

Mini News

News For The Employees of Data General

November 1, 1985

Data General Reports Year-End Results

Data General has reported fiscal 1985 revenues of \$1.24 billion, a 6.7 percent increase over fiscal 1984 revenues of \$1.16 billion.

Operating income for the full year was \$36.1 million, 2.9 percent of revenues, compared with \$102.6 million, 8.8 percent of revenues in the prior year.

Net earnings for the 1985 fiscal year were \$24.3 million, or \$.92 per share, compared with 1984 fiscal year earnings of \$67.2 million, or \$2.60 per share, before the non-recurring DISC adjustment and an extraordinary gain resulting from a debt-for-equity swap; including both the adjustment and extraordinary gain, fiscal 1984 earnings were \$83.3 million, or \$3.21 per share.

At the end of the fiscal year, Data General employed 16,534 people worldwide, down 1161 from a year ago.

During the year, the company shipped 20,700 computers, bringing the total number shipped since founding to 176,000.

Fourth Quarter Results

For the fourth quarter, which ended September 28, the company reported net earnings of \$0.5 million, or \$.02 per share, compared with net earnings in the same quarter last year of \$24.3 million, or \$.92 per share before income from the reversal of DISC taxes. Figures for 1984 have been restated to conform to the new quarterly reporting format adopted at the beginning of fiscal 1985. The fourth quarter of fiscal 1985 contains 13 weeks as compared to 14 weeks in the final quarter of last year.

Revenues for the fourth quarter were \$299.5 million, compared with revenues of \$342.4 million for the same period last year.

Operating income was \$2.4 million, 0.8 percent of revenues, compared with operating income of \$36.9 million, 10.8 percent of revenues, in the final quarter of last year.

Results Reflect Demand

"Our fiscal 1985 results reflect the weakness in demand for computer products that has negatively affected our industry this year," says President Ed de Castro.

"While we remain cautious about near-term economic and industry trends, we have strong conviction in the inherent long-term demand for products that improve our customers' productivity.

"We have continued to steadily make capital investments to improve our productivity and lower manufacturing costs. We have also maintained a strong emphasis on research and development, which will result in a heavy product announcement calendar over the next several months," Ed states.

"While no clear trend for recovery has emerged as yet, and we are controlling costs accordingly, we intend to be well positioned to vigorously participate when improved demand for these products materializes."

Dick Bowman Named Director of Account Development

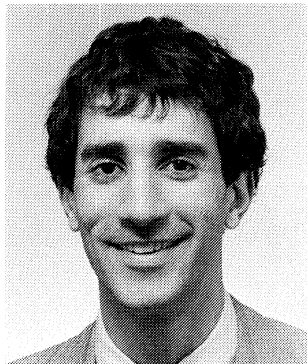
Dick Bowman has been appointed director of Account Development within the North American Sales Division (NASD), reporting to Frank Pinto, division director of Field Marketing.

In this position, Dick is responsible for the Major Opportunity group and Major Account departments within NASD. Dick will support the Sales organization in closing major sales, managing large commercial and technical accounts, and mounting sales campaigns directed at select target accounts.

Dick joined Data General in 1975 as District Sales manager in Atlanta. He was subsequently promoted to Regional manager in Atlanta and has been the director of Federal Sales in Washington, D.C. for the last several years.

Dick has a BS in mathematics from the University of Alabama.

Promoting Data General's Engineering Workstations



Chris Saleh

During the last several months, the Technical Product's Division's (TPD) Engineering Workstations group has been extremely active in promoting Data General workstation products and strategies at select trade shows. Last week, Product Manager for Engineering Workstations Chris Saleh, presented a paper entitled "Engineering Workstations: A Design Charter For the '80s" in Portland, Oregon at Northcon trade show.

As part of a panel focusing on "Integrated Micro-Computer Systems," Chris shared the stage with representatives from Motorola, National Semiconductor, Intel and Digital who focused on their system buses and workstations.

In closing the panel discussion, Chris stressed that successful workstation vendors, "...must offer a user environment that supports a consistent and

uniform user interface across a range of applications and that supports database interchange and transportability across the same applications. Data General's success with horizontal software packages in commercial markets has given us valuable insight into what it takes for similar success in technical markets."

At the Special Interest Group For Computer Graphics (SIGGRAPH) show held this summer, Chris spoke on a panel which addressed "Sizing The Graphics Market: Where Do All Those Numbers Come From?" Joined by industry experts from IDC, Dataquest and Gnostic Concepts, Chris' topic at the well-attended session was "Engineering Workstations: A Numbers Nightmare."

Data General Donations To Georgia Tech Exceed \$1 Million



School and company officials discuss Data General's recent donations to Georgia Tech. They are: (left to right) Ron Gilmore, Data General Regional Field Engineering manager; Les Karlovitz, dean of the College of Sciences and Liberal Studies; Bryan Scoggins, Data General Software Support manager; John Passafiume, assistant director for Laboratories; and Professor Lucio Chiaraviglio.

Data General representatives recently participated in dedication ceremonies for two equipment donations made to Georgia Institute of Technology, the nation's third leading educational research center.

The School of Information and Computer Science received an ECLIPSE MV/10000 computer system, and the Computer Technology and Applications division of the Electronics and Computer Systems Laboratory received a gift of a DS/4200 engineering workstation. Valued at over \$400,000, these donations bring the total value of donations to Georgia Tech within the past five years to more than \$1 million.

Both systems will be used for student instruction utilizing UNIX and ADA operating systems as well as for assisting in the university's research efforts. Georgia Tech plans to establish the ECLIPSE MV/10000 as the mainline Ada environment for the School of Information and Computer Science as well as the new Software Engineering Research Center.

John Passafiume, assistant director for Laboratories at the School of Information and Computer Science, believes that the combination of Data General's equipment and support, "...will not only provide a great improvement to our Ada-related research efforts but also provide access to the system to a large number of students."

Publications Network Meeting

Employees in a Data General Publications group are invited to attend an informational-sharing session of the Publications Network to be held in the Engineering Classroom on Tuesday, November 19 at 3 p.m.

Kicking off the informational exchange will be Chris Gundel, manager of Educational Technologies, who will give a brief overview of "Computer-Based Training," which has been that department's focus for the past year. For more information on the network, contact Sue Medd at extension 4063, Bob Mulcher at extension 4803 or Lynne Martin at extension 6902 in Westboro, or Elise LaTorre at extension 2811 in Milford.

Data General Enters Marketing Agreements

Data General has signed a pair of software licensing agreements for products to be used with the ECLIPSE MV/Family of computers, and the Distributed Systems series of engineering workstations running the company's native UNIX operating system, DG/UX.

INFORMIX Data Base Available

Through a licensing agreement with Relational Database Systems, Inc., Data General's DG/UX customers will be able to run the INFORMIX-SQL database product line on their systems. This contract is yet another move toward making the most requested UNIX applications available on Data General's UNIX systems.

The INFORMIX family of products provides an environment for applications development. The product set includes: INFORMIX-SQL, ESQL/C, C-ISAM,

and File-It.

- The relational data base system, INFORMIX-SQL, includes the INFORMIX data management environment and the IBM standard SQL query language for applications development and operation.
- ESQL/C allows the SQL query language to be embedded in external C programs for manipulation of data bases from within C programs, and also enables the INFORMIX-SQL user to call external C programs from within his data base application.
- The C-ISAM tool is a library of C-language functions for creating and manipulating indexed file systems. C-ISAM is considered the de facto standard access method for the UNIX operating system.
- File-It! is an interactive file management system for users who want to build and maintain simple applications. File-It! is designed for ease of use, power and flexibility.

The INFORMIX-SQL system includes utilities which allow data bases developed in INFORMIX to be accessed from INFORMIX-SQL.

Relational Database Systems was founded in 1980 to create and market data base software for commercial applications.

UNIFY Data Base On DG/UX

Data General will market Unify Corporation's UNIFY UNIX software on Data General DG/UX systems. Data General will license and support the product, while maintaining the UNIFY name on the product and in promotional literature.

UNIFY is one of four popular data base products that are used with the UNIX operating system. The other three that are most often requested are: Oracle Corporation's ORACLE; INFORMIX from Relational Database Systems, Inc.; and INGRES from Relational Technology, Inc.

UNIFY provides low-end relational data base capabilities under DG/UX. The product provides non-procedural tools that combine to form an application development environment. These tools include: interactive data entry and forms design, ad hoc queries through SQL or forms, report writer and data base functions for updates and load/unload.

Based in Sacramento, California, UNIFY was established in 1980 and specializes in providing powerful software tools for the needs of professional applications developers.

New HR Information System To Be Implemented

Data General will introduce a Human Resources Information System (HRIS) early next year to replace the company's original Personnel Data System (PDS) installed in 1980.

"HRIS implementation in support of all U.S. personnel records by April of next year will greatly increase our ability to respond with accurate, timely employee data," states Don Bateman, vice president of Human Resources.

HRIS, scheduled to be pilot tested in January 1986, has been in the full development mode for over a year. When fully implemented, the system will provide more timely and accurate employee data for Data General managers; allow employees to easily update basic information such as address changes; streamline some Personnel administrative procedures; provide better decision support; and provide a data base that will meet the needs of the company well into the 1990s.

"The implementation phase from now through next spring will be relatively transparent to most employees," explains Don. "Human Resources, Payroll and Management Information Systems (MIS) personnel, however, already are being called upon to perform critical tasks and meet deadlines."

In some operations, employees may be asked to verify or update personal information, such as address, phone number and educational background in order to ensure the transfer of correct data from PDS to HRIS.

The HRIS system is based on software from Integral Systems, Inc. (ISI). By April, there will be approximately 100 stations throughout the United States for entering transaction data and producing reports. Compared to the current batch PDS system, HRIS will be real-time, on-line and available for use virtually all the time.

Project manager for HRIS is Peter Polachi of Corporate Human Resources. Within each division, or at each major location, the Compensation manager has assigned responsibility for implementation.

Career Development Supported In Business Divisions

What do I want from my career? What are my interests and goals? What opportunities exist for me at Data General? And how can I get access to those opportunities?

These are some of the key questions answered for hundreds of participants in the Career Development Program (CDP) implemented by three Business Divisions. In fact, since the program was first piloted in March of 1984, nearly 500 individual contributors have attended the CDP Career Planning workshops. Also, nearly 200 managers have attended the Career Coaching workshops that are an integral component of the CDP.

The Career Development Program assists employees in identifying their career interests. It helps them in developing the skills and qualifications they will need in order to become more competitive and

successful candidates for future opportunities at Data General. To support employees' career initiatives, managers within the participating organizations have received training on how to provide career coaching.

"Through the Career Planning workshops," explains Brad Matthews, senior M.O.D. specialist, "we make employees aware of the career support that's available, and the 'rules of the road' in 'driving' their careers. We show them how to become their own project leader, where the project is their career."

CDP was developed and is coordinated by the Divisional Management and Organizational Development (M.O.D.) and the local Human Resources groups. "But the true driving force behind CDP was and is the active commitment of managers in the divisions which have implemented the program," according to Wanda Buczynski, Divisional M.O.D. manager. "These managers recognize the importance of supporting career development efforts in their organizations in order to maximize employees' career success and contribution to the business."

Says Barbara Babcock, director of the Information Systems Division (ISD) Worldwide Product Marketing, "The career planning process which helps the company's most important resource, its employees, to grow and prosper can only be viewed as a most significant program. I am delighted to be able to encourage and support my organization in taking advantage of this opportunity."

"The intense short-term project focus in product development makes looking at an employee's longer term career interests difficult, and yet extremely important," adds Bob Hutton, manager for Distributed Systems in Advanced Systems Development (ASD). "The Career Development Program is a key tool in helping individual contributors and their managers to focus more attention on the critical matching of people's career interests with organizational assignments and training opportunities."

To date, the CDP has been implemented by ISD, the Systems Development Division (SDD) at Westboro and Data General-RTP, and by the Technical Products Division in Englewood, Colo. Within those organizations, ongoing CDP workshops and support are coordinated by the local Human Resources representatives.

"Local Human Resources representatives like myself are involved in leading the Career Planning workshops," states Janell Davidson, senior Human Resources representative for Central Processor Development in SDD. "This further exposes us to concerns and issues affecting our organizations, and reinforces employees' awareness of the active support Human Resources can provide."

Other organizations within the Business Divisions, and Corporate Technology and Support also are considering implementing CDP. For further information about the career development support available your organization, contact your local Human Resources representative.



Business Divisions employees recently participated in a Career Planning workshop led by Elaine Ouellette, senior Human Resources representative for Advanced Systems Development.

People

1 America's/Far East...

Jim Whittaker has been named country manager in Brazil, reporting to Dick Bright, general manager for Latin America Marketing Operations. He is responsible for Data General's expanded operations in that country. Brazilian headquarters will be moved from Sao Paulo to Rio de Janeiro, where Jim will be located.

With Data General for four years, Jim most recently was manager of International Manufacturing Planning. In that position, he was involved in planning and negotiating manufacturing agreements involving Data General's business in foreign countries, such as the decision to allow Cobra Technology to manufacture, sell and service ECLIPSE MV-based computers.

Prior to joining Data General, Jim was manager of International Affairs for the American Electronics Association in Washington, DC. He has a JD from George Washington University School of Law, an MA from the Johns Hopkins School of Advanced International Studies, and a BA from Stanford University.

Quarter 4 Sales And Systems Engineering Awards

The following employees have received Sales and Systems Engineering awards for their outstanding performance during Quarter 4 of fiscal year 1985.

	<i>Sales Representatives</i>	<i>Systems Engineers</i>
Area 1		
Region 1	Dave Manjarrez	Lisa Weidner
Region 3		Terry Papadopoulos*
Region 4	Tom Smillie	Gunther Sampson
Region 5	Peter Ickes	Joe Strong
Area Group		Ed Hickland
Area 2		
Region 1	Mack Barber	Ted Nichols
Region 2	Dale Shillings	Brent Fuller*
Region 3	Don Bowen	Steve Kotyk
Region 4	Mark Dominey	Larry Laramay
Area 3		
Region 1	Justine Oehlert	Steve Potter
Region 2	Wayne Dye	Rich Mortimer
Region 3	Ron Ralston	Arlene Blouch
Region 4	Dave Johnston	Tom Hamilton
Area 4		
Region 1	Ed Walovitch	Jill Vonderhaar
Region 2	Al Rosman	Tom Palver
Region 3	Dennis Bosak	Bill Peters
Region 4	Bill McCarthy	Rik Bardrof
Federal		
	Steve Baldwin*	Kathy Harcum
Canada		
	Barry McKenna*	Michelle Lorquet

The Branch managers of the Quarter are:

Area 1	Eric Taylor*	Dane Sidi*
Area 2	Terry Bagnell	Greg Couch
Area 3	George Brookler*	Jeff Farmer
Area 4	Terry Murphy*	Brian Bartlett
Federal	Karen Finger*	
Canada	Bruce O'Mara	

Receiving the award for the North American Sales Division Regional Sales manager of the Quarter is Gene Iezzi of Area 2, Region 2. The Regional Systems Engineering manager of the Quarter is Harris Freeman of Area 3, Region 1.

* repeat winner

Finder Of Lost Love

A blind date may be full of surprises, but for Sue Varnum of the Software Development group in Westboro it was a match made in heaven. A recent trip to Texas to meet a blind date instead ended a life-long search for her long lost father, Frank Otero.

Never Knew Dad

For most of her life, Sue was led to believe that Frank had passed away at an early age. She found out the real truth in high school when her mother let on that she and her dad actually had divorced when Sue was just an infant.

Sue's discovery that her father indeed was alive, along with her interest in tracing her family heritage, prompted a life-long search for her lost dad. She made inquiries of the Bureau of Indian Affairs, because of her Spanish-Indian background. She also contacted the Social Security Administration for leads as well as many engineering firms due to her father's one time profession as a U.S. Army civil engineer. All inquiries proved fruitless.

Miracle In Texas

Then, one day this past July, a miracle happened.

En route to a blind date in Piersal, Texas, Sue was held up at the Dallas-Forth Worth airport due to severe inclement weather in Boston, which delayed her flight on to San Antonio. As was her usual practice when traveling, Sue used her spare time to look into the telephone directory for any "Frank Oteros." After discovering her father's name in the telephone book, she dialed the number but there was no answer. Finally, on her return trip to the airport three days later, she tried again. Her father answered, and simply exclaimed, "Come on home!"

"I almost gave up hope," Sue states. "My mom died a year ago and I found dad almost a year later to the day she died. And I thought with her went the only key to him. I always thought I was an only child, but now I have a big family of a half-brother and two half-sisters, nieces and nephews living in the Dallas area."

With the help of her daughter Suzanne, who works in Special Projects at Data General-Southboro, Sue arranged a family reunion held at her home in Framingham on Saturday, October 5. The family all had a chance to do some catching up. Together they enjoyed a New England style clambake of lobster, steamers, and corn-on-the-cob.

In addition to reuniting with his daughter and granddaughter, Frank had a chance to meet Sue's sons, Michael and Paul; her daughter-in-law, Jill, and his three-month-old great grandson, Jeffrey.

Now, Sue and her father correspond by mail and converse regularly by telephone. And this year, Thanksgiving will take on an extra special meaning

as Sue and her family in Massachusetts travel to Texas, the lone star state, for a long-awaited holiday gathering with her father.

Says Suzanne, "He's everything we've always dreamed of in a grandfather. He speaks six different languages, and is warm, witty and happy-go-lucky. He has greeted us as his family with total acceptance and love."



Sue Varnum (right) of Software Development in Westboro and her daughter Suzanne of the Special Projects group in Southboro display their family photo album, a special gift from their father.

On-Line Information Service For Data General Dealers

An On-Line Information Service (OIS) for Data General dealers and their customers will be demonstrated from 9 a.m. to 4 p.m. on Monday, November 4. The demonstration will be held in the second-floor Records Room at Data General-Milford. All interested employees are welcome to attend.

Available 24-hours-a-day, OIS is an on-line, menu-driven service that provides dealers and their customers quick access to information on Data General software and hardware products and services. It will be offered to dealers early this month, and to their customers later in the year. For more information on this service, contact Diane Clay at extension 2991 in Milford.

Office Automation Courses Offered To Employees

Manufacturing Information Resource Management Training (MIRMT) is offering several office automation courses to employees. All courses will be held in the Learning Center at Mail Stop C232 in Westboro.

To obtain a registration form, call extension 8051 or extension 8050 in Southboro, or send a CEO message to Training:WEBO08. Supervisor's approval must accompany registration. All classes begin at a.m., unless otherwise noted.

Start Date	Course Title	Duration
11/6	<i>CEO Data Tables</i> This class covers creation and manipulation of the data table (a columnar list of data composed of rows). This facility has powerful and easy-to-use sort, select and join features. NOTE: This class will begin at 1 p.m.	1/2 Day
11/7	<i>Getting Started With CEO</i> An introductory class in Mail, Calendar, Reminders, Things To Do, Filing and basics of the word processor.	2 Days
11/14	<i>Present (Non-Technical)</i> An introductory class which teaches users how to generate reports and charts from a master file (sequential, CEO List document, CEO Data Table document) through the creation of command files.	2/3 Day
11/15	<i>Trendview Rev. 4.0</i> An introductory class which teaches users to create line, bar, pie charts and screens of text interactively using a charting package as well as working with stored command files by using the SED text editor.	1/2 Day
11/19	<i>CEO Spreadsheet</i> An introductory class on how to effectively use an electronic spreadsheet to organize and analyze numerical data in rows and columns.	2/3 Day
11/20	<i>Trendview Rev. 4.0</i> (See explanation of class on 11/15.)	1/2 Day
11/21	<i>CEO List Processing</i> A course on how to use CEO merge function for mass mailings and repetitive documents, with special emphasis on select and sort features. User should be familiar with the CEO word processor.	1/2 Day
11/22	<i>CEO Data Tables</i> (See explanation of class on 11/06.)	1/2 Day
11/27	<i>CEO Spreadsheet</i> (See explanation of class on 11/19.)	2/3 Day

55 More Days Until Christmas...

...And the Data General Activities Committee has planned a holiday dinner dance to be held at the Westboro Plaza Hotel, Saturday, December 7. Watch the Mini News for more details.

Radio Enthusiasts Welcome

The Data General Amateur Radio Club will show the videotape, "DX-pedition To The Lacadives - VU7WCY," at 11:30 a.m. on Tuesday, November 5 in Guest Marketing Room 7 at Westboro. All interested employees are welcome to attend.

Ski Lake Placid

Data General employees are reminded that they may still join the Data General Ski Club on its trip to Lake Placid, New York on Friday, February 14 through Monday, February 17. The trip includes round-trip bus transportation, three nights' accommodation at Placid Bay Motor Inn, three breakfasts and one dinner, two days' lifts, and shuttle to the mountain.

Double occupancy is \$198, triple is \$179 and quad is \$169. A \$50 deposit for this trip is due by Wednesday, November 27.

Order Your Discount Lift Tickets Today!

Discount lift tickets now are available through the Data General Ski Club. Complete the ticket request form below, and return it to: DATA GENERAL SKI CLUB - TICKETS, Mail Stop F211, with ONLY check or money order made payable to the Data General Ski Club. Allow three weeks for return.

Activities

Ice Capades Coming To Worcester

This year's Ice Capades show features guest star Scott Hamilton, 1984 Olympic champion along with the Ewoks. What is an Ewok? Catch the show and see for yourself. Data General has discount tickets available for Saturday, December 7 at 3 p.m. Tickets are \$7.50 each.

Send your requests to: ICE CAPADES, Mail Stop D232. Check must be made payable to the Data General Activities Committee. Also, be sure to include a self-addressed stamped envelope. Tickets are limited so order early!

Ski Area	Number of Tickets
Killington	_____ \$24 = \$_____
Waterville	_____ \$18 = \$_____
Saddleback	_____ \$15 = \$_____
Smugglers	_____ \$15 = \$_____
Mt. Snow	_____ \$22 = \$_____
Total Enclosed	= \$_____

* Limit on Killington tickets - 2 per employee

Name: _____

Mail Stop: _____ EXT: _____

Badge #: _____ CEO Address: _____

Date: _____

MARKETPLACE

CARPOOL

Ride needed, from Hopedale to Milford, 8:30-5, Pam x2092.

Ride needed, from Hopedale to Webo, 8:30-5, Jay 431-7341.

Ride needed, from Burlington to Webo, 8:30-5, flex, Peggy x6128.

Ride needed, from Plainville/N. Attleboro to Webo, 8:30-5, Lloyd X4353.

Carpool, Looking to form carpool from Needham/Wellesley area to Webo, 8:30-5, flex, Stuart x5895.

Carpool, Looking to join or form carpool from Worcester to Webo, 8:30-5, flex, Richard, (Tie Line 221) x1515.

FOR RENT

Storage, For boats, motorcycles, etc, \$25/mo, 234-3103 (Whitinsville).

Townhouse, 7 rm, 2/3 bdrms, 1 1/2 baths, central AC, garage, near Mass Pike, Rt 20, Rt 9, full basement, \$750/mo + util, 754-3016 (Worcester).

Apartment, 1st floor, 6 rms, 3 bdrms, auto hot water, hardwood flrs, 799-6873 (Worcester).

White Mts Chalet, slps 8, 1/2 hr to Loon Mt, 2 bdrms, loft, fireplace, deck, Nov - \$300/wk, Dec/Jan - \$450/wk, 478-0186 (Milford).

House, 3 bdrm ranch in Westboro, garage, pool, frplc, family rm, convenient location, \$850/mo, 235-3543 (Wellesley).

Room, Large country home in Uxbridge, kitchen facilities, priv bath, garage, \$60/wk, 278-3712 (Uxbridge).

Apartment, 3 bdrm, 1st flr, \$675 + util, 481-0132 (Marlboro).

WANTED

Child Care needed, in Westboro for 2 children, after school Monday thru Friday, 3:00-5:30, 366-3956 (Westboro).

Covered Storage, For sports car for winter, reasonable distance from DG Westboro, 247-3225 (Boston).

Used Table Saw, For cabinet making, 263-6182 (Acton).

Day Care Provider, Infant, Monday thru Friday, 8-5:30, in your home in Shrewsbury/Northboro/Westboro, 842-7333 (Shrewsbury).

Housemate, 3 bdrm, 10 min from DG, washer, driveway, patio, \$225/mo + 1/3 util, 842-0514 (Shrewsbury).

Roommate, to share furnished 2 bdrm house, 20 min to DG, convenient to Boston, \$400/mo incl all util, 653-5124 (Natick).

Roommate, to share 2 bdrm apt, Worcester/Auburn line, 30 min to DG, incl elec & heat, 757-8895 (Worcester).

Roommate, 3 bdrm house, quiet area, washer/dryer, 10 min to DG, 845-1447 (Shrewsbury).

Housemate, to share country home, \$265+, 393-2475 (Northboro).

Roommate, to share apt, Windsor Ridge, 3 min to DG, 435-3368 (Hopkinton).

Roommate, to share 4 bdrm house, 10 min to Milford, 20 min to Webo, \$230/mo util incl, 528-3948/376-2110, (Franklin/Millis).

FOR SALE

Farberware Turbo Oven, \$45, 263-7542 (Acton).

National Geographics, 1959 thru 1979 (21 yrs), \$20, 263-7542 (Acton).

Oak Dining Room Table, w/4 cushioned chairs, \$150, 528-5274 (Franklin).

Nikonos IV, Professional aqua flash, \$495/BO, 842-0077 (Shrewsbury).

Living Room Set, Colonial tan couch & chair, \$1200; pine stereo/bar, \$150; coffee & end table, \$100; brown braided rug, \$75, 839-2867 (Grafton).

Sofa, American Heritage colonial print, earhtones, 84" length, \$250, 393-6111 (Northboro).

House, 8 rm, 2 bath, contemporary, cathedral ceilings, skylights, priv setting, 7 min from DG, \$139,900, 393-8374 (Northboro).

Electric Piano, CR25, \$500, 481-4207 (Marlboro).

Cabbage Patch Doll, girl, still in box, 485-4007 (Marlboro).

Sears Adventurer Tubeless Tires, 11-15, LT-6 Ply, 4 matching, 2 mos old, \$350, (401) 568-5682 (Burrillville, RI).

Tires, 4 used, steel belted radials, P195/75 R14, \$100, 562-9840 (Hudson).

Lombard Snowthrower, Model P-6, 6 hp unit, 839-6062 (Grafton).

Items, Hunting Jacket, w/hat & vest, brand new, orange, size-large, \$30; combination AM/FM radio & 8-track tape player, w/12 tapes & holder, \$60, 832-5951 (Auburn).

Flight Jacket, leather, size 46, \$120, 566-0197 (Brookline).

Yard Garden Wagon, 4' x 4', \$50, 529-4427 (Upton).

Tire Rims, 15" - 5 lugs, 14" - 4 lugs, 473-4347 (Milford).

Metal Safe, 18" deep, 33" wide, \$30, 473-7842 (Milford).

Woodstove, Capitol, used one season, \$200/BO, 867-9552 (E. Brookfield).

Tires, w/w, Jetson, P205-75R-15, \$40/pr, Generals, FR-78-15, \$30/pr, 234-3555 (Whitinsville).

Items, Solid Maple Buffet, 54"(w) x 70"(h) x 18 5/8"(d), \$300; Simplicity 2 stage Briggs & Stratton snowblower, 7 hp, 3 spd, forward/reverse, \$295, (603) 224-0086 (Concord, NH).

Tires, 2 Dunlop max trak grip steel belted w/w radials, GR78-15; 2 Firestone Towne & Country steel belted w/w radials, BR78-13; 2 w/w snow tires, D78-14; 1 trunk inflatable spare tire, never used, BO, 792-9063 (Worcester).

Solid Maple Frame Sofa, Hand-crafted, w/attached end tables, blue velveteen, w/two bolster pillows, converts to sleep sofa, \$500/BO, 875-0148 (Framingham).

AUTOS

'62 Chevrolet Impala, 4 dr sedan, 283-V8 auto, low mi, \$3000/BO, 365-4783 (Clinton).

'70 Nova, 4 dr, 6 cyl, \$450/BO, 752-4411 (Worcester).

'70 Oldsmobile Cutlass, 4 dr, 53K mi, no rust, new tires, radiator, battery, brakes, \$1700, 435-3064 (Hopkinton).

'73 Plymouth Valiant, 4 dr, slant 6 225 auto, 485-1304 (Marlboro).

'73 Rover Coachman Truck Camper, slps 4, gas & electric, bathroom/shower, \$1700, 755-3640 (Shrewsbury).

'74 Chevrolet Vega, 4 cyl, \$400/BO, 853-9606 (Shrewsbury).

'74 BMW 2002, AC, auto, 97K mi, needs front grill, \$3000, 886-2272 (Rutland).

'75 Honda CB500T, 11K mi, recently inspected, \$450/BO, 339-5774 (Mansfield).

'75 Chrysler Cordoba, 90K mi, 360-V8, leather interior, fully equipped, \$1600/BO, 485-7377 (Marlboro).

Toyota Corolla, 4 spd, new tires, AC, rear defrost, \$1450/BO, 473-4771 (Milford).

'76 Volkswagon, 76K mi, original eng, rustproofed, stereo, snrf, \$2000, 695-8138 (N. Attleboro).

'77 Subaru DL Coupe, Low mi, BO, 874-5238 (Westminster).

'78 Audi Fox, 4 spd, 2 dr, \$1800/BO, 473-7921 or 473-3243 (Milford).

'78 Malibu Classic, 4 dr, 86K mi, 6 cyl, sky blue, 234-9518 (Whitinsville).

'79 Ford F-100 Pick-up, V-8 auto, \$2000, 865-9029 (Sutton).

'79 Oldsmobile Delta Royale, 1 owner, AC, auto, 99K mi, \$1800, 755-2233 (Worcester).

'80 Mercury Monarch, 6 cyl auto, 2 dr, AC, 60K mi, new exhaust/battery, \$2700/BO, 244-0814 (Newton).

'81 Oldsmobile Omega, 4 spd, 4 cyl, 50K mi, \$2750, 366-5770 (Westboro).

'81 4x4 Subaru Wagon GL, AM/FM, Rusty Jones, radials, roof rack, snrf, \$3990, 393-8374 (Northboro).

'81 Chevette, 2 dr, hatch, 4 spd, 50K mi, new clutch, \$1795, 845-4941 (Shrewsbury).

'81 Volvo 244 DL, 4 dr, auto, AM/FM, AC, new brakes, suspension, exhaust system, \$8500/BO, 651-0574 (Natick).

'82 Subaru GL, 4 dr, many extras, AC, snrf, all power, AM/FM/Cassette, new tires/brakes, \$3500, (603) 485-5483 (Candia, NH).

'82 Datsun 280-Z, T-tops, 2 + 2, AC, 46K mi, \$10,350, 534-3461 (Leominster).

'83 Toyota Camry, 5 spd, rustproofed, 839-6887 (Grafton).

'84 Ford Tempo GL, 5 spd, AC, rear defrost, PS/PB, radials, Alpine stereo, \$6000/BO, 754-3755 (Worcester).

'84 Subaru GL, gold, 5 spd, AC, cassette, 5 yr ext warr, \$6450/BO, 795-7742 (Shrewsbury).