

digital

MAYNARD

DIGITAL THIS WEEK



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June 15, 1987

In memoriam: General Georges F. Doriot

General Georges Doriot, who in 1957 as head of American Research and Development Corp. provided the investment capital to start Digital, died on June 2 at the age of 87. He had served as a member of Digital's Board of Directors since 1972.

"His goal was to nurture, encourage and help businesses," observes Ken Olsen, president. "This is quite contrary to most risk capital organizations. The General was patient with companies when they were not doing well, and when they were doing well, not selling short to turn a quick profit.

"His influence on Digital was quiet, cautious, often indirect, but very effective. He defined 'excellence' as 'a degree of gratefulness, a compliment to somebody who is hard up and needs help, another minute given to your work, another idea applied to your product, a help to your superior. Excellence is that tiny quantity which can do so much.'

"To the General, excellence included sensitivity and graciousness to others. In the workplace it included a sense of responsibility to the entire organization.

"His thinking and Digital's history and values are intertwined."

General Doriot grew up in France and came to the United States in 1921 to attend the Harvard Business School. There he became assistant dean, associate professor and eventually professor of industrial management. In World War II he rose to the rank of brigadier general in the U.S. Army, serving as director of military planning for the Quartermaster Corps and deputy director of research and development for the War Department general staff. After the war, he returned to teaching and also became head of American Research and Development Corp., a venture capital firm that helped start some 150 companies, including Digital.

For 35 years, up until his retirement in 1966, General Doriot taught a course titled "Manufacturing," that was intended to



This photo of General Georges F. Doriot, left, and Digital President Ken Olsen, right, was taken at the Annual Meeting of Shareholders in November 1984. Ken says that the late General's thinking and the company's history and values are intertwined.

imbue students with his ideals of how a business person should behave. Almost 7,000 students took his course. "The top and middle ranks of U.S. industrial leadership today include many whom Doriot helped get what he calls a 'running start,'" noted "Fortune" magazine in March 1979. ■

Digital, Cray form marketing/product development pact



Digital President Ken Olsen, left, and John Rollwagen, right, president and chief executive officer of Cray Research, Inc., with the VAX Supercomputer Gateway, which was announced early this month as part of the two companies' marketing and product development agreement.

Digital and Cray Research, Inc., the leading producer of supercomputers, have announced an agreement to cooperatively market and develop computer products that link their respective computer environments.

At the same time, the companies announced the VAX Supercomputer Gateway, a product that increases multi-stream movement of data between VAX and Cray systems by up to five times faster than existing connections. The high data throughput of the gateway is designed to help engineers and scientists to be more productive and to help shorten the product development cycle.

The agreement targets customers who need both supercomputing and interactive computing capabilities. These customers include scientists and engineers involved in

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Digital, Cray form marketing/product development pact ...

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molecular modeling, finite element analysis, computational fluid dynamics, complex seismic and geological modeling, and Very Large Scale Integration (VLSI) circuit design. The products are also used in commercial applications such as econometric and financial modeling.

In addition, both Digital and Cray will participate in cooperative sales calls, technical demonstrations, and sales support activities involving their respective hardware and software products. Digital will sell the VAX Supercomputer Gateway, VAX/VMS software, and related network products; Cray Research will sell the Cray Station software, supercomputer and related products. Each company will service its respective systems.

Said Bob Gloriosio, vice president, High-Performance Systems, "It is our intention through this agreement to help provide our customers integrated product solutions that will give them a superior performance, a competitive advantage and the best return on investment. In addition, we will expand supercomputing into new application areas. Our alliance with Cray reinforces our commitment to provide our customers a complete range of computing solutions from the desktop to the supercomputer via a single operating system—VMS."

Gary Eichhorn, manager of Laboratory Data Products, added, "This supports our continued commitment to provide computer-integrated research solutions to researchers worldwide."

The companies said a major facet of the agreement is the "Distributed Supercomputing Environment Program" through which they will seek to develop new applications for their respective computing environments. Targeted markets include research, electronics, energy exploration, government, automotive, aerospace, education, petrochemical, pharmaceutical, finance, and entertainment.

John Rollwagen, Cray president and chief

executive officer, said, "Cray is continually working to enhance and extend its supercomputing environment. Many of our customers utilize Digital's VAX systems, VAXstations, and DECnet communications in conjunction with our interactive access software and supercomputers. So it makes good business sense that both companies work closely to provide the most efficient, cost-effective solutions for our customers."

Cray Research, Inc., headquartered in Minneapolis, is the world's leading supplier of supercomputing systems. ■

Frank Mecler joins Digital as Corporate toxicologist



Frank Mecler

personnel and product safety groups.

Frank joins Digital from American Cyanamid Co., where he was the occupational toxicologist for the Medical group at the company's Pearl River, N.Y., site. Previously, he worked in contract toxicology laboratories as a study director, designing and conducting studies for a variety of clients.

Frank received his master's and doctoral degrees in toxicology from the Harvard School of Public Health. He holds a bachelor's degree in pharmacy from the University of Maryland. ■

Frank Mecler has been named Corporate toxicologist, reporting to Jim Stewart, Corporate manager of Industrial Hygiene and Toxicology. Frank will provide toxicological support worldwide to health and safety personnel, managers, medical

Dave Oran named senior consulting engineer



Dave Oran

for the DNA Session layer, Digital's technical strategy for IBM SNA interconnection and the initial SNA gateway architecture. He has been a principal contributor to the Open Systems standards strategy. In addition, he has worked on a wide range of problems in distributed systems and network architecture. Dave was the original architect for the IBM interconnect program.

Dave has participated on the American National Standards Institute (ANSI) network layer committee and was a U.S. representative to the International Organization for Standards (ISO) network layer committee. He was one of the authors of the ISO standards for network layer addressing, and recently wrote the draft standard protocol for end system to intermediate system routing. These standards will make it possible for non-Digital systems to coexist in Digital networks.

Dave joined Digital in 1976 as a senior software specialist. Prior to that, he was an independent consultant specializing in on-line banking applications, and a senior scientific programmer at NASA. He is a graduate of Haverford College, Haverford, Pa. Dave also serves as adjunct professor of computer science at Indiana University, Bloomington, Ind. He is currently program co-chair for the 10th Data Communications Symposium, sponsored by the Association for Computing Machinery. ■

Dave Oran has been promoted to senior consulting engineer, reporting to Tony Lauck, Corporate consulting engineer in the Distributed Systems Architecture group.

Since joining the group in 1979, Dave has been responsible

DIGITAL THIS WEEK



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.

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.

Digital awarded \$80 million computer contract for U.S. Census

Digital has won an \$80 million contract to supply VAX computer systems to the Bureau of the Census, U.S. Department of Commerce, for use in the 1990 Decennial Census. The computer systems also will support the 1987 Economic and Agricultural Census, statistical analysis, and develop a geographic data base to support Census Bureau activities.

Under terms of the six-year contract, Digital will provide VAX 8000 series and MicroVAX II computer systems; training, field service and software, including data bases, languages and applications software. When installation is complete, the Census Bureau will have VAX 8000 computer systems in its headquarters in Suitland, Md., and in its field offices. An additional 450 MicroVAX IIs in district offices across the country will support the 1990 Census.

Harvey Weiss, vice president, U.S. Operations and Government Systems, said Digital won the contract by providing a proven VAX computer hardware and software solution. "This award represents a major victory for Digital and lends credence to our long-term strategy of one architecture for all environments," he said.

John O'Keefe named manager of Indirect Channels group



John O'Keefe

John O'Keefe has been appointed Indirect Channels group (ICG) manager, reporting to Jack MacKeen, vice president, Channels Marketing. John replaces Jim Willis, who has moved to Applications Marketing with responsibility for sales, marketing and distribution systems, reporting to Henry Ancona.

In his new role, John will develop and implement a comprehensive strategy for the use of resellers in managing accounts which do not have a business agreement with Digital. In addition, his group provides program support for OEMs, distributors and major account remarketers.

For the past two years, John has managed the implementation of the Area Marketing function, first established when the Channels Marketing group was created. He is a graduate of Iona College, New Rochelle, N.Y., and has attended the Harvard Executive Management Program. ■

Linda Moore appointed group manager for Product Marketing Strategic Programs



Linda Moore

Linda Moore has joined the Product Marketing staff as manager for the Product Marketing Strategic Programs group, reporting to Peter Smith, vice president, Product Marketing. In this position, Linda will be responsible for providing strategic focus for products and marketing messages across all of Digital's applications segments.

Linda joined Digital in 1977. She has held positions in operations management and strategic planning, and has spent the last four years as the manager of the Earth Resources Engineering Marketing group. She holds bachelor's and master's degrees from the University of Vermont.

Digital awarded \$114 million Air Force contract

Digital has been awarded a five-year contract with a potential value of \$114 million to supply the U.S. Air Force with computer systems for continued research and development of air defense systems.

This is Digital's second major government contract in a month. The company was awarded an \$80 million contract to supply VAX computer systems to the Bureau of the Census, U.S. Department of Commerce. (See story on page 2.)

Under terms of the Scientific and Engineering Worksystems (SEWS) program award, Digital will supply the Air Force with VAX 8650, MicroVAX II and MicroVAX II/-GPX computer systems, field service, software service and training. The worksystems will generate three-dimensional graphics used in the research, design and simulation of sophisticated air defense systems, and will be deployed at U.S. Air Force installations throughout the world. Computer system shipments will begin within 90 days.

Harvey Weiss, vice president for U.S. Operations and Government Systems, said Digital provided the Air Force with a strong technical match of off-the-shelf hardware and software. "The 'familiness' of the VAX architecture, Digital's networking leadership and our expertise in the engineering worksystems marketplace provided us with an award winning solution," he said. ■

Administrative forum held in Shrewsbury

The Shrewsbury Employment Department recently sponsored a forum for secretaries and other administrative personnel. The forum's purpose was to recognize the secretary's role and value in the changing technology of Storage Systems; to increase understanding of the roles of administrative support, hiring managers and employment in the interview process; and to provide the tools necessary to make human resource acquisition quick, efficient and legal. Theresa Buckley, Corporate Secretarial Programs manager, and Ann Jenkins, secretary to President Ken Olsen, were the guest speakers.

The Shrewsbury Employment group, represented by Richard Kisiel, Personnel Business Operations manager, and Maryellen O'Leary, senior co-op from Northeastern University, discussed the hiring process. The tools available to make this process efficient were reviewed, and the new "Administrative Procedures Quick Reference Guide" was introduced.

Doug MacKenzie, manager, Optical Product Development, spoke about the direction and growth of Storage Systems, and the importance of attracting qualified people to Storage Systems.

Jim Isaak joins System Software group



Jim Isaak

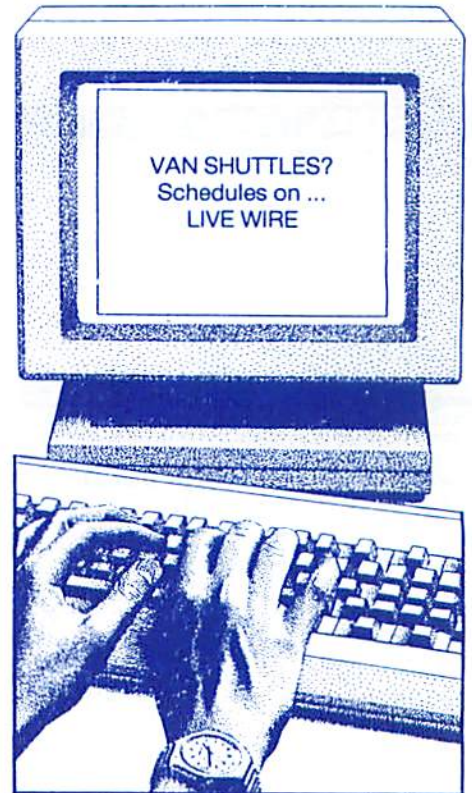
Jim Isaak has joined Digital as POSIX[®] Strategy Director in the Systems Software group in Merrimack, N.H., reporting to Paul Metz, manager, ULTRIX Base Product Marketing. Jim's primary responsibility is POSIX standards issues.

POSIX is a standard created by the Institute of Electrical and Electronics Engineers (IEEE) for a portable operating system interface. This defines the interface between applications programs written in the C language and operating system services. Its objective is to provide for portability of applications between multiple vendor systems.

Jim is the chair of the IEEE working group which developed the 1003.1 POSIX standard for an operating system environment based on UNIX[®] operating system. He will also coordinate the efforts of the International Organization for Standards (ISO) to create a standard for POSIX.

Prior to joining Digital, Jim was director of strategic marketing at Charles River Data in Framingham. The author of numerous papers on the standards effort, Jim is a graduate of Stanford University. He is a member of the IEEE, the IEEE Computer Society, and the Association for Computing Machinery (ACM).

POSIX is a trademark of IEEE. UNIX is a trademark of AT&T.



THE MARKETPLACE



APPLIANCES

MICROWAVE, 3mths old, GE Spacemaker II, 5yr warranty cost/\$200, will sell for \$159, Nancy, 297-7902

CARS

'80 CADILLAC, diesel, Coupe de Ville, blk with red int, Fran, 223-9552

'84 DODGE CHARGER, gd cond, must sell, \$2300/80, Norman, 296-3757

'77 TOYOTA CELICA liftbk, Southern car, no rust, 5 spd many new parts, bent fndr/80, Pete, 223-5332

'86 ISUZU IMPULSE TURBO, red, 5spd, leathr pkg, snrf every option, ask \$13K/80, Donna, 297-6702

'81 LYNX GL MERCURY Wgn, auto, gas savr, vel main, ps pb, ac, radio, new trans, \$1500/80, Ginny, 296-4198

'82 CHEV MALIBU Stwgn, V6, auto, fm stereo, very good cond, \$2400, Shamir, 296-4754

'81 TOYOTA COROLLA, liftbk, 5spd, Chapm lock, exc cond \$2300, Linda, 237-2440

'84 VW RABBIT, 4dr auto, 46Kmi, a/c, pwr str brks, stl belt rad, stereo, white, exc cond, \$4900, Gerda, 251-1329

'79 DATSUN 210, 2dr, std, 4spd, 92Kmi, rdials, am/fm ster cass, asking \$1000, Nancy, 296-3265

'84 BRONCO II, 4whl drv, snrf, auto, 6cyl, tntd wndws, am/fm ster, Chapm lck, 53Kmi, \$6800, Lori, 276-8632

'80 TOYOTA Corla, 3dr, slvr, exc cond, auto, a/c, am/fm cass, 100Kmi, nw eng, wntd snws, \$1995, Gerry, 247-2379

'86 FORD MUSTANG LX, 3.8L V6, 3spd auto, rdls, stereo 4spkrs, ampl, wel main, \$7500/80, Dorothy, 276-8168

'86 HYUNDAI GLS, red, 4dr htchbk, snrf, hi-pwr ster, r/wndw wsh, 5spd, cnt, \$7200, sel, \$5400, Ron, 226-6110

'78 CHEVROLET IMPALA, 4dr sdn, 8 cyl, gd running cond \$1200/80, Georgie, 226-7980

'84 RENAULT Alti DL, 5spd, lowr, ex cond, well taken care of, \$3500/80, Nancy, 225-4879

'78 TOYOTA COROLLA, 4dr, blue, auto, air, stereo, well maint, Ching, 225-4334

'86 CUTLASS CIERA BROUGHAM, 4dr, a/c, stereo, auto, ps, pb, 8Kmi, Joy, 223-2366

'86 MUSTANG LX, htchbk, 6cyl, auto, a/c, cruise, am/fm cass, 14Kmi, exc cond, \$8200, Sandy, 223-7481

'85 CARAVAN, 7seat, auto, a/c, am/fm cass, lug, \$12.9K; '78 CORDOBA, loaded, eng nds wk, \$400, Vinay, 223-2096

'86 FORD AEROSTAR cargo van, blu, V6 auto w/od, sec sys, undroact, paint shield, \$9950/80, Donna, 297-6702

FURNITURE

COLONIAL PINE DINING RM SET, treestle tabl, 6chrs, hutch, exc cond, \$750/80, Ginger, 296-3637

BAR w/3 SWIVEL STOOLS, exc cond, \$225/80, Roger 1-800-942-9422, or 617-935-7117

KITCHN TABLE & 6 CHRS, oval, w/leaf and table cloths, \$50, Eric, 262-8357

FRCH PROV DININGRM SET, fruitwd, 65" china, 60" buffet tblie w/3 lvs, 6chrs, in Stow, \$1200, Betty, 223-7989

BRASS BED, 3/4sz, head/ft board, w/box spring, matts \$125/80, Bob, 226-6731

LOST & FOUND

LOST, GOLD WATCH, woman's, Lorus, blk oval face w/ diamond @ 12 o'clock, Valentine gift, Fawn, 223-1699

MISCELLANEOUS

SNOWTIRES (2) stlbt rad, P205/75R14, GMrms, lseas, \$50 (2) Tienpo at1 blt, P215/75R14, \$50, Gerry, 223-7938

BRIDESMAID DRESSES, 3, various sizes, beige silk, designed after Lady D's wed dress, Linda, 251-1094

COLOR TV, Zenith, 19", electronic tuning, 5yrs old, exc cond, \$100/80, Steve, 223-8879

TIRES (4), 235R15, Uniroyal, white lettering on 4 Toyota wht spoke rims, B/O, Russ, 268-3335

TIRES (4), Michelin 88 rdials, XH series, P215-75R15 10Kmi, \$200/80, David, 232-2336

WDG GOWN, Sz10, fall satin,ATCH hat/veil, new/\$1000, ask/\$500; Cell Mobile Phone, \$600/80, Debbie, 237-2286

VIDEO CAMERA, 1986 Hitachi, to attach to VCR, title, dates, in/outdr, rarely used, \$350, Deane, 223-8982

MOTORCYCLES

'78 SUZUKI G5550, exc cond, brnd new trs, shcks, spngs bat, grt frst bke, hlut optn, \$800/80, Kathy, 244-6405

'83 KAWASAKI KZ750 LTD, shaft drv, elec start, extras low miles, exc cond, \$1800/80, Mike, 297-7862

'83 SUZUKI GS1100CL, shift drv, maroon on black, 13.6Kmi, lks/runs grt, \$1895, Charles, 223-9527

PETS

CAT, female, 2yrs old, blk/wht, friendly, good w/kids, spayed, nds gd home (moving overseas) Becki, 276-9692

KITTENS (2) 8mo old, males, fixed w/shots, daughter is allergic, bth need good home, Sherry, 249-4096

DOBERMAN PUPS, AKC, blacks & reds, champ bckgrnd, exc temp, ready June 1, \$250-\$325, Bonnie, 223-4193

APPY MARE, 14.2 hnds, 10 yrs, exc Western Trail hrse som English, very spunky, sound, \$800, Laura, 223-5831

REAL ESTATE

FRAMINGHAM, 1br cndo, wtrview, 1bth, ful appl kit, liv dn area, conv/majr rts, \$129K/nego, Barbara, 251-1358

LOWELL, 3br, 1bth, colonial, lvrn, eatn kit, 1 mo old carpet w/w, beat cd, yard, \$102.9K, Suzanne, 277-7068

BOXBORO, Brook Vlg cndo, 2nd flr, 1br w/walkin closet den, e/l kit, refr/micro stay, \$92.9K, Julie, 274-6660

CLINTON, new 2br cndo, wtrview, eatn kit, sundeck, storage spc, w/w, \$83K, Ed, 276-9533

MARLBORO, 4br, restored Victorian, new kit & bath, woodstv, \$164.9K, Karen, 297-2220

CLINTON, 2br, 2bth Ridgfield twnhse, 5 levels, bsmt, attached gar, deck, patio, \$142K, Elizabeth, 296-4833

MARLBORO, 7rm, 3-4br ranch, 3/4ac, wooded, ful bsmt, 2cr gar, scr prch, nr HLO/495/290, \$193.5K, Bob, 223-4424

BOSTON, BACK BAY, 1 bdr cndo, beautiful detail/view, asking \$159K, Hank, 264-5367

LEOMINSTER, 1br cndo, 3lg rms, ful appl, mod kit/bth new w/w, 15x18 lvrn, ample clats, \$73.5, Deb, 297-5738

FITCHBURG, 1/2 acre, 2-3 bdr ranch, 1bth, clear gar att, eatn kit, nr Rt 2, Michelle, 226-2008

FRAMINGHAM, Pheasant Hill, 3br, 2 1/2b, 2fplc, a/c, lvi lot, cons land, Brophy School, Eric, 237-3642

HUBBARDSTON, 1/2 acr bldg lot, septic designed & approved, 30gpm well, \$50K, Lisa, 245-5180

MERRIMACK, NH, 2bdr lux cndo, loft dn/liv area, kit 2bth, 3wkn closets, ac, pool, tenn, \$120K, Pam, 251-1737

NASHUA, NH, cntmry twnhse, Westgate, 5rm, 1 1/2 bth, bsmt, 3yrs old, reservd prkg, Mike, 381-2365

STOW, 2bdr cape, new eatn kit, 3 seas prch, abuts convs ind, bst value in area, \$149.9K, Karl, 292-2311

FRAMINGHAM, 6rm, 3br cape, recently updated bth & kit quiet deadend, wove-in cond, \$153.9K, Jeff, 237-2458

RECREATION VEHICLES

CAMPER TRAILER, Driftwd, slp8, gas/elec, stv, bth, refr rent plumbing, inter, acrn prch, \$1450, Brian, 244-6375

MOBILE HOME, 12x65, 3bdr, lge kit&lv rm, deck, shed, yd v wel main, stv, ref inc, wst bet movd, Sandy, 273-3423

22'1968 WOOD LAPSTRAKE CUDDY CABIN, 115hp 1974 O/B Evnrd, '82 Tandem Trlr, gd cond, \$1800, Dave, 247-2728

'82 JAYCO DOVE TENT TRAILER, new cnd, garaged, extras \$3400, Madeleine, 249-1555

SAIL KIT for Grumman canoe, lk new \$325; Sail kit & 17' Grumman canoe \$725; 4HP o/b mtr \$550, Dan, 268-3464

'81 ITASCA/WINNE mtrhse, 30', slp 7, exc cond, 20Kmi, a/c, gen, ex stor, awn'g, \$29K/80, Diane, 273-3140

'85 GLASTON CUX-16 FIBERGLAS BOAT, w/115HP Mercury O/B, ful equip w/trailer, \$8900/80, Fred, 226-7934

UTILITY TRAILER, 4X8, 15' w/hls, 1 7/8" hitch, good tires & lights, \$150, Bill, 223-9101

RENTALS

HYANNIS, mins/beach, dvntwn/mall, slp 6, cable TV, dw, disp, micro, grill, \$550/wk, Kathy, 282-1526

CAPE COD, So Yarmouth, duplex cottages, lmi/ocn bch, 1br \$285/wk, 2 br \$335/wk, George, 232-2566

LAKE WINNIPESAUKEE, cott, 2bdr, swim, tennis, golf, avl wkly/mnthly rentals, Jun-Sept, Lorraine, 234-5131

MERRIMACK, lakeside home, 3bdr, 2bth, epic, pvt bch/dock, \$900/mo, 6/1, Alan, 296-3783

SANDWICH, Cape Cod, 2 bdr hse, slp 6, dshwshr, 4/10mi to beach, near Canal, \$375/wk, Judy, 234-4366

SUDBURY, new home/exec area, 10 rm, 4br, 2 1/2bth, lr, dr, ktchn fmly rm, enc prch, cent ac, Rob, 223-2874

FALMOUTH, 4bdr cape, slp 7.5 min walk/inlet bch, \$425/wk & \$475/wk, Jack, 223-7196

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

FITCHBURG, nice 2br/4rm apt, new bth/kit, prch, prkg conv loc, avl 6/1, \$475/mo+util, Dick, 226-2548

CAPE COD, S. Harwich, home, walk to ocn & lake, slp 6, lg deck, \$650/wk, Dave, 223-2343

GRANTON, 7rm lux cndo, avl 7/1, 2bths, gar, frpl, deck \$875/mo, Karen, 297-6178

ASHLAND, dvntwn, 3bdr, spac kit, walkn pantry, mod bth private yrd, \$700 ht/hw inc w/lease, Jim, 237-2035

WALTHAM, 2br cndo, \$775/mo inc ht, nr RT 128/2/M pke dshwr, a/c, w/w, w/d in bsmt, pool, tenn, Lisa, 223-5530

WHITE MTNS, 2bdr twnhse on river, slp 6-8, pool, sauna clbhs, tennis, \$400/wk, George, 276-9621

DENNISPORT, lux cndo, 1 block fr bch, pool, pr patio, CATV, maid service, \$330/\$380 wk, Gary, 284-3449

WHITE MT nr Loon, 4br lux twnhse, slp 14, pool, sauna jacuzzi, tennis, near evrythng, \$350/wk, Bob, 264-9192

HIGGINS BEACH, ME, 4bdr cott, 2 min wlk/beach, June & Sept \$500/wk, Jul-Aug \$550/wk, Larry, 249-4307

HYANNIS, Cape Cod, new 2bdr hse, quiet street, nr Craigville Beach/Cape Cod Mall, Nathan, 223-8560

LANCASTER, 3 bdr ranch, 2 1/2bths, 2 frplc, in-law apt, 3/4 acres, gd location, \$159K, Maureen, 244-7590

HYANNIS, new 3br hse, slp 8, nr Craigville Bch, quiet st, no pets, \$625/wk, Ann, (617) 273-5044

WELLS, ME, ocn vu cottage, slp3, kit, col TV, ing pool deck, \$325/wk, \$250/5dys, offseas rates, Stan, 246-2207

HAMPTON Bch, cndo on ocn, 2bdr, w/d, deck, 2car prkg, \$600/wk, \$2200/mo, Lori, 276-8632

WATERTOWN, 2-3 bdr apts, exc cond, quiet area, prkg, no pets, \$750/\$825+util, lyr lease, Henry, 236-2320

LEOMINSTER, 2 bdr, 1 1/2b twnhse, lodry rm, oversz deck, pool, ten, a/c, \$102K, Liz, 223-7796

CONCORD, furn room, ktch priv, M/F prof, private bth non-smkr, \$300+/mo, Wint, 223-6231

WHITE MTNS cndo on river, 2bdr, 2bths, slp 6, tennis swim, cable TV, more, by wk/wkend, Leslie, 251-1228

ROOMMATES

F/M nonsmkr, prof, shlr lux Ridgfield cndo, priv bth minutes fr MRO, MLD, \$400 + 1/2 util, Bill, 297-5153

F, nonsmkr, shlr new 2bdr twnhse, Merrimack, NH, w/pool tennis, close/RT3, 93, \$350/mo+util, Donna, 247-2335

NONSMKR, 20's, shlr 2br apt, N. Andover, pool, tennis, auto, clbhs, avl June, \$398/mo+1/2 utl, Amy, 247-2103

F, nonsmkr, 20's, shlr duplex, Maynard, w IF & 3M, lr, dr, 2bth, 5br, pool, \$260/mo+1/5 util, Kevin, 223-4897

F, mid 20s, shlr 3br/Somerville, lg kit, fr & bck prch Nr 93 & T, \$240+utils, Betsy, 297-5603

F, nonsmkr, shlr new 6rm, 2bth, frpl house, Worcester, \$325 inc util, Bev, 226-2653

SPORTING GOODS

BICYCLE, Fuji, 12spd, 21", good cond w/toe clips, rack kickstand, \$100, Kevin, 225-4824

SAILBOARD, BIC, complete, like new, stable design, \$390/80, Neal, 236-2460

BICYCLE, Raleigh Supercourse, made in England, 23 1/2", asking \$265/80, Lynne, 274-6839

BICYCLE, ladies Ross 10 spd, purple, 25", barely used 3 yrs old, \$65/80, Pam, 223-4931

BOYS BIKES (2), BMX style, 20", 1 Ross w/mags, 1 Huffy, \$30 each, Dick, 223-8200

WANTED

RALPH GRANT PRX BIKE OR FRAME, 23", 1981 or earlier, good cond, Tom, 223-4694

BUILDING LOT in Dunstable or Westford, Elizabeth, 244-6200

FLOPPY DISK DRIVES (1 or 2) for a VT180, Robin, Laura, 296-3755

news briefs

Tank Farm Road in Hudson closing to through traffic

Effective Monday, June 22, Tank Farm Road, which runs behind the Hudson, Mass., site, will be closed to through traffic. The Reed Road and Marlboro Street entrances to the site will remain open.

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:

- June 29 issue — June 17 deadline
- July 13 issue — July 1 deadline
- Aug. 3 issue — July 22 deadline.

Boardsailing Club forming

An informational meeting for employees who are interested in forming a Digital boardsailing (windsurfing) club will be held on Tuesday, June 23 at 6 p.m. in the Andrew Wyeth Conference Room in the King Street facility, Littleton (LKG). Additional information will be posted in the MTV::WINDSURF notes file, or contact Greg Jordan, DTN 381-2799 (ATPS::JORDAN).

Digital Kennel Club seminar

The Digital Kennel Club will host a seminar on the Hearing Ear Dog Program on Tuesday, June 30, at 7:30 p.m. in the Babbage Conference Room at ZKO (Nashua, N.H.). The program trains dogs to help deaf and hearing impaired persons to lead more independent lives. This seminar is open to Digital employees only. For more information, contact Tom Reiley, DTN 234-5356 (SKYHWK::REILEY), or Lisa Walker, DTN 381-2356 (UCOUNT::WALKER).

Marlboro cluster to hold blood drive

Marlboro Cluster Health Services will hold a blood drive for the American Red Cross on June 18 at BPO (Far East) in the Bloodmobile. To donate blood, or to volunteer to sign up donors, call the BPO Health Services office at DTN 296-3411.

Genisys users group sets all-day symposium

The Genisys users group will hold an all-day symposium on Friday, June 26, at the Virginia Road facility in Concord (VRO3). Genisys allows business users access to their own data and gives them the ability to generate their own ad hoc inquiry and reporting.

Hosted by the DTS Strategy, Technical, and Architecture group (DSTAR) and the Canadian Genisys development team, this symposium will feature workshops, presentations and discussions for both the developer and the user community. For more information, see Note 130 in the Genisys notesfile (KAOA05::GENTEC) or send mail to WISDOM::GENUSER.

Call for papers issued for Internal Test Symposium

A call for papers has been issued for the 1987 Internal Test Symposium (INTESM IV), which will be held Oct. 27-29 at the Westford Regency in Westford. The conference is sponsored by the INTESM Committee and will be hosted by Diet Ringleb of the Advanced Test group in Andover. This year's theme is "Preparing for the Business of the '90s."

The program will consist of parallel technical sessions, workshops, panels and tutorials. Employees who are interested in presenting a paper, leading a workshop or a panel, or giving a tutorial relating to this theme should contact program coordinator Jeannie Flynn (HAZEL::FLYNN).

Stow Health Services events for June

The Stow Striders Walking Club will meet June 22, 23, and 24 from noon to 1 p.m. in the Management Sciences Conference Room. The meeting will discuss "team walking" and will feature the film, "Walk America," about one man's yearlong fitness walk through the United States.

Stow Health Services also offers weekly relaxation classes on Tuesdays from 1:15 to 1:45 p.m. in the Health Fit Room. For more information about either of these events, call Stow Health Services, DTN 276-9033.

Running Club off to fast start

The Digital Running Club participated in its first event of the 1987 season, the Sanders Snail Corporate Challenge, and placed first in all three categories—open, master's and seniors'. Runners Lance Burgess, Bruce Labonte and Roger Nasatka were in a three-way tie for first place.

Seven teams from the Running Club also competed in the fourth annual Corporate Marathon Relay held recently at Curry College in Milton. The Digital Open "A" and Master's "A" teams placed second, and the Digital Open "B" and Master's "B" placed fourth.

On June 20, the Running Club will participate in the New England Corporate Track Championships at Boston University. All Digital employees and their families are invited to attend. For more information on the Running Club, contact Betsy Bacon at CSSE::BACON.

Digital dependents win scholarships to Phillips Academy summer session

Digital has awarded scholarships to the 44 employee dependents who have been chosen by Phillips Academy in Andover, Mass., to attend its six-week summer session with over 800 high school students from around the world. Entrance into this summer program is highly competitive, and students are challenged to perform at the advanced placement college level during the session.

This year's Digital scholarship winners are:

Shubhada N. Ahya of Winchester, Mass. Shubhada is the daughter of Geeta N. Ahya, programmer analyst located in Woburn, Mass.

Suzanne C. Bays of Clevedon, Avon, England. Suzanne is the daughter of Brian Bays, Field Service district manager in Bristol, England.

Suzanne M. Blasi of Acton, Mass. Suzanne is the daughter of Charles R. Blasi, manager for Product Assurance, located in Maynard, Mass.

John W. Bysinger of Kirkland, Wash. John is the son of Bill Bysinger, Information Systems consultant located in Seattle.

Peter A. Cataldo of Acton, Mass. Peter is the son of Pat Cataldo, vice president, Educational Services, in Bedford, Mass.

Abraham S.C. Chyung of Stoneham, Mass. Abraham is the son of Kwang Chyung, electronics engineering technician located in Wilmington, Mass.

Randy C. Cohen of Amherst, N.H. Randy is the son of Robert H. Cohen, Finance and Administration manager, Channels Marketing group, Merrimack, N.H.

Monica R. Cordova and Ramona J. Cordova of Alameda, Calif., daughters of Ernest and Beverly Cordova. Ernest is a senior sales representative in Santa Clara, and Beverly is a sales representative in Alameda, Calif.

Elizabeth C. Dehn of Menlo Park, Calif. Elizabeth is the daughter of Frances McGroary Dehn, sales unit manager located in Santa Clara, Calif.

Wendy Ann Dunnam of Abilene, Texas. Wendy Ann is the daughter of Deborah Dunnam, senior volume account manager located in Austin, Texas.

Raymond Christian Eberly of Dunwoody, Ga. Raymond is the son of Raymond C. Eberly, Computer Integrated Manufacturing manager in Atlanta.

Karen N. Eddy of Billings, Mont. Karen is the daughter of A. John Eddy, Jr., Field Service engineer, in Billings.

Piero Falotti of Crans, Switzerland. Piero is the son of Pier-Carlo Falotti, vice president, chief executive—Europe, located in Geneva, Switzerland.

Anne L. Fifield of Harvard, Mass. Anne is the daughter of Jill Patton, senior software writer, Corporate User Publications, located in Littleton, Mass.

Vincent Gaunet of Anse, France. Vincent is the son of Michel Gaunet, logistics manager, in Evry, France.

Michael R. Halford of Cambridgeshire, England. Michael is the son of W.R. Halford, Regional Projects Operations manager located in Basingstoke, England.

Dianthe J. Jayasinghe of Ventura, Calif. Dianthe is the daughter of Wally Jayasinghe, Field Service engineer, located in Santa Clara, Calif.

Monica C. Jordan of Colorado Springs, Colo. Monica is the daughter of Ralph Jordan, security officer located in Colorado Springs.

Jason N. Kauppi of West Groton, Mass. Jason is the son of Eino Kauppi, software engineer in Acton, Mass.

Caroline J. Kim of Haverhill, Mass. Caroline is the daughter of Yong Nae and Choon Ja Kim, computer operators in Salem, N.H.

Katherine M. Lambert of Dracut, Mass. Katherine is the daughter of Leo P. Lambert, consultant engineer, Assembly Systems Engineering group, Tewksbury, Mass.

Kimberly A. Lathan of Northboro, Mass. Kimberly is the daughter of Dennis Lathan, Eastern Region Transportation finance manager in Northboro, Mass.

Nghiem Luong of Marlboro, Mass. Nghiem is the son of Phuoc Van Luong, senior engineer located in Hudson, Mass.

Steven C. Markwick of Ontario, Canada. Steven is the son of Paul Markwick, Field Service branch manager, in Toronto, Canada.

Larisa M. Matejic of Townsend, Mass. Larisa is the daughter of Mirko Matejic, principal senior engineer for Low-End Regulatory Engineering located in Maynard, Mass.

Patrick J. McDonnell of Dover, Mass. Patrick is the son of John McDonnell, VAX Systems Attract manager located in Marlboro, Mass.

Christine E. Mercier of Groton, Mass. Christine is the daughter of Raymond Mercier, manager, Business Architecture, Field Service Logistics, Stow, Mass.

Joonhong J. Min of Weston, Mass. Joonhong is the son of Kyungsam Min, principal facility engineer, C-MASS group, Marlboro, Mass.

Michael J. Najjar of Milpitas, Calif. Michael is the son of Wallace Najjar, Field Service engineer located in Santa Clara, Calif.

Christopher K. Nolin of Branford, Conn. Christopher is the son of Robert Nolin, marketing executive, Telecommunications Industry Marketing, Merrimack, N.H.

Darin P. O'Rand of Sunnyvale, Calif. Darin is the son of Sandra Lameira, administrative secretary, Installed Base Unit (IBU), Santa Clara, Calif.

John E. Polischuk of Malden, Mass. John is the son of Frank Polischuk, Field Service project manager, Stow, Mass.

Daniel G. Raiche of Nashua, N.H. Daniel is the son of Joanne Raiche, programmer analyst in Nashua.

Harish N. Reddy of Smyrna, Ga. Harish is the son of Sumithra Reddy, software specialist located in Atlanta.

Heike S. Schneider and Ingeborg A. Schneider of Kaufbeuren, West Germany. Heike and Ingeborg are the daughters of Gunter Schneider, consultant engineer, located in Kaufbeuren.

Jennifer L. Sobonya of Fenton, Mich. Jennifer is the daughter of Penelope A. Sobonya, ECA Software Services secretary located in Detroit.

Stephanie A. Stilwagen of Danville, Calif. Stephanie is the daughter of Richard Crisman, corporate account manager for Pacific Telesis in San Francisco.

Danil P. Suits of Lancaster, Mass. Danil is the son of Evan Suits, engineer architect located in Merrimack, N.H.

Kirk H. Swann of Bethesda, Md. Kirk is the son of Harry K. Swann, Jr., Treasury Business Development manager located in Washington, D.C.

Colin K. Teichholtz of Chestnut Hill, Mass. Colin is the son of Rebecca Marks, principal technical writer, Maynard, Mass.

Jennifer L. Wang of Acton, Mass. Jennifer is the daughter of Ronald Wang, operations consultant located in Marlboro, Mass.

Jennifer J. Wild of Hollis, N.H. Jennifer is the daughter of Bradford Wild, Low-End marketing manager located in Merrimack, N.H.

Employees interested in more information about the Phillips Academy Summer Session scholarship program should contact Judi VonDohlen, Employee Programs manager, Corporate Community Relations, at DTN 223-5320. ■



EMPLOYEE KUDOS

Joe Sipitkowski, principal manufacturing engineer in the Springfield plant, presented a paper at a recent Conference on Structural Foam in Denver. Joe's paper, "RIM Structural Foam Top Cover for Digital Equipment Corp.'s 'MicroVAX' Computer Systems," discussed a manufacturing problem on the top cover used on the MicroVAX BA123 enclosure chassis.

Ed LoTurco, Engineering Services manager for GIA Manufacturing and Engineering in Marlboro, has been elected to the national executive board of directors of the Association for Information and Image Management (AIIM). This is the first time that a representative of a computer company has been named to the AIIM board. AIIM promotes education and applications for information and imaging technologies which facilitate the storing, transferring, retrieving, and processing of images and information. ■

educational opportunities

New networking self-paced course available from Educational Services

Educational Services announces a new self-paced course for people interested in building a foundation in data communications. Both of these courses help students to develop user-level skills. Network managers or network planners may wish to provide this training to their user organizations.

Introduction to Data Communications
(Part No. EY-6716E-VH, VHS format A/V and TBI; -VU, Umatic format; -SP, extra student package)

This new text- and video-based course presents the principles of data communications, basic networking hardware, network components and functions, local area networks (LANs), networking architectures, and concludes with an overview of Digital's networking product set. It is designed for those who want or need to learn more about the fundamentals of networking hardware and software. A general knowledge of computers and some previous user experience are helpful, although prerequisite are not strictly required.

Cost to U.S. customers is \$1,850 for the complete course package including two videocassettes; cost to U.S. employees, \$925 for the course package. An additional student package is available for a nominal

charge.

Using DECnet VAX (Part No. EY-3439E-PR) TBI

This text-based (TBI) course, supplemented by audiocassette, takes approximately two days to complete. Students learn to invoke utilities, access remote resources, set host, and use DECnet file access. Cost to U.S. customers is \$325; cost to U.S. employees is \$162.50.

U.S. employees (other than Field Service and Software Services personnel) may order the above-mentioned courses through a charge to cost centers by sending a memo to Educational Services' Order Processing Group in Billerica, Mass. Address VAXmail memos to EDSVAX::MAILPO and DECmail memos to MAILPO @ BKO. Include name, badge number, cost center, full facility address including mailstop, the part number, title, and quantity. To call Order Processing, dial (1-800) 343-8321.

Field Service and Software Services employees may order these courses or the equivalent employee courses by contacting their Area logistics training person. Employee courses are listed in the Employee Course Schedule and course catalogs. ■

Digital Management Education offering workshops for instructors, managers

Digital Management Education (DME) is offering the following workshops for instructors, secretary/manager teams, and middle managers.

"Instructor Skills Workshop," a five-day course for trainers new to Digital training programs, focuses on improving planning and presentation strategies, interaction techniques, pacing and dealing with difficult students. Participants are videotaped and receive feedback on their performance. The next scheduled offerings are Aug. 17-21 and Nov. 9-13.

"Secretary/Manager Teamwork" is a one-day workshop to assist secretary/manager teams in examining communication and teamwork issues and developing action plans for improvement. The next scheduled offerings are July 27

and Sept. 11.

"Influence Management," a new middle management program, will be held July 7-10 at MIT's Endicott House in Needham. Participants will develop a better understanding of their groups and teams, their own and others' functions, and the organizational contexts in which they work. Participants will receive extensive feedback on their influence styles and have many opportunities to diagnose, plan, implement, and evaluate multiple influence strategies.

To register for these courses, contact the DME registrar at DTN 249-1881 or 249-1882. For specific course information about "Influence Management," contact Bea Mah Holland at DTN 249-4239.

Boston area seminars for July

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

Resolving Network Problems

July 2-3 Course No.: EY-6753E-S0

Network Troubleshooting

July 8-10 Course No.: EY-1363-S0

Introduction to Expert Systems and OPS-5

July 8-10 Course No.: EY-4832E-S0

VAX FORTRAN V4 Advanced Programming Concepts

July 13-15 Course No.: EY-5284E-S0

ULTRIX-32 Internals

July 14-17 Course No.: EY-5297E-S0

VMS Principles of Operation

July 16-17 Course No.: EY-6793E-S0

Software Project Management for Small-to Medium-Sized Projects

July 20-22 Course No.: EY-2148E-S0

Multiprocessor Systems and Applications

July 20-21 Course No.: EY-6942E-S0

RSX-11M/M Real-Time System Design and Performance Management

July 21-24 Course No.: EY-5255E-S0

Design of Applications on a VAX-cluster

July 22-24 Course No.: EY-6935-S0

Introduction to Data Communications

July 22-24 Course No.: EY-1365E-S0

Networking: Architectural Concepts

July 22-24 Course No.: EY-CB351-S0

Electronic Publishing Systems

July 27-28 Course No.: EY-6796E-S0

VAXELN Real-Time Applications

July 28-30 Course No.: EY-1968E-S0

Designing FMS Forms for DATA-TRIEVE Applications

July 31 Course No.: EY-5229E-S0

DECvets observe Memorial Day



DECvets, a Vietnam veterans support group made up of Digital employees, observed Memorial Day with discussions about the impact of the Vietnam experience. At left, Ted Sares, acting senior group Personnel manager, discusses "Vietnam Veterans in the Digital Culture." Below, "Vietnam Veterans Observance Day" was presented as part of the Corporate/Field Personnel Operations Valuing Differences series. Seated from left are Bev Robbins, Navy veteran Jed Levine, Fran Penalver, and Carol Martin. Standing from left are Navy veteran Paul Senecal, Army veteran Doug Hammond, and Frank Alla, also a Navy veteran.



New travel agency chosen for Digital facilities in New England

Effective June 29, American Express Travel Related Services, Inc., will become Digital's travel agency for facilities in New England. The change is the result of a bidding process which began two years ago, when local travel agreements were consolidated under one contract.

Says Beebe Meyer, manager, Corporate Travel, "The competitive bidding process gave us the opportunity to reevaluate the company's travel needs and introduce competition. The transition to American Express will continue the progress that we have made in reducing travel and travel management costs and improving service

levels." In addition, American Express will offer a variety of programs to meet Digital's domestic and international travel needs.

American Express will open business travel centers which are convenient to Digital locations in Massachusetts and New Hampshire. Local Digital travel supervisors will continue to oversee the travel program and be the focal point for business travel issues.

Operational details will be announced at each facility via site seminars, site management presentations and LIVE WIRE, Digital's electronic bulletin board. ■

DECWORLD '87 slated for Sept. 8-18

"The Network at Work" will be highlighted at DECWORLD '87. This program, which is expected to draw some 30,000 customers from all over the world, will be held Sept. 8-18 at the World Trade Center in Boston. A special day for employees will be held on Friday, Sept. 4.

DECWORLD '87 has been organized by industry, says Dallas Kirk, program chair. "There will be seminar sessions specific to each industry, and in total, over 100 seminars will be held each day. In the demonstration area we will show real-life applications at work to demonstrate the value our products can bring to any business."

According to Dallas, these industry-related seminars will be the centerpiece of the program. "Industry seminars will discuss the approach we have to solving key business problems; application seminars will show how these solutions work; and information automation technology seminars will tell how to implement them," he explains.

"We want customers to come with some business problems in mind, so that they can go to the seminars that will provide the most information for their particular needs," says Dallas. "Once customers have gone to the seminars and heard what we offer, they can then go to the demonstrations and events to see the solutions actually working."

The DECWORLD '87 demonstration floor has been designed to look and work as a large worldwide conglomerate. "We will be able to prove to customers that the network actually does work and how it works," says Dallas. "When customers enter the corporate computing environment, they will be able to enter the office of a corporate chief executive officer and obtain data on any company within the conglomerate. They can then go and see each individual company at work. This way they will see everything working together on one network."

Tickets for Employee Day at DECWORLD '87 are limited. Consult upcoming issues of "Digital This Week" and LIVE WIRE, Digital's electronic bulletin board, for more information. ■

Internal DECUS issues 'Call for Participation;' submissions due July 17

Internal DECUS has distributed the "Call for Participation," an invitation to Digital employees to take part in the fall '87 symposium by sharing their projects, experiences and systems knowledge. The symposium will be held Nov. 10, 11, and 12 at the Sheraton Conference Center, Foxboro. The deadline for submissions is July 17.

IDECUS symposia provide users with information about Digital's engineering directions, products, and services, as well as a

forum in which to discuss professional issues. Symposia also highlight advances and directions within the information systems discipline.

Employees may choose either of two formats for their presentations: a single session, which is a one-hour presentation on a particular topic; or a focus series, which provides in-depth presentations on a technology, program, product, service, or business opportunity.

Internal groups may participate in the exhibit hall by demonstrating new software packages, applications, systems, and services.

The submission forms and more detailed information on how to participate at the fall symposium are available online from the IDECUS VTX infobase. To access IDECUS, type VTX IDECUS at the \$ (dollar sign) prompt, or select IDECUS from the Corporate VTX library menu.