (nds new mat) \$30; Doug, 269-2197

INDUSTRIAL SEWING MACHINE, Singer 31-15, w/ tabl & motr, 1/3 h, exc cd, ready/use, \$325, MaryLou, 297-2360

STEELBUILT RADIALS, 4 new Delta Durasteel II, P185/80 R13s, \$95, Ron, 223-5672

TIRES, (3) Conti TS771 Radials 185-70 SR13, \$20, Jack, 223-6196

DECMATE II and LA50 PRINTER, \$1200, Tom, 297-5415 (after 3:00 P.M.)

ORIENTAL RUG, 3x5 100% wool; 10x8 hand made 100% wool Dhurry \$400, both excel, Li, 381-2676

AMBASSADOR OLDS TRUMPET, gd cond, minor bend in bell, clean, \$100/80, Terry, 247-2083

FIREWOOD, 2 pickup loads for \$20, seasond shipping pallets, all cut, perfect for wdstv, Rich, 296-7135

RAINBOW 100+, 512K, 10mb, graphics, VR201, LA50, DF112 best offer, Jim, 221-5216

WHEEL HORSE LAWNTRACTOR-11.5hp, 5sp, 38" mower/rear bagger/snow throw, exc cnd, \$1100, Denny, 223-6261

CRACAR LOUVERS, blk, Mazda RX7, fits 1979 model, inc new hardware, \$50, Pat, 272-7172

IBM PC complete system or individual pieces, call for list hardware/software, Ed, 225-4017

TOOL SET, 29 pc, wrenches, 1/4" sockets, pliers, etc. exc cnd, \$10. Sonia 234-5446

SAX FOR SALE, Bundy II student alto saxophone, exc cond, pd \$700, asking \$350, Elizabeth, 268-3120

BABY GRAND PIANO, Fischer, wood mahogany case, apprpx 50yrs old, appraised @ \$1500, Phyllis, 617-263-5200 ev

SHUTTERS, 2pr, movable louvers, 27"x20", new, \$25 pr, Shelving unit, lge, sturdy, \$30, Maggie, 297-4932

RADIAL SNOW TIRES, 4 Dunlop 185-70, 14", used one season, \$95 firm, Wendy, 223-5770

LOWREY ELECTRIC ORGAN, exc cnd w/benchseat, \$800, Barbara, 223-1307

CAMPING MEMBERSHIP, Natural High Resort, tennis, ind pool, pd \$6500, sell B/O, Doug, 296-3332

MOTORCYCLES

'82 HONDA 650 Nighthawk, 7Kmi, mint cond, \$1350/80, Bob, 226-7026

'81 HONDA GOLDWING 1100, exc cnd, am/fm cass, fully drssd, ast see/appreciate, \$1K neg, Cindy, 226-6023

'81 HONDA CB750 CUSTOMER, dk blu, mint, lk, \$1200/80, Jack, 232-2490

'84 HONDA 750 INTERCEPTOR, 6500 mi, showroom cond, \$2000, Dean, 226-7254

PETS

NEWFOUNDLAND PUPS, ready Sept 1, Beth, 234-4970

RED BELLY PIRANHAS (5) 6", \$25 each or all five for \$90, Greg, 226-7707

GERMAN SHEPHERD MIX PUPPY, male, 8mos, neutered, all shots, has obedience train, gd/kids, Lisa, 381-2356

REAL ESTATE

DENNISPORT, 2br cape, ocnfrnt comm, new kit, invstatn rental property, \$129.9K, Ed, 276-8231

ACTON, 2br cnd, ful appl, a/c, w/w, lovely loc, pool, 1r w/beamed ceil, good main, \$112K, Beryl, 225-5594

BILLERICA, nr RTs 3/495, 70' split, 3/4a lot, hwd flr 4 br, frm, plyrm, 2b, 2c gar, \$214.9K, Bert, 297-7872

HUDSON, 3br cntap, ful dr, lge kit, 1.5b, gar, beaut hd wd flr, iuac, \$178K, Charlotte, 297-6877

NORTHBORO, exec area, 1 prw acr, nr 290/495, pool, cnt a/c, 8 rms, enrgy eff, flex fin, \$269.9K, Wes, 234-5306

ASHBURNHAM, MA, 8rm, 3br split, w/w, cntrl humidifd, lge yd, sldrs/dck, lo taxes, \$124.9, Evelyn, 223-7148

ACTON, 7rm split entry, 3 br, porch, deck, gar, nice nbrhd, \$199K, Young, 223-5492

LITTLETON, 9rm 1 1/2 bth, 2100 sq ft, 7yr old gambri lac, nu furn, redc kit 24x24, gar, \$262K, Bob, 289-1498

HUDSON, Gar, 9rm, 2.5b, 5yr old, lac, hrdwd flrs, bean cath frm, 2car gar, George, 276-9606

MERRIMACK, twnhs/priv setting, 2bdr, 1 1/2 bth, gas ht basement, \$102.9K, John, 264-4511

SHIRLEY, 3fl twnhs cnd, Scott's Glenn, dr, K w/dw, 1r fpl, 1 1/2b, 3br, 2dcks, gar, \$148.5K, Darlene, 381-2117

ANDOVER, ownr ast sel 10rm split entry, exc cnd, app 1m/93, 2m/495, beaut yard, \$239.9K, Don, 226-7684

RECREATION VEHICLES

'78 SHASTA TRAILER, 20.5', slp 7, fl bth w/tub, gas stv, refrg, awning, exc cnd, \$5500/80, Ray, 234-5120

'84 SKI-DOO SAFARI 447 w/dbl trlr, lo mi, oil injec for 2up riding, \$2500, Al, 296-5472

28' CHRIS CRAFT CABIN CRUISER, '82, exc cnd, lo hrs/ mileage, slp 6, \$25.9K, Sue, 293-5001

RENTALS

CLINTON, new 2br cnd, 1 1/2 b, ful appl kit, w/w, ac prkg, small complex, exc loc, \$675+util, Ann, 276-8306

WHITE MTNS, Franconia, new modrn 3br/2b, all amenit, beaut view, slp 6, \$350/wk, wknd avl, Tom, 244-6608

MAYNARD, elegant Vict apt, frplc, 4rm+bsmt, w/d hkup htd gar, \$850 inc ht/hw, avl Oct 1, Bob, 251-1671

W. ACTON CNTR loc, 7 rm Vict duplx, w/d hkup, quiet st, offst prkg, \$1050/mo+ut, avl Oct 1, Tina, 251-1804

NO CONWAY, 3br, slp 8, wdstv, ful furn, hike, ride, fall foliage, canoe, wk/wknd rentals, Diane, 264-7096

ARUBA, timeshr avail week of Nov 8, balcony ovrlk ocn, kit, bth, lr, bdrm, slp 4, \$425/wk, John, 223-8614

STERLING, 5rm apt, pvt home, quiet nbrhd, lg kit, plenty prkg, \$700/mo, incld ht, Carl, 226-3241

PROF WOMAN, quiet lge priv home avl imme, \$340/mo, all utl, pool, prkg, nr 495/DRC fac, Pauline, 223-6763

CHELMSFORD, 3 br ranch/fr/dr/2bth, \$950/mo+util, Ming, 276-8905

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

HILTON HEAD cnd, 2br, 2b, walk to ocn, 2 pools, 8 tennis, rqt bldg, Jacuzzi, \$475/wk, Pat, 223-8117

ROOMMATES

M/F, nonsmr, prf, shr 2br cnd in Jamaica Plain, min 128, walk to T, \$250 inc ht, avl 10/1, Ann, 223-3573

ROOMMATE, nonsmr, 3br hs/Waltham, min/MassPk/128/20 117, gourmet kit, prk, pet ok, \$330+utl, Mike, 297-4166

ROOMMATE, nonsmr, shr 3br dulpx/Waltham, 3flr, 2bth, offst prkg, avl Sept, \$333+util, Greg, 223-5029

PROF, nonsmr, shr lg hse, nr 495/290 Marlboro, w/d incl, ref reqd, \$285+mo, avl Sep, Bimal, 293-5796

F, nonsmr, shr cnd, tennis, pool, Chelmsford, \$400, Deb, 221-5883

F, nonsmr, shr new 2br cnd, Boxborough, nr 495/2, pool, tennis, \$350/mo+1/2 electric, Mike, 225-5586

SPORTING GOODS

BICYCLE, mens 26" Columbia 10 spd bike, \$20, John, 285-6127

WANTED

SWIMMING POOL, 4foot deep, round or oval, will buy just frame & dismantle if nec, Marv, 276-8022

news briefs

IEEE sets September meeting

The Worcester Section of the Institute of Electrical and Electronics Engineers (IEEE) will meet on Wednesday, Sept. 16, at 6 p.m. at BOSE Corp. in the Framingham Industrial Park off Route 9. The topic will be "Noise-Cancellation Headsets." All interested employees are invited to attend. For more information, contact Ed PERKINS at DTN 223-9782 (ECADJR::).

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:

- Oct. 5 issue — Sept. 23 deadline
- Oct. 19 issue — Oct. 7 deadline
- Nov. 2 issue — Oct. 21 deadline

Service Recognition Awards in CF02

Digital's Service Recognition Awards for employees with five or more years of service are on display in the lobby of CF02. Employees who will celebrate a service anniversary this year may come by the lobby and see the awards before making their selection.

Soccer tickets available

Corporate Employee Services and Recreation has made tickets to a Major Indoor Soccer League (MISL) game available to Digital employees. The Cleveland Force will play the Chicago Sting on Saturday, Oct. 24, at 7 p.m. at the Worcester Centrum. Tickets are \$6 (regularly \$9.50). The deadline for ticket orders is Monday, Oct. 5. Forms are available in the employee information racks in Greater Maynard Area facilities.

Ski Club to meet

The Digital Ski Club will hold its first meeting of the 1987-1988 ski season on Thursday, Sept. 24 at 7:30 p.m. at the Chelmsford Elks. The club is seeking a volunteer to coordinate its winter trips. For more information, contact Sandy Merritt, DTN 264-9178 or Robin Temple, 276-9427.

Toastmasters to hold Guest Day

The Maynard "Speakeasies" Toastmasters Club will hold a Guest Day on Wednesday, Sept. 30, in the Maynard Conference Room, PKO3-1/7D. A complimentary lunch will be served beginning at 11:30 a.m., and the program will run from noon-1 p.m.

Guest Day will feature a typical meeting, including impromptu talks, prepared speeches and evaluations. Guests are not required to participate in the meeting. For additional information, contact Marie Marotta, DTN 223-7444.

Women's Basketball League opening seventh season

The Digital Women's Basketball League is beginning its seventh season. Officially refereed games are played Monday nights in the Kennedy Junior High School Gym, Hudson, Mass., from late September through early spring. New players are welcome to join. For more information about the league, contact Becky Brooks, DTN 244-7788 (AKOV05::BROOKS).

Seminars on 'How to Live with Your Back' to be offered

PKO Cluster Health Services will sponsor a series of lunchtime seminars on keeping the back healthy throughout the month of September. All seminars will be held from noon to 1 p.m. The dates and locations are as follows:

- Sept. 21** Sudbury Conference Room, PKO3-1
 - Sept. 22** MSO Health Services, Powdermill Road
 - Sept. 23** Kendall Conference Room, CF02-1
 - Sept. 24** Small Board Room, VRO5
- A film will be shown, followed by a discussion. Handouts will be available. All employees are welcome; just bring a lunch. For more information, contact Nancy Jafarian, DTN 251-1051.

Tickets available for theater, concert

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

- "Shear Madness" will be staged on Sunday, Oct. 25, at 3 p.m. at the Charles Playhouse Stage II in Boston. Tickets are \$11 (regularly \$15). Orders must be received by Friday, Oct. 9.
- Sinfonova, the classical music ensemble, will perform a "Mostly Bach" concert on Saturday, Oct. 31 in Jordan Hall at the New England Conservatory of Music in Boston. Price is \$14 (regularly \$18.50). Deadline for ticket orders is Friday, Oct. 16.

Forms for both of these events are available from your local Employee Services and Recreation department, or call DTN 225-4624.

educational opportunities

Office Applications Training September-October course schedule

All course locations are PKO3-1/Pole 8H or QLO (Hampshire Drive, Hudson, N.H.) Dates are subject to change. Please note prerequisites in catalog. Equivalent experience may be substituted. To enroll, complete an OA enrollment form and send it to the OA Registrar, PKO3-1/B11.

PCSA — Office Workstations

Intro to PCSA/VAXmate PKO: Sept. 29;
QLO: Oct. 1, 19
Learn Rainbow Sept. 29; Oct. 5, 7, 8, 9, 12,
16, 22
MS-DOS® Oct. 7, 20, 23
dBASE II/III® PKO: Oct. 8; QLO: Oct. 13
Lotus 1-2-3® PKO: Oct. 8, 12, 15, 20; QLO:
Oct. 5, 12, 15
Advanced Lotus 1-2-3 PKO: Sept. 30; QLO:
Sept. 30; Oct. 14, 15
Symphony® Sept. 30; Oct. 5, 14
Multiplan® Oct. 8
Overhead Express® Oct. 19
Rainbow Graphics Sept. 29
ALL-IN-1
ALL-IN-1 Basic User Oct. 5, 12, 20
ALL-IN-1/VMS Basic WPS-PLUS for Man-
agers Sept. 29; Oct. 15, 21
ALL-IN-1/VMS Advanced WPS-PLUS Oct.
23
ALL-IN-1 Administrator Oct. 12
ALL-IN-1 System Manager PKO: Oct. 13;
QLO: Oct. 20, 22
ALL-IN-1 Fundamentals of Application Pro-
gramming Oct. 19

VAX Layered Applications

Intro to VAX/VMS Sept. 30; Oct. 5, 8, 12, 19
DATATRIEVE I Oct. 1, 19
DATATRIEVE II Oct. 8, 20
DATATRIEVE Report Writer Oct. 23
DECcalc Oct. 14
DECslide Sept. 30; Oct. 13
DECgraph Oct. 1, 12, 22
Document Processing
DECmate Basic WPS QLO: Oct. 19
DECmate Advanced WPS PKO: Oct. 23;
QLO: Oct. 8
Rainbow Basic WPS-PLUS Oct. 21
Rainbow Advanced WPS-PLUS Oct. 23
EDT Oct. 16, 19
Runoff Oct. 7
Electronic Publishing
DECpage Oct. 1, 16, 23
LNO3 Font Management Oct. 1, 5, 6, 7, 15,
16, 19
**Electronic Messaging and
Communications**
VAXmail Oct. 6, 8, 14, 22
DECmate Communications Oct. 16
Office Productivity Training
Creating and Editing Correspondence Oct.
1, 15
Cost Center Expense Reconciliation Oct.
13, 22
MS-DOS and Multiplan are trademarks of Micro-
Soft Corp. dBASE II/III is a trademark of Ashton-
Tate. 1-2-3 and Symphony are trademarks of
Lotus Development Corp.

Seminars on Graduate Engineering Education Program to be offered at five sites

Seminars about the Graduate Engineering Education Program (GEEP) will be offered in September and October at five sites in Massachusetts and New Hampshire. GEEP is a full-time technical graduate degree program. Sponsored by the Manufacturing/Engineering/Product Marketing organization, GEEP participants are fully funded to attend technical graduate programs at leading universities.

To learn more about GEEP, interested employees and their managers can attend one of the seminars listed below. GEEP alumni will attend the seminars to answer questions and to share their GEEP/university experiences.

HLO-1	Hall of the White Mist	Sept. 17	10 a.m.-noon
SHR-1	Amphitheater	Sept. 22	2-4 p.m.
ZKO-1	Babbage Auditorium	Sept. 23	2-4 p.m.*
LKG-1	Julia Ward Howe Conference Room	Sept 25	10 a.m.-noon*
MLO-5/4	Hinchcliffe Conference Room	Oct. 13	10 a.m.-noon

* Workshops for technical contributors who are considering applying to the GEEP will be held following the ZKO and LKG seminars. A third workshop will be offered in the Hinchcliffe Conference Room at the Mill on Thursday, Oct. 15, from 9-11 a.m.

For more information, contact Terry Sarandrea at DTN 223-9248 (HEIDI::GEEP). ■

Boston area seminars for October

(Note: Seminars are frequently attended by customers and employees. For registration information, call DTN 249-4949 or (617) 276-4949.

Artificial Intelligence for Managers

Oct. 1 Course No.: EY-5286E-SO
Digital-to-IBM Interconnect: Concepts and Products

Oct. 5-7 Course No. EY-5251E-SO
Introduction to Expert Systems and OPS5

Oct. 7-9 Course No. EY-4832E-SO
The C Programming Language — Application Development

Oct. 7-9 Course No.: EY-2255E-SO

Resolving Network Problems: A Workshop

Oct. 8-9 Course No.: EY-6753E-SO

VAX Hardware Overview for the Experienced MIS Manager

Oct. 12-13 Course No.: EY-5252E-SO

VMS Software Overview for the Experienced MIS Manager

Oct. 14-15 Course No.: EY-5253E-SO

Relational Database Design Using Rdb/VMS

Oct. 14-16 Course No.: EY-2258E-SO

Open Systems Interconnect

Oct. 19-20 Course No.: EY-6762E-SO

DECNET — VAX Internals

Oct. 19-21 Course No.: EY-8324E-SO

FMS Forms for Datatrieve Applications

Oct. 23 Course No.: EY-5229E-SO

VMS Internals for System Managers

Oct. 26-29 Course No.: EY-6797E-SO

DECnet/SNA Programming Products

Oct. 26-27 Course No.: EY-4816E-SO

RMS Structures and Utilities on VAX/VMS

Oct. 26-28 Course No.: EY-5224E-SO

VAX Datatrieve for the Business Professional

Oct. 26-28 Course No.: EY-1359E-SO

Local Area Networks: A Practical Approach

Oct. 28-30 Course No.: EY-1011E-SO

Handicapped Awareness Celebration Oct. 5-19

As part of its Celebrating Differences program, the Northeast Technology Center in Shrewsbury will conduct a Handicapped Awareness Celebration, Oct. 5-19. The schedule of events is as follows:

Monday, Oct. 5, noon

Bowling match, Storage Systems vs. Massachusetts Association for the Blind Bowling Team, at Town and Country Bowl, Route 9, Shrewsbury. To participate, call DTN 237-2046.

Monday, Oct. 12, 1:30 p.m. — Amphitheatre

Storytelling performance for the whole family, with signed interpretation for the hearing impaired, by the Boston Theatre of the Deaf.

Monday, Oct. 19, 10 a.m. — Amphitheatre

"Persons with Disabilities" performance, co-sponsored by the National Conference of Christians and Jews and Emerson Stage of Emerson College. Four live vignettes, discussion, and signed interpretation for the hearing impaired.

Tuesday-Thursday, Oct. 6-8, noon — Media Room

"Finding A Voice," a PBS "Nova" documentary on one man's struggle to communicate, and technology's contribution to his ultimate triumph.

The Handicapped Awareness Celebration is part of Shrewsbury's Celebrating Differences program, a continuing series of events highlighting the differences and similarities among people. All Digital employees and their families are welcome. Contact the SHR Personnel department for further details. ■

Digital Kennel Club to hold barbecue

The Digital Kennel Club will host the second annual "Bow-Wow Barbecue" on Sept. 27 in Ayer, Mass. Digital employees and their dogs will demonstrate protection, tracking, obedience, sledding, and field work. Well-behaved dogs are welcome to attend but they must be leashed at all times.

The Kennel Club promotes responsible dog ownership and is open to all current and retired Digital employees. Club members correspond through the CANINE notes file (USSCSL::CANINE), and new participants are welcome.

For more information about the club or the barbecue, contact any of the following club officers: president Tom Reilly, DTN 234-5356 (OWL::REILLY); vice-president Lisa Walker, DTN 381-2356 (UCOUNT::WALKER); treasurer Joe Broderick, DTN 226-6287 (TALLIS::BRODERICK); or barbecue organizer Linda Saisi, DTN 289-1647 (PENNSY::SAISI). ■

Ribbon-cutting ceremony in Billerica



The new Videocassette Duplication facility in Billerica recently held its grand opening. Ready to snip the ribbon are, from left, Dennis Pearce, Manufacturing and Distribution manager; Roblee Hoffman, Customer Relations manager; and John McLean, Finance and Administration manager.

Digital marks decade of partnership with National Urban League

1987 marked Digital's 10th year of participation in the National Urban League's annual conference, which was held this year in Houston. The convention brings together representatives of major corporations and other organizations to address important socioeconomic issues. This year's theme focused on "Working Together to Make a Difference."

As in past years, the conference featured the Job Opportunities Showcase and the Digital exhibit booth. At the Job Opportunities Showcase, Digital computers match job seekers from the community and the conference with openings on file as submitted by exhibiting Fortune 500 companies. Two clustered VAX 8500s, four LP27 line printers, and 35 VT220 terminals ran the show-

case. Over 1,200 job openings were on file, and nearly 4,100 job-seekers took advantage of the showcase. In addition, an interview area was set up so that participating companies could conduct on-site interviews.

Digital's exhibit booth attracted over 3,000 visitors. A Black History/Culture/Sports quiz on IVIS (Interactive Video Information System) and a "video wall," which continuously showed a sequence of video images of Digital, applied state-of-the-art technology.

Founded in 1910, the National Urban League is an interracial, non-profit community organization with semi-autonomous U.S. affiliates. It is dedicated to the social and economic change needed to secure equal opportunities for minorities and the disadvantaged. ■

Mill Health Services sponsoring classes

Mill Health Services will offer the following classes in September and October:

Aerobic Seminar, Thursday, Sept. 24, noon-1 p.m., Sheridan Conference Room (MLO5-4). Demonstration, handouts, and tips for pre-running exercises.

American Heart Association Heart Saver Class, Monday, Oct. 5, 8 a.m.-noon, Sheridan Conference Room, MLO5-4. The course teaches cardiopulmonary resuscitation (CPR), a technique that helps to keep the heart and lungs of an injured person working.

American Red Cross Basic First Aid Class, Tuesday, Oct. 6, 8 a.m.-4 p.m., Hinchcliffe Conference Room, MLO5-4.

"Cooking Good Food Fast" classes, Oct. 1, 8, 15, and 22, noon-1 p.m., MLO1-4/30A. Low-sodium, low-cholesterol cooking taught by nutritionist Claudette Heffner. Pre-registration is required and there is a \$10 fee.

To register, contact Health Services at DTN 223-8796. ■

Employee Day at DECworld '87 draws crowd

As a prelude to DECworld '87, close to 4,000 employees attended a special Employee Day at Boston's World Trade Center on Sept. 4. Through dozens of seminars and demonstrations, employees saw "The Network at Work" in the corporate computing environment.

Over 25,000 employees helped prepare for this massive event. Eight thousand are working at the event itself, which occupies the equivalent of three acres of exhibit space. More than 800 pieces of equipment, including terminals, printers, and Micro-VAXes, were connected to one another — the largest amount of Digital equipment ever placed in one room. There were over 400 network connections on the exhibit floor alone, and more than five miles of Ethernet wire were connected to Digital's global corporate network. Even the hotels where customers are staying are linked to the center for registration, information terminals, and DECworld-TV.

DECworld '87, which winds up on Friday, has attracted customers from all over the world. The event was completely booked by early August.

Customers who attended DECworld learned how Digital products can provide solutions to their business needs. Says Dallas Kirk, program chair, "During the program, customers have viewed 425 demonstrations. They've also attended some 120 seminars which have been offered 18 at a time on a two-day cycle. Customers have attended industry seminars, which discuss Digital's approach to solving key business problems; application seminars, which show how these solutions work; and the information automation technology seminars, which show how to implement them."

Dallas says that the customer good will generated by DECworld '87 "can't be measured in dollars and cents." But the benefit to the local economy can — DECworld added an estimated \$30 million in tourist revenues to the City of Boston. ■



Employees frequently consulted their DECworld '87 guidebooks to help them decide what to see next.



Employees Wendy Granger (left) and Gayle Leinberry talk about what they've just seen in the Computer Solution Organization supplemental area.



A demonstrator points — literally — to Digital's computer capabilities. Customers who visited DECworld learned from demonstrations such as this how Digital products can solve their business needs.



Concentrating intensely on Digital solutions for the travel services industry.



Victoria Freeland (right) explains how Digital solutions are applied in the financial services industry.