



Three named to vice presidential posts

Three senior managers have been named vice presidents, effective immediately. They are:

Rose Ann Giordano, vice president, Large Systems Marketing

Bob Hughes, vice president, Business and Office Systems Marketing

John Sims, vice president, Corporate Personnel

"These three individuals exemplify the kind of hard work and strong leadership that have made Digital so successful in the industry," said Ken Olsen, president. "They have made consistent, outstanding contributions to the company."

Rose Ann Giordano is market group manager, Large Systems, reporting directly to Ken. After joining Digital in 1979 as Technical Group marketing manager, she became Large Computer Group manager in 1981. Rose Ann previously worked for Xerox Corporation's Data Systems Division. She holds a mathematics degree from Marywood College in Scranton, Pa., and is a graduate of the Stanford University Executive Program.



Rose Ann Giordano



Robert C. Hughes



John Sims

Bob Hughes has been group manager, Business and Office Systems (BOS) Marketing, for the past year and a half, reporting to Ken. He came to Digital from IBM in 1976, and has held a succession of sales management positions, including Northeast Regional Sales manager. He holds an undergraduate degree in business from Ohio University, an MBA from Harvard, and is a graduate of the Stanford University Executive Program.

John Sims has been manager of the

Corporate Personnel Staff since 1981, reporting to Win Hindle, vice president, Corporate Operations. He is chairman of the Personnel Management Committee. John joined Digital in 1974 as corporate manager, EEO and Affirmative Action. He has also been Personnel manager for Manufacturing and manager of Employee Relations. Before coming to Digital, he was employed at Champion International Corporation. He holds a B.S. in chemistry from Delaware State College.

Demo Facilities opened to help employee PC purchases

The Employee Personal Computer Purchase Program, which has provided Digital employees with substantial savings when they buy a Rainbow, DECmate or Professional personal computer, has been enhanced with the opening of eight Demo Facilities nationwide.

Two of the new Demo Facilities are located in eastern Massachusetts — at Parker St. (PK3) in Maynard and at the Corporate Educational Services facility in Bedford (BUO).

The facilities offer PC demonstrations, literature, order forms and advice for em-

ployees. All are open during business hours. Additionally, the Bedford Demo Facility is open Thursday evenings and Saturdays.

The toll-free number established in December — 1-800-235-0505 — will continue to be available to employees. Consultants will supply help with the purchase decision, and information on the products, prices and availability. A 24-hour, over-the-counter pick-up service is also available through the toll-free number. Literature and order forms are available at PC Learning Centers, within manufacturing fa-

cilities, at Digital Credit Union offices and PSA offices.

Employees are asked to use the Demo Facilities or the toll-free number, rather than visit Digital Business Centers or Authorized Digital Retailers, which are focused on serving outside customers.

The other six Demo Facilities, all at Digital Ed Services facilities, are in New York City, Lanham, Md. (near Washington, D.C.), Dallas, Rolling Meadows, Ill. (near Chicago), Los Angeles, and Santa Clara, Cal.



Ralph Sheridan and his wife, Marie, flanked by Mill Facility Manager Jim Magaldi (left) and Maynard Plant Manager Rufus Sanders (right), stand in the Mill conference room that now bears Ralph's name.

Training seminars help implement PC Placement Program

Phase I of the PC Placement Program, focusing on the leverage of DECmate personal computers into Fortune 1000 companies, was announced in November. Since the introduction, DECmate marketing information and training seminars have been held for more than 50 Marketing Support Representatives (MSRs) and Customer Support Representatives (CSRs), whose responsibility it is to offer each customer several hours of DECmate operator instruction.

"Most of the attendees have been newly appointed MSRs and CSRs," says program coordinator Laurie Makowski, marketing specialist, Office and Information Systems/Word Processing Marketing Group. "Several were hired by the Field as a direct result of the positive response to the PC Placement Program." The semi-

nars were hosted jointly by the OIS/Word Processing Marketing Group and Software Services.

"DECmate for Hire" is the theme of the program, inviting companies to "interview" 10 DECmates as candidates for employment during a 60-day trial period, for only the cost of support services. "The training effectiveness of the MSRs and CSRs could greatly influence the purchasing decision of our prospects," says Laurie.

Phase II of the PC Placement Program will focus on The Rainbow and Professional personal computers. Materials are now being developed, and an announcement has been targeted for late in Q4.

MSRs and CSRs from all over North America attended the classes, learning the intricacies of the DECmate and building a network of communication to facilitate further discussion of different sales issues.

Any MSRs and CSRs who were unable to attend the classes should call Laurie Makowski, DTN 264-5309, for copies of the program support materials.

Mill conference room dedicated

The Office Services Department at the Mill is in the process of naming conference rooms after individuals who have historical significance to the Mill, the town of Maynard or surrounding communities.

The most recent dedication occurred Feb. 10, when the Ralph L. Sheridan Conference Room was dedicated in honor of the curator of the Maynard Historical Society and longtime community leader. Ralph and his wife, Marie, were guests at a luncheon held in the room that now bears his name, in Building 5 next to the Mill cafeteria.

A plaque now hangs in the conference room, detailing Ralph Sheridan's life in Maynard: Born in 1898, he lived on Thompson St. and watched the construction of Mill Building 5 as a child. Ralph, his parents and seven brothers and a sister all worked in the Mill. He has held several municipal offices in Maynard, and is the present curator of the Historical Society. He is also the oldest living Past Grand Knight of the Maynard Knights of Columbus.

A replica of the plaque was presented to Ralph by Maynard Plant Manager Rufus Sanders. The plaque itself was ceremoniously hung by Jim Magaldi, Mill facility manager.

In Memoriam

Ray Henson, a manager within Corporate Network Services, died suddenly at his home January 25. A Digital employee for 14 years, Ray had been a key contributor to many facets of computer operations and network support. He was also a longtime member of the Digital softball and bowling leagues.

Ray leaves his wife, Maryanne, and three sons, Ray Jr., Jonathan and Andrew.

For information on memorial gifts, please contact Dave Cedrone, DTN 273-3135.

DIGITAL THIS WEEK



Editor: Mark Fredrickson

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 Diane Swords at 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.

New offering from Ed Services Seminars

At the conclusion of the seminar "Effective Management with Personal Computers," novice personal computer users will be able to present investment strategy developed using the Rainbow 100 and business software. The seminar is designed for students currently in managerial positions who want to make effective use of the personal computer to improve their productivity. Important trends in personal computer

hardware and software technology will be presented to assist managers in making business systems decisions.

March 7-9 and August 1-3 are the dates for the seminars (EY-2081E-SO), scheduled to be held at the Bedford Training Center. To register, contact Educational Services Seminar Programs in Bedford, at DTN 249-4380.

Digital offering 50% grant to non-profit groups buying PCs

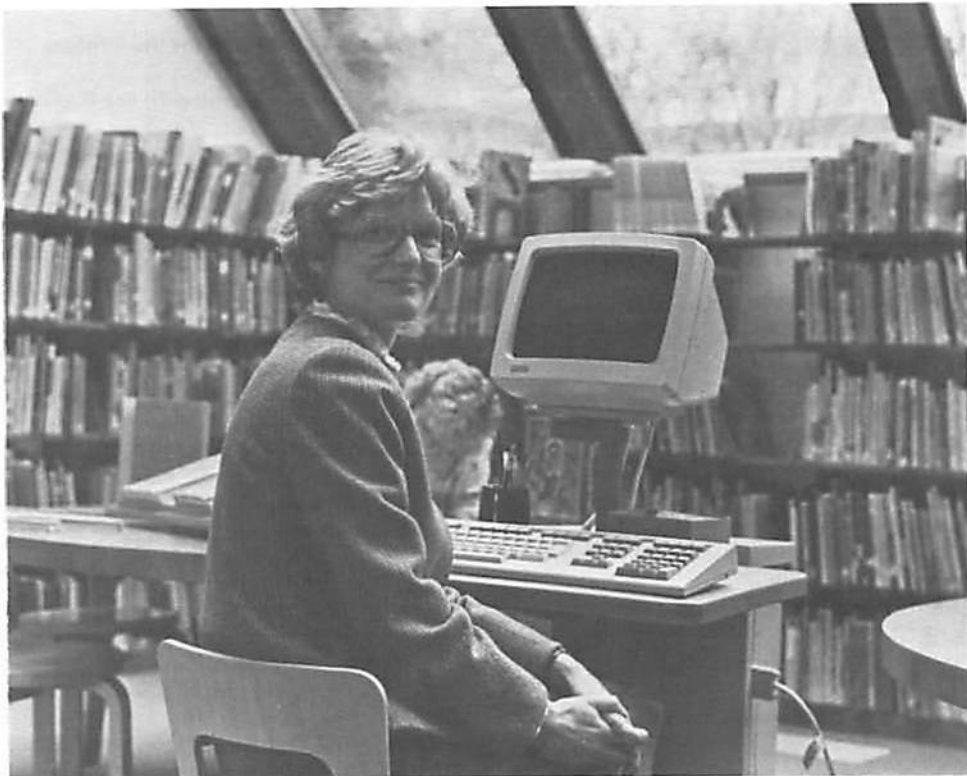
The Randall Library in Stow is like a lot of other non-profit organizations. There are more things to do than people to do them, and there are rarely enough available resources to rectify that problem.

But since last fall, when Stow librarian Anne Stoma received a DECmate II from an employee-recommended donation sponsored by Digital's Corporate Contributions, things have been much less hectic at the Randall Library. The list of functions Anne has turned over to her DECmate illustrates what a Digital personal computer can do for a non-profit organization.

As part of the Corporate Contributions program, Digital is offering community-based non-profit organizations an opportunity to streamline their operations with a 50% grant toward the purchase of one or two Digital personal computers. The Non-Profit Personal Computer Program is designed to help these organizations automate their offices and provide more efficient and effective services to their communities.

"Many non-profits have put our personal computers to work in administrative, financial and fund-raising applications," says Nancy Dube, manager, Corporate Community Relations. "We have gotten enthusiastic reaction. We are targeting organizations that are supported by our employees through the Matching Gift Program, and those which have provided services in Digital communities across the country."

The DECmate II given to the Stow library included Multiplan and WPS software. "I do all my accounting on the Multiplan," says Anne, rattling off the different jobs she has assigned to the DECmate. "The library has several trust funds, and we do an annual financial report on how we spend



Stow librarian Anne Stoma with her DECmate II.

the trust-fund money. That report was done in five minutes this year. Last year it took hours.

"We also decided to reissue all new library cards, and put all borrowers' names on a disk. We're planning a demographic analysis of the people who come to the library." They also plan to invite other non-profit groups in Stow to "borrow" the DECmate to do their mailing lists and other word-processing tasks. "A couple of churches have already approached me about it," says Anne.

"I've looked around at word processors before," she says. "This DECmate II has got to be the easiest to use."

Through the Non-Profit Personal Computer Program, organizations may choose from a Rainbow, DECmate I, DECmate II, or Professional 350. "They are limited to two systems, so we can serve as many organizations as possible," says Nancy.

Among the other non-profit groups that have received Digital personal computers through Corporate Contributions are the Vermont Special Olympics; the New Hampshire Symphony; Community Mental Health in Phoenix; the Museum of Fine Arts in Boston; the Appalachian Mountain Club; and the Concord Antiquarian Society.

"Digital realizes the commitment these groups have made in their communities," says Nancy. "The services they provide impact our employees, their families and the community at large."

Organizations are asked to submit application forms, outlining their purposes and uses for the system. Employees are encouraged to sponsor requests from organizations in their communities.

For a grant application form, call Corporate Community Relations, DTN 223-4277. Applications will be accepted through April 15.

ABCs of Computer Hardware offers basic background to non-technical employees

Are you a non-technical employee, trying to communicate with computer professionals in your daily routine? Do you feel left out when the meeting or discussion is about computers? Do you hear terms or words that confuse you?

Educational Services offers two courses to help you communicate more effectively with computer professionals.

ABCs of Computer Hardware (J1379-A) is a five-day course designed to increase knowledge of basic computer concepts, architecture and applications. The course will include sections examining basic computer building blocks, system

components, number systems, language types, and operating systems overview.

Emphasis will be placed on underlying concepts and terminology. The only prerequisite is a desire to learn. Classes begin on the following dates: March 5, 12, May 21, June 18.

ABCs of Computer Software (J1647-A) is a five-day course intended for non-technical employees who work in a computer environment and interface with experienced software groups. The course is designed to familiarize the students with the basic concepts and applications of software and includes an overview of sev-

eral operating systems. The student will learn the terminology applicable to the software on a typical computer system. Topics include examples of software applications, review of hardware concepts, programming concepts, and operating systems components.

The course will be conducted in a lecture/lab environment. This course builds upon the software component to ABCs of Computer Hardware, which is a prerequisite to enrollment. Classes begin on the following dates: March 19, May 7, June 4.

Educational Services



Office Automation

March course schedule

Please note that all course locations are PKO3-1/Pole 8H unless otherwise specified. Dates are subject to change.

Office Automation Workshops

ALL-IN-1 Concepts (1 day) Feb. 29

Office Automation Planning and Implementation (2 days) Mar. 5, 28

Office Automation Applications (1 day) February 27, Mar. 20

Intro to Computer Concepts (1 day) Mar. 13

Keyboard Techniques (5 days-2 hrs/day) Mar. 26

Computer as a Management Tool (5 days-2 hrs/day) Mar. 12

ALL-IN-1/VAX

ALL-IN-1 Word Processing (2 day) Mar. 19

ALL-IN-1 Word Processing for the WPS User (1 day) Mar. 8, 29

Using ALL-IN-1 Calendar Management (½ day) Mar. 7, 14, 21

Using ALL-IN-1 CMI (1 day) Mar. 28

Using ALL-IN-1 DECmail (1 day) Feb. 28, Mar. 15

Using ALL-IN-1 Desk Management (½ day) Feb. 29, Mar. 7, 14, 21,

EDT (1 day) Mar. 6, 15, 19

Professional 300 Series

Getting Started with your Professional (½ day) Mar. 5, 20

Basic User Operations for the Professional (1 day) Feb. 28, Mar. 6, 21

Using Communications with the Professional (½ day) Feb. 27, Mar. 27

SUPERCOMP-TWENTY® for the Professional (1 day) Mar. 7, 19, 26

Cortex Desk Set® for the Professional 350 (2 days) Mar. 28

WPS Curriculum

Basic Word Processing (3 days) PKO: Mar. 14, 26; MRO: Mar. 5, 19

Basic Word Processing (5½ days) MRO: Feb. 27; PKO: Mar. 12

Basic WP for Managers & Supervisors (1 day) PKO: Mar. 5, 20; MRO: Mar. 15, 29

Advanced Word Processing (1 day)

PKO: Feb. 27, Mar. 8; MRO: Mar. 13, 27

Using Communications (½ day) Mar. 7

Using List Processing (1 day) PKO: Feb. 29, Mar. 13; MRO: Mar. 8, 28

Using Math (1 day) Mar. 9, 27

Using Sort (½ day) Mar. 12, 26

Using User-Defined Keys (½ day) PKO: Feb. 28, Mar. 29; MRO: Mar. 14

WS200 System Manager (1 day) Mar. 19

DECWORD

Advanced DECWORD (2 days) Mar. 12

DECWORD List Processing (1 day) Mar. 14

Electronic Communications

EMS 1 (½ day) Mar. 9, 14, 27

EMS 1 for Managers & Supervisors (1 day) February 29

EMS II (½ day) Mar. 12

EMS II for Managers & Supervisors (½ day) Mar. 26

WPS to EMS (½ day) Mar. 6, 21

To enroll, please fill out the DME/OA Internal Enrollment Request, available from your local Personnel office, and mail to Registrar, PKO3-1/B11. For further information, call the Registrar, DTN 223-5820 or 223-2872.

TSS Technical Seminars

Hall of the White Mists
Hudson, Massachusetts

**Boston University
Technical Seminar Series**

Corporate Research & Architecture announces the Boston University Technical Seminar Series in cooperation with Boston University's School of Engineering and Louis Padulo, Dean. The host is Sam Fuller, vice president, Corporate Research & Architecture.

Feb. 29 - 3:00 p.m.

Prof. Daniel Tabak

"The Semantic Gap Problem in Computer Design"

March 14 - 3:00 p.m.

Prof. Mark Karpovsky

"New Techniques in Testing & Design of Computer Hardware"

April 4 - 3:00 p.m.

Ass't. Prof. Masud Mansuripur

"Erased Optical Data Storage"

May 3 - 3:00 p.m.

Prof. Lev Levitin

"Complexity, Coding Theory & VLSI Testing"

For additional information contact Sandy Vaillant, DTN: 225-5844, RDVAX::VAIL-LANT.

CESD offers supervisory training for engineers

Central Engineering Supervisory Development (CESD) provides one- and two-day supervisory training to engineers and engineering managers throughout the company. Similar dilemmas facing engineers are posed and solved within the context of the training program.

CESD's Quarterly Course Update will provide to subscribers the latest information on course offerings, locations and costs. Consistent with CESD's mission of providing to engineering supervisors and contributors low-cost time efficient, on-site offerings, the update will be easy to use, concise, informative and mailed direct to subscribers. If you're not on the mailing list and would like to be, please mail your name, badge number and mailstop to Diane St. Hilaire, MRO1-2/E89.

The following is a list of new CESD courses. Time, place and registration information will be available through the next quarterly update which will be mailed on March 1.

**Stress Management - with
Dr. Joe Weintraub**

Dr. Joe Weintraub, a management psychologist and leading expert on the relationship between stress and productivity will conduct this one day workshop. The course is designed to help participants measure their own stress levels and identify the major causes of stress. A practical model for dealing with stress as well as practice in relaxation techniques will also be presented. Teaching methods will include lecture, group discussion, self-assessment, case study, and practice.

Understanding and Resolving Conflict

This one day workshop will examine our assumptions about conflict, its causes and our efforts relative to resolving conflict. Course methods will include self-assessment, lecture and discussion, behavior practice and planning for on the job applications.

**Business Communications:
Writing Skills (Part 1)**

"Writing Skills" is designed for those who must write quickly and efficiently. This workshop provides techniques for organizing material logically and completely. The focus will be a step-by-step approach to a writing situation which leads to a clear, effective, reader-centered memo, letter, or report.

**Business Communications:
Presentation Skills (Part 2)**

"Presentation Skills" is designed for those who must give presentations before small groups. This workshop covers designing the message, delivery techniques, analysis of the audience, use of visuals, and handling of questions. Methods of organizing information for maximum effectiveness are emphasized in planning the message. Participants will have a chance to reinforce their skills in a realistic setting. Methods will include practice, peer feedback, lecture and discussion.

Ultrix-32, Digital's Unix-based operating system, is announced

Digital has introduced Ultrix-32, a new implementation of the popular, industry-standard Unix[®] operating system, as the second major operating system for mid-range and high-end VAX computers.

The announcement was made at the recent Uniform International Conference of Unix Users in Washington, D.C. The new product is based on technology from the University of California at Berkeley's Fourth Berkeley Software Distribution (4BSD), and provides a pure Unix environment for many technical and educational applications. VMS is the other major operating system for the VAX family.

Principal markets for the Ultrix-32 system are expected to be in laboratories for program development, at colleges and universities for computer science research, in added-value system development by technical and commercial Original Equipment Manufacturers (OEMs), in computer-aided design and robotics, and in government-sponsored development of portable application software.

Says Ed Kramer, vice president, Corporate Marketing, "Digital now offers two of the most popular and powerful operating systems ever developed for 32-bit computer systems. The VMS system offers virtual memory support and very broad functionality, and has found wide acceptance in a great variety of commercial and technical markets. The new Ultrix-32 system will appeal strongly to customers with Unix expertise and a perceived need for software portability and vendor independence."

Digital developed, supported

Ed stresses that the Ultrix-32 system is a Digital-developed, Digital-supported soft-

ware product. "The Cal-Berkeley 4BSD system was chosen as the basis for the Ultrix-32 product because it was specifically designed to exploit the full range of the VAX virtual memory architecture, and is hardware-optimized to provide significantly improved performance over other versions of the Unix system."

Broad Array of Products

Besides the Unix environment for VAX computers represented by the Ultrix-32 system, Digital delivers and supports V7M-11, an enhanced version of the Unix operating system for the PDP-11, and participates in an active program with VenturCom, Inc., to market Venix[®] software for the Professional 300.

In addition, Digital's VNX layered product set provides VAX/VMS users with many Unix commands and features while retaining the rich functionality, peripheral device and network support of the VMS operating system.

"Together, these products represent the broadest array of Unix software available from a single vendor for both large and small-system users with a specific requirement or preference for a Unix environment," Ed says.

Also at the Digital booth during the Uniform conference, the company featured its Unix entry for the PDP-11 (V7M-11) and the Professional 350 (Venix). Enthusiasm for the products was enhanced by the chance to win a free Professional 350 personal computer with a Venix[®] operating system. The winner was Laura J. Stewart of the Yankee Group in Boston.

Unix is a trademark of AT&T Bell Laboratories, Inc.
Venix is a trademark of VenturCom, Inc.



Sylvia Hankins, a Support Services manager in Maynard, was master of ceremonies at the Montachusett NAACP celebration.

Digital employees help NAACP celebrate 75th anniversary

Members of three different Massachusetts chapters of the National Association for the Advancement of Colored People (NAACP) gathered at Fitchburg State College earlier this month to celebrate the 75th anniversary of the founding of the NAACP.

Numerous Digital employees were in attendance, including three who played major roles in the ceremonies. The featured speaker was Paulette Anjorin, manager, Customer Administrative Services (CAS) Educational Services in Stow. The master of ceremonies was Sylvia Hankins, a Support Services manager in Maynard, and the program planner was Geneva Brown of Order Administration in Marlboro.

Paulette's speech focused on the positive impact fear has had on the progress of black Americans.

The event, which marked the observance of Black History Month (February), was sponsored by the Montachusett Chapter of the NAACP. Members of the Lowell and Worcester chapters also attended.

The NAACP was founded Feb. 12, 1909, by W.E.B. DuBois, and remains the oldest and largest civil rights organization in the United States.

Manufacturing Engineering Training Courses

Manufacturing Engineering Training Courses for February and March. To enroll please call Pat Grieve, DTN 232-2602.

February

K.T. Problem Solving/Decision Making
L200 Software
Facilitating Manufacturing Automation
New Age Thinking

March

K.T. Problem Solving/Decision Making
3H Hardware Maintenance
New Age Thinking
GR2272 Software
Facilitating Manufacturing Automation
K.T. Problem Solving/Decision Making
H.P.D.I. Maintenance (Pilot)
FF303 Software
Introduction to Value Engineering
Analytical Trouble Shooting
Value Engineering Workshop

* on site by request.

Date

2/1-24
2/20-3/9
2/27-3/1
2/28-3/2

Place

ACO
PNO
AGO/SGO
ACO

3/5-9

3/6-14

3/13-16

3/12-23

3/12-15

3/19-23

3/19-23

3/19-30

3/21-22

3/26-30

3/26-30

ACO

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MRO

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ACO

ACO

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ACO

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ACO

ACO



CARS

'80 CJ5 JEEP RENEGADE, red w blue S7T-top, 4whl dr, 6cyl, 4spd, new radials, \$6500, Kathie, 273-3564

'75 TOYOTA CELICA PARTS, new & used, most parts interchangeable with 70 series, Randy, 247-2278

'76 OLDS CUTLAS SUPREME STATION WGN, good shape, 77kmi, \$1500/BO, Jeanne, 223-3707

'81 MAZDA B-2000, long bed pickup, AM/FM, tinted glass, mint cond, 35kmi, 38 MPG, \$4500, Nancy, 278-4663

'81 HONDA PRELUDE, 2 dr, red, 30kmi, exc cond, sun roof, must sell, \$2000, Danny, 276-9966

'76 HONDA CIVIC STATION WAGON, 4spd, radials, roof rack, 30+ MPG, exc run cond, \$1500/BO, Jack, 279-5482

'82 FIAT SPIDER 2000, convrt, sports car, 15kmi, green, exc cond, \$6800, Ed, 223-3409

'73 CORVETTE, exc cond, white, A/M cass, PS, PB, 4spd, T roof, 350 engine, \$8000, Pam, 231-4177

'76 OLDS OMEGA, 1 owner, 83kmi, PS, PB, AM/FM, new exh, brakes, tires & battery, \$1250/BO, Mary, 231-5537

'77 DATSUN 280Z, yellow, recently painted, 4spd, AC, AM/FM, good condition, \$3700, Linda, 278-4653

'80 FORD FIESTA, low miles, great gas mileage, many extras, exc cond, \$3199/BO, Gail, 236-2221

'69 ECONOLINE VAN, strong 302 engine, interior done w insulation and paneling, \$450, Nelson, 233-2218

'78 MERCURY COUGAR XR7, 1 owner, 95kmi, AC, AM/FM, power windows, sell as is, \$2500 firm, Rick, 274-6598

'81 MERCURY LYNX, auto, PS, AC, AM/FM, cruise, rstprf, new tires, extras, exc cond, \$4500, Manny, 231-5287

'80 HONDA ACCORD, 4dr, AC, PS, auto, AM/FM cass, new brakes, 45kmi, \$5500, Rich, 251-1073

'81 PONTIAC T100, auto, 4dr, excellent condition, \$3500, Shirley, 234-4330

'78 CHRYSLER LEBARON, silver, velour interior, loaded, 75kmi, mint cond, best offer, Nancy, 278-4032

'78 TOYOTA COROLLA, AM/FM stereo, 4spd, 2dr, gd mech shape, new brakes, radials, \$2300/BO, Sandra, 269-2483

LOST

LOST, ladies gold pendant watch on chain, name engraved on back, lost MR3-3 vicinity, Mary, 231-6942

FURNITURE

ANTIQUA BEDROOM, mahogany, full size bed, chest, dresser with mirror, \$275, Bill, 247-2881

TRUNDLE BED, excellent condition, \$30, Ted, 251-1315

BEDROOM PIECES, queen headboard, armoire, 2 mirrors triple dresser, nightstand, \$800, Lesley, 249-4042

PLATFORM BED, mattress, queen, white, \$200, kitchen table, \$25, storage cabinet, \$25, Linda, 225-6515

DINING ROOM SET, Broyhill, walnut table w 3 leaves, 6 chairs, buffet, \$1200/BO, Barbara, 223-9911

MISCELLANEOUS

VACUUM, Rainbow, good condition, \$200/BO, Pam, 251-1284

NATIONAL NC-300 RECEIVER, works 160, 80, 40 & more meter bands, calibrator & fan, \$475, 245-5349

RS-803US 8 TRACK RECORDER, Panasonic, very good condition, \$40 firm, Scott, 231-7745

TIRES(3), Bridgestone SBR, I75 x 14, 20kmi, \$25, Al, 223-1921

TIMING LIGHT, Penske, Sears best, like new, \$15, Bob, 223-3337

ELECTRIC GUITAR, Ovation, 6 string, \$450, elec guitar amplifier, Traynor, 40 watt, \$80, Razmik, 225-5872

SNOW TIRES, tubless w/w studded, 5.60-14, exc cond, \$50 for both, Paul, 223-3548

SCOPE, Tek 541, CA plug in, new tubes, needs cal, probes, maint manual incld, \$300, Wayne, 223-8929

UMBRELLA STROLLER, like new, \$15 firm, Sue, 275-6135

GUITAR, Yamaha 6 string acoustic, natural finish, hard shell case, exc cond, \$300/BO, Gerry, 223-6849

8 MONTH MEMBERSHIP, New Shapes Aerobic & Diet Center, near AP01, \$100, Deborah, 289-1509

STORM WINDOWS, 3 track aluminum, OD 31"W x 53"L, ID 29 1/4"W x 51 1/2"L, Frank, 223-6284

ATARI GAMES, Bridge, Demon Attack, Asteroids, Star-master, Adventure & more, 7 for \$45, Sonia, 234-4284

SNOW TIRES(2), radials, H78 x 14, mounted on Ford rims, \$75, Dave, 276-9859

PORTABLE VHS RECORDER, Panasonic, w remote, spec effects, video camera, \$1650, Sujit, 223-1300

AIR CONDITIONER, GE, carry cool 5000 BTU, like new, \$150, Mitch, 237-3226

HOCKEY SKATES, CCM Tacks, tuck blade, size 5 1/2, \$25, Bauer, size 5, \$18, Brenda, 247-2070

AMPLIFIER, Fender Bandmaster series, 4 channel, 150 watt head, sep cabinet, \$1000, Marc, 237-2550

PETS

ENGLISH SETTER PUPS, field registered champ stock, orange & black belton, shots, \$250, John, 251-1462

PIRAHNA, red belly, charcoal tail, nice markings, 7" male, Wayne, 223-8929

RECREATIONAL VEHICLES

HERRESHOFF 12 1/2 SAILBOAT, largely restored, newly refinished, vry gd cond, \$4500, Linda, 251-1572

SAILBOAT, 78 O'Day Shoal Draft, motor & trailer, ready for sailing, exc cond, \$8900, Judy, 278-4173

REAL ESTATE

MERRIMACK, 3bdrm ranch, sunk livrm, forced hot air heat by wood/elec basebrd, \$77.9K, Barbara, 249-4472

GROTON, 8rm garrison, 30 min to PKO, HLO & MKO, 15 min to ZKO & AKO, 139.9K, Robert, (617) 448-3357

AYER, townhouse condo, 2bdrm, kitchen, dinrm, livrm, 1 1/2 bath, \$59K, 8 1/2 assum mort, Tina, 289-1623

WINCHESTER, condo, studio, 15 min north of Boston, balcony, pool, \$37.5K, Pam, 231-6824

RENTALS

SKI TOWNHOUSE, Lincoln, NH, next to Loon slopes, wknd/wk/season, pool & more, Yiao-Tee, 292-2426

SKI CHALET, N Conway, 3bdrm, avail now-4/1/84, wkly/weekends/monthly, Dino, 231-4477

SKI CHALET, Killington, near access road, sleeps 12, stereo, TV, avail mid week, min \$250, Emil, 223-4749

TOWNHOUSE, North Conway, close to major ski areas, 3bdrm, frplc, 2bath, laundry, Barrie, 231-5412

SUMMER HOUSE, Wellfleet, sleeps 5, near beaches, many extras, June-Aug, 2 wks min pref, Liz, 223-8346

SKI CHALET, Killington, cath ceiling, 2bdrm, TV, dish-washer, W/D, stereo, \$550/wk, Susan, 223-3942

CHALET, Hillsbro, NH, fully equipped, sleeps 4, week/weekend, Susan, 231-6147

APT, Arlington Center, 5rms, 2bdrm, 1st floor of 2 family, yard, parking, \$600 unhtd, Cynthia, 249-4427

SUMMER COTTAGE, E Falmouth, sleeps 6, boat launch nearby, near beach, no pets, \$375/wk, Fred, 223-5883

ROOMS, Sudbury, furn/unfurn, inclds utils, kitchen, bath, laundry, parking, \$250, Dot, 276-9358

APT, Acton, 2 rms in private home, garage & priv entrance, limited kitchen facil, Stef, 276-8017

DUPLEX TOWNHOUSE, Pepprell, 2bdrm, lrg kitch/din, livrm & basement, \$550/mo + utils, John, 231-6281

BEACH HOUSE, Falmouth, 7bdrms, 2bath, new kitch w microwave, by wk/month, Jackie, 223-2189

ROOMMATES

ROOMMATE, 2 rooms for rent in private home, share kitchen and bathroom, \$200/mo, Diane, 223-2060

ROOMMATE, Acton, share 2 bdrm apt, \$275 inc utils, non smoker, Peter, 251-1466

ROOMMATE, M/F, non-smoker, 4th person to share large house, Acton, avail now, Sharon, 223-1727

HOUSEMATE, share large house in Chelmsford, price negotiable, Jesse, 283-7634

HOUSEMATE, F, non-smoker to share large house in Hopkinton, \$225 + 1/3 utils, Peg, 231-5158

HOUSEMATE, M/F, Tyngsboro, near rte 3, non-smoker, clean prof, no pets, pool, etc, \$300, Bill, 231-4945

ROOMMATE, M, 2bdrm apt, Lowell/Chelmsford line, non-smoker, no pets, \$235 + \$10 utils, Brian, 269-2183

ROOMMATE & APT WANTED, in Boston area, I have 2 cats, Melissa, 223-6503

SPORTING GOODS

HOCKEY SKATES, Canadian Flyer, boys size 5, Sherbrooke, size 4, vry gd cond, \$8 ea, Joe, 223-9761

SKIS, Rossignol ST Comp, 175, w Salomon 444 bindings w straps, \$70, Dave, 231-6771

BICYCLE, girls 3 speed, 26 inch, Ross, good cond, \$50, Dev, 251-1367

PING PONG TABLE, with equipment, \$60, Bob, 234-5081

SCUBA OUTFIT, complete, medium size, lots of extras, \$650, Nick, 223-3061

WANTED

RECORDS, single or album, Jack Blanchard & Misty Morgan, country & western duo, Dick, 279-5534

CAR SEAT, for toddler, must be in good condition, Alberto, 226-7278

HOME TO RENT, 3 bdrms, in Bolton, Stow, Lancaster, needed by July 1, Mary, 225-4612

DISK DRIVE, for Robin, new or used, Ken, 225-5584

LA34-AA for Robin computer, Greg, 247-3202

TERMINAL, LA34AA w tractor, \$350, LA120-DA, \$1000, LA12-A, \$750, VT100, \$400, Dave, 223-4060

BASEBALL CARDS, for collection, Jared, 288-6435

SEWING MACHINE, free arm, built in button holer, Eliane, 224-1523

WOMEN RACQUETBALL PLAYERS, forming league at Granite Racquet Club, Acton, Elaine, 234-4408

WORLDBOOK ENCYCLOPEDIA, not more than 12-15 years old, Paul, 249-4443

FISH TANK, 30 gallon tank hopefully with complete set up, Raymond, 282-2035

ROBIN VT 180, LA50, LA34, in mint condition, will pay good price, Pat, 276-9419

ROOM TO RENT/HOUSE TO SHARE, by Irish Setter, not destructive, has live in owner, Ron, 247-2393

TO BUY/MANAGE APT BUILDING, carp, elec, plumb, +5 years mgr exper, Joe, 276-8227



NEWS BRIEFS

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 Marketplace, which is first come, first served. The next four issues and deadlines for DTW:

March 5 issue - Feb. 22 deadline
 March 26 issue - March 14 deadline
 April 9 issue - March 28 deadline
 April 23 issue - April 11 deadline

'Concern' — Shrewsbury's new Employee Assistance Program

Employees joining the new Shrewsbury Storage System Facility will find Concern, an Employee Assistance Program available to help with a variety of personal problems. Concern provides assistance to employees struggling with family difficulties, emotional crises, alcohol or drug problems and other sources of personal stress.

The staff of Concern, all trained professionals, provides problem assessment, referral to area resources and follow-up support. Services are available at the Shrewsbury plant and at Concern offices located in Westboro and Natick. Off-site services are available evenings. All services are confidential, in line with Digital's Employee Assistance Program policy.

For an appointment, call 1-800-451-1834. The Concern counselor will be available in the Health Services office in Shrewsbury on Wednesday afternoons.

Date change for Deming course

The Introduction to Deming Workshop, sponsored by the Central Quality Group, will be held April 2 through April 6, a month later than originally posted. The Deming philosophy for management and problem-solving, considered to be a major reason for the emergence of Japan as a world industrial leader, will be studied during the workshop.

The Quality Workshop is a prerequisite for this course, which will take place at Digital's Ed Services facility in Bedford. Software Services employees should register through their Regional Training Registrars. Other interested employees may register through the Ed Services Registrar, DTN 249-4670.

ACM conference to feature several Digital speakers

Several Digital employees will be among the speakers at the Association for Computing Machinery (ACM) Northeast Regional Conference, to be held March 19-21 at the University of Lowell.

The theme of the three-day conference is "Integrating the Information Workplace — The Key to Productivity." Among the featured keynote speakers will be Digital's Maurice Wilkes, senior consulting engineer; Digital's Tom Gannon, technical director, Technology Development Programs; and Encore's Gordon Bell.

The program's topics will include Artificial Intelligence; Computer-Aided Design; Database; Tools; Office; Decision Support Systems; Networks; PCs; and Applications. For registration information, call Ed Perkins, DTN 225-6463. For early registration (before March 5), the cost is \$255 to ACM members and \$315 to non-members.

Word processing on Rainbows

The second meeting of the DEC Computer Club's Rainbow User's Group will be held Wed., Feb. 29, from 6-9 p.m. in the Corporate Auditorium at Parker St. (PK3) in Maynard.

The focus will be on word processors: what's available, which ones work and how much they cost. There will be a round table discussion, with demonstrations and comparisons. For more information, call Tom Deakins, DTN 279-5366.

If you get a boot out of soccer . . .

"We seek any soccer enthusiast ranging from beginner to those who have tutored Pele," says Digital Soccer Club secretary Dave Coombs, who is welcoming anyone interested in joining for the spring and fall seasons.

Over the past three seasons, the DEC Rams have competed in the Sportsmen's League in Central Mass. In 1984, the club is hoping to boost both its ability to compete in the league and its general membership. The season begins April 1.

For more information, contact club secretary Dave Coombs, DTN 228-2123, mailstop FXO/N17; or president Helder Moura, DTN 231-6013, mailstop MRO1-3/P25.

New Scuba Diving Club getting its feet wet

A Digital Scuba Diving Club is in the start-up stage. Interested employees who are certified scuba divers are invited to join. A meeting is planned for late March. For more information, send name, DTN and mailstop to Jose Lopez, BNO; or Hank Black, WAO.

Career development conference for women engineers

The Society of Women Engineers and the Association of MIT Alumnae are hosting a career development conference at MIT. "Anatomy of a Career" will feature speakers and workshops on the various phases of technical careers. There will be an evening reception March 30, followed by an all-day program March 31. Cost is \$40 before March 9, \$50 after March 9, with a \$5 discount for members.

For more information or registration materials, contact Pat Shaw, DTN 223-1846, mailstop PKO3-1/20A.

Quality — an American Revolution

The 1984 Boston Quality Conference will take place March 14 and 15 at the Radisson Ferncroft Hotel in Danvers, Mass. This year's theme is "Quality — An American Revolution."

The conference is sponsored by the Boston Section of the American Society for Quality Control. There will be 20 guest speakers, 24 technical sessions, keynote and luncheon speakers and vendor displays.

Vyas Murthy of Digital's FSL Quality Management office is program chairman for the conference. For more information, contact Vyas, DTN 261-3773.

West Springfield helipad closes

The relocation of the West Springfield facility has prompted the closing of the helipad for Digital helicopters. Passengers wishing to travel to the Springfield facility must make arrangements for ground transportation from Enfield, Conn., by calling Springfield Van Services, DTN 243-2408 or 2411. Van Services will need the arrival time of the flight and the number of passengers. Scheduling ground transportation is the passengers' responsibility.

COMPUTER CORNER

Find out how to cut down on commuter costs by contacting the Commuter Transportation Department, DTN 223-7029

Call the following DTN numbers to join these routes.

VANPOOLS

To Nagog/Maynard

From Amherst, NH, Doug Ryder DCV #67, 288-7606

From Salem, NH, Jim Somma DCV #46, 288-6294

To Maynard

From Hudson, Nashua, NH, Bob Hoglund DCV #75, 223-5513

From E. Pepperell, Groton, Littleton, Ted Courtney DCV #16, 223-3976

From Billerica, Bedford, Al Roemer DCV #74, 223-9408

From Jamaica Plain, Allston, Brookline via Route 9, Tony Santos DCV #64, 223-6666

From Peabody, Phil Baxter DCV #107, 223-1961

From Nashua, NH, Bob Cormier DCV #84, 275-6232

From Framingham, Bob Carson #43, 223-3396

To Acton/Maynard/Stow

From Methuen, Salem, Andover, Tewksbury and surrounding area, Ken Noyce DCV #109, 223-3559

To Stow/Maynard

From Worcester, Shrewsbury, Denise Moran DCV #36, 223-3088

From Worcester, Auburn, Shrewsbury, Jack Dowling DCV #71, 223-7492

To Nagog

From Weymouth Center, Houghton Pond, Canton, St. Bartholomew's Church, Needham, Harold Woods DCV #68, 288-6378

To Tewksbury/S. Lawrence/Andover
From Framingham area via Routes 9 and 495, Brian Gordon DCV #87, 289-1075

To Hudson (HLO)

From Reading, Bruce MacDonald DCV #34, 225-5336

To Marlboro

From Cambridge, Arlington, Paul Defazio DCV #41, 231-6903

FORMING VANPOOLS

To Marlboro

From Tewksbury, Lowell, Chelmsford area, Rick Romano, CALL AFTER 5PM, 657-7614

To Nagog

From Arlington, Lexington, Belmont, Cambridge area, Dick Belmont, 226-7115

To Shrewsbury

From Maynard, Serge Martel, 237-3363

From Allston, Cambridge, Brighton,

Boston, Darrell Hartwick, 237-3234

From Townsend, Leominster, Mike Her-
man, 237-3398

DME SEMINARS

There are only a few openings left in the following Digital Management Education courses. Please call DTN 249-1881 to register.

All courses are held at the Bedford Training Center unless otherwise noted.

English as a Second Language

March 12-May 14; 10 Mondays (PKO)

Building Effective

Apr. 2-3; May 3-4 (MRO)

Customer Relations

Calculating Human Research

Mar. 20-22; June 12-14

Costs and Benefits

Capital Asset Management

Apr. 30-May 1; May 29-30

Communication Skills

Apr. 30-May 2; May 21-23

Cost Center Expense Reports

May 11

Cost of Sales/Standard Setting

Apr. 12-13; May 3-4

Counseling Skills

May 9-11

Creating Effective Visuals

Mar. 2, 19 May 4, 30 (MRO)

Effective Business Writing Skills

Mar. 12-13; Apr. 2-3 (MRO)

Essentials of Negotiation

May 24-25

Financial Awareness

Mar. 22-23; Apr. 19-20

Interviewing Skills

Apr. 5-6; May 7-8

Key Financial Concepts

Mar. 12-13 (PKO); Apr. 26-27

Managing Performance

Mar. 21-23; Apr. 30-May 2

Pre-Management Development

May 7-11

Presentation Skills

Mar. 15-16; Apr. 19-20; 30-May 1

Problem Solving/Decision Making

Mar. 6-8; 26-28; Apr. 25-27

Project Management

Apr. 26-27; May 10-11 (PKO)

Secretary/Manager Communications

May 11

Skills Assessment & Career Mgmt.

May 3-4

Time Management

Apr. 9; 23

Golf League accepting applications

The DEC Golf League is now accepting applications for the 1984 season. Applications will be accepted on a first-come, first-served basis until the roster is filled.

Deadline for registration is March 2. Applications must be accompanied by full payment of dues, \$20 per full-time member, \$10 for alternates. A refund of \$10 will be made to those who apply for full-time membership but become alternates be-

cause of lack of space on the roster. Alternates are entitled to full-time member benefits at outings and the annual banquet.

Checks should be made payable to DEC Golf League and sent with the application form below to the league registrar, Mary Donahue, at MRO2-3/M38.

League competition begins April 30 at Stow Acres Country Club.

Annual dues of \$20 must accompany this form. The application will not be processed without the dues. Checks are to be made payable to "DEC Golf League", stapled to the back of this application, and received by Mary Donahue, MRO2-3/M38 no later than March 2, 1984.

Name _____ DTN _____ LOC/MS _____

Instructions:

Badge _____

A. Determine your flight and handicap. 9 hole scoring ranges are listed in the right hand column of the chart below.

B. Indicate your first, second, and third choices of playing night/time for your flight.

C. If the roster is full, are you willing to become an alternate? yes _____ no _____

Night	Times	Handicap (Scores)
Mon.	4:15 only	Flight A
Tues.	4:15 only	
Thurs.	4:15/5:15	1 thru 7 (36-43)
Mon.	4:15/5:15	Flight B
Tues.	5:15 only	
Thurs.	4:15/5:15	8 thru 14 (44-50)
Tues.	4:15/5:15	Flight C
Wed.	5:15 only	
Thurs.	5:15 only	15 - 24 (50-60)
Fri.	4:15 only	