

Mini News

News For The Employees of Data General

July 25, 1986

Data General Reports Quarter Three Results

Data General reported a net loss for the third quarter ended June 28 of \$2.0 million, or 8 cents per share, compared with a net loss of \$8.3 million, or 32 cents per share, for the same period last year.

Revenues for the quarter were \$325.3 million, compared with \$285.5 million in the prior year, an increase of 14 percent.

The profit from operations in the quarter was \$200,000, including an \$11.0 million charge for expenses resulting from the consolidation of two manufacturing operations into other company facilities and from a corporate organizational restructuring.

Comparatively, the loss from operations in last year's third fiscal quarter was \$16.0 million, which included an \$8.2 million inventory writedown and a \$6.3 million provision associated with a workforce reduction.

The loss in the fiscal 1986 third quarter of \$2.0 million included equity in net losses of an unconsolidated affiliate of \$1.2 million.

According to President Ed de Castro, performance was consistent with company expectations given the continued low levels of capital spending and general sluggishness of the U.S. economy.

Increasing Sales and SE Staffs

"Having taken a number of steps to reduce costs, Data General is now taking action to encourage stronger demand for our products," states Ed. "We are increasing field Sales and Systems Engineering staffing to stimulate opportunities for new business. This is especially important now since benchmarking by customers indicates that our new ECLIPSE MV/20000 and ECLIPSE MV/2000 DC systems are out-performing our own initial projections, as well as the newest products from competitors."

Improved Operating Efficiency

"We have also restructured our marketing organization to increase its focus on target industries,

formed a new Communications Systems Group to increase efforts on networking and data communications systems, and strengthened our research and development staffing. When combined with recent actions to reduce overhead and improve operating efficiency, these efforts should enhance our ability to improve market share during this weak industry demand period and to take advantage of stronger demand when it returns."

Cash Bonus Awarded For Sales And Systems Hires

A new Employee Referral Program recently put into place to recruit experienced Sales and Systems Engineering professionals will benefit you while it benefits Data General.

As the company is expanding its Sales and Systems Engineering forces by nearly 20 percent over the next year, employees are being asked to assist in the hiring effort by recommending qualified Sales and Systems Engineering candidates for employment. Employees will receive a cash bonus as a reward for their efforts, once their referrals are brought on board.

The procedure is simple. To refer a qualified candidate, complete an Employee Referral Form available from your local Human Resources representative and submit it to Corporate Employment at Mail Stop A237 in Westboro or the Sales office nearest the applicant's preferred location. A copy of this new Sales and Systems Engineering referral form can be seen on the back page of today's *Mini News*.

If the person is hired, you will be eligible for a \$1,000 bonus for the first qualified hire, and \$2,000 for each subsequent hire.

Through the new Employee Referral Program for Sales and Systems Engineering, everyone stands to profit: Data General acquires experienced Sales and Systems Engineering professionals; friends and acquaintances find just the right opportunity, and employees are rewarded for their efforts. So, refer as many candidates as you wish and reap the rewards.

Rhonda Seegal Named Director



Rhonda Seegal

Rhonda Seegal has been named director of Corporate Finance and Banking. In this position, she is responsible for the Corporate Finance and Investments, Cash Management, and Employee Shareholder Services departments. Rhonda reports to Vice President and Treasurer George McClelland.

Rhonda joined Data General in 1984 as manager of Cash and Financing, responsible for Data General's worldwide corporate banking network, wire transfers and the electronic cash management system. Prior to that, she was an assistant vice president at Citicorp in Boston, specializing in lending to the high-technology industry.

Rhonda received an MBA in finance and marketing from the Harvard Business School in 1979. She received her undergraduate degree from Simmons College.

Reporting to Rhonda are: Paul Malnati, manager of Corporate Finance and Investments; Ann Marie Belforti, Corporate Cash manager, and Sue Singer, manager of Employee Shareholder Services.

Human Resources Reorganizes Compensation And M.O.D.

In a reorganization designed to best utilize staff resources, Data General Human Resources has consolidated its Compensation and Management and Organizational Development (M.O.D.) activities. Most of the functions related to Compensation and M.O.D. now will be handled by the two corporate groups, while program administration and communication will remain within the divisional Human Resources organizations.

"Under the current business conditions, it is essential that resources be used in the most efficient manner possible," says Don Bateman, vice president of Human Resources. "We believe this restructuring and re-alignment of staff will allow us to continue to provide vital service to the various divisions."

Giskes And Carter Assigned To New Positions

As part of the reorganization, Eric Giskes has been named director of Executive Search and Employment. Additionally, Guy Carter takes on a new appointment as director of Human Resources operations.

In his new position, Eric is responsible for corporate employment policies, practices and programs including College Relations and Corporate Temporary Services. Eric formerly was director of Human Resources Operations. Before that, he was director of North American Sales Division (NASD) Human Resources.

Reporting to Eric are Angelo Buono, manager of Executive Search, and Steve Hobbs, manager of Corporate Employment.

As director of Corporate Human Resources Operations, Guy now is responsible for Corporate Compensation, International Compensation, Corporate Benefits, the Human Resources Information Systems (HRIS) group, Employee Relations and Employee Programs. Guy will continue as director of Manufacturing Human Resources until a successor is named.

Within Corporate Compensation, Andy Ellis has been named manager of Compensation Operations, responsible for all Data General groups with the exception of the Field Divisions. Barbara Berke, formerly NASD Compensation manager, has been appointed Field Compensation manager. Joe Riccio has been named manager of Administration and Development, responsible for corporate-wide programs such as salary planning and executive compensation. Andy, Barbara and Joe will report to Guy until a Corporate Compensation manager is named.

Also reporting to Guy are Hans Berg, manager of International Compensation; Ganne DeSomery, manager of Corporate Benefits; Peter Polachi, manager of HRIS; Tom Gately, director of Employee Relations, and Mike Murphy, manager of Employee Programs.

Within Corporate M.O.D., Jane Nolette has been named manager of Human Resources Systems and Development responsible for management training and development programs. Mike Sokol is manager of Organization Planning and Development, responsible for programs that enhance the effectiveness of Data General organizations. Jane and Mike both report to Jon Lane, director of Corporate M.O.D..

Phil Worrick Is Westbrook's New Human Resources Manager

Phil Worrick has been named Human Resources manager for Data General's Manufacturing facility Westbrook. In his new position, Phil reports to Carroll Halva, general manager for Peripheral Manufacturing Operations.

Since last fall, Phil had been the Human Resources manager at Austin. Prior to that, he was Employee Relations section manager at Southboro. Phil joined Data General in 1981 as a consultant in Corporate Compensation, where he worked for two years, including a temporary assignment in Paris, as manager of compensation and benefits for Data General-Europe.

Before coming to Data General, Phil was manager of Compensation, Benefits and Safety for Itek Corporation in Lexington, Mass.; a benefits consultant for The Wyatt Company of Wellesley, Mass.; and a benefits specialist and recruiter for the Shawmut Bank of Boston.

Phil holds an MBA from Boston University, and a BA from Bowdoin College.

Bob Kelley Named Far East Human Resources Director

Bob Kelley has been named director of Human Resources for Far East-Manufacturing operations, reporting to Howard Haythornthwaite, vice president of International Manufacturing Operations.

Next month, Bob will transfer to Far East Regional headquarters at Singapore to succeed Jim Moran, who is scheduled to return to the United States.

With Data General since 1981, Bob most recently had been manager of Human Resources at Data General-Apex. Before that, he was manager of Management Training and Development for Manufacturing. He first joined the company as a Management and Organizational Development (M.O.D.) consultant for Corporate M.O.D..

Prior to Data General, Bob held several training and management development positions with Factory Mutual; an associate professorship at Miami University in Ohio, and an instructor's position at Hiram College in Ohio.

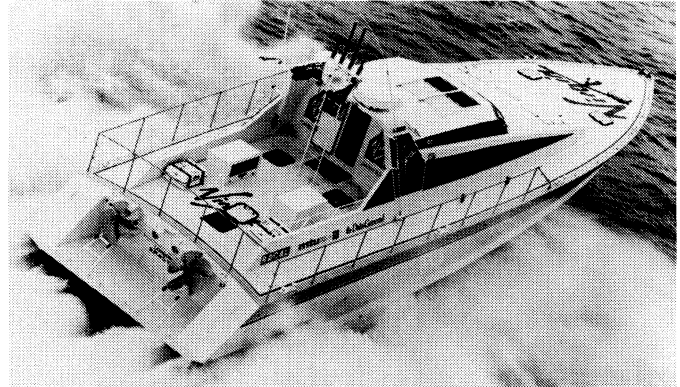
Bob received a doctorate in interpersonal and organizational communication, a master's degree in communication, and a bachelor's degree in speech and psychology from Kent State University.

Westboro

After Hours Parking

Employees who plan to work after hours are requested to move their cars closer to the 14B Lobby before dark. Otherwise, Corporate Security is available to escort employees to their cars during the evening hours.

Powerboat Sets World Record With Help Of Computers



The Virgin Atlantic Challenger II finishes its transatlantic challenge with the help of Data General computers, which monitored the trip from start to finish.

In the second attempt within a year, the crew of the British powerboat Virgin Atlantic Challenger II recently came back to set a new record for the fastest Atlantic sea crossing. Favorable weather, a seasoned crew and a larger boat all helped in the push to victory.

And, once again, the Challenger crew relied on Data General computers to monitor the voyage from start to finish.

A Data General ECLIPSE MV/4000 DC computer, stationed at mission control in England, provided the computing power for telex communications with the powerboat, the world media and groups directly involved in tracking the powerboat's progress. The computer also was linked to satellite-tracking systems and to the meteorological office in England for up-to-the-minute satellite pictures of weather across the Atlantic.

According to project director Chris Witty, communications were an essential part of the operation. It was not only vital to have regular contact with the boat, but contact also had to be maintained with all of the tracking organizations, including the Royal Navy, U.S. Coast Guard and refueling vessels.

"Data General's role in keeping everyone informed was a critical contribution to the success of this project," comments Chris. "There were more than 2,000 people involved in the project - from the team at the control center, to the crews on the refueling vessels, to the families of the Virgin Atlantic Challenger crew members. They all needed to know precisely what was happening and the exact whereabouts of the boat. It was absolutely essential to have efficient communications, which Data General was expert at supplying."

On the last leg of the voyage, the support team at mission control decided, on the advice of the meteorologists, to alter the course of the Challenger to avoid a storm. A new course was then devised by the on-shore navigator, using a navigation program

running on his DATA GENERAL / One portable personal computer, and conveyed to the Challenger's crew.

Starting from Ambrose Lighthouse off the New York coast, the Virgin Atlantic Challenger II covered 2949 nautical miles to finish at the Bishop Rock Lighthouse on the Scilly Isles off the coast of England. The new record was set at three days, eight hours and 31 minutes. This beat the previous record, held by the S.S. United States in 1952, by two hours and nine minutes.

A similar attempt made last year to challenge the 34-year-old record failed, when the powerboat hit an underwater object and capsized off southwest England - less than two hours away from achieving the fastest surface crossing of the Atlantic.



Wayne Fitzsimmons, vice president of Americas/Far East, tries out the pilot's seat aboard the Virgin Atlantic Challenger II before the start of the race across the Atlantic.

People

In Manufacturing...

Linda Lachman has been promoted to manager of Special Licensing and Training, reporting to Annamarie Taylor, manager of International Trade Operations. In this position, she is responsible for worldwide training on U.S. export regulations as well as for coordinating the regulatory processes required to export Data General products under the Distribution and other Special Licenses, according to those regulations.

Nearly five years ago, Linda began at Data General as an International Trade advisor and has been a senior International Trade advisor for the last three years. Before joining the company, she worked at Digital Equipment Corporation as a senior International/Domestic Priority Logistics supervisor. She holds a BA from the University of Massachusetts.

Training

MS-DOS Classes Scheduled For August And September

Employees interested in learning to use the MS-DOS operating system for personal computers will have ample opportunity during the months of August and September, when Educational Services conducts six sessions of an MS-DOS class exclusively for Data General employees.

Introduction to MS-DOS (S145E) will be offered on the following dates:

August 18 - 19

August 25 - 26

August 27 - 28

September 8 - 9

September 10 - 11

September 22 - 23

The course will be taught at the Education Center, 2400 Computer Drive in Westboro. To register, call 221-1646. Prior approval of your manager is required to enroll.

DATA GENERAL / One Is Chosen Favorite Of Engineering Graduate School



Valerie Miller, systems engineer at the Wellesley office, demonstrates the versatility of the DATA GENERAL / One portable personal computer system to Bernard Gordon, president of Analogic Corporation and the Gordon Institute, while Sales Representative Jack MacLean looks on. Bernard has purchased several of the laptop computers to be used by students and faculty at Gordon Institute's Graduate School of Engineering Management and Leadership in Wakefield.

Data General Helps Woodstock Celebrate 300th Anniversary



Field Engineer Marc Beausoleil (left), Woodstock Field Operations Training Programs Section Manager Rich Dolsay (center), and Senior Hardware Technical Instructor Tom Cader take a moment to relax after setting up Data General's exhibit at the Woodstock Tercentenary Exhibition. The booth tells visitors about the company, its customers and its operations at the Education Center in Woodstock, Conn. The exhibit also features an ECLIPSE MV/4000 computer running graphics applications. The 300th anniversary exhibition, open to the public, is being conducted through August 4 at the Woodstock Academy fieldhouse, a few miles from Data General's Education Center. The show chronicles the town's past and present in the areas of industry, agriculture, crafts and professions, textiles, Native Americans, natural history, communications and transportation, immigration, and education.

Activities

Red Sox Game Is A Sellout

Tickets to the Data General-sponsored Red Sox outing on Saturday, August 2, have sold out. For employees attending the outing, the event includes food chits for ballpark snacks and bus transportation. Game time is 1:05 p.m.

The first bus leaves Westboro's 14B Lobby at 11 a.m. for those who want to get to Fenway Park early to watch batting practices and get autographs. The buses will continue to leave the Westboro parking lot as they fill up, until 11:30 a.m. when the last bus departs.

Employees planning to ride the bus should bring their ticket confirmation slip to Data General-Westboro *the morning of the game*. Tickets will be distributed before boarding the bus.

Those using their own transportation are reminded to exchange their confirmation slips for tickets *as soon as possible*. Tickets can be obtained by dropping by or sending the confirmation slip to the Employee Activities office, Mail Stop C128 in Westboro.

Bus Ride Planned For Great Woods Outing

The Data General Activities Committee has made special arrangements to charter a bus for the Concert at the Great Woods outing, scheduled for Sunday, August 17 at 7:30 p.m.

Bus tickets are \$6 each. They may be ordered by sending a check made payable to the Data General Activities Committee along with a stamped, self-addressed envelope to: CONCERT COACH, Mail Stop 4-23 in Southboro.

Discount Coupons For Martha's Vineyard Ferry

Discount coupons for approximately 10-percent off the ferry ride to Martha's Vineyard and Nantucket now are available through the Data General Activities Committee.

To receive a discount coupon, send a self-addressed interoffice envelope to: FERRY, Mail Stop C128 in Westboro. Indicate the number of coupons needed. One coupon is good for the whole family.

Tickets prices for the ferry vary with the seasons. Steamship Authority ferry schedules are available upon request.

George Benson Concert Tickets

Tickets remain for the Saturday, August 30-George Benson concert at the Great Woods Theater in Mansfield, Mass. The cost is \$17.75 per person. (Prices reflect a 10-percent discount for employees.)

Employees may obtain tickets by sending a self-addressed, stamped envelope along with a check, made payable to the "Data General Activities Committee," to: CONCERTS, Mail Stop C128 in Westboro.

Cool Off At Area's Largest Water Park

The Data General Activities Committee has made available to employees discount tickets to Water Country, New England's largest water park, in Portsmouth, N.H. Tickets include all-day use of Water Country's wave pool, seven water slides, swimming pool and kiddie area.

Discount tickets for adults are \$9 each, with regular admission being \$12. Tickets for children under 7 years old can be purchased at the door at \$6 a piece.

Send ticket requests to: WATER COUNTRY, Mail Stop C128 in Westboro. Be sure to include a stamped, self-addressed envelope. Checks should

be made payable to the Data General Activities Committee.

Data General Softball League Standings

The following are the Data General Softball League standings as of Friday, July 18:

American League

	Won	Lost	Tied	Pct
ECLIPSE				
WELLESLEY	8	2	0	0.800
SOFTWARE	7	3	0	0.700
DEVIOS	7	3	0	0.700
F.E.M.I.S.	7	4	0	0.636
ENGINEERING	5	6	0	0.455
DATA WHO	3	7	0	0.300
N.T.S.	2	9	0	0.182
DASHER				
S.I.E	9	2	0	0.818
FEDS	8	3	0	0.727
RED TIES	7	3	1	0.682
ANTS	5	5	0	0.500
CADavers	3	8	0	0.273
M.I.S.FITS	2	8	1	0.227
ECLIPSE ENGINEERING	1	10	0	0.091
NOVA				
CADgers	9	0	0	1.000
OFF-BASE	8	2	0	0.800
LOW-BUDGET	6	3	0	0.667
INSECURITY	6	4	0	0.600
BAT BUSTERS	3	6	0	0.333
SLUGS	3	7	0	0.300
TEMPEST				
T-BONES	6	3	0	0.667
D.G. BYTES	5	3	0	0.625
W.C.I.F.	4	5	0	0.444
DS&C BYTE BLASTERS	4	5	0	0.444
MOONLIGHTERS	1	8	0	0.111
SHORT HOPS	0	9	0	0.000

National League

	Won	Lost	Tied	Pct
BOOK				
BUILDING-5	10	1	0	0.909
STOCKROOM-9	7	3	0	0.700
MAINTENANCE	6	4	0	0.600
SPECIAL SYSTEMS	6	5	0	0.545
NUKED	3	7	0	0.300
RENAISSANCE	2	8	0	0.200
R.O.D.S.	2	8	0	0.200

Milford Cinema Added To Selection Of Discount Movie Tickets

Interstate Theatres has been added to the list of discount movie tickets offered to employees.

Tickets for the Interstate Theatres, located in Milford and on Cape Cod, are \$2.50 each. They may be purchased on Fridays from the Data General Activities Committee, Mail Stop C128 in Westboro, Beth Peduto at Mail Stop MM3 in Milford, or from Minna Brodsky at Mail Stop 4-OP in Southboro.

Deadline To Receive Discount On Caribbean Cruise Approaches

Tuesday, August 5, is the last day for employees to take advantage of the group discount rate and guaranteed cabin accommodations for the Caribbean cruise, scheduled for the week of October 5.

Employees making reservations after this date will not be able to secure the discount rate of \$1029 per person, double occupancy.

To sign up, send your name, address, phone number and a check for the \$200/per person deposit to: CARIBBEAN CRUISE, Mail Stop D232 in Westboro. All checks should be made payable to Crimson Travel.

Mini News is published weekly for the employees of Data General-Westboro. Material may be submitted for publication to Joy Ibraham, extension 4705, MS A235. Data General - An Equal Opportunity Employer.

MARKETPLACE

CARPPOOL

Carpool, share a ride from Abington/Whitman to Webó, flex, Paul '6749.

arpool, Existing carpool needs rider, Brookline/Brighton/Allston/Newton to Webó/Sobo, flex, Katz x7093.

FREE

Kitten, 485-0889 (Marlboro).

FOR RENT

Condominium, Deluxe 1 bdrm, off Rt 9, immed occup, 842-2510 (Shrewsbury).

House, on Newfound Lake, Bristol, NH, 3 bdrms, Jul-Aug \$450/wk, other wks \$400, 372-8056 (Haverhill).

White Mountains Chalet, 3 bdrms, 2 baths, furnished, all util, \$200/wknd, \$325/wk, 696-6065 (Milton).

House, Old Orchard Beach, 3 bdrms, 5 min walk to beach, slps 5, 1/2 mi to stores, \$400/wk, 2 wks open in Aug, 345-7822 (Fitchburg).

House, West Yarmouth, 3 bdrm ranch, near Seagull Beach, Sept \$400/wk, last week Aug avail, 529-3434 (Upton).

Falmouth, 5 rms, 3 bdrms, 2 baths, avail 8/18, 883-1097 (Blackstone).

WANTED

Roommate, to share 4 bdrm house in Hopkinton, 2 car garage, screenporch, large finished bsmt, non-smoker, \$270+, 435-9608/879-4797 (Hopkinton/Framingham).

ommate, to share new luxury townhouse in Hudson, near I495 & I290, pool, \$400 + 1/2 util, 237-9126 (Wellesley).

Roommate, to share large 3 bdrm apt in Milford, Rt 140 Hill's Plaza area, 478-7160/473-7907 (Milford).

Roommate, to share 3 bdrm townhouse at Windsor Ridge, \$287/mo, incl heat, 870-0473 (Westboro).

Roommate, to share 2 bdrm apt, 2 baths, Rt 9, Westboro, non-smoker, 5 min to Rt 495, 488-6065 (Medford).

Crib, second-hand in good condition, 865-1576 (Sutton).

Roommate, to share 4 bdrm house, 10 min to Milford, \$230/mo incl util, 528-8356 (Franklin).

Apartment, in priv home w/plenty of closets, 20 min to Webó, 393-2804 (Northboro).

FOR SALE

Kitchen Ceiling Light, 5 bulbs, green, \$45, 655-3039 (Natick).

32' Bayliner Explorer, 1982, tw'n 140 HP, flybridge, slps 6, \$55,000/BO, 668-9716 (E. Walpole).

3-Wheeler ATC's, '84 Honda 125, elec start, 4 spd, hi & lo range; '84 Kawasaki '10, 5 spd, both under 30 hrs, delivery & op manuals, BO, 366-0686 (Westboro).

Bicycles, 2 24" 3 spd Columbia girls' bikes, used few months, \$75/ea, incl heavy duty bike lock, extra tires & tubes, 839-6471 (Grafton).

Sofa & Love Seat, green & white, \$400, 877-8610 (Framingham).

Complete Color Lab, w/Omega enlarger, easel, safelight, timer, developing trays, rarely used, \$200, 853-5443 (Worcester).

Computer Magazines, over 250, Creative Computing, Micro, Kilobaud, Interface Age, \$30, 366-9407 (Westboro).

Condominium, 2 bdrm, AC, security, nice location, \$85,000, 278-5066 (Uxbridge).

Boys' Junior Golf Set, w/bag, 877-8111 (Framingham).

Mens' Bicycle, 20" frame, 10 spd, Royce Union, BO, 923-4798 (Watertown).

Items, woodstove, King, 24" logs, porcelain cover, 12 hrs burning in cold weather, \$300/BO; coal stove, Early Morning upright, uses "Stove Coal", 24 hrs burning, 50 lb capacity, \$250/BO, 476-2973 (Douglas).

Items, portable elec Smith Corona typewriter, w/case, new ribbon, \$45; bird cage, small wicker, comes complete, all extras, \$15, 782-5549 (Boston).

Waterbed Frame, king sz, mirrored bookcase hdbd, \$300/BO, 234-6329 (Whitinsville).

Condominium, 2 bdrm, pool/tennis, AC, \$98,500, 481-6928 (Marlboro).

Waterbed Frame, king sz, lights/mirror, walnut, \$500, 533-8526 (Medway).

Town House, Laurelwood, 2 bdrm, 1 1/2 bath, AC, full basement, deck, \$139,900, 473-0808 (Hopedale).

Darkroom Equipment, complete for black & white, \$75/BO, 829-5503 (Holden).

Appliances, Refrigerator, harvest gold, 18 cu ft, \$175/BO; freezer, 15 cu ft chest, \$200/BO, 473-5289 (Milford).

AUTOS

'50 Dodge & '50 Plymouth, Restorable, running & complete, must sell, 829-5503 (Holden).

'62 Chevrolet Impala, 283, V8 auto, 1 owner, \$2200/BO 365-4783 (Clinton).

'70 Chevrolet Suburban Carryall, all new parts, good for delivery or hauling large items, \$700/BO, 478-0560 (Milford).

'71 Dodge Demon, PS, stereo, 1974 slant 6, \$200, firm, (401) 765-5721 (Woonsocket, RI).

'72 Chevrolet Nova, passed inspection, \$300/BO, 562-7417 (Hudson).

'73 Oldsmobile Toronado, loaded, minor rust, new exhaust, rebuilt trans, \$650/BO, 481-2744/485-5470 (Marlboro).

'73 Volkswagen Super Beetle, new eng, drive away, \$500/BO, 366-1968 (Westboro).

'74 Dodge Dart, 4 dr, autc, Alpine AM/FM/cassette, AC, new tires, \$900, 651-3663 (Natick).

'74 AMC Javelin AMX, new tires, 40K mi, custom paint job, \$2500/BO, 839-6566 (Grafton).

'74 Honda CB360 Motorcycle, low mi, \$600, 297-3505 (Winchendon).

'77 Lincoln Continental Town Car, 72K mi, \$950/BO, 473-5289 (Milford).

'77 Honda Civic Hatchback, 5 spd, body needs work, '79 eng-1500 cc, 66K mi, \$325/BO, 456-8590 (Harvard).

'77 Cutlass Supreme, AM/FM, small 8 cyl, \$2000/BO, 883-1097 (Blackstone).

'77 Dodge Monaco Wagon, auto, AM/FM, AC, PS/PB, new muffler, brakes, \$2000/BO, 478-0560 (Milford).

'78 MGB, yellow w/blk int, 45K mi, 1K mi since rebuilt eng, new clutch, alternator, AM/FM, \$4000, 376-4156 (Millis).

'78 Ford Club Wagon Van, windows, 351 W V8 auto, PS/PB, needs minor work, \$550/BO, 481-2744/485-5470 (Marlboro).

'78 Datsun 510, AC, snrf, orig owner, \$2200, leave message, 653-1489 (Natick).

'79 Chevrolet Monte Carlo, landau, 59K mi, PS, AM/FM, rear defrost, AC, spoke mags, \$4500, 792-5738 (Worcester).

'80 Chevrolet Chevette, yellow, 2 dr, auto, 98K mi, snows, \$1000, firm, 244-3450 (Newton).

'80 Chevrolet Citation Coupe, 2 dr, 4 cyl, 40K mi, AM/FM, PS/PB, \$1300/BO, 365-2532 (Lancaster).

'80 Buick Skylark, 2 dr, 4 cyl, AM/FM, PS/PB, \$1200/BO, 867-7115 (W. Brookfield).

'81 Chevrolet Chevette, 4 spd, new tire, exhaust, brakes, AM/FM/cassette, \$2600, 234-5358 (Whitinsville).

'82 Yamaha Seca 750, silver w/sport fairing, cover, 5600 mi, \$1300, 485-0236 (Southboro).

'83 BMW 320i, AC, snrf, 5 spd, AM/FM/cassette, graphite gray w/beige int, 529-3074 (Upton).

'84 Volkswagon Scirocco, metallic gray, full Chapman, AC, AM/FM/cassette, 4 new snows incl, 4 yrs left on ext warranty, 21K mi, \$9500/BO, 655-2809 (Natick).

'84 Toyota Supra, fully loaded, 1 owner, \$10,900, 785-1490 (Dover).

'84 Dodge Charger, warranty, AC, PS/PB, hatch, 842-6872 (Shrewsbury).

'84 Mercury Gran Marquis LS, silver, loaded, 22K mi, \$11,000/BO, 365-7695 (Clinton).

'84 Nissan 200SX, hatch, loaded, \$6900, 234-9736 (Northbridge).

'84 Oldsmobile Firenza, 4 dr, AC, PS/PB, AM/FM, tilt steering wheel, \$5450, 842-6417 (Shrewsbury).

'84 Honda CRX, white, 28K mi, 50K warranty, AM/FM/cassette, undercoated, Chapman, \$5800, 234-9746 (Northbridge).

'85 Chevrolet Spectrum, 3 dr hatch, 5 spd, AM/FM/cassette, silver, 35-40 mpg, 18K mi, many options, \$5500/BO, 842-4203 (Shrewsbury).

'85 Audi 5000S, auto, snrf, AC, 40K mi, warranty, \$13,500/BO, 851-9598 (Tewksbury).

'85 Ford EXP Sports Coupe, must sell, 5 spd, snrf, AM/FM/cassette, \$6600, 238-4645 (S. Easton).

Business As Usual Is Anything But Usual

Introducing The Unusual Employee Referral Bonus

\$1,000 for first qualified hire

\$2,000 for each subsequent hire

Unusually good computer sales and systems professionals usually know where to find more.

That's what we need you to do. Give us a qualified lead, and when hired, we'll give you your bonus.

It's an unusually quick way to get rich. And it's usually a great way for Data General to staff up.

To refer a qualified lead, complete the referral form attached and submit it to:

Data General Corporation,
4400 Computer Drive (MS A237),
Westboro, MA 01580; or mail to
the Sales Office nearest to the
applicant's preferred location.

Unusually Good Form.

Name of applicant: _____

Home Address: _____

Phone: (Home) _____

(Bus.) _____

Present Company: _____

Position(s) Held: _____

Highest Educational Degree: _____

School(s): _____

Geographic Preference(s): _____

Referred by: _____

Employee Number: _____

Plant or Office Location: _____

Date: _____

Department Number: _____

Phone Number: _____

Submit to: Data General Corporation, 4400
Computer Drive (MS A237), Westboro, MA
01580; or to the Sales Office nearest the appli-
cant's preferred location.

Investing in people to make equal opportunity
a reality.

 **Data General**
Careers a generation ahead.

Send to Attn: Area Human
Resources Dept.

Western Area
Data General Corporation
1500 Rosecrans Avenue
Manhattan Beach, CA 90266

Midwest Area
Data General Corporation
1501 Woodfield Road,
Schaumburg, IL 60195

Southern Area
Data General Corporation
3617 Parkway Lane
Royale Peach Tree Corners
Norcross, GA 30092

Northern Area
Data General Corporation
757 Third Avenue
New York, NY 10017