

digital

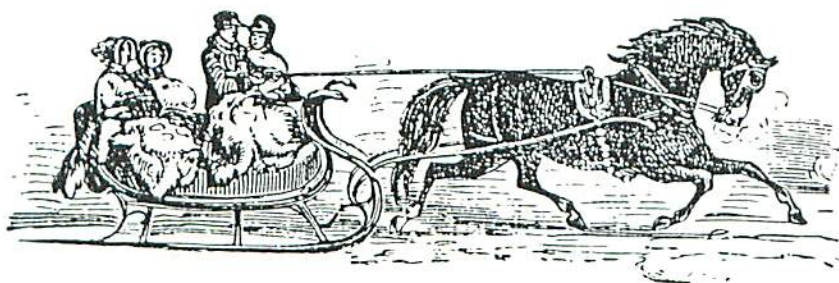
MAYNARD

DIGITAL THIS WEEK



Volume 11, Number 24

December 17, 1984



May you and your family be blessed with peace and happiness throughout the holidays and the New Year.

Ken Olsen
President

GIA Manufacturing and Engineering organized into Far East, Western Hemisphere Operations

The General International Area (GIA) Manufacturing and Engineering group, formed in October to integrate the Manufacturing and Engineering operations in that geography, has been organized into two groups: Far East and Western Hemisphere operations. Both groups report to Dick Yen, vice president, GIA Manufacturing and Engineering.

Dick Yen is currently acting manager of Far East Manufacturing and Engineering Operations, which is responsible for Taiwan, Hong Kong, Singapore and the Japan vendor management and purchasing office.

Western Hemisphere Operations, managed by Ed McDonough, is responsible for

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Dick Yen

Jack MacKeen heads realigned OEM Group



Jack MacKeen

Jack MacKeen has been named group manager of the OEM Product Group, reporting to Ward MacKenzie, vice president and group manager of OEM and the Business Computer Group (BCG). Jack

will be responsible for marketing activities focused on Digital's indirect suppliers to technical users. This group now includes the MicroComponents Product Group, the Technical OEM (TOEM) Product Group and the newly formed Marketing Services Group. The Commercial OEM (COEM) Product Group, formerly part of OEM, is now part of BCG.

Jack, who joined Digital in 1961, has managed both the TOEM and MicroComponents Product Group during his tenure with the company.

The TOEM Product Group will maintain its traditional role of marketing products and services to indirect suppliers of technical-application products and solutions. The group's product focus will extend from personal computers at the low end to the VAX 8600, networks and clusters at the high end. This group will be managed by Eli Lipcon, who joins the OEM Group from his current position as Operations manager of the U.S. Sales Distribution Group. Eli has held various marketing and finance positions with the TOEM and Personal Computer groups in the past.

The MicroComponents Product Group will also continue its traditional market focus of chips, boards, subassemblies and development tools for those customers who wish to extend their use of Digital architectures below the level of traditional systems. Dick Heaton will continue to manage the MicroComponents Product Group.

The Marketing Services Group has been formed to facilitate common activities between the TOEM and MicroComponents groups. Since they market to similar customer bases, the service functions of Marketing Communications, Market Analysis and Planning, Program and Policy Development

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Clustering and networking featured at DECworld-85



VAXcluster technology and DECnet communications, which included an Ethernet local area network and a variety of networking links, were exhibited at the DECworld-85 exposition held recently at the Hynes Auditorium in Boston.

DECworld-85, an exposition of computer hardware, software, service and support offerings targeted to executives of the leading organizations throughout the world, was held from December 5-11 at the Hynes Auditorium in Boston.

At DECworld, there were customer environments recreated in five "Solution Centers" including: industrial, financial, research, education and technology centers. Each featured a broad range of Digital software and hardware products at work in realistic settings to help solve the unique problems found in each customer environment.



DECworld-85 participants using personal computers and video display terminals at the Network Workshop.



Shirley Chorney (background), Program Development manager for Large Systems Marketing, and Diane Hayward, Associate Methods and Procedure analyst for Finance and Administration Information Systems, using a Rain-bow personal computer networked to a VAX. This demonstration depicted an executive workstation in the office of a typical vice president of information systems.

To carry out the DECworld-85 theme of "Making It All Work-Together," all five centers were interconnected using Ethernet and DECnet networking products. This network included a link via a satellite com-

munications system to other networks on the West Coast.

This management-oriented exposition also focused on Digital's state-of-the-art VAXcluster technology.

Governor names December 5-11 as Digital week

Coinciding with Digital's trade show, DECworld-85, Governor Michael Dukakis recently proclaimed December 5-11 as Digital Equipment Corporation, DECworld-85 Week in Massachusetts.

Ken Olsen, president, was given the proclamation at Hynes Auditorium, site of DECworld-85.

More than 5,000 customers from around the world, hosted by sales managers and representatives, were brought together at the exposition to see how Digital's computing solutions can be used in the office, business, factory, laboratory and classroom. □

Commerce Department honors Digital

Digital has been honored as a "prime contractor of the year for New England" by the New England Federal Executive Board of the U.S. Department of Commerce for its outstanding contribution to the New England Minority Business Community during 1984.

The company was praised by the New England Minority Purchasing Council for its efforts to surpass the legislative requirements outlined in public law and government regulations. For each direct federal dollar received in FY84, Digital spent \$1.74 with the small business suppliers/vendors.

Digital is supportive of small businesses, small minority businesses and women-owned businesses throughout the United States.

Accepting the award for Digital were John Soderberg, Government Policy manager, Government Systems group; and Ted Campbell, Operations manager for Small, Disadvantaged and Women-Owned Business Programs, Corporate Purchasing.

Digital competed with all other government prime contractors in New England for the award. □

Stock purchase price announced

The price for Digital Stock purchased on December 1, 1984, through the Employee Stock Purchase Plan, was \$75.75. The Fair Market value on the first day of the payment period June 1, 1984, was \$89. The Fair Market Value on the last day of the payment period November 30, 1984, was \$103.56. The purchase price was based on the lower Market Value price less 15 percent.

Statements of ownership and Stock Certificates were mailed the first week of December. The rollover amounts were car-

ried over into the new payment period on week ending December 8, 1984, check issued December 13, 1984.

As always, the Supplementary Contribution sign up deadline was to be made no later than 10 days after the beginning of the Payment Period, which was December 10. The Supplementary Contribution for the December Payment Period will be \$3.79 and will begin on week ending January 12, 1985, check issued January 17, 1985. □

DIGITAL THIS WEEK



Editor: Jane Littlejohn

Send stories, photos, ideas or suggestions to DTW, CFO2-3/K23 or call the editor at DTN 251-1307. 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 Corporation for the Employees in the Greater Maynard area.

Changes in Field organization aimed at customer satisfaction



John Alexanderson



Don Busiek



Dick Poulsen

Recent changes in the structure of Digital's Field organization will make it easier for customers to deal with the company while optimizing internal resources.

"Our business is becoming less hardware - and more system-oriented. A customer purchases a 'total system' from Digital, but we have traditionally divided responsibility for servicing that system among several groups," says Jack Shields, vice president, Sales and Service. "This has made us unnecessarily complex to our customers and has slowed the internal decision-making process."

To focus on "systems," the management of after-sale hardware and software support has been consolidated into one organization. This group will include Field Service; the Spares business, currently part of the Peripherals & Supplies Group (PSG); and the Software Product Support business (SPS), currently part of Software Services. Dick Poulsen, vice president, Field Service, will manage this effort on behalf of the Field. Besides making Digital easier for customers to deal with, these changes will enable Software Services and PSG to strategically concentrate their resources.

Phil Becker named Senior Consulting engineer

Phil Becker has been named Senior Consulting engineer for the Product Development Group, Government Systems Group (GSG), reporting to Suresh Masand, manager GSG Product Development Group.

Phil worked for 15 years in the RFI (radio frequency interference), EMI (electro magnetic interference), and Tempest (a special requirement of the U.S. Government) technologies at Atlantic Research Corporation in Alexandria, Virginia. During the last six years, he consulted with customers in areas including detailed design, product testing and certification, and quality assurance techniques and discipline.

"We view Phil as an invaluable resource to Digital. His ability to provide professional design consultation will enable Digital to create products which are designed for better RFI/EMI/FCC performance," said Suresh.

Computer Special Systems (CSS) will now report to Don Busiek, vice president, Software Services. Russ Gullotti is acting manager of CSS. "Putting CSS and SWS -- Digital's system solution organizations -- under one manager will enhance our ability to be more systems-oriented," says Jack. No further organizational changes in CSS are anticipated.

John Alexanderson, vice president, Peripherals & Supplies Group, will continue to focus his organization on increasing Digital's share of the system upgrade market, through the Add-On and Upgrade Group and the Accessories and Supplies Group. John will also work with Dick Poulsen to better align the charters of the Traditional Products group and the Trade-In Refurbishment group.

"I have also asked the Sales organization to make specific recommendations as to how to improve our selling efforts for services and after-sale products," says Jack. "We want our Sales organization to sell all of Digital's products and services. This effort is planned to be underway in FY86.

"The end results of these changes will be significant to Digital and to our customers." □



Phil Becker

Phil earned both his bachelor's and master's degrees in electrical engineering from the University of Wisconsin. He has also published several papers and coauthored the Tempest Design Handbook which was published by the U.S. Government. □

Tax information from Corporate Payroll

FICA Wage Limit For 1985

The Social Security Administration has announced the 1985 FICA rate. Employees will be taxed at the rate of 7.05% of gross wages. The maximum wage base is \$39,600 for a maximum withholding of \$2791.80.

Federal Withholding Form W-4

If an employee is claiming exempt status (no federal withholding) for 1984 and wishes to continue to claim exempt status in 1985, that employee must file a new Federal W-4 form on or before February 15, 1985. If an employee does not file a new W-4 form by this date, Digital is required by law to withhold at the rate of single status with one allowance. Please see your PSA/PA to complete a new W-4 form.

Employees who had completed the federal W-4 form for 1984 based on estimated deductions and tax credits should complete a new W-4 form if circumstances have occurred which might change their tax deductions.

W-2 Distribution - 1984

The Corporate Payroll Department will be mailing 1984 W-2's during the last full week of January 1985, in compliance with federal regulations requiring W-2's to be distributed by January 31.

This year's W-2's will be printed on a new three part form using laser printing. Each employee will receive three original print W-2's, one each for federal and state filing and one for employee records. Employees will be provided with a superior quality W-2. □

Parties and work hours during the holidays

As the Christmas and New Year holidays approach, all employees should understand Digital's holiday schedule where December 24, 25 and January 1 are days off from work. However, since Friday, December 21 and Monday, December 31 are normal work days, employees are expected to work their regularly scheduled hours.

Holiday potluck lunches are traditionally held by many departments. These festivities are encouraged, but employees are reminded that these lunches are to take place within the normal time allotted for breaks. Obviously, alcoholic beverages are not to be served at these lunches.

The company does not sponsor Christmas parties inside or outside its facilities. Parties at Digital facilities, outside restaurants or private homes cannot be sponsored wholly or in part by the company. □

DME announces comprehensive management development curriculum

Digital Management Education (DME) has completed the first internal management education curriculum for Digital employees. The curriculum presents DME's training and development offerings in a logical sequence of courses. It is designed to help managers plan the training portion of their own and their subordinates' career development.

DME's goal is to develop the general management skills required by managers at all levels and across all functions. The curriculum targets four audiences: pre-management, first level management, middle management, and senior management. Within each level, courses are described as either *core* or *elective*. Core courses provide basic skills and knowledge necessary for effective performance at each level; elective courses refine skills for different job situations and are based on an individual's particular development needs.

Course sequences for each level are depicted through curriculum maps which will

be continually updated and enhanced to keep pace with Digital's growing educational requirements.

DME has woven four key management themes throughout the curriculum -- self management; leadership and people management; business management; and organization management. In addition, the curriculum helps to:

- promote consistency in management policies and practices, while valuing differences;
- foster cross-functional collaboration;
- emphasize key corporate goals of quality and customer satisfaction; and
- communicate Digital's culture, values and norms.

The curriculum, including course descriptions, dates and locations, will be mailed in early January. For further information, call DTN: 249-1881/1882 or (617) 276-1881/1882. □

Project Athena sponsoring Seminar Series

Project Athena is sponsoring a series of seminars during MIT's winter interim. These seminars have been planned to continually inform the MIT campus and the Digital engineering community of Project Athena.

For more information about the seminars or how to attend, contact Tami Brennan at DTN 225-6573 or send mail to RDVAX::Brennan.

PROJECT ATHENA

Coordinator: Connie Donaghey, E40-443, 253-1300

Documenting Your Athena Project
Linda Merims, Athena Documentation Manager
Wed., Jan. 23, 10-12:00, 34-101

This seminar is for people who are developing educational software as a part of Project Athena and who know that--somewhere along the line--they are going to need to document it. The seminar has two main purposes: to provide a kit of short, practical tools for documentation, and to find out what documentation help you are looking for from Athena. Specific topics will be: documenting how your program works internally for programmers who must maintain it; putting online help in your system; how to make a man page; and what ought to be in a document for the systems' users.

Project Athena is a large-scale educational experiment aimed at developing and appraising ways in which convenient access to networked computer workstations can influence the structure and content as well as the teaching and learning associated with the educational programs of the Institute. Speakers will discuss educational

software projects now underway at MIT under the sponsorship of Project Athena.

Project Athena Status Report

Prof. Steve Lerman
Director of Project Athena
Tues., Jan. 8, 3:30, 34-101

Computer-Aided Electromagnetic Field Instruction

Prof. James Kirtley
Electrical Engineering and Computer Science
Thurs., Jan. 10, 3:30, 34-101

Computer Applications in Transport Phenomena

Prof. Julian Szekely
Materials Science and Engineering

Computer-Based Software for Foreign Language Instruction

Dr. Janet Murray
School of Humanities and Social Science
Thurs., Jan. 17, 3:30, 34-101

Computer Enhanced Curriculum for Fluid Mechanics

Profs. Earl Murman and Sheila Widnall
Aeronautics and Astronautics
Tues., Jan. 22, 3:30, 34-101

Computer-Based Course in Modeling, Research & Design

Dr. Andrea DiSessa
Educational Computing Group
Laboratory for Computer Science
Thurs., Jan. 24, 3:30, 34-101

Playing and Analyzing Sequential Prisoner's Dilemmas

Prof. Hayward Alker
Political Science
Tues., Jan. 29, 3:30, 34-101 □

Courses from Digital Information Systems

POWERHOUSE

DIS has selected "POWERHOUSE" as the recommended application generator package for use by MIS groups within the corporation. "POWERHOUSE" is a new product from a third party software producer and represents the current state-of-the-art in data driven application generation software.

This product will be available under a corporate use license in February. Internal Software Services (ISWS) will provide software distribution and support to all internal MIS groups in the U.S. GIA and Europe will have similar support plans.

"POWERHOUSE" allows the development of entire applications, including data dictionary, forms, data validation, report writing and transaction processing. It uses standard VAX RMS files, which can be shared with non-"POWERHOUSE" applications. This product is targeted at mid and low range transaction processing applications. These can be viewed as applications which are too large to be developed in Datatrieve but not large to require ACMS.

Applications currently being done in a third generation language, such as COBOL or BASIC are candidates for "POWERHOUSE". "POWERHOUSE" offers functionality that is competitive with third generation languages at a small fraction of the development cost. In addition, the learning curve for "POWERHOUSE" is very short, with most programmers able to develop advanced applications quite rapidly after the one week introductory training course.

DIS is offering the following "POWERHOUSE" courses:

Introduction to POWERHOUSE
January 14-18 Virginia Rd., Concord,
January 21-25 (VRO3, PTP
Classroom)

For course enrollment, contact the DIS Training Registrar at DTN 249-4770. □



Broncia Smale receiving her 25-year award from Jack Smith, vice president, Engineering and Manufacturing, at the service award dinner held recently at the Sheraton Tara in Framingham. Other employees who received 25-year awards for their continuous service with Digital were: Richard Best and George Gerelds of the Engineering organization and Paul Gaudaire and Arthur Clockedile from the Manufacturing organization.

news briefs

Marlboro Cluster holding blood drive

The Marlboro Cluster Health Services is planning a two-day blood drive on January 4 at the DEC 10-20 Room in MRO1 and on January 14 in the Pine Grove Room on MRO3 from 9 to 2:45 p.m.
Call DTN 231-6444 at MRO1 or DTN 231-7800 at MRO3 for an appointment.

Deadlines for 'Digital This Week'

Deadlines for Digital This Week have been established to help you plan events and publicity around certain editions of the paper. Deadlines don't pertain to Market-place, which is first come, first served. The next four issues and deadlines for DTW:
Jan. 7 issue -- Dec. 26 deadline
Jan. 21 issue -- Jan. 9 deadline
Feb. 4 issue -- Jan. 23 deadline
Feb. 25 issue -- Feb. 13 deadline

United Negro College Fund Telethon on December 29

The annual United Negro College Fund Telethon is planned for December 29 at the Sheraton Boston Hotel. Three groups of 25 people are required to work three shifts from 12 to 4, 4 to 8, and 8 to 12. Anyone interested in volunteering as telephone operators should contact Ted Campbell at DTN 234-5371 or Vhonda Lowery DTN 276-9309.

Mill power shutdown planned

Electrical power at the Mill in Building 5-B, 5-1, 5-2, 1-4 Computer Room and Building 5 self-service elevator, will be shutdown on Saturday, December 29 from 7 a.m. to 5 p.m. in order to supply power to the 5 renovations from poles 1-23.
Plant Engineering will notify Security as soon as the services are restored.
Any questions regarding this shutdown should be referred to Walter Rowe at DTN 223-6595.

Steven Levy and Hackers at Computer Museum

Steven Levy, author of *Hackers: Heroes of the Computer Revolution*, will be at The Computer Museum in Boston on Sunday, December 16 to talk about his book. Hackers described in his book will be at the meeting which will begin at 3 p.m. in the Computer Museum Auditorium at Museum Wharf. Afterwards, Steven will autograph copies of his book on sale at the museum store. Admission to the museum is \$4; \$2 for students and senior citizens.

Meac selling tickets to Muppets Show

The Maynard Employees Activities Committee (meac) will be selling tickets for The Muppets Show at the Worcester Centrum. The show will be on Sunday, January 27 at 1 p.m.

Tickets cost \$6.50 for both adults and children and may be obtained by filling out an order form (available on your local bulletin board), enclosing a check or money order payable to "meac" for the amount of the tickets, and also enclosing a self-addressed, stamped envelope. Send it to meac - Muppets, P.O. Box 18, Maynard, MA 01754.

There is a limited supply of tickets that will be provided on a first-come, first-serve basis through the P.O. Box only. If you have any questions, contact Betty at 223-9910 or Lorraine at 223-5271.

Meet the managers at CAEM's open house

On Thursday, January 17, CAEM will conduct its first Career Open House for Digital employees.

Anyone interested in learning about Marketing or Software Engineering careers in Computer Aided Engineering and Manufacturing, may do so by going to the MR03 cafeteria from 4:30 to 6:30 p.m. The agenda will include presentations and demonstrations and managers will be available to discuss career opportunities.

Anyone interested who is unable to attend the open house should send resumes to Rosanna Nadeau at MR03-1/E8, or on VAXmail at CURIE::NADEAU.

Scholarships available for Phillips Academy

Employee dependents between 10th and 11th and 11th and 12th grades are eligible to receive Digital sponsored scholarships for the 1985 Phillips Academy summer session. The purpose of the session is to provide an experience that deepens and extends the intellect and interests of strongly motivated high school students. Eight hundred and fifty public and private high school students from around the world are selected each year to attend.

The scholarship will cover tuition, room and board. Other expenses such as travel, application and lab fees and incidental expenses are the responsibility of the student. Scholarship awards are determined by the Phillips Academy Admissions Committee.

Applications and booklets describing the program will be available after January 1. Interested employees should send a memo listing home address to Judi VonDohlen at MSO/K10. Application deadline to Phillips Academy in Andover, Mass. is March 1, 1985.

Increase automated teller machine safety

Automated teller machine (ATM) robbery is a national epidemic. While enjoying the convenience of electronic banking, users must protect their personal identification number (PIN) to increase ATM safety.

This PIN number is the code number needed to do any transactions. Three ways to keep the number secret and account safe are: never write the number on the card or its envelope, never carry the PIN with the card and never give the number to anyone on the telephone.

ATM safety can also be increased by the way in which the machine is used. When using the machine, be aware of people hanging around. If they make you nervous, go to another machine or come back later. When making transactions, stand squarely in front of machine to shield keyboard from view. After withdrawing money, place money in wallet or purse, finish transaction, take card and receipt and walk away.



APPLIANCES

COUNTER TOP OVEN, rotisserie, bakes, broils, roasts, exc cond, used only a few times, \$25, Marge, 223-3113

FREEZER, Kenmore upright, 15.9cu ft, white, exc cond, \$250, Bette, 273-3253

CARS

'79 CADILLAC COUPE DE VILLE, 90Kmi, exc cond, AM/FM cass, AC, full power, \$6500 firm, Steve, 276-9286

'72 DODGE VAN, 1/2 ton, 3spd, slant 6, 66Kmi, bench seat, runs gd, \$900, B/O, Kevin, 231-5740

'64 FORD GALAXIE 500, from Washington state, no rust, \$1500, B/O, Joan, 247-2464

'79 CHEVETTE, 4spd, new eng, tires, batt+exh, AM/FM, defog, AC, 2dr, \$1500, B/O, Dave, 229-6185

'78 PONTIAC PHOENIX, auto, PB, cruise, AM/FM, rustprf, 52Kmi, new tires+exh, exc cond, \$1750, Fiona, 258-4136

'81 DATSUN 280ZX, blue/silver, T-tops, 5spd, loaded, mint cond, must sell, \$8600, Steve, 236-2968

'74 CAMARO, runs gd, nds body work, 6cyl, auto, \$500, B/O, Al, 231-6869

'80 CHEVY MONZA 2+2, hthchbck, auto, V6, PS, PB, AM/FM, 58Kmi, extras, white, \$3600, Gary, 276-1587

'65 FORD FALCON FUTURA, 40K orig mi, superb cond, 2dr, 6cyl, auto, dark green, \$3200, B/O, Dale, 269-2279

VOLVO 82DL, 61Kmi, exc cond, AC, stereo, 5spd, new tires, dealer svc'd, all papers, \$9500, Hal, 258-4117

'84 FORD F-250 PICKUP, 3/4 ton, 2WD, 4spd, 7Kmi, many extras, trailer tow pkg, \$12,000, Paul, 228-2266

'78 DATSUN B210, white, tan int, 73Kmi, AM/FM, auto, 2 new snows, \$1800, B/O, Joan, 274-6941

'82 DATSUN PICKUP, 26Kmi, diesel, AM/FM, 6' bed, looks new, seldom used, \$4100, Terry, 223-8270

'72 HGB, gd car for parts or restoration, shop manuals included, \$950, B/O, Neil, 232-2477

'80 VW RABBIT, 4spd, AM/FM, exc cond, 40mpg, diesel, \$3150, B/O, Vanni, 229-6287

'80 RENAULT R5, many miles, refnshd+largely reblt, 31-38mpg, runs nicely, \$1500, Charlton, 229-6801

'79 SUBARU WGN, 5spd, vy gd cond, well maintain, \$2500, B/O, Brian, 279-5200

'83 HONDA ACCORD, 4dr, 5spd, AC, 27Kmi, stereo/cass, \$8400, Maureen, 247-2116

'82 CHEVY CAVALIER STA WGN, 5dr, 4cyl, 57Kmi, PS, PB, AC, rustprf, AM, exc cond, \$4800, Leonard, 284-3414

'79 PORSCHE 924, beige, 90Kmi, sunrf, Blaupunkt cass, gd cond, \$5500, Steve, 229-6088

FURNITURE

WATERBED, queen sz, exc cond, pine frame, 2-shelf headbrd, semi-motionless, \$375 firm, Karla, 278-4631

WATERBED, king sz, only 10mos old, box spring+matt, latest style, orig \$660, \$400, B/O, Kathy, 274-6517

SOFABED, beige velour w/brown+orange design, 82" long, less than 1yr old, \$300, B/O, Donna, 229-6601

NIGHTSTANDS(2), Broyhill dark cherry, 18th cent style, 2 draws ea, glass tops, \$300, Doug, 223-9676

DINETTE SET, maple, leaf + 4 chairs, \$85, CHAIR, rust colonial, upholstered, \$45, Maryann, 231-6403

SOFA/SLEEPER, queen sz, rust/orange/creme print, 2 matching pillows, gd cond, \$50, Ken, 277-7307

DINETTE SET, solid maple, drop leaf, 2 chairs, 1yr old, hardly used, \$125, B/O, Peter, 269-2420

DINING RM SET, trad mahogany, table, 3 leaves + 6 chairs, china hutch+buffet, \$1200, Mary Lou, 234-5268

MISCELLANEOUS

CAR STEREO, '84 Mustang, AM/FM, \$75, ATARI 2600 CART-RIDGES, various, BUNDY CLARINET, \$75, Ginny, 276-9279

TRUMPET + CLARINET, brass, exc cond, 1yr old, \$75/ea, B/O, Gloria, 234-4294

SEWING MACHINE, portable, zig-zag, attachments inc, gd cond, \$25, Helen, 231-5286

35MM CAMERA, XG9 Minolta, 45mm 1:2 lens, auto 200x flash, Vivitar VMC 49mm cover, \$125, Ron, 292-2173

CAR STEREO, Sears, AM/FM, orig \$110, exc cond, \$50, Bob, 231-2163

ROBIN VT180, dual drv, CPM, MBasic, Select, Multiplan, vy little use, \$1300, B/O, Dave, 231-6367

STUDIO PIANO, high gloss, black, 4yr old, rarely used, \$2500 firm, Felix, 249-4713

SOFTWARE POLY-XFR, transfer fr PC to VAX, Part# QA-193-C3, \$55, Barbara, 279-5601

FUR COAT, sz 10, gd cond, \$200 firm, Diane, 283-7403

COMMODORE 64, 1541 disk drv, C2N cass, Koala pad, some educ software, manuals, \$400, Bernie, 229-6680

FM RADIO, '81 Delco, cass player, fits '77-'81 GM car dash, \$75, Ron, 289-1031

SNOW TIRES, w/w, nylon cord, 5.60-14, exc cond, \$30/pr, Paul, 223-3548

PINE BOARDS, rough cut, approx 900 board ft, random lengths, 1" thick, air dried, \$270, Roland, 223-2685

COFFEE TABLE, lobster trap, 28" w x 48" l x 16" h, 1/4" glass top, exc cond, \$95 comp, B/O, Alan, 223-5339

SNOW TIRES(2), new Conti Contact, 185/70 SR13, mntd on new wheels for Honda Accord, \$130, Bill, 223-2019

RIMS + HUBCAPS(4), for 13" wheel, great shape, will fit Sunbird or sim GM car, \$20/ea, Dave, 225-5248

BOWLING BALLS, set of 4, Comanche, 7oz, purple+white pearl, used once, \$40, Marcelle, 231-7589

TV, Heathkit GR-2000, \$100, TUNER/PREAMP, Heathkit Modulus, \$100, OSCILLOSCOPE, \$100, Walt, 237-3361

TIRES(4), Uniroyal, 10R 15 LT, all weather radial, like new, \$300, Mike, 276-9207

STEPPER MOTORS + ENCODERS, 200 steps/rev, 150oz - in torque, hi quality, 50% of list, Bruce, 225-5487

TYPEWRITER, Corona Ultrasonic I, self-correct, orig \$575, hardly used, programmable, \$400, Peter, 288-6363

BABY ITEMS, like new, reasonable, SNOWMOBILE SUIT, Artic Cat, sz med, blk, like new, \$100, Linda, 238-3504

CASHMERE JACKET, men's sz 44R, camel, never worn, retail \$350-400, \$150, Ruth, 251-1602

FRYE BOOTS, women's sz 6 1/2, exc cond, rust, \$40, Marita, 223-9034

TIRES(2), all winter, FR78-14, radial, 7Kmi, \$35/ea, TIRE, Powerstreak, FR78-14, 10Kmi, \$25, Dick, 221-5067

DOG HOUSE, 4'x 3'x 3', \$65, Dave, 229-6715

CAMERA + PROJECTOR, Sankyo, dual 8 sound, 18/24 FPS, zoom lens, audio dub, orig \$575, \$350, Mitch, 223-2778

CAMERA OUTFIT, Olympus OM2, 50mm lens, Saitex 80-20 mm lens, 28mm wide angle+more, \$600, Eric, 223-2208

DOORS, set of louvered, bifold, fit 60" wide opening, stained walnut, never used, \$200, Dian, 223-3062

DOWN JACKET, women's sz sm, exc cond, baby blue; down vest, sz sm, dk blue, \$80/both, Marita, 223-9034

MOTORCYCLES

'75 YAMAHA RD350, oil injected, 2 stroke, new batt+frnt tire, inc face helmet, \$450 firm, Dave, 276-9664

'80 HONDA CR80, like new, used only few hrs, must sell, B/O, Chet, 225-5248

'76 HONDA CB750K, black, great looking, 5.2gal tank, nds tires, book value \$1225, \$1000, Craig, 229-6530

'84 HONDA MAGNA 700CC, under 4Kmi, immac cond, still-etto fairing, \$2800/now, \$3200/spring, Jeff, 249-4725

PETS

PUPPIES(7), M, 100% dog, have shots, \$10, Buren, 231-6059

KITTENS, Himalayan/Persian, red tabby M, white F, vy affectionate, \$150, Cindy, 273-3187

RECREATIONAL VEHICLES

SAILBOAT, 25' Hunter, slps5, encl head, sink, ice box, stove, main sail+more, exc cond, \$15K, Ann, 221-5635

RENTALS

SKI CONDO, village of Loon Mt, slps8, 2bdrm + loft, avail wk/wknd, Liz, 231-7433

APARTMENT, Worcester, 1bdrm, tennis, pool, heat inc, avail Jan 7, \$465/mo, Mitchell, 237-3412

CONDO, Loon Mt, 2bdrm, 2bath, slps6, frplc, sauna, fully furn, cable+more, avail wk/wknd/mo, Leslie, 251-1228

CONDO, N. Conway, NH, brand new, 2bdrm, 2bath, avail wk/wknd/season, Carol, 283-6321

DUPLEX CONDO, Milford, NH, 2bdrm, 1+1/2bath, gas heat, storage, country set, \$575/mo+utils, Tom, 282-2488

CONDO, Laconia, NH, 1bdrm, wk of Jan 11-18, Steel Hill Resort, nr Gunstock, \$250, B/O, Patti, 221-5

ROOM, Framingham, 2 furn rms, kit privs, for prof, non smoker, must like animals, \$60/wk, Jeanne, 223-6970

ROOMMATES

F, share 8rm contemp cape, 15mins fr DEC-MR, ML or PK, \$300/mo+utils, Sandy, 231-5019

F, 26, looking for rm in apt or house, starting Jan, nr buslines, \$200/max, Susan, 274-6656

M/F/COUPLE, Nashua townhouse, 3bdrm, 2bath, 70% furn, yours wkdays+more, all amen, \$4-600, Peter, 251-1062

SPORTING GOODS

SKI PACKAGE, girls, Dynastar 140cm, Nordica boots sz 4, Tyrolia bindings, poles, \$75, Wayne, 249-4646

SKIS, Atomic 170cm + bindings, \$100, SKI BOOTS, Nordica sz 5, \$50, both used one seas, Bob, 223-2759

DOWNHILL SKIS, Fischer "Extra Lite", 180cm, used once, \$160, Lora, 273-3083

ROLLER SKATES, ladies sz 6M, leather Dominion USA, bb indoor wheels, exc cond, \$60, Rolfe, 247-3013

BICYCLE, Tandem, 1spd, old, pick up, FREE, Charlotte, 231-7376

WANTED

LAND, in Fryeburg/Lake Sebago area of Maine, with or w/o building, Peggy, 283-7673

SNOWTHROWER, 2 stage, gd cond, reasonable, Patrick, 289-1212

LEGOS BUILDING BLOCKS, used sets or loose pie, prefer w/instruction sheets, Jill, 232-2334

CRIB + BUREAU, in gd cond, Sharon, 223-3294

MUSICIANS, guitarist, serious musician to play gen business gigs, top 40's to old stds, Gary, 223-5290

DISHWASHER, stand alone model, in gd working cond, reasonable, Marge, 223-3113

Attendees learn how to work smarter at IDECUS symposium

Each fall and spring, Internal DECUS presents a symposium to give Digital's in-house users an opportunity to attend workshops and tutorials and to view Digital's latest equipment.

At this fall's symposium, held recently at the Sheraton Conference Center in Boxborough, Digital computers were featured in an exhibit hall and session rooms where attendees learned firsthand about tools, methods, and product updates that are designed to help them work smarter.

Keynote speakers were Bel Cross, Corporate DIS manager, and Rose Ann Giordano, vice president, Large Systems Marketing. Amy Wohl, Office Automation Industry consultant of Amy D. Wohl Associates, was guest speaker.

Bel Cross commits to excellence in information systems

Bel Cross spoke to more than 800 employees about the DIS charter and his commitment to attaining excellence in Digital's information systems. He also reiterated Digital's philosophy of one company, with one software system and one computer architecture.

"I have only one real goal," he said, "and it's to bring to this company excellent business systems. They have to be integrated, disciplined business systems. I personally come from manufacturing systems; one function that I believe is really critical is our business systems."

"DIS has a difficult mission, but it's one with a charter that can't help but make us become total winners."

Bel summarized the new DIS charter, the main points of which were:

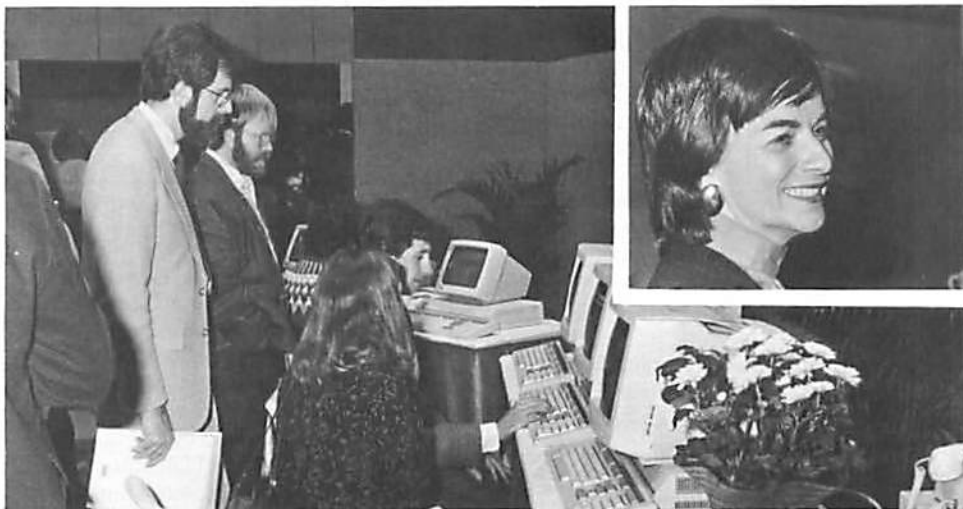
- To lead, own and implement the business architecture
- To manage the information systems resources - telecommunications as well as IS service
- To deliver competitive networks, tools, processes, compute power, and standards for Digital.
- To help sell the company's products.

Rose Ann Giordano presents LSM strategies to IDECUS audience

"DIS plays a very important role in Large Systems Marketing (LSM)," said Rose Ann Giordano, vice president, LSM. "LSM's new charter is to increase Digital's market-share in the Information Management marketplace. DIS is one of our best marketing assets because we are able to showcase the running of a \$6B corporation using Digital - and only Digital - systems."

Rose Ann said that in focusing on large systems for information management, the goal of LSM is to gain mindshare of the IS directors in large corporations. "We want them to know that we understand their business, and that we have the solutions to help them solve their problems," said Rose Ann.

She discussed market size, growth



Attendees at the IDECUS symposium learning about the DECalc software package. Inset, Rose Ann Giordano, vice president, Large Systems Marketing.

rates, and positioning of Digital large systems vis-a-vis the market. According to Rose Ann, Digital is not in the business of competing at the very high-end of the product spectrum. However, Digital's uni-processor systems, coupled with its cluster technology, give it the ability to provide solutions to problems traditionally associated with mainframes.

"The VAX 8600 is a price-performance winner. It was announced as the first of a new generation of VAXs, and reaffirmed our commitment to the high-end and our cluster technology."

"The Digital advantage is our breadth of integrated compatible systems," continued Rose Ann. "Only from Digital can you get such a broad range of computers that all play together. It is a great advantage."

"LSM will use information management as a vehicle to market our integrated VAX systems," she concluded. "We need to continue to leverage the internal story."

Amy Wohl defines Office Automation success factors

Amy Wohl defined her criteria for successful Office Automation (OA) systems as: one, it must work for everyone, on all levels in your organization; two, it must address all the different information needs of its users in a single environment; and three, workstations must be interconnected to the system and to one another. "Digital comes very close to providing products that meet these criteria," she said.

"To be successful in the OA market, a vendor must have a significant share in their data processing market, a large, stable family of workstations and some IBM PC compatibility as well as good OA software. Digital does a good job in all of these areas," she added.

Amy concluded with some insights into what users in the industry are doing with office automation. "They're using OA as a normal part of doing business. OA equipment is also no longer just of an experimental nature. It's gone from being high-

priced solutions to terminal and PC-based solutions. And it's gone from being solutions bought from many vendors, to doing business with only one or two vendors. People don't want to have to deal with half a dozen vendors for their equipment."

The Spring 1985 IDECUS symposium is being planned now. Anyone interested in participating should contact the IDECUS Office for a brochure and order form. Call DTN 273-3383. □

Two Micron CMOS Gate Arrays available

The Applications Specific Integrated Circuits Center (ASIC), previously known as the Gate Array Center, announces that two micron CMOS gate arrays are available. The two micron gate arrays provide increased gate density, offering base array sizes from 880 gates to 10,000 gates. A performance improvement of 30 percent over the existing three micron gate array family can be expected.

In order to provide more specific information on this two micron array family, the ASIC Center will host an informational meeting on December 20 from 2 to 4 pm at the LM02 Cafeteria Conference Room, 111 Locke Drive, Marlboro. Topics to be addressed will include:

- A comparison of the two micron vendor base
- Digital's two micron vendor strategy
- Unit and development cost pricing guidelines
- Product description (I/O, performance, gate count, etc.)
- A technical and business comparison to the currently offered three micron family
- Support tool and service availability

This meeting is open to all Digital personnel. Anyone interested should contact Loring Andersen at ENET PIPA:ANDERSEN for registration, specifying their name, ENET node, group, and job function. □

GIA...

Continued from page 1

Ed McDonough
manager.

Kanata, Puerto Rico, and the GIA Business Center. Reporting to Ed are Maurice Tavares, Kanata plant manager; James Bishop, Puerto Rico general manager; and Bill Guilfoil, GIA Business Center

Ed will also manage GIA Manufacturing and Engineering Support, a domestic unit responsible for supporting all GIA Manufacturing and Engineering operations. Reporting to Ed in this group are Angelo Farnelli, Computer Systems Manufacturing (CSM) Business; Earl Ingalls, Micros and CSM Business; Bob Jones, Memories Business; Joe Lombardo, Storage Systems Business; Jim Melvin, Technology; Charlie Polay, Materials; Ed Shanley, Hybrids Busi-

ness; and John Sistaire, Low End Business.

Supporting the GIA Manufacturing and Engineering group are Fran Barton, group Finance & Administration manager, and George Borrero, group Personnel manager. Both report to Dick Yen. □

In Memoriam

Barbara Reed Morrison, Senior Technical editor for Educational Services Development and Publishing in Bedford, died suddenly on November 16. She was a Digital employee for four years.

Barbara is survived by her husband William R. Morrison of Littleton, sister Mary R. Buxton of St. Petersburg, Florida and brother James R. Reed Jr. of Hampton, Virginia.

Service and burial were in Naples, New York on Monday, November 19. Gifts in her memory may be sent to the Wellesley College Library, 106 Central Street, Wellesley 02181.

OEM...

Continued from page 1

opment, Technical Support and Management Sciences have been combined to achieve efficiency and common resources. This group will be managed by Joe Arayas, who brings extensive experience in the OEM business to this expanded role. Joe has managed the planning, management sciences and policy development functions of the OEM Group in the past.

Also reporting to Jack MacKeen are Leigh Bodington, OEM Group Personnel manager, and Don Resnick, OEM Group Finance & Administration manager. Leigh had been Personnel manager for TOEM and MicroComponents. Don joins the OEM Group from his previous position as F & A manager for the Small Systems Group.

In addition to the above changes, parts of the OEM Group have relocated. TOEM, Marketing Services (with the exception of Technical Support), Personnel, F & A, and the OEM staff (with the exception of Dick Heaton) have moved to Mount Royal (UPO2) in Marlboro. The MicroComponents Group remains in Hudson (HLO2), and Technical Support remains in Marlboro (MR03). □

Aviation Services Aircraft Schedule: Effective January 2

Aviation Services provides flight service for employees, customers and contract personnel on company business. The flights are not intended for personal use of any sort including vacation travel.

Weather Cancellation

In the event of weather cancellation, Aviation Services will do everything possible to notify passengers at least an hour in advance. It is the responsibility of the passenger to reconfirm their same day return reservation when the first leg has been cancelled due to weather.

Luggage

One 2 suiter and one small attache case. More than the above baggage depends on the passenger load and may be subject to being left behind.

No-Shows

No-Shows cost the company money in wasted seat space and deprive others of available seats. No-Show passengers (except arriving Logan Airport passengers) will automatically have their cost center charged for the number of seats booked.

To cancel reservations call:

DTN 223-4003
617-493-6163
(after hours) DTN 223-5112
DTN 223-6163

Key

PK = MAYNARD, HUDSON (MA),
MARLBORO
MK = MERRIMACK, SPITBROOK
LO = LOGAN, NASHUA ST.

HELICOPTERS

PK-MK

DEPART

7:10 a.m.

8:10

10:00

12:10 p.m.

3:10

4:10

5:10

PK-LO

DEPART

7:10 a.m.

8:10

9:10

11:00

1:10 p.m.

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6:35

MK-PK-LO

DEPART

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ARRIVE

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ARRIVE

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ARRIVE

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MK-PK

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LO-PAK

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LO-PK-MK

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*Direct Flight