

digital**MAYNARD**

DIGITAL THIS WEEK



Volume 8, Number 2

January 26, 1981

Digital reports 38 percent revenue gain in second quarter

Digital released its sales and earnings results for the second quarter of its fiscal year ending June 27, 1981.

For the second quarter ended Dec. 27, 1980, the company reported total operating revenues of \$762,312,000 up 38 percent from the \$553,896,000 recorded in the comparable period a year ago. Net income for the quarter was up 30 percent and totaled \$69,978,000 or \$1.43 per share on 52,317,739 average common and common equivalent shares outstanding versus \$53,932,000 or \$1.21 per share on 45,818,154 average common and common equivalent shares outstanding last year.

continued on page 2

Operating results for the second quarter and first six months:

	Three Months Ended	
	December 27, 1980	December 29, 1979
Equipment Sales	\$ 564,952,000	\$ 413,720,000
Service and Other Revenues	\$ 197,360,000	\$ 140,176,000
Total Operating Revenues	\$ 762,312,000	\$ 553,896,000
Income Before Taxes	\$ 115,667,000	\$ 89,144,000
Provision for Income Taxes	\$ 45,689,000	\$ 35,212,000
Net Income	\$ 69,978,000	\$ 53,932,000
Average Number of Shares Outstanding	52,317,739	45,818,154
Net Income Per Share	\$1.43	\$1.21

	Six Months Ended	
	December 27, 1980	December 29, 1979
Equipment Sales	\$1,044,170,000	\$ 775,757,000
Service and Other Revenues	\$ 372,512,000	\$ 265,677,000
Total Operating Revenues	\$1,416,682,000	\$1,041,434,000
Income Before Taxes	\$ 208,566,000	\$ 163,919,000
Provision for Income Taxes	\$ 82,384,000	\$ 64,748,000
Net Income	\$ 126,182,000	\$ 99,171,000
Average Number of Shares Outstanding	52,230,165	45,732,800
Net Income Per Share	\$2.60	\$2.23

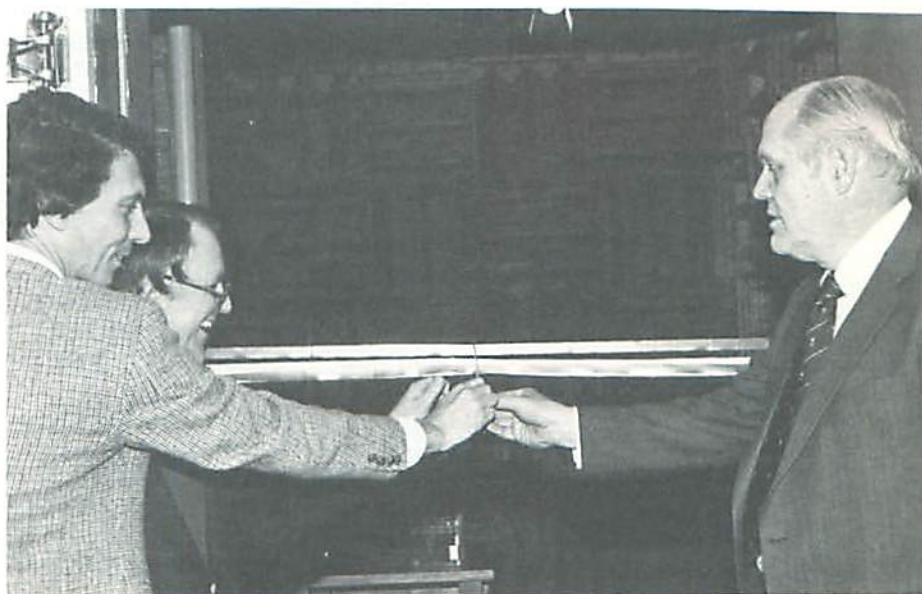
Acoustics Lab opens

The Product Acoustics Group in Environmental Engineering has opened its new acoustics lab at the Mill. This group led by Bob Lotz is responsible for the technological development in acoustical design throughout the corporation and the testing of products in strict accordance to Digital's and external standards.

In product development, the group performs analytical and experimental studies of vibration and sound in the early stages of a product's physical design. For example, air movers such as fans and blowers are tested in special rigs for noise emission.

"The mission of the Acoustics Group is to work as contracted members of development teams to develop quieter products that

continued on page 3



Bob Lotz, manager of Acoustics Lab, Gordon Bell, vice president, Central Engineering, and President Ken Olsen make the opening of the new laboratory at the Mill official.

In memoriam...

A memorial service for Mark Lloyd Schenley was held last Sunday at Harvard Unitarian Church. He died at his home in Maynard on January 8. Mark was a senior education specialist at Digital and was engaged to Karen Edwards Kronauer, education specialist in Office Education.

An index to your Digital benefits

Each year Corporate Benefits prepares individualized benefits statements for employees covered by U.S. benefits. This year's statement summarizes your benefits and shows an approximate dollar value of all your benefits including medical, dental, disability, adoption, pension, life insurance, stock purchase, holiday, vacation and government benefits.

All regular, full-time employees who were actively on the payroll as of Jan. 1, 1981 will receive their benefits statements in late February. You should contact your PSA if you find any errors in your statement such as address, birth date or hire date. For further information, call your personnel representative.

38 percent revenue gain continued from page 1

For six months ending Dec. 27, 1980, Digital has reported total operating revenues of \$1,416,682,000 versus \$1,041,434,000 in the prior year. Net income for the half was \$126,182,000 or \$2.60 per share against \$99,171,000 or \$2.23 per share a year ago. Average common and common equivalent shares outstanding were 52,239,165 compared to 45,732,800 average common and common equivalent shares outstanding in the same period last year.

President Ken Olsen attributed strong second quarter revenue growth of 38 percent to continued worldwide demand for Digital's products and services. He said, "Both end users and Original Equipment Manufacturers (OEM) contributed to this substantial revenue gain. Our technical and commercial OEM business was particularly strong." He also said that customer demand was seen throughout Digital's broad product line and was notably strong for Digital's 32-bit VAX computers, the VAX-11/780 and the recently announced VAX-11/750.

"We are closely watching economic trends and conditions throughout the world. Despite slowing economies in Western Europe and record interest rates in the U.S., order rates remain on plan. Our substantial investment in plant and equipment continued during the quarter with spending of approximately \$77,000,000. Our \$400 million capital spending program is progressing on plan and should allow us to meet projected customer demand for our products into the mid 1980s.

Improved manufacturing efficiencies, increased production and added capacity accounted for reduced product delivery times during the quarter. This trend is expected to continue. The company plans to maintain high inventory levels in order to sustain substantial production growth throughout the remainder of the fiscal year," said Ken Olsen.

Commuter 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 Chelmsford via Route 27, DCV 8, Clifton Temple, 223-6833 from Townsend, Pepperell, Groton, DCV 17, Ron Ouellette, 223-4020

from Lowell/Dracut area, DCV 82, Marie St. Arnaud, 223-8232

CARPOOLS

To Maynard

from Bedford area, John Schmitt, 223-8600

To Mill

from Northboro, Pat Priore, 8:15-5, 223-5242

To Powdermill Road

from Hudson, looking for rider, 8-5, Dick Gumbel, 223-7127

Are you a computer literate executive?

"Executive Computing for the Non-Data Processing Manager" is being offered again February 19-21, 1981 and April 20-22, 1981, for employees as well as customers, at the Bedford Training Facility.

This three-day seminar provides hands-on computer experience to help participants understand the computer and when to get their data processing department involved. Participants will learn how to use the BASIC language to solve problems in such areas as finance, manufacturing, marketing, decision making and simulation and modeling. Participants will emerge with an appreciation of the complexity of computing and an understanding of how to get behind the numbers to get their jobs done.

To register for this seminar, or for additional information, please contact the Seminar Registrar at (DTN) 223-2858.

DIGITAL THIS WEEK

Editor: Christine Medeiros

Correspondents

LJ - Rochelle King	282-2164
BO - Arthur Bowes	281-5616
BU - Lil Holloway	249-2396
HL - John O'Buck	225-4455
ML - JoAnn Tunnessen	223-5840
MR - Janis Greene	231-6055
NA - Theresa Cash	233-2149
NR - Ann MacPherson	234-4548
TW - Gloria Flaherty	247-2552

Send story ideas to your plant correspondent, or to: DTW, PK3-1/K23. Or call 223-5042. Direct Marketplace ads to Alice Christian, PK3-1/K23.

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

Acoustic Lab opens

continued from page 1

fit comfortably into today's and tomorrow's markets," said Bob.

"Now that this laboratory is operating, the corporation has the necessary resources to support our staff's efforts to develop acoustically successful products. But the Product Acoustics staff must be on the product team at the start. Otherwise the job is very difficult, sometimes impossible."

At a ribbon cutting ceremony in December, Ken Olsen said, "Having groups that truly understand the many characteristics of each of our products is important. That goes for sound, heat, electrical noise, radiation, power line noise; we have to understand all of them."

"The real challenge is to work as hard as we can to make the best products. Each one of us has to apply our own special skills to make sure that no one can touch us."

Gordon Bell, vice president, Central Engineering, who also participated in the ceremony, said, "I really want to support this effort like crazy. It is essential that we get our products quieter. There are some products out there now that still need improvement in terms of being acceptable in the office environment. And we certainly have aspirations about putting a terminal next to every person in an organization and putting one in every office space."

"It doesn't mean we don't have fine products now. But it is a very competitive world, and the lack of noise in products is an important attribute."

The acoustics lab includes two testing rooms for design development and evaluation as well as space for general laboratory functions.

One room with its instrumentation helps the staff to determine the total amount of acoustical power radiated from a product or component or mechanism. The other supports detailed diagnostic measurements.

The two test rooms have controlled temperature and humidity

News briefs

Deadlines for DTW

The next three issues of Digital This Week and deadlines for submitting copy are:

Feb. 9 issue - Jan. 29 deadline
Feb. 23 issue - Feb. 12 deadline
March 9 issue - Feb. 26 deadline

Closed for business

Due to construction work, the Payroll Department will be closed all day Friday, Jan. 30. The office will close Thursday, Jan. 29, at 5 p.m. and reopen Monday, Feb. 2, at 8 a.m.

Corporate Library news

The Corporate Information and Library Services (CILS) group can be reached on the Electronic Mail Service at the designation "Corporate Library."

On the move

The General International Area (GIA) announces the opening of the Westford facility at 439-441 Littleton Road, Westford, Mass. on Feb. 2. The location code will be WV; the DTN operator will be 226-2211. Other information:

DTN Facsimile: 227-0055

TWX: 710-347-7651

RCS Code: NGIA

Winter storm cancellations

Digital operations are not usually affected by adverse weather conditions. But in the case of severe weather, work or shift cancellations will be announced on WBZ radio, 1030 AM on the dial. Please do not call your facility for this information.



Gordon Bell, vice president, Central Engineering, (ctr.) and Ken Olsen (l.) join Product Acoustics Group and guests at the opening of the group's new lab in the Mill.

levels to keep to standards during testing. The rooms provide very quiet conditions.

Environmental Engineering Manager Frank Grimaldi pointed out that the cinder blocks used to construct the rooms have had the cavities filled with grout to create the correct dynamic mass in the walls. Then every crack and seam was sealed. Even the paint performs a function by giving the walls the right response to sound waves.

Because of the low clearance on the ground floor of Building two at the Mill, they had to dig down into the soil to get the space to shoehorn the test labs into place. The Acoustics Group did the functional and acoustical design of the lab. Joe McCoy and John Teske under Tony Miraglia, Plant Engineering, turned the design into working drawings and supervised construction.

4 The marketplace

LOST

MEN'S WEDDING RING, plain gold band, initials "RU" inside, Mill area, \$15 reward. Ron, ML 223-4607.

REAL ESTATE

KINGSTON, N.H., contemp house, 4 rms, 1 bath, 2 car gar, inground pool, 3A, \$65,000. Faith, ML 223-7725.

WALTHAM, Garrison Colonial, 6rm, 3bdrm, 1½ bath, full bsmt, frpl, move-in cond, \$85,000. Mare, PK 223-7847.

RENTALS

SKI HOUSE, N. Conway, contemp, 5br, 3bths, slps 10, 2 frpl, gar. Teresa, ML 223-7367 or (617) 443-5591.

RANCH HOUSE, Maynard, 3br, 1 bath, gar, gas heated, fully applianced, \$500/mo. Celcilia, PK 223-6670.

UNFURNISHED ROOM, Westford, near 495, \$200/mo incl util, kitchen, wash, dry. Len, MR 231-6617.

COUNTRY HOME, Bolton, 8rms, newly renovated, well insulated, 1A, deck, 2bths. Audrey, CF 251-1657.

SKI CHALET APT, near Killington, Okemo, slps 6, avail wk/wkend, \$60/day. Rozalia, (617) 263-9888.

WANTED

ROOMMATE(F) to look for & share 2br apt, Acton area, Feb. 1. Judy, PK 223-2783.

ROOMMATE(F) non-smoking, furn br, 2-story 2br apt, Framingham, \$50/wk incl util. Ann, ML 223-2333.

ROOMMATE(F) seeks same to locate & share apt near Bedford. Janet, BU 249-2303.

ROOMMATE(F) share condo, Marlboro, nr Sudbury, \$195/mo+½ util. Sue, ML 223-8977; (617) 481-1193.

HOUSEMATE, non-smoker, 2story condo, Shirley, Ma., fully furn, share expenses only. Ken, BY 245-5238.

HOUSEMATE(M), share 5br contemp house with pool, Northboro, \$300+½ util. Fred, PK 223-2736.

WEIGHTS, plates, bench press, dumbbells, bars, collars. Robert, FP 283-6205.

VT100 or VT52, old, used, for study of circuitry by student, cheaper the better. Sang, ML 223-3414.

HOUSE TO RENT, 2-3br, Fitchburg, Leominster or Lunenburg areas, reasonable. Cathy, ML 223-3012.

APT/DUPLEX, Hudson area, 1-2 br, wanted ASAP, have pets. Kathie, ML 223-5775; (617) 568-1359.

REFRIGERATOR, gd used unit under \$200. Paul, PK 223-2034.

ROOMMATE, share with 3 others, 10rm colonial hse, Maynard, \$210/mo+½ util. Carole, PK 223-2108.

ROOMMATE(F) share 2 br apt, Boxboro, near 495, \$153/mo+½ util. Debbie, ZX 253-2492.

HOUSEMATE, non-smoker, for downstairs studio apt, Hudson, \$200/mo. Anne, LH 231-6056.

FLORIDA DISNEY WORLD TICKETS, any letter, please send to Joe Messina, MR1-3/P73. Joe, MR 231-6474.

USED GOLF CLUBS, 116B, Spalding, MacGregor, Wilson-woods, wedges, putters, negotiable. Jack, WF 242-2406.

PARAKEET, prefer one that talks. Kevin, AK 246-2265.

ROOMMATE(F), new country condo, Westford, avail 1/81, \$250/mo, no util. Steve, AK 246-2288.

ROOMMATE(M/F) share apt, Marlboro, a/c, cool, dw, \$102/mo+1/3 elec. Ed or Frank (617) 481-5608.

BUNK BEDS for summer cottage, reasonable. Nancy, MS 223-5710.

LIVE-IN HELP, housekeeping+care for 2 adults (45, 75), must drive. Antoinette, MS 223-9420.

FLUTE, used, intact, usable with no major repairs needed. Karen Ann, ML 223-5313.

LIONEL TRAINS, engines, cars & accessories for my own layout. Ray, MR 231-6892.

U.S. COINS, in all denominations, small collections, reasonable. Don, CF 251-1628.

OLD LIONEL TRAINS, elec, in gd cond. Vinny, ML 223-9264 or (617) 470-0779 after 7 pm.

PETS

KEESHOND PUPPIES, AKC registered, ch sire, pointed dam, \$200 pet quality, \$250 show. Nancy, MR 231-6543.

GOLDEN RETRIEVER PUPPIES, AKC registered, exc pedigree, ready 3rd wk/Jan. Ann, WZ 238-2502.

TROPICAL FISH(200)+EQUIPMENT, tanks (30G, 2G, 5G), filters, stands, heater, \$250 firm. Neil, TW 247-2727.

DOGS(2) Afghan adults, AKC, show qual, house-broken, (m) \$150, (f) will negotiate. Joe, ML 223-7697.

MOTORCYCLES

1976 HARLEY DAVIDSON Superglide FXE, 1200cc, blk, lots of chrome, \$2900 or B/O. Dick, ML 223-2984.

1974 TRIUMPH/TRIDENT 750, 5spd, 3cyl, 13K mi, all stock, \$1500 or B/O. Doug (617) 568-1359 after 6.

1980 SUZUKI GS450L, red, exc cond, \$1500 or B/O. John, ML 223-8418.

1978 YAMAHA 500, 2cyl, 4 stroke, (bought new '79), 3K mi, trunk, crash bars, \$1900. Velvet, ML 223-2105.

CAMPERS & TRAILERS

'72 CAMP FOUR TRAVEL TRAILER, slps 6, fully self-contained, exc cond, \$2000. Bonnie, ML 223-4437.

'76 CHEVY VAN, 6cyl, a/t, TV, hi-fi stereo, bed, carpet, refrig, \$6250. Anne, ML 223-3919; (617) 875-6352.

16' BOAT, 50hp motor+trailer, elec start, runs exc, some extras, \$1000. Timothy, WA 221-5261.

19' CORONET (glass over wood) with 1972 80hp merc & trailer, plus all gear, \$1000. Jim, LM 231-6922.

15' GRUMMAN ALUMINUM CANOE, new, incl 2 new pre-servers/paddles, \$400 or B/O. Jim, PK 223-3914.

CARS

'69 FORD LTD 300 Conv, am 302V8, ps/pb, new tires, many parts replaced, \$800 or B/O. Amos, LM 231-4690.

'77 DATSUN F10 WAGON, 4spd, f/w drive, low mi, 33 mpg, am/fm 8tr, \$2900 or B/O. Susan, MO 231-5415.

'78 FIAT 124 SPIDER, exc cond, 20K mi, am/fm ster, 1 owner, garaged, \$5500 or B/O. Nancy, MA 233-2149.

'78 DATSUN 510 hatchback, 2dr, 5spd, am/fm, snow tires, gd cond, \$3500 or B/O. Mark, ML 223-4358.

'76 BROUGHAM, New Yorker, fully loaded, \$2200 or B/O. Lorna (617) 832-9316 after 6 pm.

'70 DODGE SWINGER, reliable transportation, has some rust, \$300 or B/O. Susan, ML 223-8977.

'76 FORD ELITE, 56K mi, white with blue int, half roof, snows, exc cond, \$2900. Diane, MR 231-6007.

'76 VW SCIROCCO, 4spd, a/c, am/fm cass, p/b, new tires, exh, r/w def, \$3650 or B/O. Mike, LJ 282-2144.

'74 SUBARU DL, 2dr, 70K mi, some rust, 30mpg, dependable 2nd car, \$1000. Jamie, MR 231-4036.

'73 FORD CONET, 6cyl, ps/pb, a/c, am radio, 73K mi, \$800 or B/O. Kathy, CF 251-1651.

'75 OLDSMOBILE STARFIRE, 40K mi, V6 std, am/fm, new brks, tires, mtd snows, \$2300. Magaly, ML 223-3926.

'76 HONDA CIVIC, rebilt eng(7K mi) 32mpg, new brks, clutch, \$2000. Peter, VG 258-4136.

'80 FORD PINTO, silver grey, steel belted radials, r/p steering, bargain @ \$3700. Debbie, AC 232-2252.

'74 AUDI FOX, silver blue, 4 new Michelin radials, gd. cond, \$2000 or B/O. Kathy, MS 223-4190.

'78 DATSUN 280Z, am/fm stereo-cass, 5spd, a/c, silver-blk int, \$6800 or B/O. Ginny, WZ 238-2260.

'75 OPEL SPORT WAGON, dependable, std shift, gd mi, exc cond, \$1400. Beth, PK 223-7784.

'75 TOYOTA CELICA GT, 4cyl, 5spd, 1 owner, am/fm stereo/8tr, 26mpg, \$3000 or B/O. Elaine, ML 223-2356.

'76 VOLVO 262 GL, 40K mi, sunfr, ps/pb, a/t, 2 mtd. snows, leather int, B/O. Steven, WZ 238-2375.

'76 GRAN TORINO, 8cyl, 2dr, ps/pb, a/c, am/fm stereo cass, \$1800. Kathie, ML 223-5775 or (617) 568-1359.

'72 NOVA, 4dr, 6cyl, a/t, exc run cond, rad tires, in Northboro, \$800. Charlie, WA 221-5460.

'74 VEGA GT KAMBACK, 27mpg, 4spd, am/fm, Ziebart, new cltch/brks/shks/batt, \$1295. Paul, ML 223-9649.

'72 VW BUG, body nds work, still runs great, \$500. Eugene, ML 223-3341.

'75 DATSUN 710, car was in accident, engine runs, exc parts car, B/O. Brad, ML 223-4185.

'73 DODGE DART, 4dr sedan, auto, 80K mi, runs gd, nds body work, B/O. Anthony, ZX 253-2511.

'58 LINCOLN CONTINENTAL III, great shape, much restoration completed, \$4500. Ed, MR 231-6703.

'77 DATSUN FASTBACK B210, 49K mi, 35mpg, 5spd std, r/w defogger, \$3000 or B/O. Donald, BP 231-6795.

'80 HONDA CIVIC WAGON 1500DX, dk green with tan int, am/fm stereo cass, \$5200. Bruce, ML 223-3402.

'78 PONTIAC SUNBIRD HATCHBACK, formula option, ps/pb, 4spd, V6, am/fm, \$4600. Susan, ML 223-5752.

'74 FIAT 128, runs well, body nds some work, 35 mpg, \$500. Joseph, ML 223-8596.

'73 CHEVELLE, 2dr, auto, 43K mi, exc cond, \$2400. Gary, WA 221-5478.

'78 DATSUN 810, ps/pb, rads, 28K mi, many extras. Rick (617) 752-3647.

'78 PORSCHE, 4spd, a/c, limited ed, grey, am/fm ster cass, 23K mi, \$10,000 firm. Sandra, PK 223-5185.

MISCELLANEOUS

BABY'S CRIB, TWIN STROLLER, very reasonable. Dave, ML 223-3407.

DEN SET, rocker, chair, sofa, brown leather, plaid, hardly used, exc cond, B/O. Pauline, ML 225-4767.

SNOW TIRES, 155SR 13 radial, used 1 season, mtd on whls for Datsun 210, \$50/pr. Dave, PK 223-9097.

AQUARIUM, 29 gal, wrought iron stand, undergravel filter, htr, other access. Bill, ML 223-9363.

FISHER HYDROLIC ANGLE PLOW, used 4X, fits 68-72 GMC or Chevy truck, \$750. Denise, PK 223-4571.

RCA COLOR TV CONSOLE, walnut cab, gd cond, \$150 or B/O. Betty, PK 223-9884.

POOL TABLE & PING PONG TOP, everything incl exc sticks/paddles, \$150. Alice (617) 568-1787.

STUDDER SNOW TIRES(2) F78-14, used 1 season, like new, \$80/pr. Cheri, PK 223-6941.

ELECTRIC TYPEWRITER, Olympia, with case, 3yrs old, gd cond (paid \$160) \$45. Frank, PK 223-6944.

FRYE BOOTS, western-style, tan, women's sz 8½, \$25 or B/O. Nancy, ML 223-9777.

FRANKLIN FIREPLACE WOOD STOVE, new standalone with legs & screen, \$200. Stephen (617) 881-3822.

WASHER, Whirlpool, 16 lb, 4cycle, \$50. Frank, ML 223-9878.

SEARS ROEBUCK REED ORGAN, 10 voicing/rhythm controls, 2 keybds, \$150. Susan, MS 223-8910.

GAS DRYER, Frigidaire, 4 mos old, almond color, moving, must sell, \$275. Ronuka, PK 223-4501.

HINK STOLE, light brown, exc cond, \$150. Evelyn (617) 443-4235 after 6 pm.

BOOKS, 2 regular, 1 workbook, "Intro to Computers" BU course, \$23. Diane, MS 223-5489.

MISCELLANEOUS

FIREBIRD HEAT CIRCULATOR, sits inside frpl, 5 metal tubes with motor, \$29. Patricia, MR231-5393.

SNOW TIRES(2)155-13 on Datsun rims(also fit A78-13 rims)gd tread, \$35/pr. Burns, MR 231-4108.

FRANKLIN STOVE, 2yrs old, \$100. Peg, NR 234-4476.

AQUARIUM EQUIPMENT. BESELER 67C ENLARGER, incl negatives carriers, etc, \$225. Dave, PK 223-4794.

REFRIGERATOR, Sears, frostless, freezer on top, adjust shelves, \$200 or B/O. Susan, ML223-9379.

GUITAR AMP, Peary Artist 240, 120w rms, 12" HD spkr, perf cond, \$250 firm. Christopher, ML223-9055.

WATERBED, king sz, pine book case headbd, matt, htr, liner, side cushion, \$700. Denise, MR231-5447.

BROWN SUEDE COAT with lamb trim, 3/4 length, exc cond, \$65. Luran, PK 223-3667.

BOOKS, "Intro to Computers" & "Data Processing" new, \$25. Eileen, MS 223-8852.

RABBIT COAT, black/white/grey, full-length, \$75. Dale, ML 223-6898.

SKIS, 1pr Volk 1200CM, no bndgs, \$200 or B/O. K-2's 255 soft 204CM, \$220 firm. Suzette, BG 223-8184.

FIREPLACE SCREEN, brass 38", \$15. OLD POCKET(gold, silver)WATCHES. OIL BURNER, \$100. Oscar, LJ282-2028.

BRASS DOUBLE BED with metal springs, exc cond, \$600. Anne (617)263-7274.

POLARIZING FILTER, Hoya 49mm, screw-in, new, \$5. Bill, AC 232-2476.

SNOW TIRES, Sears Guardsmen Ice trac, E78-14, mtd, less than 3K mi, \$75. Kathy, AK 246-2423.

MOVIE EQUIP 8mm, projector/sound/camera, sungun, telelens, reviewer, access, \$250. Ted (617)897-9991.

COUCH, white 3-cushion; lg wood credenza cabinet, \$45/ea or B/O. Sumner, MR231-6328; (617)263-0992.

MEN'S HOCKEY SKATES, sz 7 1/2, \$15. BABY ITEMS-15' corral, \$15; playpen, \$20. Bill, MR 231-6759.

TIRES(4)steel-bltd radials, sz 15A, 3 wks old, \$55/ea. Wesley, MR 231-6886.

GIRL'S WHITE FIGURE ICE SKATES, szs 2, 3. MEN'S BLACK FIGURE SKATES, sz 8. Milly, MR 231-4707.

SNOW TIRES, Dunlap DR78-14 on rims(Granada), used 2 winters, \$50. Joe, MR 231-6088.

CROWN PREAMPLIFIER, mod IC-150, \$150. VIVITAR ELECTRONIC FLASH, like new, \$75. Ron, NR 234-4274.

T.I. CALCULATORS(2), TI-58 \$80; SR-51 with case, \$40. 23CH CB RADIO, \$30. Garret, ML 223-7276.

ANTIQUA SINGLE DRESSER with mirror, nds strip-ping, \$80 or B/O. Gary, PK 223-5379.

HEADBOARD, king sz, padded for upholstery, exc cond, like new, \$45 or B/O. Debbie, PK 223-9384.

CLAWFOOT BATH TUB, lg, gd cond, all hardware, pick up in Bolton, \$35. Konrad, AK 246-2377.

GYMNASTIC MAT 4X8, exc cond, \$35. Carole, HL 225-5055 or (617)263-0715 eves.

LADIES SKI JACKET, White Stag down, sz 10, white with multi-colored piping, \$35. Joan, ML223-1366.

NASHUA WOOD STOVE, too large for my family rm, used only 2 mos, \$450. Richard, MR 231-4176.

FREEZER, Amana, upright, white, 17.1 cu ft, exc cond, \$275. Paul, ML 223-3646.

BEDROOM FURNITURE(dresser, mirror, headbd-dbl bed), must pick up, \$100 or B/O. Eileen, ML223-6197.

GE DOUBLE OVEN & COOK TOP, used elec models, nd minor repairs, take away, \$15/ea. Joan, BU249-2205.

TWIN BEDS, white, \$139/pr. MAN'S VALET CHAIR, \$39. MIRROR, 25X36, \$40. Don, ML 223-3276.

TIRE CHAINS for garden tractor, sz 8.50-12; deluxe, 21link, perf cond, \$40. John, ML 223-9244.

SEARS HEAT EXCHANGER, non-tube type with power-ful blower, used 2 mos, B/O. Steve, ML 223-6449.

CAMERA, Rollei 2 1/4 twin lens, mechanically/optically perfect, \$200 or B/O. Larry, ML 223-7596.

BAUER JR. SUPREMES SKATES, mint cond, used 1/2 hockey season, sz 2, \$50 or B/O. John, PK 223-8363.

ZOOM LENS, Vivitar 85-205, F3.5, close focus lens for Olympus cameras, \$110. Chris, MS 223-6102.

SNOW TIRES(2)185-13 with studs, 4500 mi wear, \$80 or B/O. Tom, MR 231-4055.

G.E. REFRIGERATOR, 16.6 cu ft, brown, 8 yrs old, \$175. Bruce, MR 231-7286.

WIRE CHIMNEY BRUSH(7"x11")\$22. FIBERGLASS RODS (24")4 for \$25. Hank, MR 231-4313.

SNOW TIRES, Monarch G78-14, 4-ply, gd tread, \$35/pr or B/O. AM CAR RADIO, \$10 or B/O. Jim, PK223-3914.

DINING RM SET, contemp glass/chrome table with 4 cane chairs, \$300 or B/O. Bill, PK 223-8961.

BASS GUITAR, Electra brand with hard case, strap, heavy duty cord, \$200. Joe, ML 223-8482.

ELECTRIC STOVE, old, white, new burners, gd cond, \$50. Li, BX 224-2227.

SNOW TIRES, Sears steel bltd radials 78-13, less than 200 mi, \$35/ea. Lynn, ML 223-2114.

BATHTUB, white enamel, lion's claw feet, \$100. ELEC STOVE, Hot Point, \$75. Joseph (617)897-2627.

LEATHER JACKETS(2)1 black, sz small, \$60; 1 brown, sz small, waist length, \$40. Cathy, ML 223-3012.

RADIATOR COVERS(5)fit narrow radiators, various szs, \$50/all. Laurie, PK 223-5664.

LOBSTER TRAP COFFEE TABLE, glass top, \$35 or B/O. Joan, MO 231-5475.

GAS STOVE, 30" white, \$100. MAGNAVOX COLOR TV 25", \$75 or B/O. Jill, PK 223-7708.

COWHIDE AREA RUG 90X70, earthtone colors(brown, beige, wht), \$150 or B/O. Stephen, AK246-2288.

ENCYCLOPEDIAS, brand new Catholic Press, never used(orig price \$300)\$150. Dot, BG 223-7713.

SKI BOOTS, Nordica, woman's sz 6, 5 buckle, \$25. WOMEN'S FIGURE SKATES, sz 5, \$30. Mike, LJ282-2144.

GRETSCH NEW YORKER ACOUSTIC GUITAR, early 1950's vintage, \$175 or B/O. Stephen, HL 225-4860.

CHESS COMPUTER, JS&A, 6 levels, plays gd beginners/intermediate game, \$25. Bill, ML 223-5113.

TICKETS, Handel & Haydn Soc, Feb. 18, 2/\$7; Apr 1, 2/\$7; BSO, Feb 7, 1/\$7.50. Darrell, ML 223-8011.

WOOD STOVE, Scandia, used 1 season, (new \$175), \$100. Mike, PK 223-7789.

BAUER HOCKEY SKATES, sz 7, \$20. WHITE FIGURE SKATES, sz 5 1/2, \$25. Bob, ML 223-5250.

TV, Zenith 13" black/white, like new, \$75. Diane, TW 247-2099.

REFRIGERATOR, Whirlpool, Mark 1(no-frost)19.6 cu in, used only 7mos, \$499. Yousuke, LK 226-7129.

ADD MACHINE, SM-Corona, 10-col elec, portable, \$25. RADIO, wooden, works gd, B/O. Bernie, CF 251-1442.

SILK SCREENS, Lambert 14"x18"frames in exc shape, images in all. Patricia, ML 223-2498.

JEEP WHEELS(3) 16" with military tires, \$15. Janet, ML 223-2976.

COMPLETE HAM RADIO STATION, transmitter, receiver, V.E.O., manuals, \$165. Joe, CF 251-1498.

RADIAL SNOW TIRES(2)HR78-14, mtd on Ford rims, gd cond, \$50. Thomas, ML 223-4408.

SNOW TIRES, 2 P165/80-13 Sears Snow Road Hand-ler; 2 BR78-14 Goodyear, B/O. Deane, WA 221-5303.

BABY CHANGER, white wicker, fold up with mat, top-of-line, Hedstrom, \$35. Kenneth, MS 223-4665.

CHINA CABINET(Hutch), Early American, pine, mahogany stain, glass drs, \$300. Winni, ML223-4851.

SPLIT FIREWOOD(approx 1 1/2 cords), B/O. John, ML 223-5138.

ATARI VIDEO GAME with 7 cart, incl backgammon & space invaders, \$200. Tom, TW 247-2020.

GLENWOOD GAS STOVE 30", 8 yrs old, \$10 or B/O. Douglas, PK 223-3473.

WATERBED, king sz, mattress, heater, frame, \$100 firm. Larry, ML 223-7596.

AUTO F/M CONVERTER+extra length antenna lead, \$10 or B/O. John, PK 223-8363.

SKI BOOTS, various names & sizes, 5 pairs, gd cond, \$25/ea. Milly, MR 231-4707.

8 TRACK PLAYER/RECORDER, Hitachi TRQ-134D, incl assorted 8tr tapes, \$45 or B/O. Jim, PK223-3914.

BABY MULTI USE SET, carriage, stroller converts to hi-chair, car seat, \$100. Bill, MR 231-6759.

OLD COINS, 50 Liberty Head nickels, 1897-1912, gd-very gd, \$22/all. Jack, ML 223-5339.

POOL TABLE, Brunswick 3/4" slate bumper with comp set access, \$350 or B/O. Tom, TW 247-2020.

CAMERA, Nikon F2.S, Fl.2 blk bd, zoom 80-200, micro F3.5 GN auto F2.8, etc, \$1800. Yousuke, LK226-7129.

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 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 _____

Full name _____

Make it safe

The Corporate Travel Department has published a brochure of travel tips for employees called "What to do in Case of a Hotel Fire." This publication gives realistic and helpful safety measures to take while staying in a hotel. Keep a copy in your suitcase.

For copies call DTN 251-1533, or write to P&CS Publications, NR2/M15, and ask for Form NO. EJ19485 18.



What's new at the library?

The Corporation Information and Library Services group has a new slide show to promote its services entitled, "Digital's Library at Work." It is a 12 minute slide/sync program that describes many of the services available at Digital's libraries.

The show can be borrowed from the Corporate Library's Audiovisual Collection in either 35mm or 3/4" video tape formats. Please call 223-6233 to borrow the show.

They also have a 110mm version of the show that plays on a Clearlight Pocket Star unit. This equipment is not available on loan but the Information Services staff would be happy to bring this version of the show to any meetings.

We will also give presentations on library services available in the company and how libraries can serve specific groups. Please call the Information Services Staff at 223-5038 to make arrangements for special presentations.

They will also give presentations on library services available in the company and how libraries can serve specific groups. Please call the Information Services Staff at 223-5038 to make arrangements for special presentations.

Digital announces new terminals for news and ad entry

A new generation of high-performance video display terminals for newspaper application has been announced by Digital. Called the VT173, the new series includes two intelligent, microcomputer-based terminals optimized for either news reporting or classified advertising use.

Both the VT173/R (reporter) and VT173/C (classified) contain Digital's LSI-11/2 microcomputer. Features include pan scrolling, split-screen capability, automatic text insertion, variable scrolling and cursor speed and special keys for user-defined functions.

Curt D. Anderson, Newspaper Systems Marketing Manager, Graphic Arts Product Line, said, "No other reporter or classified terminal offers as many sophisticated features as the VT173. The integral LSI-11 microcomputer enables an individual to customize terminal functions for greater ease and productivity. It also performs all editing processes within the terminal itself, so that writing and

editing speed are not affected by the number of active terminals on a shared system.

"The introduction of the VT173 will permit newspaper management to choose video terminals suited to a wide range of editing requirements without sacrificing capability or economy."

The new terminals offer multiple text creation and editing areas. One area can be used as the principle copy area, while a second can store notes for the same or another story. The VT173 automatically keeps character counts for each text area and on command will display the amount of stored copy in both character and inches for any type style.

In addition, the VT173/C classified advertising terminal is designed to use Digital's CMS-11 (Classified Management System) software. With a single keystroke, an ad-taker can justify and price an ad, perform credit checks, retrieve stored ads and display message or selling aids for the classification specified.

Add to your skills

Registration is open for Office Education/Educational Services workshops in February. At the time of publication, there are openings for all of the classes listed. However, many of them do fill up quickly, and it may be necessary to schedule you for a class at a later date. All Word Processing Courses have been filled for Feb.

Assertiveness Training - FEB 25 PK.

Cost Center Expense Reporting - FEB 23 TW; FEB 24 PK.

Deanne Rosenberg - (2 DAYS) FEB 9 - 16 PK.

DEC/SEC Procedures - FEB 19 PK.

Electronic Mail System I - FEB 2, 3, 4, 11, 13, 17, 18, 24, 25 PK.

Electronic Mail Systems II - FEB 12, 19, 26 PK.

Number Skills - (5 2-hour classes) FEB 16 - 20 PK.

Office Use of DECsystem-10 - FEB 23 - 25 BU.

Office use of DECSYSTEM-20 FEB 16 - 18 BU.

Records Communication Systems - FEB 23 PK.

RUNOFF - FEB 17 PK.

SOS/EDIT - FEB 9 PK.

Telephone Communicator - FEB 12 PK.

Terminal Typing - (5 2-hour classes) FEB 16 - 20 PK.

Time Management - FEB 4 TW; FEB 13 PK.

Writing More Effective Memos - FEB 20 PK; FEB 24 MR.

WS200 System Manager - FEB 13 PK.

For more information call DTN 223-3161. To register, send a memo with your name, badge number, cost center, location/mailstop, DTN/extension, and cost center manager's signature to Registrar, PK3-1/B11, or contact the training coordinator at your facility.

Ticket sales

Concert in Black and White Series

Sunday, Feb. 15, 3 p.m.
Program includes Beethoven's Ninth and a specially commissioned work from composer Hale Smith. Soloists will be Daisy Smith, Valerie Waters, Kim Scown, Donny Ray Albert.
Tickets: \$12.00 each.
ORDERS MUST BE RECEIVED BY FEB. 9

Sunday, March 8, at 3 p.m.
at Symphony Hall
Tickets: \$12 per person
Mozart's Piano Concerto #23 in A major with soloist Alison Deane.
ORDERS MUST BE RECEIVED BY FEB. 26.

Bruins vs Minnesota

Thurs., Feb. 26, at 7:35 p.m.
at Boston Garden
Tickets: \$7.50 (regular \$9)
ORDERS MUST BE RECEIVED BY FEB. 19

Bruins vs Buffalo

Sun., March 1, at 7:05 p.m.
at Boston Garden
Tickets: \$9 each
ORDERS MUST BE RECEIVED BY FEB. 19

DCU election procedure

Members of the Digital Credit Union (DCU) will receive ballot packages in the mail in late February. The packages will contain ballots and information needed to vote for the three new directors.

Instructions, background material about each candidate and a postage paid envelope addressed to an auditing firm will also be in the package. Ballots must be mailed to the auditing firm by March 24, not to a DCU office. Any ballots turned in DCU representative will be disqualified.

The new directors will be announced at DCU's second annual meeting scheduled for March 29 at the Mill cafeteria, Maynard.

Eastern Fishing and Outdoor Exposition at the Sheraton-Boxborough
Starts Wed., March 11-15
Tickets: \$2 employees (\$3 regular)
ORDERS MUST BE RECEIVED BY FEB. 26.

New England Sportsmen Show at the Hynes Veterans Auditorium.
Ted Williams will make guest appearance.
Feb. 18-22; Tickets: \$1.75 (regular \$3.50)
ORDERS MUST BE RECEIVED BY FEB. 12

The Big Band Benefit for the Eliot Community Mental Health Center, Inc. featuring the DEC BIG BAND.
Feb. 27, 8-12 p.m.
Tickets: \$7.50 each
At the Sheraton Inn at Boxborough
ORDERS MUST BE RECEIVED BY FEB. 19.

Ice Follies at Boston Garden featuring 1980 Olympic Silver Medalist, Linda Fratianne.
Feb. 19, 7:30 p.m.
Tickets: \$5.00 (regular \$7.00)
ORDERS MUST BE RECEIVED BY FEB. 12

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.



Linda S. Wright, manager of System Performance Analysis-Methods and Models Groups, receives a plaque from G.W. Miller, president of Computer Measurement Group, a professional society, for her "outstanding service to professionals in the field of computer performance evaluation." Linda was the program chairman of their 1980 conference. Linda was also re-elected to the Board of Directors.



United Way pledges total \$722,845

Digital's 1980 United Way campaign brought in a record total of \$722,845 with employee donations and special events held at facilities throughout the U.S.

After Digital has matched these funds, a grand total of \$1,445,690 will be given to over 200 United Way programs nationwide. The goal set for this year was \$623,150. The total was \$207,845 more than last year, a 29 percent increase. Participation company wide was up six percent.

Donna Spencer, Corporate United Way chairperson, said, "The success of this year's campaign was due to the willingness, cooperation and hard work of all the chairpeople. Through their efforts employees were informed of the positive effects of United Way agencies and, as a result, more employees chose to donate to this worthwhile cause. Therefore, my thanks are also expressed to all those employees who participated to make this campaign a success."

For the second year in a row, Woburn received a plaque for the highest participation for a facility with a population over 500. They had 91.2 percent participation. The plaque for the highest participation in a facility with under 500 employees went to Salem General Manufacturing which had 96.5 percent. This was the second consecutive year they earned this award.

Eleven facilities had over 70 percent participation.

Two employees help United Way to spend its dollars wisely

While some Digital employees give donations, others give advice. Two employees help the United Way of Massachusetts Bay spend the money it raises.

Laura B. Morris, Corporate Community Relations consultant, and Nancy Dube, Corporate Contribution manager, participate in a citizen review process for the United Way. Working with other volunteers, they help to assess an agency's performance in financial and program management, service delivery and service quality.

A spokesman for the United Way said, "Digital employees can take a great deal of pride in their fund-raising achievement for the United Way in 1980. But they can also take some sense of satisfaction in knowing that two employees have helped to ensure that those funds will be wisely spent on human services in 1981."

Laura B. Morris is one of 21 volunteers on the citizen review committee for Community Organizations and Special Services, which evaluates 18 agencies, including the Red Cross,

Combined Jewish Philanthropies, Jobs for Youth and the Greater Boston Legal Services. Nancy Dube is one of 19 people who review organizations in the Community and Youth Development category, which assesses 44 agencies such as the Y, Boys' Club, Boy and Girl Scouts.

They help to decide how and where United Way dollars will be allocated. Through their efforts, Laura and Nancy have been instrumental in adding six new affiliates for 1981. The new organizations are the Boston Center for Independent Living, serving the physically disabled; Charlestown Community Center, serving adults and the elderly in that community; COPE, offering counseling on parenting in 26 communities; Tri-Town Council on Youth and Family Services, offering drug and alcohol counseling to people of Boxford, Topsfield, Middleton; Domestic Violence Ended (DOVE), serving battered women and their children throughout the South Shore; and Shelter, Inc., a temporary emergency shelter for the homeless.

Culture at a discount

This year, Digital has become a corporate member of the Boston Shakespeare Company. This membership makes a 25 percent discount available to employees who wish to attend performances given by the company.

MACBETH, TEMPEST, ALL'S WELL THAT ENDS WELL and TARTUFFE will be presented this year. The discount applies to \$8.50, \$7.50 and \$6.50 seats. Performances are held Wednesday through Saturday at 8:00 p.m. and Sunday at 2:00 p.m.

Digital employees should call the box office at 267-5600 to make reservations. To receive the discount, be sure to say you are a Digital employee and show your badge when you pick up the tickets.

Boston Shakespeare Company

For program information, call the Boston Shakespeare Box Office.

Digital holds corporate memberships with several cultural organizations and museums in Massachusetts.