

digital

MAYNARD

DIGITAL THIS WEEK



Volume 13, Number 16

October 20, 1986

Digital reports continued strength in first quarter

Digital has reported strong gains in sales and earnings for the first quarter of its 1987 fiscal year.

For the quarter, the company reported total operating revenues of \$2.04 billion, up 26 percent from the \$1.62 billion of the comparable quarter a year ago. Net income for the quarter was \$182,628,000, up 153 percent from last year's first quarter net income of \$72,325,000. Quarterly earnings per share were \$1.37 vs. \$.60 last year, up 128 percent.

According to Ken Olsen, president, continued strong performance in the first quarter reflected "the broad market acceptance of our networked systems solutions. In this year's first quarter we maintained the orderly flow of product introductions from the latest VAX computers to networking products and services which let organizations manage information from desk-top personal computers to data-center computer systems.

"Our performance also reflects Digital's long-standing strategy to work closely with our customers. In the quarter we continued to target and align our products, applications and sales training to key industries. This industry focus is showing good results, particularly in financial services where we have won significant new business."

"By all indications, the U.S. market for computer equipment remains sluggish and some of our competition is beginning to see weakness in overseas markets," adds Jim Osterhoff, vice president, Finance. "Overall, the sales environment is becoming ever

Operating Results for the First Quarter Ending:

	September 27, 1986	September 28, 1985
Product Revenues	\$1,390,625,000	\$1,119,321,000
Service and Other Revenues	647,842,000	504,606,000
Total Operating Revenues	2,038,467,000	1,623,927,000
Income Before Taxes	294,561,000	97,736,000
Normal Tax Provision	111,933,000	25,411,000
Net Income	182,628,000	72,325,000
Average Number of Shares		
Outstanding	133,005,213	127,748,204
Net Income Per Share	\$1.37	\$.60

more difficult, and while we have done well to date, we must continue to apply a strong customer orientation in every aspect of our business in order to maintain our momentum in the marketplace.

"Our present strong product position is receiving wide recognition in the press — advertising that money can't buy. And we are supplementing that with substantial financial commitments of our own in sales and marketing resources. The pressure is on us now to capitalize on our competitive advantages and to realize our revenue potential.

"Over the past three to four quarters, we have seen a return on the product invest-

ments we have made over the past several years and our more recent incremental investments in sales and services. Our profit margin improvements also reflect productivity gains, particularly in manufacturing operations, product design and in the delivery of services to our customers. We are continuing to make progress toward our more traditional levels of profitability, and this too is contributing to our strong image in the marketplace.

"In our present situation, complacency is our chief enemy. We cannot afford to relax the pressures on costs and asset management. To do so could threaten the momentum we have worked so hard to develop."

Digital awards \$1.2 million in equipment grants to organizations serving disabled nationwide

Digital has established an innovative grant program designed to assist educational institutions and non-profit organizations serving the handicapped. More than 240 organizations nationwide are receiving equipment grants valued at over \$1.2 million for Digital's DECtalk speech-synthesis product from the DECtalk Grant Program, sponsored by the Corporate Contributions Program.

Established in March of this year, the DECtalk Grant Program is designed to increase the accessibility of technological tools for the disabled. Handicapped individu-

als have been provided with DECtalk voice synthesizers for numerous applications in job training, employment, education and rehabilitation.

DECtalk is a text-to-speech system that converts computerized text into natural, high-quality, human-sounding speech, with a flexible, unlimited vocabulary. DECtalk allows any Touch-Tone® telephone to become a computer terminal, providing individuals with easy access to information previously unavailable to them.

Nancy Dube, manager, Corporate Com-

munity Relations, stated, "The establishment of the DECtalk Program is a natural extension of our demonstrated commitment to support programs and organizations that provide opportunities in education, employment and independent living for the physically and mentally handicapped. We are elated with the positive response the program has generated and with the myriad of applications for which DECtalk is being used to assist the handicapped."

At a number of colleges and universities,
(continued on p. 2)

Benefits Bulletin, Medical Choice statement arriving in mid-November

In mid-November, employees will receive two benefits communications, a Benefits Bulletin and a brochure titled, "Your Medical Choices." The Benefits Bulletin will be sent to the employee's office. It includes announcements about a stronger cost containment program, revisions to the John Hancock Dental Assistance Plan, and tax reform legislation that affects employees' benefits, as well as information about the results of the Optional and Dependent Life Insurance open enrollment.

"Your Medical Choices," which will be sent to employees' homes, contains information about the annual open enrollment period, Dec. 1 through Dec. 19. Employees will receive a medical choice statement if they live in areas serviced by at least one health maintenance organization (HMO) offered by Digital.

During open enrollment, employees can change their medical coverage simply by following the directions in the brochure. A physical exam is not required. If employees do not want to change coverage, no action is necessary. Any changes in medical coverage will take effect Jan. 1, 1987. Under most circumstances, coverage cannot be changed again until next year's enrollment period.

Since "Your Medical Choices" will be sent to their homes, employees who have moved should be sure to update their address with their local Personnel administrator. ■

Handicapped Awareness Month observed

The Parker Street and West Concord sites will show two videos this week in observance of Handicapped Awareness Month. "More Alike Than Different" focuses on people's abilities and accomplishments. The second video will feature singer Stevie Wonder using DECTalk, Digital's speech-synthesis product.

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.



Samuel Landol (second from right) Caribbean Operations manager, makes a point during a panel discussion on "Government and Industrial Relations — The Hispanic Perspective," which was held on Oct. 10 as part of Hispanic Heritage Week. Other panelists are, from left, Stephen Anderson, business manager, Ventures, GIA Manufacturing and Engineering; Amadeo Francis, Economic Development advisor to the Governor of Puerto Rico; and moderator Jose Perez (far right), assistant secretary of the Massachusetts Executive Commission on Minority Business Enterprise.

Phillips Academy scholarships available

Employee dependents are eligible to receive Digital-sponsored scholarships for the 1987 Phillips Andover Academy summer session. The purpose of the summer session is to provide an experience that deepens and extends the intellect and interests of strongly motivated students.

Eight hundred and fifty public and private high school students from around the world are chosen each year by the Phillips Academy Admissions Committee to attend the six-week session. Students between 10th

and 11th and 11th and 12th grades are eligible to apply. Eighteen subject hours are required and a wide variety of major and minor courses are offered.

Acceptance into the summer program and scholarship awards are determined by the Phillips Academy Admissions Committee. Digital will fund scholarships for employees' dependents covering tuition, room and board. Other expenses such as travel, application, lab and book fees and incidental expenses are the responsibility of the student.

An application and booklet describing the summer session will be available after January 1. Interested employees should send a memo listing their home address to Judi VonDohlen at MSO/K10. All applications must be received by Phillips Academy no later than March 1, 1987. ■

Digital awards grants . . .

(continued from p. 1)

Disabled Students Service Centers are using DECTalk as a resource tool for students. Numerous training programs have incorporated DECTalk as a learning component for the visually and vocally impaired, resulting in enhanced job opportunities. Major research centers have acquired DECTalk units to extend studies into communication disorders and rehabilitation techniques. Among the organizations to receive DECTalk units is the Communication Enhancement Clinic of the Children's Hospital Medical Center in Boston. The clinic is using DECTalk to provide supplemental communications systems for children and adults with communications disabilities. ■

Touch-Tone is a trademark of the Bell System.

The schedule of showings follows:
Tuesday, Oct. 21 and Wednesday, Oct. 22
 Maynard Conference Room, PKO3
 "More Alike Than Different" 11:30 a.m.-12:15 p.m.; 12:30-1:15
Wednesday, Oct. 22
 Cafeteria, CFO2
 DECTalk video featuring Stevie Wonder
 1:30 p.m.-2:15 p.m.; 2:30-3:15
Thursday, Oct. 23
 Cafeteria, CFO2
 "More Alike Than Different" 1:30-2:15; 2:30-3:15
Friday, Oct. 24
 Maynard Conference Room
 DECTalk video featuring Stevie Wonder
 11:30 a.m.-12:30 p.m.; 12:30-1:30
 For more information, contact Vhonda Lowry at DTN 223-3728. ■

Jim Osterhoff named one of 'America's best CFOs' by investment magazine



Jim Osterhoff

Jim Osterhoff, vice president and chief financial officer, has been named one of America's 10 best chief financial officers by "Institutional Investor" magazine. Jim was cited for encouraging accelerated production and faster inventory turnover, as well as

for his efforts in reducing costs. As a result, by the end of FY86, Digital's revenues had increased by 14 percent and inventories had been reduced by 32 percent.

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for his efforts in reducing costs. As a result, by the end of FY86, Digital's revenues had increased by 14 percent and inventories had been reduced by 32 percent.

Says Jim, "All of us — Manufacturing, Engineering, the Field — worked hard to bring the company to where it is today. We've been helped by improvement in the industry, of course, but we would not be reaping the benefits of that improvement if we hadn't put our own house in order first.

"The real test is whether we can sustain our financial excellence and the hard work that have brought us here," Jim adds. "If we work together and continue to pay attention to the basics, I'm sure we can meet this challenge."

CFOs from American Airlines, Coca-Cola, Duke Power, Exxon, Gannett Corp., Navistar, Philip Morris, Ryder Systems, and Waste Management, Inc., also were honored by the magazine. ■

Enrollment deadline for Employee Stock Purchase Plan

Non-participating employees who wish to participate in the Employee Stock Purchase Plan beginning Dec. 1, 1986, must submit their enrollment cards to Investor Services no later than Nov. 21. Cards submitted after that date will not be accepted. Enrollment cards are available from any Personnel office. ■

Celebrating Differences program sets 1986-87 calendar

The Northeast Technology Center in Shrewsbury has scheduled events for the 1986-87 Celebrating Differences Program, which will highlight cultural, racial, gender, and physical differences among people. The

Celebrating Differences Program is designed to heighten awareness and understanding of those differences as well as emphasize the similarities among people.

As part of the program, speakers, performers, and other artists will make presentations to employees on subjects such as women's history and Yiddish music. Events may also include art exhibits and special cafeteria menus. The 1986-87 program will feature the dedication of the Celebrating Differences sculpture created by local artist Susan Iovieno; a Black Culture/History/Sports Quiz played on an IVIS computer; and a wheelchair basketball game between the Northeast Technology Center and the Bay State Wheelers.

The last two events in 1986 are:

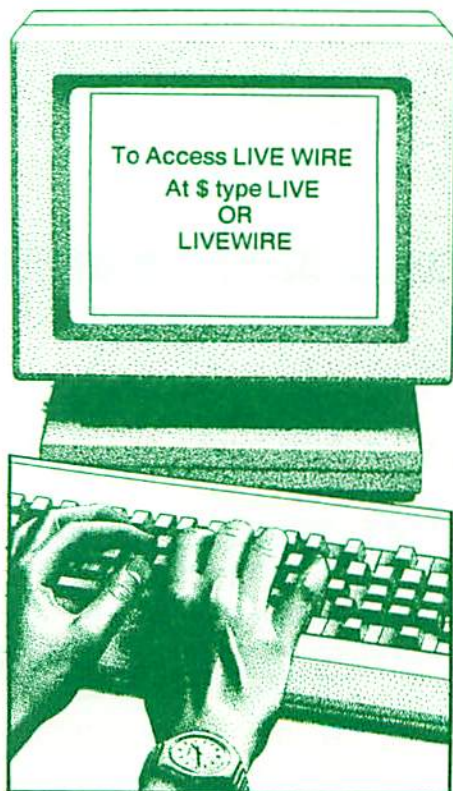
Nov. 12-13 Celebrating Differences — The Beginning

Dedication of the sculpture; concert by the Shrewsbury High School Orchestra.

Dec. 22-26 Chanukah Celebration

Lighting of the menorah; concert featuring an ensemble from the Klezmer Conservatory Band.

Contact Rosalyn Taylor O'Neale, Storage Systems Valuing Differences Program manager, DTN 237-3575, for more information about these events as well as those planned for 1987. ■



U.S. communication audit planned

EXPRESSWAY II, a communication audit, will be distributed to over 6,000 U.S. employees in late October. It is a follow-up to a 1982 survey that led to the creation of an employee communication policy and guideline booklet for managers, an awareness training program for managers, MGMT MEMO, and LIVE WIRE.

EXPRESSWAY II is designed to measure the strengths and weaknesses of communication with U.S. employees. Information learned from the upcoming survey will be compared with results from the 1982 survey in order to identify any changes in opinions about Digital's communications efforts.

The survey will be distributed to most participants through internal mail. Personnel managers in Manufacturing plants will distribute EXPRESSWAY II to employees being sampled from their sites. ■

'Between the Lines' to be broadcast Nov. 7

The fifth edition of "Between the Lines" will be broadcast on Friday, Nov. 7, from noon to 1 p.m. Eastern time. This live, interactive broadcast will feature a report on the previous day's shareholders meeting, including excerpts from president Ken Olsen's speech to the shareholders. Videotaped interviews with board members Robert Everett, a trustee of the MITRE Corp., and Philip Caldwell, former chairman and CEO of Ford Motor Co., will also be shown.

The program can be viewed at the following sites in the Greater Maynard Area. Site coordinators' names are in parentheses:

Bedford (Peter Trusevitch, 249-1492)
Boylston (Elaine Bowen, 245-5250)
Burlington (Jim Gillespie, 274-7237)
Marlboro (Tammaris Mitchell, 297-2525)
Parker Street (Richard Bonazzoli, 223-4395). ■



Lauren Schwartz, systems analyst in the Design Methods Group in Andover, has won first prize in the 1986 Engineering Plastics Student Design Competition sponsored by General Electric Plastics. Lauren's award-winning design for a wheelchair featured plastic components which enable standard, sport, reclining, pediatric, and power-and-drive wheelchair configurations. She created the design while still a student at Illinois Institute of Technology. ■

THE MARKETPLACE



APPLIANCES

WASHER, DRYER, REFRIG, almond, top of line, used 10 months, must sell, Susan, 244-6787

CARS

'80 PLYMOUTH VOLARE, 74Kmi, no rust, ps, auto, slnt 6, \$1200/80, Scott, 297-6014

'80 FORD FIESTA, well maint, aw/fm cass, new struts, new radiator, \$1750, Don, 249-1894

'78 CHEVETTE, 4dr htchbk, cmptely reblt, new engn/batt/trnsn/alt, aw/fm ster, auto, \$850, Bob, 296-4390

'79 PONTIAC TRANSAM, 6.6ltr, 58Kmi, 1 ownr, aw/fm, T-roof, auto, new exhst, mint cnd, \$6K, Gordon, 284-3217

'79 MERCEDES 300D, gray, new brks/tires/srfr, gd cnd \$8900, John, 226-6373

'79 FIREBIRD, 54Kmi, p/b, p/s, p/w, a/c, tilt whl, vel int, V8, exc cnd, \$3750/80, Laura, 249-1518

'82 VW RABBIT DIESEL, a/c, aw/fm, cass, gd running cnd, asking \$1500, Betsy, 251-1089

'85 BMW 635 CSI, loaded, 2400mi, 5sp, blk w/leathr int, 2seater, new \$46K; ask \$32K/80, Carla, 223-5106

'82 DODGE OMNI, maroon, aw/fm stereo/cass, 4spd, 35mpg, \$1990, Bill, 234-4690

'84 DODGE OMNI 5dr htchbk, auto, ac, ps, pb, excel cnd, 34Kmi, \$4200, Jeanne, 225-5621

'74 TOYOTA COROLLA sedan, 4dr, auto trans, only 74K mi, runs well, \$950, Kwong, 289-1685

'84 MAZDA RX7 GSLE SE, loaded, extnd warranty, exc cnd, \$11K/80, Jackie, 223-4381

'78 FORD MUSTANG II, Mach 1 htchbk, 6 cyl, 4spd std am/fm str, 64Kmi, gd cnd, mst sl, \$1500, Lisa, 297-4725

'81 DODGE OMNI Mixer, 4spd, 4dr, new muffler/clutch, \$1600, Robbie, 237-3301

'83 FORD LTD, 4dr, auto, 57Kmi, ps, pb, a/c, am/fm stereo, \$2995, Al, 223-2448

'76 PONTIAC VENTURA, 2dr htchbk, 60Kmi, 260 V8, auto, ac am/fm cass, rstprf, fantstc cnd, \$1850, Dave, 237-3672

'79 MAZDA RX7, white, 5spd, 2 new tires, new exhst/am fm cass, compl tuneup, mst sel \$3800, Carol, 241-3370

'77 CHRYSLER CORDOBA, ps/pb, pw, ac, good cond, \$1250/80, Bev, 226-7830

'82 MAZDA RX7, grey, srfr, aw/fm cass, good looking, asking \$6500/80, Dick, 234-4051

'84 PONTIAC TRANSAM, blue w/grey velour int, T-rfs a/c, am/fm st cass, cruise, 24Kmi, 8/0, Angela, 223-3578

'82 DODGE CHARGER 2.2, below average mileage, good cond, \$3800/80, Dave, 223-7390

'85 PONTIAC GRAND AM LE, maroon, a/c, am/fm stereo cass, 4 cyl fuel injection, \$8500/80, Mark, 251-1016

'80 VW RABBIT, diesel, 4dr, red, 98Kmi, \$1200/80, Kelly, 226-2123

'81 TOYOTA PICKUP, long bed, 5spd diesel, 34mpg, am/fm ster cass, 1 ownr, 50Kmi, \$2900/80, Carl, 234-4357

'75 TR-6, runs well, 81K mi, good tires, new starter, \$1200/80, Sonia, 223-9119

'81 1/2 HONDA PRELUDE, silver, 5sp, pwr srfr, aw/fm st, 91Kmi, alum rims, great car, \$3.6K, Chris, 223-2491

'81 CHEVETTE, 4cyl, auto, a/c, pwr str/brks, am/fm st, 2dr htchbk, exc cnd, 50Kmi, \$1795/80, Paul, 237-2881

'83 CHEVETTE, white, 2dr, 4spd, 41Kmi, aw/fm, no rust, very good cond, \$2100, Art, 237-2481

'81 DODGE CHARGER, 2.2, aw/fm str, red ext/white int 79Kmi, runs/looks exc, no rust, John, 292-2394

'82 CHEV IMPALA, 4dr, auto, alr, stereo, cruise, orig ownr, \$4000/80, Kevin, 296-5332

'84 FORD MUSTANG, 10 mi, aw/fm ster/cass, exc cnd, \$5200/80, Jim, 237-3716

FURNITURE

SOFA & CHAIR SET, gold colonial w/wood armrests, \$120, Linda, 223-5524

STEEL DESK, extra wide, wood-style top, cntr lckng drwr, file & paper drws, \$150/80, Charles, 223-5641

JACUZZI, brand new, moving, bl/wht marbl w/cedar brd around, 3steps, sits 8, pd \$4500; \$3800, Laura, 297-2425

SLEEP SOFA, LOVESEAT & RECLINER, brand new, cntmpty grey/mauve, \$1300/80, Dorothy, 223-3988

WATERBED, qn sz, motnles, htd, drk pine w/gls bkcase, mir hdbd, 1 yr old, exc cnd, \$450/80, Lorrie, 297-4748

CHILD'S BED \$65; delux stroller \$60; high chair \$50 Wayne, 223-3396

TWIN BED incl mattress, box spring, frame, free to a good home, Steve, 234-4404

TRUNDLE BED, solid pine, captain style w/matching desk, chest, night std, \$125, Tony, 297-7385

SOFA, cnty style, mauve velvet - \$250; matching lvseat \$150; rocker - \$75; exc cnd, used 2 yrs, Susan, 274-6894

RECLINER CHAIR, gd cnd, \$50; Hide a Way couch, \$100; flr imp \$25; TV, b&w 19" Zenith, \$80; Rose, 244-7609

WATERBED, king sz, Regal headboard, 5pc padded rail, 6 drawer pedestal, \$475, Keith, 289-1777

LOST & FOUND

LOST-LADIES SEIKO WRISTWATCH, on 9/22, at King St, Littleton facility, Janet, 226-7195

MISCELLANEOUS

FIREPLACE/HEATER, elec wall hung, w/light, sound, htr fan, blk w/brass, pd \$425; \$200, MaryJane, 297-2353

MOVIE CAMERA, Sanyo, Super 8mm and projectr, +video screen, used 90 minutes, \$350/80, Steve, 223-6449

ORIENTAL WOOLEN RUGS, (2) beautiful, handmade, 6x4, 200 knots psi, \$525 & \$500 or B/O, Imran, 296-6785

VT180 ROBIN sys w/4 disk drvs, LA50 prntr, software comptr tbl, dust cvrs, docmn, \$1200/80, Rich, 276-8998

AM/FM STEREO RADIO, Delco, will fit most GM cars, \$25, Mike, 223-2295

VT180, 4 disk drives, LA50 prntr, floppies, standard software pkgs, \$1000, Gary, 232-2203

WOODBURNING STOVE, Defiant, top of line Vermont Castings, mint condition, \$450/80, Rosie, 223-4401

RADAR DETECTOR, Fuzzbuster - \$75; woodstv - \$75; child's bed - \$65; Deluxe stroller - \$60; Wayne, 223-3396

TIRES, (2) Michelin snow tires 205/75/15, used one season, like new, \$80, Mike, 223-5977

STEREO RADIO/PHONOGRAPH, 1958 Olympia, very good condition, B/O, Bob, 277-7334

TOURMALINE MINK JACKET, size 12, exc cnd, \$1000 new asking \$450, Flo, 273-3211

ROBIN VT180, 2drvs, LA50, ntands, MBasic, MPlan, select games, financial, manuals, \$750/80, Dave, 297-7609

SMALL TRUCK CAP, 5'3" by 6'3", outside dim, white, \$95, Corinne, 244-7629

CHILD-LIFE FIREMAN'S GYM SET, outstanding quality, wrkshp, paid \$400, ask \$300, Noreen, 297-2518

MOTORCYCLES

'83 SUZUKI 650cc GS, 8K MI, \$1500/80, 1 owner, Marty, 225-5506

'82 YAMAHA, SECA 400, good cond, new tires, 6K mi, Shoei helmet, tank bag, \$600/80, Silvia, 223-3483

REAL ESTATE

BOLTON, MA, estm blt, hip rf ranch, 1+ac, 5 rms, 1 1/2 btl, cntry kt, gar, nr/495, \$178500, Charlie, 297-5144

SOUTHBRIDGE, 2 fam, \$93K; 3 fam, \$114K, Guy, 264-6295

STURBRIDGE, 6rm cape, 1 1/2 b, acre +, bch rights, pond vu, stabl, nr MA Pk/RT 20/84, \$135K, Dennis, 251-1693

BOYLSTON, Timbrbrk, 2bdr, den, deck, 1 1/2b, attic, gar, gas, a/c, mint cond, \$114900, Jason, 296-5413

RINDGE, NH, 2yr old gambrel, 5 acres, 3 lg bdrms, lg lvrn, lg abv gd cntry, \$139900, Margie, 441-4694

NEW IPSWICH, NH, cntry ranch, 3bdrms, 1ge fpl lvrn, 2 car gar under, apt, 10 acr, \$169500, John, 234-4232

HUBBARDSTON, new col, 2c gar, 2acr, 3bdr, 2 1/2b, indry form l, dr, fam rm w/fpl, dck, \$189K, Debra, 226-7134

BROOKLINE, MA, Coolidge Corner, 2br cnd, frpl, oak fl bay window, parking, Joyce, 273-3433

ORLANDO, FLA, tashr cnd, nr Disney, lwk, 2br, 2bth, fl appl, indry, excg mbr, \$10K/80, Renee, 249-4014

RECREATION VEHICLES

'86 21' Romarine CTR Console, 90hp Mercury, E-Z load trlr, complete \$12K, lets work-a-deal, John, 237-3308

'82 SAILBOAT, Hunter 38, 4wails, rlr-furl, diesel, ful eqp, inc bat chgr, VHF, Loran, refr, 60K, Dave, 249-4980

18' ACTION, 150 hp Evinrude, pwr tilt, gages, 18 gl tnk canvas cvr, no trailer, exc cnd, \$8K, Frank, 223-2854

'73 18' ALUMINUM STARCRAFT BOAT, '77 70hp Evinrude & trailr, great/ski/fish/boat, \$2800/80, Joan, 251-1308

'77 31' SHASTA 5th wheel trailer, slp 6, ful kitchn, & bth, exc cnd, \$7K, Janice, 223-0939

14' LARK SAILBOAT & TRAILR, sloop rigd w/mainst, jib spnkr, designed for racing, \$1100/80, Paul, 273-3260

RENTALS

MT ATTITASH, lge new cndo, Treetops, tennis, pool, beaut priv loc, by wknd/wk/mnth, Mike, 297-6362

WHITE MTNS lakefrnt, ski chalet, ful furn, frp, slp 8, near Loon, Bretton Woods, \$450/wk, Marcia, 297-6337

LOON MTN, 3 min, new studio eff cndo, slp 4, mod kitcn indn pool/whlp, sauna, 325/wk 12/1-4/1, Lori, 296-4161

N WOODSTOCK, NH, 2bdr, 2b, slp 6, jacuzzi, raqtbl, near Loon/Cannon Mtn, \$525/wk, Bill, 244-6073

ATHOL, 3bdr, 7rm hse, 1 car garage, walk to center, \$575/mo + utilities, Rich, 223-1207

BOXBORO, 2bdr, lvrn, kit/dn rm, w/w, a/c, balcny, indry convenient to RT9 & RT2, Michelle, 232-2670

LEOMINSTER, twahs cndo, 2br w/loft, 1.5b, ww, ac, pool, ten, nr RT2/190/12, \$725+util, avl 11/1, Jim, 226-2362

CLINTON, 2bdr ranch, app kit, indry hkup, nice yrd, by Rts 495/290, no pets, \$650+util, Debbie, 297-6689

BRIGHTON/ALLSTON, 2br cndo, blcny, frplc, pkg, hwd, no fee, \$800/mo, Boris, 223-4454

NORTHBORO, 2br cndo, w/w, lr, dr, kit, a/c, no pets, \$750+ elec, sec dep, Herb, 285-6099

WHITE MTN cndo, free shuttle to Loon, clubhouse, reasonable rates, slps 8-10, Dave, 296-4078

NO CONWAY, 3br chalet, slp 8, wd stv, ful furn, fall foliage, hike, canoe, prv bch, wk/wknd, Diane, 244-6807

BOXBORO, 2br Harvard Ridge cndo, no pets, ind pool, lounge, flr appl, \$695+ut, lyr lease, Mark, 297-4167

MYRTLE BEACH cndo, slp 4, a/c, pool, 100 steps/ocn, 38 area golf courses, \$225-255 wk, Judy, 225-5489

MERRIMACK, NH, 3bdr luxury cndo for immediate occupancy, reasonable rent, Sas, 226-6724

WHITE MTNS, 3br chalet, bay/mtn views, ski Loon, Burk Cannon Mtn, \$175/wknd, \$325/wk, Leo, 261-2922

QUECHEE, VT, ski house, slp 8, ful equip, clbhouse privileges, nr Killington/Suicide Six, Mary, 223-5803

DENNISPORT, 3bdr cottage, 100 yds/prv bch, spec wk \$225/wk, \$125/wknd, 10/20-10/27, Nancy, 224-9344

FITCHBURG, 2nd fl, 2br, indry hkup, 2car prkg, stv, \$550/mo, all utl incld, Laura, 274-6546

BOXBORO, 2bdr cndo, avl 11/1, 3rd fl, crnr unit, newly renov, \$700/mo, nr 111/495/DEC facil, Donna, 276-9322

ROOMMATES

F, nonsmkr, shr 3 bdr house, Nashua, \$315/mo + 1/2 util, Emilie, 285-6071

NONSMKR, shr nice 3br hse, Bolton, 2mi/495, \$425/mo (includes heat)+1/2 util, Carol, 276-8377

HAYNARD, 1bdr available in 3bdr apt, \$175 + 1/3 util, Rhonda, 226-6780

F, shr 3 bdr, Belmont, Trapelo Rd, renovated 2fam hse, great loc, wood flrs, \$280+1/3 util, Kathy, 276-8954

F, nonsmkr, 30+, shr 2br mobile home, Derry, NH, \$175 + 1/2 util, Ellen, 292-2046

SPORTING GOODS

DP1500 GYM PACK, 110 lbs w/capcity for addtl 88 lbs bnch pres, leg xtans, more, ask \$140, Becki, 273-3569

SKI BOOTS, mens Raichle RE5, sz 7 1/2, blk/red trim usd 1 season, exc cond, \$70, Kenney, 381-2292

WANTED

GARAGE to store car for the winter, Anne, 297-4580

GOLF CLUBS, Spalding Top Flite Drivers, Wilson Sand Wedges, Jack, 234-4410

BOAT, 12 ft aluminum, Pam, 296-4319

news briefs

Arts and Crafts Fair to be held Nov. 8

The Maynard Employees Activity Committee (meac) is sponsoring an Arts and Craft Fair on Saturday, Nov. 8, from 10 a.m. to 3 p.m. at the Elks Lodge on Route 62 in Maynard. Admission is free. ■

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 Market-place, which is first come, first served. The next three issues and deadlines for DTW: Nov. 10 issue — Oct. 22 deadline; Nov. 24 issue — Nov. 12 deadline; Dec. 8 issue — Nov. 26 deadline. ■

Scouting Explorer Post to be started in Mill

A Boy Scout Explorer Post in Computing is being established in the Maynard area. Employees who would like to become involved in the organization of the Post may contact Roger Gaudet, DTN 223-3049 (JON::GAUDET). ■

Co-ed Indoor Soccer League kicks off 1986-87 season

The Digital Co-ed Indoor Soccer League begins its 1986-87 season the week of Nov. 10. Games are played weekly at the Natick Sports Club, just off Route 9. For more information, contact Mike Raspuzzi at DTN 297-2346 (VINO::RASPUZZI). ■

'Cityski' to feature Ski Club members

Three members of the Digital Ski Club, Bill Brennan, John Fitz, and Al Frazer, will represent Digital in the third annual Busch Cityski Pro/Am Celebrity-Corporate Challenge, which will be held Nov. 2 on Boston Common. Cityski is a program that introduces skiing to inner-city children. Proceeds from the event will be donated to charity. For more information, contact Al Frazer, DTN 276-9821 (COGVAX::FRAZER). ■

Genisys users group meetings set

The Genisys users group will meet on Oct. 28, Nov. 25, and Dec. 16. All meetings will be held from 2 p.m. to 4 p.m. in the Madrid Conference Room, AKO1-2/M5 (Acton/Nagog). Genisys allows business users access to their own data and gives them the ability to generate their own ad hoc inquiry and reporting. It is driven by an active dictionary and requires little technical intervention once the application is completed.

For more information, contact Val Nolen, group coordinator (FDCV21::NOLEN). ■

Chelmsford to sponsor seminar on elderly issues

Chelmsford Health Services and the Employee Assistance Program will sponsor "The Issues of the Elderly" on Wednesday, Nov. 5 from 1:30 to 3:30 p.m. in the Chelmsford Center Conference Room at the ICO facility. Issues such as the normal process of aging, responsibility of family members, legal planning, housing, and medical care will be addressed.

For additional information and registration, contact Peg Fleming, DTN 250-2345 or Margaret Bauman, EAP coordinator, at DTN 269-2270. ■

New exhibit opens Oct. 24 at Computer Museum

A new exhibit, "On One Hand . . . Pocket Calculators Then and Now," debuts Oct. 24 at the Computer Museum, 300 Congress Street, Boston. Combining a hands-on and a historical approach, the exhibit traces the story of pocket calculating, from the clay beads of ancient shepherds to today's multi-function calculators. Hours are Tuesday through Sunday, 10 a.m. to 6 p.m. and Friday evenings until 9 p.m. For more information, contact the museum at (617) 423-6758. ■

DECarolers begin new season

The Maynard Area DECarolers, who sing at Digital facilities during the holiday season, are seeking people who like to sing. The group rehearses at PKO Mondays and Wednesdays during November and December from noon to 1 p.m. Concerts will be given in local facilities from Dec. 15-24. For more information, contact Rich Berger at DTN 223-4281 (FDCV03::BERGER). ■

DCU lunch-box seminars underway

Digital Credit Union (DCU) representatives are holding a series of informational seminars at various locations this fall. All employees are invited to attend. The open meetings are held on Wednesdays from 11 a.m. to 2 p.m. with data on all credit union products and services available. Consult LIVEWIRE, Digital's electronic bulletin board, for information on seminar dates and locations. ■

Meac to sponsor Toys for Tots

The Maynard Employee Activities Committee (meac) will sponsor Toys for Tots from Dec. 1-12. Toys for Tots is a program that provides toys for the needy through the efforts of Digital employees and the U.S. Marine Corps Reserve. For more information, contact Virginia Murphy at DTN 223-2007. ■

educational opportunities

U.S. Software Services Training November course calendar

Registration is open now for the following U.S. Area Software Services Training courses, which will be offered through November. All courses are open to all Digital employees.

Software employees should register for training through their area SWS Registrar. Non-SWS personnel should contact the Bedford registrar at DTN 249-4671. Consult the Software Services Training Course Catalog for complete course descriptions and course prerequisites.

Northeast Area

VAX FMS Concepts (EY-1780E-L0) Nov. 3, PKO
IBM Interconnect II (EY-5375E-L0) Nov. 3, YWO
VAX/VMS System Seminar (EY-1778E-L0) Nov. 10, PKO
Baseway System Installation (EY-5319E-L0) Nov. 10, FHD
VAX/VMS Internals and Data Structures (EY-0016E-L0) Nov. 10, BUO
VAX-11 RDB/VMS Design and Programming (EY-2095E-L0) Nov. 10, BUO

Network Troubleshooting (EY-1763E-L0) Nov. 17, BUO
VAXcluster System Management (EY-2505E-L0) Nov. 17, BUO

New York/New Jersey Area

VAX VTX/VALU Support (EY-2483E-L0) Nov. 3-7, New York
VAX/VMS Assembly Language Programming (EY-5741E-L0) Nov. 20-21, New York
VAX/VMS System Manager (EY-2431E-L0) Nov. 17-21, New York
Intro to VAX/VMS (EY-5703E-L0) Nov. 24-25, New York

Atlanta Customer Support Center

VAX/VMS System Management (EY-2431E-L0) Oct. 27-31, IPO
VAX/VMS Workshop (EY-5737E-L0) Nov. 3-7, 10-14, IPO
RMS Support (EY-2563E-L0), Nov. 17-21, IPO
VAX/VMS System Performance Management (EY-2504E-L0) Oct. 27-31, IPO
VAX/VMS Internals/Data Structures (EY-0016E-L0), Nov. 3-14, IPO

Networks

Ethernet Hardware, Part I (EY-1871E-L0) Oct. 27-31, IPO
DECnet/VAX Support, Phase IV (EY-0150E-L0) Nov. 10-14, IPO
Network Troubleshooting (EY-1763E-L0) Nov. 17-21, IPO

Workstations

VAXmate Support (EY-5721E-L0) Nov. 17-21, IPO

Personal and Professional Skills

Advanced Customer Awareness* (EY-TBD) 10/27-31, IPO

Field Service Lecture/Lab

VAX/VMS Level II (EY-3669E-L0) Oct. 27-Nov. 21, IPO
Personal Computer Systems Architecture Maintenance (EY-5960E-L0) Nov. 3-7, 10-14, IPO
PDP-11 Troubleshooting Workshop (EY-1459E-L0) Nov. 17-21, IPO

*Meets in half-day sessions, 8:30 a.m.-noon and 1-4:30 p.m. ■

Industrial engineers to hold conference in Boston

The Institute of Industrial Engineers will hold its fall conference on Dec. 7-10 at the Marriott Copley Hotel in Boston. Over 130 education sessions and workshops will be featured covering every category of industrial engineering responsibility, from production and inventory control to manufacturing systems. Wayne Fernald, principal engineer in the Semiconductor Manufacturing Operations Group in Hudson, Mass., is arrangements chairperson for the conference, which will include a tour of Digital's Boston plant.

In addition, the annual research forum will present a series of papers on computer integrated manufacturing (CIM), which includes discussions on flexible manufacturing, artificial intelligence, function modeling, and group technology. A series of pre-conference seminars during the week of Dec. 4-7 will cover these topics in depth.

The early registration deadline is Nov. 7. For more information, contact Wayne at DTN 225-4533 (VAXINE::FERNALD) or Lynne McKay, DTN 228-2303 (FXADM::MCKAY).

Special pricing for CBIs announced

Educational Services announces a special internal sale of two popular VMS computer-based instruction (CBI) products on TU58 media: **Introduction to VMS (TU58)** (Order No. EY-3485E-TU), and **Introduction to EDT (TU58)** (Order No. EY-3486E-TU).

"Intro to VMS" teaches people with all levels of computer expertise the basic user tasks on VAX/VMS and gives an introduction to further VAX/VMS CBI training. Students can use their own terminals to learn the basic concepts and commands needed to use the EDT editor on the VAX/VMS system.

These self-paced courses are tailored to meet the needs of VMS users who would like to refresh their knowledge about the VAX/VMS operating system and the EDT editor, as well as for those who need to ramp-up quickly on VMS and EDT.

U.S. Digital employees may purchase these CBIs for \$175 each through a charge to cost centers. Send a written request to Educational Services Order Processing, Billerica, Mass. Address VAXmail memos to EDSVAX::MAILPO and DECmail memos to MAILPO @ BKO. Include your name, cost center, mailstop, external mailing address, cost center manager's name, course title and part number, desired media, and quantity. This offer exists internally and only for the media listed above. The same courses on other media are available at the regular internal price. ■

High Performance Systems course calendar

Oct.		
29	Quality Factor Development	Keyboard C.R., MRO1-1
Nov.		
29	Object-oriented Programming	Hdwe/Sftwe C.R., MRO 1-2
10-21	A Systematic Approach to Digital System Design	Hdwe/Software C.R. MRO1-2 (11/10-14); Pine Grove C.R. MRO3-2 (11/17-21)
19,24	Bipolar Digital Integrated Circuits	Keyboard C.R. (11/19) Hdwe/Sftwe C.R. (11/24)
Dec.		
2-4	Advanced Workshop in C Programming	Keyboard C.R.
8	Bipolar Digital Integrated Circuits	Hdwe/Sftwe C.R.
9-12	Kepner-Tregoe Problem Solving/Decision Making	Hdwe/Sftwe C.R.
16	Quality Factor Development	Keyboard C.R.
16	Object-oriented Programming	Hdwe/Sftwe C.R.

To enroll on-line, set host HYPER, username COURSES, password COURSES. For more information, contact the registrar at DTN 297-6298 or HYPER::REGISTRAR. ■

Quality Development Program course calendar

Date	Course	Location
Oct.		
28-30	Introduction to Deming	MKO
29-30	Introduction to Digital for Engineering	OGO
30	Statistics for Improving Quality/Productivity	ZKO
Nov.		
5-6	Introduction to Digital for Engineering	ZKO
6, 13, 20	Statistics for Improving Quality/Productivity	ZKO
5, 12	Exchanging Technical Information	MKO
10-14	Design for Reliability	LKG
11-12	Introduction to Digital for Engineering	HLO
18-20	Introduction to Deming	TBA*

* TBA - location to be announced

To enroll in a workshop over the ENET, set host to QDP's captive account on node SIVA, username COURSES, password COURSES or call Sue Picard at DTN 381-1822. ■

Educational Services announces new courses

Educational Services announces two new text-based instructional (TBI) courses.
Utilizing VMS Features from VAX C
 (Order No. EY-3482E)

This TBI (available with on-line exercises on choice of media) is designed for commercial and scientific programmers of the C language and for software specialists who require access to VAX/VMS system services, record management services, or other facilities in their programs written in VAX C. Prerequisites are the VMS courses "VAX/VMS Utilities and Commands" and "VAX Concepts." Ideally, students have had at least three months of programming experience in VAX C or in any other C language.

Programming DECnet VAX TBI
 (Order No. EY-6702E)

"Programming DECnet VAX" explains in

detail how to implement DECnet on VAX systems. This three-day course is designed primarily for experienced application programmers who need to write network programs using VAX/VMS or VAX RMS system services.

U.S. employees and cost centers may purchase these courses by sending written memos to Educational Services' Order Processing group in Billerica, Mass. Send DECmail orders to MAILPO @ BKO and VAXmail orders to EDSVAX::MAILPO. Please include your name, badge number, cost center, cost center manager's name, mailstop, external mailing address, course title and order number, media type and quantity. Orders cannot be processed without badge numbers.

For further information, phone (1-800) 343-8321. ■

Self-paced Office Automation courses available

Educational Services announces the following specially priced self-paced courses:

Managing Your Business with Multiplan®	EY-2650E-RX	\$45
Making Key Business Decisions with Multiplan®	EY-2655E-RX	\$45
Analyzing Financial Statements with Multiplan®	EY-2657E-RX	\$45
Managing Your Business with LOTUS 1-2-3®	EY-2651E-RX	\$45
Making Key Business Decisions with LOTUS 1-2-3®	EY-2654E-RX	\$45
Analyzing Financial Statements with LOTUS 1-2-3®	EY-2656E-RX	\$45
Advanced Training for LOTUS 1-2-3®	EY-2658E-RX	\$35
Training for dBASE II®	EY-2653E-RX	\$35
Training for WordStar®	EY-2652E-RX	\$35
Touch Type for DECmate	EY-2310E-CS	\$35

To order, send a memo to Educational Services' Order Processing group in Billerica, Mass. Address DECmail memos to MAILPO @BKO and VAXmail memos to EDSVAX::MAILPO. Include your name, badge number, cost center, cost center manager's name, external mailing address, together with your mailstop, title, order number, and quantity.

For further ordering information, phone Order Processing at (1-800) 343-8321. Other inquiries should be directed to DTN 249-1454. ■

Multiplan is a trademark of Microsoft Corp. 1-2-3 is a trademark of Lotus Development Corp. dBase-II is a trademark of Ashton-Tate. WordStar is a trademark of MicroPro International Corp.

Software Services Training announces MS-DOS course

Software Services Training/Atlanta Customer Service Center, announces a self-paced course on MS-DOS* which will be available in Q2 of FY87.

MS-DOS Differences: VAXmate (Order No. EY-5366E-PS)

This course is designed to familiarize software specialists with issues related to programming under MS-DOS V3.1 on the VAXmate. The training includes a study of the hardware architecture, the internal structure of MS-DOS V3.1, new systems calls, and networking support. A basic knowledge of MS-DOS programming and internals is required.

The course may be purchased by sending written memos to Educational Services' Order Processing group in Billerica, Mass. Send DECmail orders to MAILPO @ BKO and VAXmail orders to EDSVAX::MAILPO. Please include your name, badge number, cost center, cost center manager's name, mailstop, external mailing address, course title and order number, media type and quantity. For further information, phone (1-800) 343-8321. ■

*MS-DOS is a trademark of Microsoft Corp.

Digital Press introduces four books on AI

Digital Press announces four new books about artificial intelligence (AI).

A Programmer's Guide to COMMON LISP, by Deborah Tater (Order No. EY-6706E-DP)

COMMON LISP: The Language, by Guy Steele (Order No. EY-000310DP)

The Artificial Intelligence Experience: An Introduction, by Susan Scown (Order No. EY-3457E-DP)

Engineering Intelligent Systems: Concepts, Theory, and Applications, by Bob Gioroso and Fernando Colon Osoria (Order No. EY-AX011-DP).

U.S. employees and cost centers may purchase these books by sending written memos to Educational Services' Order Processing group in Billerica, Mass. Send DECmail orders to MAILPO @BKO and VAXmail orders to EDSVAX::MAILPO. Please include your name, badge number, cost center, cost center manager's name, mailstop, external mailing address, course title and order number, and quantity. Orders cannot be processed without badge numbers. For more information, call DTN 249-1454. ■

Digital employees putting fun in United Way fundraising



Although personnel recruiter Dolores Ramos had fractured her ankle in August, the injury didn't keep her from participating in Northboro's United Way Fun Run/Walk. Jim Boothroyd, security supervisor at NRO, was there to lend a helping hand.



WVBF radio personalities Wally Brine (second from left) and Loren Owens (third from left) were also on hand for the fun in Northboro. With them are, from left, John Jeffrey, Maureen Letendre, Elaine Cullinane, Esther Shariggan, Brian Riddle, Debbie Gallotto, and Donna Joyce. Not shown are committee members Bill Franklin, Dick Cote, Allan Pratt, Paul Poisson, Cindy Foley, Jenny Ciampaglia, Gail Gavin and John Lever.



It was a perfect autumn day for the Stow Fun Run.



Jay Whittaker (left), Information Systems manager for the Marketing Information Center in Westboro, Sandi Hinds (center), and Mary Ann Schram (right) take time out from Westboro's auction, which raised \$1,500 for United Way.



Bel Cross, Corporate manager, Digital Information Systems, gets ready to throw a ball at VRO's "Fun Dunk" fundraiser.



Roger Bedard goes into the drink at the "Fun Dunk."