

digital

MAYNARD

# DIGITAL THIS WEEK



Volume 9 Number 3

February 8, 1982

**"We understand each other"**

## And we want you to understand word processing

Digital gets back to basics in its selling tactics, and secretaries show the way with DECmate Word Processing.

"It all started with three secretaries at Digital who were totally convinced that Digital word processing was the best," explains Ann Jenkins, secretary to President Ken Olsen. "We always had the basic belief that if you put someone in front of a word processor they would quickly find out how easy it is to use and to learn. We wanted to explain office automation to the user and show them and talk to them in their own terms about calendars, rolodex, keeping logs, mailing lists, getting rid of white-out and not be concerned with bits, bytes and chips."

Last October, Michael Weinstein, Small Systems Group marketing, approached Ann; Mary Jane Forbes, secretary to Gordon Bell; and Geri Rogers, secretary to Ted Johnson; and asked them to get involved with DECmate. Together, they thought a seminar would be the best way to test their theories.

The first set of seminars, held on Jan. 19, 20 and 21, was given in three parts. Vicki Rose, Word Processing Product Group, gave the initial presentation on basic word processing.

The orientation to the keyboard and basic commands was followed by hands-on demonstrations given by Digital secretaries. DECmate stations were arranged about the perimeter of the room, one for each table of ten. Participants were given the chance to key in, edit and ask lots of questions. Less than half of the attendees had any exposure to word processing.

"The demo hostesses were absolutely dynamite," said Mary Jane Forbes. "Because our secretaries understood the system and how an office functions, they were able to directly relate to their guests. The rapport that they developed was great."

The 23 secretaries chosen as demonstrators represented every group at Digital. They came from Marlboro, Tewksbury, Parker Street, Plymouth, the Mill, Merrimack and Waltham, all with list-processing level of expertise.

The last segment of the seminar covered specific applications of word processing,

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Geri Rogers (seated, far left), Michael Weinstein, Ann Jenkins (seated, center), and Mary Jane Forbes (second from right) take a few moments to meet with participants of the seminar. See related story and more photos on page 8.

## Digital introduces supercharged VAX

On February 1, Digital announced a new high end VAX computer system capable of performance up to 80 percent above that of the VAX-11/780. The new VAX-11/782 is a tightly coupled asymmetric multiprocessing system composed of two VAX-11/780 processors and an MA780 shared memory subsystem.

The VAX-11/782 is most beneficial for compute-intensive applications in multi-user environments requiring processing capacity greater than that of a single VAX-11/780. Among these are structural analysis, electronic and mechanical design with interactive graphics, high-speed data analysis for seismic exploration, high-energy physics and quantum mechanics research, and large financial modeling.

A basic configuration of the VAX-11/782 includes two VAX-11/780 processors, two MA780 shared memory controllers with two megabytes of memory, 124

megabytes of disk storage, TU78 magnetic tape drive, eight-line asynchronous multiplexer, two LA120 DECwriter III console terminals, and VAX/VMS operating system. Prices begin at \$395,000.

A VAX-11/782 upgrade option is also available for existing VAX-11/780 installations. The package consists of a VAX-11/780 central processing unit, two MA780 shared memory controllers, one megabyte of memory, LA120 console terminal, and associated cabinets and cabling. The field-installable option is priced at \$180,000.

Deliveries of the upgrade option are scheduled to begin in June. Complete VAX-11/782 system shipments will begin in early summer.

Paul Chen, VAX-11/782 product manager, characterized the new attached processor system as "A 'supercharged' VAX-

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## In memorium...

Steve Dunbar, Corporate Distribution, died on January 13 after a long illness. Steve began his career at Digital in 1979 as the supervisor of the Loss and Recovery group in Northboro. He is survived by his wife, Carole, and their children, Lynn and Joseph.

Memorial services were held on Jan. 16 at the Westbrook United Methodist Church in Maine.

## Supercharged VAX introduced continued from page 1

11/780" that provides a cost-efficient growth path for customers whose requirements for CPU power may exceed the capacity of a single VAX-11/780 system.

Paul said, "The VAX-11/782 is particularly suited for applications that involve long, continuous computation runs and concurrent interactive terminal use. These applications are typical of finite element analysis in the design of physical structures, and of financial and econometric modeling. The long computation jobs will migrate to the attached processor and leave the primary free to handle I/O and other jobs more efficiently. This is in contrast to a single processor system, where all activity competes for one central processor resource."

Paul discussed the advantages of the tightly coupled asymmetric multiprocessor concept. "The attached processor design of the VAX-11/782 does not require full duplication of hardware, especially peripherals with comparatively higher maintenance costs," he said. "Therefore, a customer can obtain a system capable of 60 to 80 percent performance improvement in compute-intensive applications for only a 35 to 40 percent increase in price over a single-processor system."

## DIGITAL THIS WEEK



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Send stories, photos and ideas to DTW, PK3-1/K23 or call DTN 223-5042. Direct Marketplace ads to PK3-1/K23.

DTW is published every other week for employees of Digital Equipment Corporation in the Maynard, Mass. area.

## Digital announces price reduction on select products and services

Digital has reduced prices as much as 53 percent on a number of products and services. The reductions became effective Jan. 25.

Digital's low end disk products, the RL01 and RL02, will each sell for \$3,000, a reduction of 41 and 46 percent respectively. Digital also reduced the price of the second disk in the RK07, RM80 and RM05, as much as 53 percent when two are added to a computer system.

All add-on memory for Digital's microcomputers will be reduced from 28 to 34 percent. For example, 256KB of MOS memory will be reduced to \$1,900, a reduction of 34 percent, and 512KB of memory will be reduced to \$3,300, a reduction of 33 percent.

In addition to the hardware price reductions, Digital's Customer Services Organization announced a special six-month program whereby customers who opt for a one-year DECservice contract when they

purchase their PDP-8, 11 or VAX computer, will receive an additional month of warranty service at no extra charge. All add-on devices ordered with a service contract will have free installation. OEM customers who order new systems with a service agreement will have free installation, and systems ordered with a DECservice agreement will receive an additional month of warranty service.

Software services discounts of up to 15 percent were also announced for multiple system contract services, and software product updates purchased with a software license and service contract will be discounted up to 50 percent.

In making the announcements, a company spokesman noted that the reduced memory and memory storage prices were a response to larger memory storage requirements on Digital's computers and will help assure Digital's competitive position with these products.

## Tenth Pioneer Computer Lecture: The Origin of the Stored Program

Arthur Burks will speak on "The Origin of the Stored Program" at the Digital Computer Museum's tenth Pioneer Computer Lecture on February 18.

Burks programmed the first general-purpose electronic computer, the ENIAC, manually with jackplugs and switches. ENIAC team members, aided by mathematician John von Neumann, went on to create the concept of the stored program.

Dr. Burks is a computer scientist, philosopher, and historian of science. His credits

include work on the Institute for Advanced Study's computer and scholarly editions of the works of John von Neumann and American philosopher Charles Peirce. He holds a joint appointment in computer science and philosophy from the University of Michigan.

The lecture will be held on Thursday, February 18, at 5 p.m. in the MR-1 cafeteria. A reception in the Museum will follow. The lecture and reception are free and open to the public.

## Invest in DCU IRA PLUS account and gain tax advantages

The new DCU IRA PLUS account (Individual Retirement Account) offers Digital Credit Union members a chance to increase their retirement savings for later, while gaining definite tax advantages now.

Members may deposit up to \$2,000 per working individual (\$2,250 for a couple with only one spouse working). All de-

posits and interest are tax deferred until retirement, when income is lower - making taxes lower.

The IRA account has been heralded as a great savings program for the American consumer. Members may select the most convenient payment plan for them. Payments into the IRA may be made by lump sum or through payroll deductions.

IRA PLUS accounts can be opened for as little as \$100. Payroll deductions can be set up for \$5 a week or more, whatever fits the member's budget. A \$38 weekly deduction will amount to \$1,999 over the course of a year exclusive of interest.

Until 1982, IRA accounts were not available to people who participated in company pension plans. Now the law has changed and employees may supplement their current company-sponsored programs with their own savings.

To find out how DCU's IRA PLUS account can be tailored to fit your needs, call any DCU office.

## First mortgage pilot program announced

Digital Credit Union (DCU) has set aside \$10 million as part of its pilot program into the first mortgage market. During the first phase of the program, first mortgages will be given in Massachusetts and New Hampshire. If the program is successful, first mortgages will then be offered throughout New England as step two of the program.

For more information about the first mortgage program, contact the DCU loan department at 617-493-6735 or DTN 8-223-6735.



## "We understand each other"

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such as calendars, mail logs, message logs, signature logs, telephone directories, applicant tracking, communications. The nostalgies shared with each of their groups how they used DECmate each day in their jobs.

Over 450 area secretaries participated in the January seminar. "People came to the seminar," said Michael Weinstein, "because we offered them something of value. Our ad ran: 'We will teach you something. We will show you what word processing is; we will put you with someone who actually uses it; and you yourself will use it. People walked away with a better feeling of what this new thing was all about.'"

Ann Jenkins shares her favorite comment from the seminar, "One woman came up to me after the seminar and told me she had resisted putting word processing in her office. She was afraid she wouldn't have to use her brain anymore, saying it would replace her and all the things a secretary does. But now she realized that what it would do was to free her time to do the things that use her brain."

Now that the package for these special seminars is in place, the next step is to test it once more out of New England before possibly transferring it to other parts of



*Vicki Rose, Word Processing Product Group Merrimack, was the key speaker at the Professional Secretary's Seminar.*

the company.

The selling cycle of the program is gearing up this week. The Sales force, from Boston, Waltham and Manchester, is calling attendees to see if they would like a one-on-one demonstration.

## DCU recommends split rate checking account

The new split rate on the Digital Credit Union (DCU) checking account (share draft) pays members more than money market funds did in late December, according to Richard Mangone, general manager. Most money market funds were under 12 percent.

"The split rate is really very simple," Richard said. "Deposits over \$3,000 earn 12 percent on the entire amount. When deposits fall under \$3,000, the rate is 6.5 percent." Both rates are compounded daily and paid quarterly. The effective rate on accounts with over \$3,000 is 12.74 percent.

"A distinct advantage over money market funds, in addition to the rate, is that members may make withdrawals in any amount. There is no minimum withdrawal required," Richard pointed out.

Members with DCU checking (share draft) accounts only have to increase their deposits to \$3,000 or over to qualify for the higher rate. Members without share draft accounts may open an account at any time.

Payroll deduction for share draft accounts is available. Employees may deposit part or all of their paychecks to this account. For more information about any part of this program contact your nearest DCU office.

## Task force looks to employees

There are many ways of giving. At Digital, many individuals give to their communities and children by becoming involved with their schools.

Digital has set up a High School Task Force on Career Education and Training. Their charter is to provide assistance in developing computer awareness and literacy to increase the pool of students interested in pursuing a career or education in high technology.

Made up of the Corporate Community Relations office and the Eastern Massachusetts Community Relations Committee, the group wants to strengthen Digital's approach to career education and enrich existing programs.

The task force is looking to other Digital employees who are already involved in career activities in their community high schools. They need the wealth of information and experience individuals have gleaned from their work in this area.

Laura Morris, Corporate Community Relations, is asking for a summary of YOUR activities in area schools. Include grade levels involved; which town(s); kind of project, whether career day, a one-time presentation or an extended program. Did you work with guidance counsellors or teachers? How were you approached or did you initiate the program? Have you gotten other employees involved? What have the schools expected from you? Please send your report to Laura Morris, PK3-2/M18.

## ESG sponsors Engineering Showcase

President Ken Olsen will be the keynote speaker at the Engineering Showcase sponsored by the Engineering Systems Group of Digital. Covering advanced methods and products for a broad range of engineering computing applications, the two-day exposition will be held at the Century Plaza Hotel in Los Angeles on Feb. 25 and 26.

The showcase of seminars and demonstrations, arranged without charge for engineers, engineering managers and executives, focuses on approaches to engineering computation and structural/mechanical design, electronic design, and architectural/civil engineering disciplines. It will bring together the products and expertise of 23 leading manufacturers and software development firms.

In addition to program sessions, more than 20 software packages relating to computer-aided engineering, design and manufacturing (CAD/CAM), project control and the automated engineering office will be demonstrated.

According to Peter Smith, product group manager of Engineering Systems Group, "The two-day showcase will provide the first opportunity, under one roof, for engineers to hear and see coordinated presentations on all aspects of state of the art computer hardware, software and methodologies that guide the present and future directions of engineering computation."

The Engineering Systems Group (ESG), headquarters in Marlboro, provides engineering computer systems directly to end users. The large number of engineering application programs available on Digital systems is an example of their commitment to offer quality systems to engineers within a variety of disciplines.

The systems span the range of Digital's computer products, from the small PDP-11s up to the high performance 32-bit VAX family. Software programs are available on these systems which perform engineering design and analysis for electronics, structural/mechanical design and civil/architectural applications. Graphics is added to this with support for a variety of in/output devices. The total view of engineering needs is completed by offering more than CAD/CAM; ESG adds engineering support functions such as text processing, project management and communications packages for access to other computing/data resources.

Any employee interested in ESG and seeking a change, please look into the current openings in ESG in the Feb. 4 issue of the JOBS Book.

## Digital represented on NEMPC board for sixth year

Digital's manager of International Procurement, Russell Martin, has been elected to the 1982 board of Directors of the New England Minority Purchasing Council (NEMPC). The NEMPC is a privately funded, non-profit organization of 81 major New England corporations whose common objective is to develop and increase their business relationship with small, minority-owned firms.

According to federal definitions, minority firms are businesses at least 51 percent owned and controlled by Black, Hispanic, Native and Asian Americans.

Digital was one of the founding members of the NEMPC in 1975, and a company representative has sat on the Board of Directors every year since. A strong policy of supporting minority business development through minority purchasing is in force at Digital. And corporate buyers have participated in numerous activities designed to introduce them to minority vendors.

## Clark University inaugurates Management School

Clark University's new Graduate School of Management was formally established Feb. 1 with the appointment of Peter Gil as its first dean. Peter comes to Clark from M.I.T.'s Sloan School of Management where he was associate dean for the past 15 years.

Clark University has had a Department of Management since 1967 and first offered the M.B.A. degree in 1962 through the evening college. In preparation for the expansion to the Graduate School of Business, the department recently doubled its

## Early March Seminars Offered by Ed Services

To register for the following courses, call the seminar registrar at DTN 249-4949:

### **Networking: Design and Implementation of Computer Communications Networks**

This three-day technical seminar for anyone involved in the design, use, or selling of networks is a state-of-the-art presentation of fundamental concepts, technology, and practical implementation of computer networks.

March 1-3, 1982, Customer Dining Room, Merrimack

### **Design of Applications under RSX-11M/M-PLUS**

This new, highly interactive four-day seminar focuses on application design approaches that maximize the use of the hardware and software involved.

Prerequisites: The attendee should have attended System User and System Programmer courses and should have a working ability to program in Macro-11.

March 1-4, 1982, Merrimack Room, Merrimack.

### **Advanced Datatrieve Applications**

This seminar is for those who currently use Datatrieve and would like to use the advanced functionalities of this product.

Prerequisites: "Introduction to Datatrieve" seminar or equivalent.

March 8-10, 1982, Bedford Training Center

### **Applied Networking**

This networking seminar (three days) focuses on providing an integrated computer communication mechanism for distributed processing.

Prerequisite: Attendance at seminar, "Networking: Design and Implementation of Computer Communications Networks," or equivalent experience.

March 8-10, 1982, Meridien Hotel, Boston.

## Help make Digital products easier to use

Human Factors Engineers, Industrial Designers, and others at Digital are working to make our products easier for people to use. In order to do this, studies are run to understand which aspects are easy to use and which need improvement. The people who participate in these studies represent a cross section of potential users, from computer scientists to secretaries to those without any computer related experience.

They are setting up a pool of volunteers from within Digital who they can call on to participate in these studies (most of which take less than two hours). If you are willing to become part of the volunteer pool, please fill out and return this form. For more information, call

Bob Levy (DTN 225-5876)  
Harry Hersh (DTN 225-5863)

To: Dolores Miller  
Corporate Research Group  
HL2-3/NO4

Please include me in the Volunteer Pool.

Full Name (Please Print)

Location DTN

Department Job Title

## Technical seminars will be presented February

The Technical Seminar Series at Hudson will present the following topics and speakers during February:

Feb. 8 10 a.m.	Mike Newman Rutherford Lab	"Computer-Aided Design: Its Role in the British SERC Microelectronics Institute"
Feb. 12 2 p.m.	Hank Levy Digital	"The Architecture of the IBM System/38"
Feb. 15 9 a.m. 11 a.m.	Bruce Delagi et al Digital	"The Fifth Generation Computer Conference in Japan" "The Tokyo Data Show"
Feb. 18 9 a.m.	Munekazu Suzuki NEC	"VLSI from Controllers Applications"
Feb. 19 10 a.m.	Joe Zeh Digital Resident at MIT	"MOS Analog as Taught at MIT and an Example Project"
Feb. 22 10 a.m.	Karem Sakallah CMU	"Mixed Simulation of Electronic Integrated Circuits"
Feb. 25 10 a.m.	Mike Monachino IBM	"VLSI Design Simulation"

These seminars take place in the hall of the White Mists, Bldg. 1, Hudson, Mass.  
Please call Carol Burke, DTN 225-4741, for additional information.

## Short Term Institute opens registration

Does your high school give your children the opportunity to study visual arts, medicine, law, education, foreign cultures, languages or computer science? Digital, through its Corporate Contributions program, enables employees' children to take full advantage of their secondary education.

The Short Term Institutes (STI) at Phillips Academy, Andover, MA offer a unique experience for 10th, 11th and 12th grade students. Through Digital's Corporate Contributions program scholarships are awarded to children of Digital employees accepted into STI.

The STI experience at Andover is designed to complement a student's high school education. Students live on campus and participate in cultural and social activities at Andover and in Boston. The average institute enrolls a dozen students.

Spring semester includes: An intensive Look at China, concentrating on the Chinese language, culture and modern living; and Computing, High and Low featuring logic design, addressing techniques and programming in PASCAL. Classes begin March 30, 1982.

Mr. Zab Warren of Phillips Academy is one of the instructors of the course Computing, High and Low. Mr. Warren attended Digital's Training Center in Bedford, MA during the summer months and with the assistance of Digital instructors, formulated the course on computers for STI.

Employees may receive more information and an application on STI by contacting Donna Spencer, DTN 223-5320.

## Design for the 80s

"Human Factors of Computer Systems" will be the next topic of the Design for the 80s Engineering Lecture Series. Charles Abernathy, engineering manager for the Industrial Design Group, and John Whiteside, principal software engineer with Small Systems Software, will present the lecture on Feb. 9 at 2 p.m. at the Mill Function Room (ML5-4) and on Feb. 12 in Marlboro at the DEC-10/20 Conference Room, 2 p.m.

The lecture series features each month a topic selected by an advisory board representing each major Engineering group. They are intended to keep engineers and designers current in important technical issues.

The two-hour lectures, presented by a team of in-house experts, are video-taped and available through Engineering libraries.

## TICKET SALES

Maynard Employee Activities Committee (meac) presents:  
**MUSEUM OF FINE ARTS FAMILY VISIT**  
DATE: Sunday, March 28th, 1982  
TIME: 10 a.m.-5 p.m.

PLACE: Museum of Fine Arts  
465 Huntington Avenue  
Boston, MA

TICKETS: Regular: \$3.00, Employees: \$2.00

Children 16 years and under FREE

Egypt's Golden Age: The Art of Living in the New Kingdom, 1558-1085 B.C. Premieres at the Museum of Fine Arts

**ORDERS MUST BE RECEIVED BY MARCH 15th**

### RADIO CITY MUSIC HALL

1982 is Radio City Music Hall's Golden Jubilee Year, toasting fifty years of show-stopping entertainment on the greatest stage in the world.

WHEN: Saturday, March 27th, 1982

7:00 a.m. - Buses depart for New York City from PK3 Parking Lot

12:00 p.m. - Approximate arrival time at Rockefeller Center. The remainder of the afternoon is yours to enjoy as you wish.

7:30 p.m. - Please arrive at Radio City for the 50th Anniversary Show which starts at 8:00 p.m. (You provide own transportation - or it is within walking distance at Rockefeller Center).

10:00 p.m. - Departure back to Parker Street.

TOUR COST: \$33.00 per person  
**ORDERS MUST BE RECEIVED BY MARCH 12th**

### 1982 SPRING GARDEN AND FLOWER SHOW

Of the Mass. Horticultural Society at the Commonwealth Pier Exhibition Hall

DATES: March 13th-the 21st

TICKETS: Regular: \$5.00, Employees: \$4.00

**ORDERS MUST BE RECEIVED BY FEBRUARY 26th**

### ANDRE WATTS

Mechanics Hall in Worcester

Solo Recital

Friday evening, March 26th, at 8:00 p.m.

TICKETS: Regular: \$12.00  
Employees: \$10.00

Symphony Hall in Boston

Solo Recital

Sunday afternoon, March 28th at 3:00 p.m.

TICKETS: Regular: \$12.00  
Employees: \$10.00

**ORDERS MUST BE RECEIVED BY MARCH 8th**

### JURY'S IRISH CABARET OF DUBLIN

Mechanics Hall in Worcester

Friday Evening, April 2nd at 8:00 p.m.

TICKETS: Regular: \$10.00, Employees: \$8.00

**ORDERS MUST BE RECEIVED BY MARCH 8th**

### EASTERN FISHING & OUTDOOR EXPOSITION

Sheraton, Boxborough, Boxborough, MA

March 10th-March 14th, 1982

TICKETS: Regular: \$3.50, Employees: \$2.50

**ORDERS MUST BE RECEIVED BY MARCH 3rd**

Maynard Employee Activities Committee presents:

### The First Country Western Dance

March 20, 7:30 to midnight

at the Maynard Rod and Gun Club

Admission: \$5

Door prize

Featuring the Country Limited Band

Plus: Square Dance exhibition by the

Acton Square Wheelers with Ed Ross

Smith as caller.

**TICKETS AVAILABLE UNTIL MARCH 8.**

### CLIP AND SEND

Use a separate form for each event. (Make photocopies, if necessary).

Event \_\_\_\_\_ Date of Event \_\_\_\_\_

I understand that if the allotment of tickets has been sold out, my money will be refunded. I have enclosed a stamped, self-addressed envelope with my home address.

Number of Tickets \_\_\_\_\_ Check enclosed for \$ \_\_\_\_\_

Name \_\_\_\_\_

Mailstop \_\_\_\_\_ Badge No. \_\_\_\_\_ DTN \_\_\_\_\_

Home Address \_\_\_\_\_

State and ZIP Code \_\_\_\_\_

Make check payable to DEC Recreation Association and forward with this coupon to:  
DEC Recreation Association, PO Box 310, Maynard, MA 01754.

# THE MARKETPLACE



## How Marketplace works...

Marketplace is a free service provided by Digital This Week for the one-time sale of items by employees in Massachusetts facilities that do not have an employee newsletter.

To help keep Marketplace to one page an issue and to reduce the time between submission and publication, DTW needs your cooperation.

Please submit one ad at a time. Each ad should be submitted only once every four weeks. Multiple or duplicate ads will be returned.

The ad should be worded clearly and be in good taste. Submissions should be printed legibly or typewritten to fit on two lines, about 45 characters to a line. DTW reserves the right to edit for space.

There are no deadlines for submitting ads. They are printed on a first-come first served basis. Ads will not be taken over the phone.

Please submit your full name, complete DTN number and mailstop with the ad to Marketplace PK3-1/K23. If the item is sold before the ad appears, please cancel it immediately.

## REAL ESTATE

MAYNARD, ranch, 3bdrm, frpl, 2 car/gar, grm hse, dead end rd, \$70,000. Lynda 223-4181.

WESTBORO, 8 rm garrison, pool, encl. porch, 2 stall gar, George, MR 231-5132.

STOW, 3 bdrm ranch, firpl, wood. acre, 16% fin. avail., Rick, MR 231-4436.

MARLBORO, 8 rm colonial, brand new, 12 % finance avail., Sandra, VR 273-3095.

## RENTALS

CONDO, Myrtle Beach, SC, fully furnished, slps 6, \$250/wk to Digital people. Dan, WV226-7113.

APT, Marlboro, 2bdrm, d/w, a/c, fully carpeted, \$350/mt+util. Lorry, NR234-4282.

CONDO, loon Mt., pool, sauna, jacuzzi, lift & ticket reserv, \$400/wk, Craig, 278-4259.

SKI HOUSE, N. Conway, 5 bdrm, 3 bth, gar, laund, Teri, HL, 225-5936.

CONDO, Hilton Head Island, avail 5/29-6/4, slps 6, Rob, PK, 223-3340.

MAYNARD, 5 rm apart, 2nd fl, quiet, no pets, ref, \$450 + util, Lisa ML 223-6932.

HOUSE, E. Dennis, 6 rm winter rental/\$360., \$3,600 summer, Richard, ML 223-3072.

## WANTED

2 BDRM APARTMENT, in or near Maynard, prof. couple, David, PK 223-1858.

## PETS

OLD ENGLISH SHEEPDOG PUPPIES, AKC, avail 1/20, \$250. John, LM 231-4483.

DOBERMAN PUPPIES (5f, 4m), AKC reg, docked tails, ready mid/Jan, \$200. Polly, OF274-6634.

DOG(f) 1yr old, spayed, part coon/retriever, nds rm to run. Rose Alice, NA233-2119.

PUPPIES, 6 male & 1 female, need loving home, free, Pat HL 225-5502.

COCKER SPANIEL, AKC, 10 mths male, Must sell, \$150 or BO, Jeffrey, ML 223-3727.

## BICYCLES

RALIEGH RACING bicycle, Campagnolo equip., ex. cond., \$600., Mary Ellen, AK, 246-2280.

LADY'S CCM bike, 10 spd., hardly used, \$100 or BO, Bettianne, MS, 223-3155.

BOY'S 3 speed, Raleigh, \$60., Cheri, WV, 226-7223.

## MOTORCYCLES

1972 HONDA CL350, \$300. John, MR231-6106.

1979 HARLEY DAVIDSON SPORTSTER XLS Roadster, blk/platinum, low mi, extras. Kathy, HL225-5688.

1980 HONDA CM400T, less than 6500 mi, 60/75 mpg., vry clean, \$1450 or BO, Bob, MR231-5299.

## CAMPERS/TRAILERS

TRAILER, Scamper Hardtop Tent Trailer, slps 6, 1981, \$2,600., Linda, CF, 251-1623.

## APPLIANCES

ELECTRIC RANGE 30", copper, gd cond, \$75 or B/O. Carol, ML 223-8057.

GAS STOVE, Roper 30", old but in gd working cond, great for cottage/apt, \$15. Scott, HL 225-4543.

MAYTAG WASHER/GAS DRYER, perfect cond, \$200/both. Ralph, ML 223-7863.

REFRIGERATOR, Whirlpool, white, gd cond, \$100 or B/O. Jean, MR 231-6982.

ELECTRIC DRYER, Sears, gold, 4 settings, incl delicate/auto wrinkle guard, \$200. Ed, UP278-4299.

AIR CONDITIONER, Whirlpool window air, 8K BTU, fits 25"X38" windows, \$100. Landy, BY245-5226.

FREEZER, 20 cu ft chest, ex. cond., 1979 model, \$400., Judi, NR, 234-4774.

STOVE, electric, gd. cond., white, \$75., Timothy, PK, 223-4932.

ELECTRIC RANGE, 30", copper, gd. working cond., \$75. or BO, Carol, ML, 223-8057.

DEHUMIDIFIER, Oasis 24 pt., \$75., Rosalie, MR, 231-4074.

## CARS

'72 TOYOTA CORINA, 71K mi, auto, nds some work, studded snowtires, \$275. Jane, PK223-8292.

'79 GRAND LEMANS, silver, 4dr, V6, ps/pb, a/c, defog, you pay \$127/mo. Chris, NR 234-4823.

'66 PONTIAC LEMANS CONVERT, for restoration, runs gd, body nds work, auto, \$800. Frank, LK 226-7166.

## MISCELLANEOUS FOR SALE

SKI JACKET, Men's 38 \$10, Adidas soccer shoes, Saddle oxfords sz 10, \$10ea, Larry 231-7614.

FLUTE, good condition, \$225, Dick SP 243-2243.

SNOW TIRES, 2 L78-15 studded wh. walls \$60. on Chrysler 15" rims \$20, Gary 223-6030.

TIRES, 4 Gdyear Arriva, all weather radials, nvr used, \$200, Rick AC 232-2505.

CHAIRS, 2 gr. naugahyde wth oil walnut trim, ex cond, \$125ea, Milly, MR 231-4707.

'76 GIBSON LES PAUL CUSTOM GUITAR, tobacco sunburst (list \$1000+) \$650. Ray, ML 223-6057.

SNOWSUIT, child sz 8, exc cond, hardly used. Letha, PK 223-4428.

SOFA, 96" teal blue tweed, exc quality, \$175. UPHOLSTERED CHAIR, green, \$30. Marvin, PK223-9071.

SKI PACKAGE, Spaulding skis (170cm), Tyrolia bndgs, ladies boots sz 9, \$100. Laurie, MR 231-7425.

LANE HOPECHEST, sz 47 1/2 X 18 1/2, contemp design. ARM-CHAIR w/hassock, gd cond. Bob, MR 231-4231.

SLIDING DOOR, thermopane, glass/aluminum door w/frame, 6', \$150. Dave, ML 223-9216.

ELECTRIC GUITAR, black Les Paul copy, steel strings, easy action, \$120. Joanne, PK 223-0930.

HUMIDIFIER, Sears, apt sz, used 1 yr, on casters, \$55 or B/O. Marie, NR234-4307.

CAMERA, Canon AE1 w/50mm F1.4 lens, floor spkrs, custom design. Rudy, HU 225-4244.

BEAR RUG, Alaskan black, full head/claws, 5' lor \$250. Jim, CF 251-1553.

AM-FM RADIO w/hi-fi turntable, solid wood cab (36X36X20), nds some work, \$50. Peter, MR231-4159.

AUTOMOBILE TIRES, BF Goodrich Lifesaver radials XL200s (2) sz P195/75 R14, B/O. Diane, MR231-4545.

MENS LEATHER COATS, sz 38M, new, \$100-\$150; sheep skin, 1 yr old, 38M, \$150. Lynn, HL 225-5116.

PING-PONG TABLE, regulation sz, incl net, 4 paddles, balls, \$50. Lynne, FP283-7652.

SKIS, new, Olin Ballet, 160CM, (new \$260) \$100. Gary, PK 223-6030.

SUBARU BRAT CAP, \$400. COLEMAN LANTERN, \$20. SNOW TIRES, 14" 78s, \$25/pr. Larry, MR 231-7614.

RADIAL TIRE, steel belted, BF Goodrich, 165-SR-13, brand new, \$35. Aims, MR278-4387.

PAIR OF TWIN BEDS, hdbds, springs, mattresses, frames, \$50/all. Ralph, ML 223-7863.

WARDROBE CABINET, metal, approx 4'X5', \$85. Rose, HL 225-4041.

Type or clearly print your ad and send to Marketplace, PK3-1/K23. Ads are published on a first-come, first-served basis for Digital employees. The full name, location and all seven digits of the employee's DTN number must be submitted with the ad.

Category .....

Item .....

Description (include price) .....

DTN telephone number Location .....

Name ..... first ..... last .....





## NEWS BRIEFS

### Deadlines for DTW

The next four issues and deadlines for submitting stories are:

- Feb. 22 issue-Feb. 11 deadline
- March 8 issue-Feb. 25 deadline
- March 29 issue-March 18 deadline
- April 12 issue-April 1 deadline

### Vietnam Vets meet at Digital

Digital's Vietnam-era Veteran's support group will hold its next meeting on Feb. 23. Frank Barber an area counselor, will speak on Post Vietnam Stress Syndrome (P.V.S.S.) Open to managers, Vets, relatives and friends of Vets, the meeting will be held at Parker Street in the TOEM Classroom (PK3-1, Pole 23G).

### Info on tuition advances and refunds

The Corporate Employee Disbursements (Petty Cash) has moved from Parker Street to West Concord II, **CF2-1/J29**.

All Tuition Advances and Refunds should be sent directly to Kay McCullough at their new address in West Concord for processing. The only exception is for transactions related to the U.S. Field Area Operations.

All U.S. Area Tuition Advances and Refunds should be sent to Diane Penta in Traveler, PK3-2/F37.

Employees must give their complete mailstop in order to receive their refund. If there are any questions, please contact the appropriate source:

Corporate Employee Disbursement:  
DTN 251-1881  
Traveler: 223-3104

### V.P. is guest speaker at PEI meeting

Bill Hanson, vice president, Systems Manufacturing, will address the February 23 dinner meeting to the Boston Chapter of Planning Executives Institute (PEI) at the Waltham Holiday Inn.

Bill's presentation will be "Planning Comes of Age at Digital Manufacturing." For more information, contact Bill Biser at DTN 223-7545 or Phil Burns at DTN 223-2023.

### Ski Club Valentines Day party

The Digital Ski Club presents its 2nd Annual Valentine's Day Party on Friday, Feb. 23 at the Maynard Rod and Gun Club from 8:30 to midnight.

"Rockin' DJ Steve Brock will provide the music for the evening. Tickets are \$3 in advance, \$5 at the door. Call Marcia Ring at DTN 232-2620 for tickets and further information. Everyone is welcome to join in on the fun.

### More crossed codes

Corporate Mail Systems adds a few more location codes that are frequently confused:  
EU-Product Repair Center, Evere, Belgium  
with  
EV-Central District Office, Evry, France

NN-Terminal Product Line (TPL) Manufacturing, Nashua, N.H.

with  
TP-Field service Center, Taipei, Taiwan

Mountain View, California reports that their location code, MV, is being confused with MU which is for Munich, Germany.

### MR February blood drive

Marlboro's next blood drive will be held on Wednesday, Feb. 24 in the DEC 10-20 Conference Rooms from 9 to 2:45.

This is a critical time for the Red Cross and our area hospitals. They need every one to help out.

All U.S. employees and their families are beneficiaries of our blood drives. Please take a few minutes out of your busy day to help save a life. Call DTN 231-6444 for an appointment to join the bloodline.

### Mill's Melpay office moves

The Melpay office at the Maynard Mill has moved to Building 12-1, behind the reception desk in the lobby of the main entrance. The new mail stop is ML21-1/T66. The hours of the Mill office are 8:30-12 and 1-4:30.

Please call, DTN 223-9790 for an appointment.

## Computing and engineering societies open meetings to employees

"Company Politics, Not Such a Bad Thing", is the topic of a joint meeting of the Worcester and Boston IEEE Professional Activities Committees. Paul Leuchte, Honeywell Information Systems, will discuss how to survive or take advantage of various situations that one might encounter in a company. The meeting will be held on Wednesday, February 10, at 7:30 p.m. at the Holiday Inn of Framingham, on Rt. 9 opposite Shopper's World. There will be a pre-meeting dinner at 5:30 p.m., for reservations call 617-232-3366.

"A Survey of Fault Tolerant Computing" is the topic of the February meeting of the Worcester IEEE Computer Society. Dr. Jack Stiffler, Sequoia Systems, will survey the basic concepts of current fault tolerant designs, and discuss the impact of VLSI on the need for fault tolerance. The meeting will be held on Thursday, February 18, at

## COMPUTER CORNER

Find out how to cut down on commuter costs by contacting the Commuter Transportation Department, DTN 251-1525.

Call the following DTN numbers to join these routes.

### VANPOOLS

#### To Maynard

From **Worcester**, DCV 36, 7:15-4:45, Mary Keezer, 223-7447  
From **Chelmsford, Lowell, Westford**, via Route 27, DCV 48, John Coppinger, 223-8363  
From **Ashland, Hopkinton, Southboro**, DCV 12, Len Winmill, 223-1365  
From **Berlin, Clinton, Lancaster**, DCV 66, Al Kimmel, 223-4864  
From **Salem, N.H.** to ML, LJ, AC, DCV 46, John McShane, 282-2031.

#### To Northboro

From **Leominster, Fitchburg**, (7:30-4:00) DCV 103, Steve Marini, 234-4961

### CARPOOLS

#### To Tewksbury

From **Shrewsbury, Northboro**, Paul DeVincent, 247-2547

### FORMING VANPOOLS

#### To Marlboro/Northboro

From **Nashua, N.H., Tewksbury, Route 495**, Frank Ford, 231-6252

7:30 p.m. at the New England Electric Systems auditorium, Research Drive in Westboro (just south of the intersection of Rts. 9 and 495).

The theme of National Engineers Week this year is "Engineers' Pioneering America's Revitalization". The Worcester Engineering Society is holding a banquet meeting on Tuesday, February 23, on the topic "Robotic Technology and Applications". The speakers are from Unimation, Inc., the world's leading manufacturer of robot systems. The meeting is being held at the New Worcester Marriott, 10 Lincoln Square (Rt. 290, exit 18), with social hour starting at 5:30. Tickets are \$15, and may be obtained by calling 617-791-7861 (deadline is Feb. 19.)

For more information call Ed Perkins at DTN 225-6463.



## Professional Secretary's Seminar

## People made it a success

"People were not going to let this thing fail for some work oversight," observed Michael Weinstein, Small Systems Marketing. "It might have failed because we misjudged our audience, but we were not going to fail because someone didn't put in the time."

It was something new. A group of high-tech secretaries offered to share their experience with word processing with other professional secretaries. It was an effort that crossed all lines of responsibility, that surpassed all expectations.

The project began with 5,500 invitations, produced by the Word Processing Center at Parker Street, each hand-signed, sent to Digital Computer Store customers and professional secretaries from Massachusetts and New Hampshire. In early January, an ad ran in the Boston Globe and over the radio extending the invitation even further. The response was overwhelming. The radio ad had to be cancelled and the last run of the Globe ad sported a banner announcing all seats were booked.

Then as the first day of the event approached, Westfield carefully checked and packed each system, provided by the product line. And when they arrived in Lexington, even the security guard helped unpack and install the equipment. Field Service got things going and kept things running.

And finally getting Digital's guests to the seminar on time, In-House Shuttle drivers provided transportation between Boston, Manchester and Lexington.

The 23 secretaries, who were to serve as demonstrators, had the opportunity to

learn something about customer relations and the dynamics of one-to-one confrontations through special training sessions taught by Bob Price, sales training manager in Waltham. Bob was present throughout the seminar for support.



Over 1000 people responded to Digital's invitation to come and learn about word processing. A second seminar had to be planned for February.



Joyce Gray, Finance & Administration, coaches another secretary on the basic commands in word processing.



Jo-Anne Smith, Digital Computer Store in Boston, gives her guests at the seminar the opportunity to key in and edit on word processing.