

Mini News

News For The Employees of Data General

July 24, 1987

Data General Reports Loss; Outlines Program To Restore Profits

Data General has reported a third quarter loss of \$65.1 million, or \$2.40 per share, including a non-recurring charge, resulting from a corporate-wide restructuring and cost reduction program, of \$53.8 million, or \$1.99 per share. The program is designed to restore the company to a solid level of profitability for its 1988 fiscal year that begins September 27.

The cost reduction program includes the consolidation of certain Manufacturing, Field Engineering and other facilities in order to achieve greater efficiency. This will result in the elimination of approximately 950 jobs and the closing of three major facilities.

Data General will work to stimulate revenues by increasing Sales and Marketing initiatives, by further expanding the Sales force and by continuing a high level of research and development activities.

"As difficult as some of these actions are, we are doing what is necessary to strengthen Data General," says President Ed de Castro. "We continue to have a very strong balance sheet and positive cash flow but we also recognize that to meet the expectations of our customers and stockholders we need to produce sustained profitability."

The company's net loss of \$65.1 million, including the non-recurring charge, for its third quarter ended June 27, 1987 compares with a net loss of \$2.0 million, or \$.08 per share, for the same period last year.

Revenues for the third quarter were \$313.6 million, compared with \$325.3 million in the prior year.

Operating loss for the quarter was \$62.1 million, including the non-recurring charge, compared with a profit of \$0.2 million for the same period last year.

The \$53.8 million non-recurring charge to operations includes an inventory writedown of \$12.8 million, plus the costs of facility closings and the accrual of severance pay for affected employees. Total reductions are estimated to lower costs on an annualized basis by approximately \$100 million.

"We have seen modest improvement in orders during the third quarter compared to last year and we expect

this to continue," says Ed. "While we are heading in the right direction in terms of sales, the expenses associated with unneeded manufacturing capacity, partly as a result of the success of our automated manufacturing operations, and corporate overhead have been reaching unacceptable levels.

"We anticipate the actions we are taking today will result in sustained profitability for Data General at current revenue levels in our fiscal 1988 year. Further, we believe the benefit of these savings will begin to be felt in the fourth quarter of fiscal 1987."

Stimulate Revenues

Data General's program to stimulate revenue growth consists of four major elements:

- Strengthening its position in the value-added reseller markets where it has added 57 new VAR customers in the last nine months, thus restoring balance to the company's customer base in end-user markets.
- Refocusing Sales and Marketing efforts by bringing these organizations closer together. This will move the company to a more market-driven orientation by further increasing concentration on solutions for targeted vertical markets through the company's Industry Marketing Division.
- Expanding the Sales and Systems Engineering forces, which grew by 18 percent in the past year. The full result of this program has not been seen but one initial result has been the modest improvement in orders in the third fiscal quarter.
- Continuing aggressive research and development programs, which have resulted in highly-competitive computing and communications products. Research and development expenditures have risen by 10 percent over last year.

Workforce Reduction

The workforce reduction will be accomplished by combining job functions and eliminating certain jobs. The eliminated jobs are in most areas of the company. Affected U.S. employees will be notified within approximately a week, although some consolidation will not be completed for several months. Arrangements have been made for pay continuation for affected employees, for

continuation of benefits, and for outplacement counseling services.

The consolidation will include the moving of certain Manufacturing operations from Southboro to Portsmouth and other Manufacturing locations. Field Engineering headquarters will be transferred from Milford to Southboro. The financial and administrative functions will be transferred from Hooksett to Westboro and Southboro. Also, the Industry Marketing Group, which has been headquartered in Denver, will be consolidated within marketing functions in Westboro. The Milford, Hooksett and Denver facilities will be closed.

Neff Named Sobo Plant Manager; Conlee To Head Materials

Bruce Neff has been appointed plant manager for Data General's Manufacturing operations in Southboro. He reports to Vahram Erdekian, vice president for U.S. Manufacturing Operations.

Bruce has been with Data General for 10 years, He most recently was director of Corporate Materials and Manufacturing Control, a position he held since 1983. Prior to that, he was manager of Fabrication Operations and Quality at Southboro, Materials manager at Southboro, and Corporate Materials manager.

Bruce holds a bachelor's degree in business administration from the University of Wisconsin. He has completed the Program for Effective Management of Production Operations at Dartmouth College's Amos Tuck School and attended Penn State University's Executive Management Program.

Bob Conlee succeeds Bruce as director of Corporate Materials and Manufacturing Control, reporting to Lee Henning, vice president of Central Manufacturing Services. Bob will be responsible for Material Planning and Control, and Unit Planning/Forecast Administration. In addition, Bob will continue to be responsible for Manufacturing Planning, determining the Manufacturing division's long-range operating plans.

Bob had been director of Manufacturing Planning since 1984. Prior to that, he held positions within Manufacturing as Materials Planning manager, Forecast Administration manager and Order Distribution manager. Bob has been with Data General for 16 years.

Bob earned a bachelor's degree in management at Northeastern University and attended Penn State University's Executive Management Program.

Software Engineer Receives Award

Ken Ravitz, a software engineer within the User Systems group, recently accepted the Contributor of the Quarter Award during Quarter 2 within the Systems Development Division. The award was presented by Al Scura, director of User Systems. Ken, a project leader, was chosen for his work on the TEO technical electronic office software system. Ken was responsible for developing a menu, icon and graphic-based components for the TEO system for DS/7500 series workstations.

"Ken produced this product with an acute attention to the quality of the software," says Arvind Goyal, Ken's manager. "Despite the heavy usage of TEO, it has a very low problem rate. He produced a quality functional specification which other development groups plan to use as a model. I believe it's important to recognize this kind of achievement."

Ken has been with Data General for five years, beginning in the Languages department. He holds a bachelor's degree in computer science from Brandeis University.

Data General To Market/Develop Local Area Network Products

Data General has entered into a strategic alliance with Bridge Communications for marketing and joint product development of local-area networking (LAN) equipment for Data General systems.

With this agreement, Bridge also becomes a member of Data General's Independent Hardware Vendor (IHV) program, and Data General will list Bridge's products as a Data General IHV for customers seeking gateway equipment. In addition, the agreement provides for coordinated marketing and promotional activities. Bridge's communication and network control servers are designed to enable the connection of terminals and printers to Data General minicomputers via a LAN.

John Scanlon, division director of the Product Marketing Division, says "Data General's relationship with Bridge Communications demonstrates the company's commitment to providing industry leading networking solutions."

In the future, the companies intend to design and develop LAN products based on adherence to OSI (Open Systems Interconnection) Standards. Both have worked together on standards organizations such as the Corporation for Open Systems. Future development will include work on OSI standards based products.

"This agreement formalizes a long working relationship combining the technological leadership and innovation of both companies: Bridge Communications in LAN systems, Data General in office automation, departmental systems, and as a full-line vendor of minicomputer systems. This alliance means that Bridge and Data General products will be better integrated, providing a

more complete and comprehensive network solution to customers," notes John.

Formed in 1981, Bridge Communications of Mountain View, California, is a leading manufacturer of local-area network system products based on industry-standard technologies, including Ethernet (IEEE 802.3), token ring (IEEE 802.5) and broadband.

Data General Helps Algonquin Council



What do scouting and Data General have in common? Camp Resolute. The camp is located in Bolton, and each summer it serves as home for a week to Boy Scouts and Cub Scouts from 18 cities and towns between Routes 495 and 128.

Several employees have contributed their time and efforts to the camp. The camp is run by the Algonquin Council of the Boy Scouts of America (BSA).

The camp has been in operation for nearly 70 years. It offers an outdoor education program each year to more than 1,000 young people on week-long overnight camping experiences. In addition, the Cub Scout day camp, which is also located at Camp Resolute, provides nearly 500 young people with day camping activities.

Dale McCann, director of the camp, perhaps can best see the results of the employees' efforts.

The employees are helping to renovate the camp. They are working on projects which include the winterization of the dining hall and the training center, the building of two new shower houses, a permanent trading post and new staff quarters, and will provide for new platforms, tents and cots for the campsites.

"These efforts will allow us to utilize the camp year-round, making Camp Resolute an even greater learning experience."

The camp provides a wide variety of activities for the scouts, Dale says, which complement what they learn in their respective scout troops.

"These activities range from rowing, canoeing, swimming and sailing at the waterfront to ecology conservation, cooking, camping and pioneering. At camp, the kids can practice what they learn the rest of the year, as well as discover new individual talents and interests.

The staff at camp stresses a team atmosphere, and can supply the expertise these scouts may or may not have access to at home."

Data General's Larry Gruppi, who works in the Design Assurance group, has two sons who attend the camp each year. A den leader himself, Larry has a keen interest in scouting.

"I have been involved with scouting for three years, so I am relatively new to it. But I think it is a great opportunity for young people to learn and grow," Larry says. "Scouting teaches kids about life, and how to get along with others. It encourages young people to try new things.

"A scouting background gives young men an inside track, I believe, when they apply to college or apply for a job. This type of experience indicates that that person is well-rounded, and can work well in a group. The Boy Scouts offers a number of scholarships, as well, on a council or national basis," says Larry.

Dale and Larry agree that they have seen an increase in the interest in scouting of late. According to Dale, the number of Cub Scouts (scouts in the 7-10 age range) at Camp Resolute has doubled in the past year.

"As a result of a successful recruiting session, we have seen an overall growth in every single program, from the Tiger Cubs to the Boy Scouts," Dale says.

People

In VAR Marketing and Development

Greg Squires has joined the Integrated Systems department as a hardware engineer, reporting to Benny Goodman. Greg will contribute to the development of proprietary chips.

Greg is a recent graduate of the Rochester Institute of Technology where he received a bachelor's degree in computer engineering.

In SDD

John Lee has been named a senior hardware engineer within the Mechanical Engineering department, reporting to Arthur Nigro, Mechanical Engineering manager. John is responsible for the development and mechanical design of new products.

Prior to this position, John was a senior mechanical engineer at Data General. He was employed at TELCO Systems before joining Data General. He holds a bachelor's degree in mechanical design from Northeastern University.

Michele Francis and **Joseph Tompkins** recently have joined the CPD Communications group as hardware engineers, reporting to Manager Ted Jaworski. They

will be responsible for the development of communications controllers for new CPU products. Michele is a recent graduate of Northeastern University where she received a bachelor's degree in electrical engineering.

Joseph holds a bachelor's degree in electrical engineering from Worcester Polytechnic Institute.

Artemie Gavala has joined CPD Communications as a senior design engineer. He will be responsible for supporting the development of communications controllers for new CPU products. Artemie reports to Ted Jaworski.

Artemie was employed at TELCO Systems and Analogic before coming to Data General. Artemie holds a master's degree in electrical engineering from the Politechnic Institute in Romania.

Dave O'Brien joins Data General as a programmer in the Operating Systems group, reporting to Section Manager Phil MacDonald. Dave will assist in the enhancement and development of operating systems.

Dave comes to Data General from General Computer Company where he was a software engineer. Prior to that, he was with Testing Lab of North America where he was a system manager/programmer. Dave holds a bachelor's degree in computer science from Harvard University.

Prasad Ganni and **Royce Willmschen** have joined the Proprietary Operating Systems group. Prasad is a senior software engineer reporting to Section Manager Rona Newmark. Prasad will work on the distributed systems aspects of the AOS/VS and AOS/DVS operating systems.

Prior to joining Data General, Prasad was a software engineer at Language Development Systems. Prasad holds a master's degree in computer science from the Indian Institute of Technology in India and a bachelor's degree in the same subject from Regional Engineering College, which is also in India.

Royce is a software engineer reporting to Project Leader Mark Wilding. He will develop and enhance input/output drivers for the AOS/VS operating system. Royce is a recent graduate of Georgia Tech where he received a bachelor's degree in information and computer science.

Steve Rowland and **Todd Krein** have joined the Large Systems group as hardware engineers. Steve will contribute to the design of future high-end computer systems. He reports to Group Leader Joe Del Rio. Steve is a recent graduate of Georgia Tech where he received master's and bachelor's degrees in electrical engineering.

Todd will write diagnostic programs. He reports to Mike Fishman. Todd is completing his master's degree in electrical engineering at Dartmouth College and holds a bachelor's degree in engineering science from the same school.

Dave Franklin and **Bob Northrop** have joined the Proprietary Operating Systems group as software engineers. Dave is responsible for the support of the file system for AOS/DVS distributed operating system. He reports to Paul Marino, senior section manager. Before joining the company, Dave was employed by

Visions Research Group. He holds a bachelor's degree in computer science from the University of Massachusetts at Amherst.

Bob contributes to the development of system distribution components for proprietary operating systems. He reports to Section Manager Rona Newmark. Prior to coming to Data General, Bob completed co-op assignments at Alliance Tool and Xerox. He holds a bachelor's degree in computer science from the Rochester Institute of Technology.

Gabrielle Ryan has accepted the position of technical writer within the Customer Documentation department, reporting to Manager Marguerite Krupp. She is working on on-line documentation for the CEO comprehensive electronic office software system.

Before joining Data General, Gabrielle completed a co-op assignment at IBM. She holds a master's degree in technical communication from Rensselaer Polytechnic Institute and a bachelor's degree in music from the State University of New York (SUNY) in Buffalo.

In Human Resources

Roger Sturtevant has joined Data General as a Human Resources representative within SDD, reporting to Human Resources Manager Ann Smith. Roger is responsible for supporting the Product Design Engineering group.

Before coming to Data General, Roger completed internships with Ford Motor Company and Analog Devices. He holds a master's degree in human resource management and a bachelor's degree in industrial/organizational psychology from Purdue University.

In Field Engineering

George Coan has accepted the position of Hardware Service program manager, within the Hardware Service Planning group. He reports to Manager Jay Stone. George supports the Customer Support Center (CSC) in Atlanta, and is responsible for determining CSC needs and implementing the support strategies for customer service.

George joined Data General in 1983 as an operations analyst within the Field Engineering Administration department. He holds a bachelor's degree in English from Florida International University, and a master's degree in English and an MBA from the University of New Hampshire.

John Warshaw has been named product manager within the Peripheral Products/Workstation group. John will be responsible for providing Field Engineering with technical direction and support strategies for maintaining terminals and personal computers. He reports to Mike Borek, manager of Field Engineering Product Management Peripherals/Workstations.

John comes to Product Management after completing the Data General Management Intern Program. While in the program, John had assignments in Field Engineering, Manufacturing and Product Marketing. During that time, he was assigned to both the Portsmouth and Southboro Manufacturing facilities.

John holds an MBA from Northeastern University and prior to his graduate studies spent six years as an engineer in the electric utility industry.

Finance

Margie Rapp comes to Data General as an associate accountant in the Corporate Tax department. She reports to State Tax Supervisor Don Egan. Margie will be responsible for property tax compliance and state income tax accounting.

Before joining Data General, Margie was a customer service representative at Sharon Cooperative Bank. She is a graduate of Bryant College where she received a bachelor's degree in business administration.

In Communications Systems

A.J. Madison has joined Data General as a software engineer within the Communications Software department. He reports to Scott Campbell, section manager within the Data Communications and Networking Division.

Before coming to Data General, A.J. worked for IBM while a co-op student. He holds a bachelor's degree in computer science from the Rochester Institute of Technology.

Munish Desai has joined Data General as a software engineer within the Communications Systems Group, reporting to Section Manager Liz Polnerow. He is responsible for development work on proprietary and ISO file servers. Munish holds a bachelor's degree in computer science from the University of Connecticut.

Mike Quicquaro had joined Data General as a software engineer within the PC Communications group, reporting to Manager Josh Weiss. He is responsible for the development of communications software, implementing transport systems adhering to internationally-accepted protocols and developing distributed applications between PC workstations and mini/mainframe computers.

Prior to coming to Data General, Mike worked for Pitney Bowes in Connecticut. He holds a bachelor's degree in computer engineering from the University of Connecticut.

Activities

Fall Dasher Races Set for September 11

Get ready...set...go...Data General's fall Dasher races will take place Friday, September 11.

As in previous falls there will be four events from which to choose: 3-mile and 10-kilometer foot races, a 15.5-mile bicycle race, and a biathlon, combining the 15.5-mile bicycle race and the 3-mile foot race. Bike race participants are required to wear hard-shell helmets.

Watch for registration details in upcoming issues of the *Mini News* and on Employee Activities bulletin boards.

Volunteer help is needed. People are needed for planning and race day positions. If you would like to help, contact the Dasher Road Race Committee at Mail Stop E111 in Westboro.

The Dasher races are sponsored by the Data General Activities Committee solely for Data General employees.

Brunch Cruise A Success

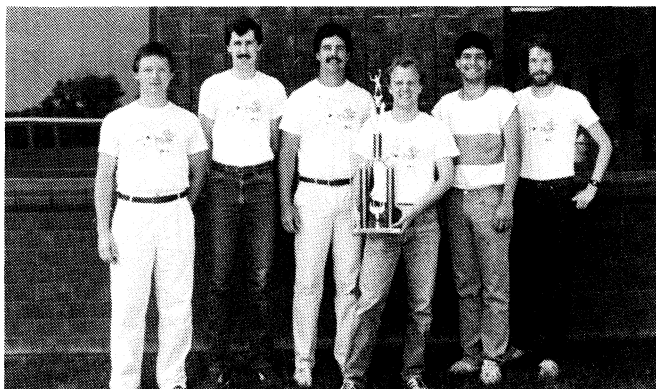


Nearly 400 Data General employees and their guests gathered in Boston last weekend to take part in the second outing of the summer, a brunch cruise on Boston Harbor. The ship, the "MV Commonwealth", departed Sunday morning and took its passengers on a leisurely trip around the inner harbor, past the "U.S. Constitution", the Navy yard, the outer islands and down to Hull on the south shore. With temperatures in the 80s, those on the cruise were able to keep cool thanks to some relaxing sea breezes. Entertainment was provided by the Music Machine. The next outing is a Gershwin/Bernstein concert at Great Woods, scheduled for Sunday, August 9. The concert will be held at 3:00 p.m.

Runners-Up Celebrate Fine Seasons

Even though the four divisional Wallyball champions have been crowned, the league runners-up can hold their heads high after posting fine seasons that came up just a bit short.

In the Competitive Division, the Waybacks fought the Mouras for the title for the second consecutive season. The Waybacks went down to the wire in the championship series, losing the decisive match in overtime to the Mouras.



The Competitive Division runner-up during the 1987 Wallyball season was the Waybacks. Members of the team are: (left to right) Ken Sharp, Bruce Harmon, Russ Hardy, Joe Kidder, Jose Huyke and Rich Reeves.

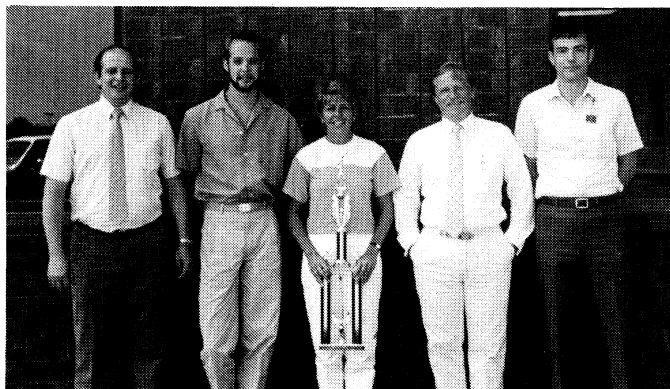


The Grim Reapers finished as runner-up in the Semicompetitive Division playoffs. The team is: (left to right) John Averill, Mike Dunbar, Marty Ford, Devon Kehoe, Chip Natarajan, Walt Vannoy and Kevin Zmolek.

The Grim Reapers were nearly eliminated in the first round of the Semicompetitive Division playoffs. The team clawed its way out of a hole, however, reaching the finals where it lost to the eventual champion, Corporate Materials.

The Wallbangers came close to completing a clean sweep of Recreational Division A. The Wallbangers took first place honors during the regular season, only to lose to the HACS for the divisional championship.

In Recreational Division B, cellar-dweller Nerf flexed enough muscle halfway through the season to reach the playoff finals. They took the Busters to the limit in their best-of-five series, but came up short and had to settle for second best.



The "close but no cigar" award in the Recreational Division A went to the Wallbangers. Members of the team are: (left to right) Bob Hanson, Scott Ayers, Karen Moussette, Jack Reardon and Dave Glidden. Not shown are Kayvan Shahabi and Rick Morris.



The Nerf finished its season as runner-up in the Recreational Division B. Team members are: (front row, left to right) Gary Conti, Scott Solomon, Greg Clark and Lawrence Wou. In the back row are: (left to right) Dave Workman, Mark Podsedly, Paul Gallo and Bob Yates. Not shown are Beth MacLean and Mike Gannon.

Data General Softball Standings

The following are the Data General Softball League Standings as of Friday, July 17:

American League

	WON	LOST	TIED	PTC
Division A				
Hit Men	7	2	0	0.778
D.G. I.M.G.	7	2	1	0.750
Still Wellesley	4	2	0	0.667
S.I.E.	5	3	0	0.625
Devios	2	4	1	0.357
Division B				
24 & Under	6	4	0	0.600
D.G. Red Ties	4	4	1	0.500
Ants	4	5	1	0.450
Mongrels	3	5	0	0.375
Rodney's Kids	2	7	0	0.222
Division C				
T-Bones	8	2	0	0.800
Off Base	6	2	0	0.750
Slugs	4	3	1	0.563
Cadavers	5	5	0	0.500
Bat Busters	3	5	0	0.375
Division D				
Base Invaders	6	2	0	0.750
Swinging Bubatos	5	3	0	0.625
lisfits	4	3	2	0.556
DG/Direct	1	5	0	0.167
Eclipse Eng.	1	7	0	0.125
Division E				
Byte Blasters	4	3	1	0.563
W.C.I.F	4	5	0	0.444
N.O.T.A.	2	7	0	0.222
Short Hops	1	8	0	0.111

National League

	WON	LOST	TIED	PTC
Building 5	7	2	0	0.778
Nuked	7	3	0	0.700
Maintenance	5	4	0	0.556
Special Systems	3	6	0	0.333
Bubbass	2	5	0	0.286
Runagades	1	6	0	0.143

Data General Duffers

The following are the standings of the Data General Golf League as of July 20:

Match #10

"A" Flight

Team	Names	W	L	H	PTS
10	Reidy/Chambless	7	2	1	15
2	Liptak/Powers	6	4	0	12
9	Daily/Sharp	4	4	2	10
4	Cygielnik/Dodds	4	4	2	10
6	Frost/Elliott	3	4	3	9
5	Stokes/Whitworth	4	5	1	9
8	Doucette/Gradilone	4	5	1	9
7	Parise/Ditullio	4	5	1	9
3	Schwartz/Maziarz	4	5	1	9
1	Duggan/Borglund	4	6	0	8

"B" Flight

Team	Names	W	L	H	PTS
4	Morrell/Lawson	6	1	3	15
6	Goodwin/St. Marie	6	1	3	15
8	Ramstrom/Mueller	6	3	1	13
5	Frary/Hardy	5	2	3	13
10	Babcock/Dimambro	4	4	2	10
1	Kozlowski/Valof	4	5	1	9
2	Dunbar/Milott	2	5	3	7
3	Paras/Gudgel	3	6	1	7
7	Pittman/Fleming	2	5	2	6
9	Morawiec/McSorley	1	5	3	3

Low Net For July 20

"A" Flight

Jon Borglund 31

"B" Flight

Phil St. Marie 30

Mini News is published weekly for the employees of Data General-Westboro. Material may be submitted for publication to Mary Anne Been at extension 4705 or MS A235. Data General - An Equal Opportunity Employer.

MARKETPLACE

CARPOOL

Carpool, existing needs rider, leaves near Newton Corner, flex hrs, Jim, ext 6734.

Carpool, to join or form, Marlboro to Milford, ext 2651 Milford.

FREE

Medicine Cabinet, standard metal medicine cabinet w/mirror, 835-2421 (West Boylston).

FOR RENT

Apartment, Upton, 3 rm, bdrm, lvg rm, eat-in kitch, townhouse style w/deck, w/w carpet, new appl., laundry in bldg, w to 495, \$560+, 435-4327 (Hopkinton).

Time Share Condo, Cancun, avail. 10/17 to 10/24, slips up to 6, kitchen, maid service, \$800/BO, 347-5694 (Sturbridge).

House, Dennisport, 3 bdr, encl. porch, deck, cable TV, walk to beach, \$595/week, 562-3274 after 4:30 p.m. (Hudson).

Condominium, Townhouse, 2 bdrm, 1 1/2 bath, eat-in kitchen, liv., din., laundry, 1400 sq ft, porch, 20 min. to Westboro, \$650 + util, 966-3125 (Bellingham).

1/2 Duplex, Uxbridge, off Rt. 16, \$500 +/mo., 473-6321 after 5 p.m. (Hopedale).

Apartment, 1st fl, 6 rms, 3 bdrm, near Rts 9/290, 799-6873 (Worcester).

Apartment, lg 1 bdrm, kitch, lvg rm, pool/tennis, elec, \$640/mo, avail 8/16, August free, 653-8516 (Natick).

Summer Rental, Dennisport, contemporary, 3 bdrm, 2 1/2 baths, porch/deck/balconies, near beach, avail August 15, \$875/wk, 533-2184 (Medway).

Summer Rental, Dennisport, 3 bdrm, encl porch, frpl, cbl TV, near Sea Street Beach, avail August 15, \$550/wk, 533-2184 (Medway).

Condominium, for sale/rent, 3 bdrm, 2 bath, priv beach/tennis, Newfound Lake, buy \$130,000, rent \$400/wk, 435-6746 (Hopkinton), (603) 744-2846 (Bristol, NH).

House, 3 bdrm, Seagull Beach, West Yarmouth, \$650/wk, off season avail, wk/wknds, 529-3434 (Upton).

WANTED

Roommate, to share 2 bdr apt, all amenities, \$335/mo + 1/2 util, 460-1075 (Marlboro).

Surveyor's transit & tripod, 655-7072 after 6 p.m. (Natick).

Roommate, male, non-smoker to share 3 bdr, 2 1/2 bath at Windsor Ridge, \$267/mo., incl. heat, 870-0473 (Westboro).

Roommate, non-smoking, to share lg 4 bdrm house w/3 males, 2 baths, dishwasher, laundry, 2 car garage, scr porch, lg yd, \$275/mo, 435-9608 (Hopkinton).

Tent, 3 or 4 man, ask for Marc, 435-9608 (Hopkinton).

Roommate, smoker, female, to share 2 bdrm house, near Rts 495/290, frnsh bdrm, appl, laundry, cbl TV, \$400/mo incl util, 568-1353 (Hudson).

Baby Care, for 5 month old infant, full-time wk dys, Westboro area preferred, 695-1913 (N.Attleboro).

Good Home, for German Shorthair male, championship stock, 527-1171 (Newton).

Roommate, to share lg country house, 5 mi to Webo, near major rts, storage, non-smoker, no pets, \$300/mo, 393-2475 (Northboro).

Roommate, to share 2 bdrm, 2nd flr apt, off-street parking, have cats, \$245/mo + 1/2 util, 562-4719 (Hudson).

FOR SALE

House, Upton, completely renovated, 1/2 acre, 2 bdrm, hrwd floors, min to 495, garage, 435-4327 (Hopkinton).

Colonial House, 8 rm, 4 bdr, 2 1/2 bath, attached 14x22 family room w/frpl, screened porch, gourmet kitchen, private 1 acre lot, \$224,000, 478-4588 (Milford).

Townhouse Condo, 2 bdr, 1 1/2 bath, deck, laundry, central air, parking, 5 min. from 495, \$124,900, 966-1325 (Bellingham).

2 Snow Tires, B78-13, mounted, balanced for Colt or Plymouth Arrow, 842-6872 (Shrewsbury).

Items, Lakewood 3-spd fan, \$25; solid oak chest of drawers, natural, \$350; 2 new carpets, beige, 11x7, 12x8, \$35, \$65; answering machine, \$35; Samsung microwave, \$250; German sewing machine, \$50; new Breuer chair, \$35, 965-1925 (Newton).

Items, Sony 13" remote control color TV, \$280; JBL J350A speakers, must sell, \$380, 460-1075 (Marlboro).

House, 3 bdr. ranch, 3/4 acre, 2 full baths, full basement, 366-7184 (Westboro).

House, 3 bdr. ranch, 2 baths, frpl, 1 acre, full basement, garage, 366-7184 (Westboro).

Items, Ashley wood stove, \$100; '73 Honda motorcycle, new tires, new carb., \$300; '78 Plymouth Horizon right fender and hatchback, BO, 885-3856 (Spencer).

House, Contemp. split, 3 bdr, 1 1/2 bath, 2-car garage, 3+ acres, \$170,000, 865-5460 (Sutton).

Boat, 16 1/2 ft, 115 HP Johnson, custom trailer, open bow, full instruments, full cover, ski equip. incl., \$10,000, 865-5460 (Sutton).

'85 Honda VF700S Sabre motorcycle, water-cooled V4 w/shaft drive, extras, well-maintained, \$1500/BO, 528-5758 (Franklin).

Sears weight set, padded bench, multi-position incline, leg lift, weight holder, \$50, 842-4426 (Shrewsbury).

Anderson casement picture window, 8ft x 4ft, insulated glass w/white permashield and screens, never installed, \$300, 653-7462 (Sherborn).

Television, Zenith 19", portable B&W, built-in carry handle, ext. antennae, \$25, 842-4426 (Shrewsbury).

English Tudor/Split, formal lr, dr, cath. ceilings, 3 bdr, 1 1/2 bath, garage, fireplaced, unfinished basement, prof. landscaped, \$179,900, 842-6872 (Shrewsbury).

Items, Fur coat, rabbit, black, mid-length, large, \$50; drums, Tama 5-pc., white power toms, roto-toms, acces., \$1,500; turntable, Sony PSLX-2, direct drive, \$75, 485-4007 (Marlboro).

Fishing Boat, Glastron Trihull w/trailer & cover, \$1250, 799-2662 (Shrewsbury).

Town House, 2 bdrm, 1 1/2 bath, kitch, liv/din rm, laundry, 1400 sq ft, AC, porch, 20 min to Webo, \$121,000, 966-3125 (Bellingham).

Three-Season House, Dennisport, 3 bdrm, frpl, kitch, bath, outside shower, encl porch, 2/10 mi to Sea Street Beach, \$120,000, 533-2184 (Medway).

House, 3 bdrm, hdwd flrs, pool, 2 car garage, central air, 1 acre, \$249,900, 359-6192 (Medfield).

Guitar, Ovation Legend acoustic, top of the line, \$425, 359-6192 (Medfield).

Owens Cabin Cruiser, '65, 32' w/fly bridge, \$4000, 667-5529 (BillERICA).

AUTOS

'73 Volvo, auto, 120K mi., new brakes, carb, batt, alternator, some rust, \$950, 965-1925 (Newton).

'75 Chevy Impala, 4-dr, V-8, 56K mi, A/C, AM/FM, PS/PB, \$750, 485-4007 (Marlboro).

'78 Celica, new red paint, black int, \$1,400, 435-4327 (Hopkinton).

'78 Datsun B210, auto, air, stereo, 59K mi, \$1595/BO, 478-4755 (Milford).

'78 Volkswagen Rabbit, 4-dr, deluxe, gas, st. shift, \$750, 757-9701 (Shrewsbury).

'80 Datsun 280 ZX, new paint, clutch, alt., tires, 104K mi, \$4,000 avg. retail, 729-9435 after 6 p.m. (Winchester).

'81 Renault 18i, 4-dr, 5-spd, 65K mi., \$1,000/BO, 485-4007 (Marlboro).

'83 Alfa Romeo GTV6, 5 spd, AC, PW, leather int., rstprf, 37K mi., \$6,500/BO, 641-1623 (Arlington).

'83 Cadillac Sedan de Ville, blk, many extras, must sell, \$7,900, 839-2311 (Grafton).

'83 Ford Escort GL, 4 cyl, 4 spd, 2 dr hatch, rear defrost/wiper, cloth int, \$2200/BO, 393-9329 (Northboro).

'84 Nissan 200SX, 5-sp, new tires, extras, \$7,000/BO, 842-5144 (Shrewsbury).

'85 Chevy Spectrum, 2 dr hatch, 45K mi, 5-sp, AM/FM, \$3450/BO, 460-9348 (Marlboro).

'86 Toyota Supra, Targa top, red pearl w/leather int, 5-sp, 21K mi, never seen snow, nose cover, car cover incl, 485-8433 (Marlboro).

HOURS

Westboro Cafeteria, full breakfast, 6:30 a.m.-10:00 a.m.; lunch, 11:30 a.m.-1:30 p.m.; open from 6:30 a.m.-3:00 p.m. for beverages.

Pizzeria, serving from 10:00 a.m.-2:00 p.m.

Pumpnickel's Deli, Coffee & pastries, 6:30 a.m.-7:30 p.m.; full breakfast, 6:30 a.m.-10:00 a.m.; deli lunch, 11:00 a.m.-2:00 p.m.;

Take-out, 3 p.m.-6:30 p.m.; dinner, 5 p.m.-7:30 p.m.

3400 Computer Drive Cafeteria, full breakfast, 7:30 a.m.-10:00 a.m.; lunch, 11:00 a.m.-1:30 p.m.; open from 7:30 a.m.-3:00 p.m. for coffee and pastries.

Milford, full breakfast, 6:30 a.m.-8:30 a.m.; lunch 11:15 a.m.-1:15 p.m.; open from 6:30 a.m.-3:15 p.m. for beverages.

Southboro, full breakfast, 6:30 a.m.-10:00 a.m.; lunch 11:15 a.m.-1:00 p.m.; open from 6:30 a.m.-3:00 p.m. for beverages.