

Mini News

News For The Employees of Data General

October 9, 1987

Data General, NTT Develop Communications System

Data General, through its Nippon•Data General subsidiary, and Nippon Telegraph and Telephone Corporation (NTT) have signed an agreement to jointly develop a new generation of high-speed digital integrated communications systems.

NTT will jointly fund research and development work to be conducted at various Data General facilities including Westboro, Rockville, Md., and Dallas. The new systems, combining advanced digital communications technologies and computer technology also will use ECLIPSE MV/Family computers. The systems would be manufactured at Data General facilities in the United States and the Far East.

Following successful development, NTT plans to market the networking system to its Japanese customers, including Japan's largest corporations and government agencies. Data General plans to market its own version throughout the United States and other international markets.

The first Japanese systems are planned for introduction in the spring of 1989.

The new integrated systems will consist of hybrid exchange systems that will integrate data, voice and computer capabilities for intelligent private corporate networks.

"This agreement is the beginning of a strategic partnership with NTT," says Colin Crook, senior vice president of the Communications Systems Group. "We are embarking together with NTT on the important first step in the development of true integrated information networks. These networks will provide the platform for developing the attributes and the capabilities that will be required by customers needing advanced information networks."

The new information networks will allow users for the first time to cost-effectively combine high-speed data, voice and computer capabilities.

"In addition, the networks will accommodate important international communications standards, including ISDN (Integrated Services Digital Network), OSI (Open Systems Interconnection) and the de-facto standard

SNA (IBM's Systems Networking Architecture)," says Colin.

NTT presently provides almost 5,000 data communications facility services at Japanese companies. NTT, headquartered in Tokyo, is Japan's largest company with revenues of 5.4 trillion yen (\$36.7 billion, translated at the average yen-dollar exchange rate for that year) during its fiscal 1986 year. NTT serves more than 46 million telephone subscribers in its domestic network.

Why An Integrated Network?

According to Colin, Data General has recognized that the computer industry has been changing during the 1980s. "This change has been brought about by technology, regulatory decisions and most importantly, by the impact of global competition.

"Such change has required new approaches on the part of traditional communications vendors and by traditional computer manufacturers, such as Data General. The convergence of computing and communications and its impact on automation and knowledge-based businesses is creating a new industry, the global information business.

"Today's telecommunications systems -- whether in Japan or the U.S. -- simply cannot provide the intelligence for anything other than transmitting voice and data," says Colin. "Organizations today need to mix voice, data, image and text in the same network, plus have complete security control, accounting, protocol conversion, information translation, messaging, bandwidth allocation and so on.

"Such an intelligent system doesn't exist. NTT and Data General have agreed to develop one. And we believe that we can develop one that can perform all these functions cost-effectively -- that is, at lower telecommunications costs than today's networks.

"As these organizations upgrade their networks, we expect them to move to the more cost-effective and powerful, high-speed intelligent networks provided by NTT," says Colin. "In fact, we expect they will begin purchasing ECLIPSE MV/Family superminicomputers, which will serve as the base of the networks, almost immediately as they start to upgrade their telecommunications networks."

In the joint development project, NTT will undertake development planning and Data General and Nippon•Data General will be responsible for development and manufacture of the systems.

The development work will be under the direction of Vahe Sarkissian, vice president of the Telecommunications Products and Technology Division.

The development effort will be based on technologies Data General already possesses through its Telecommunications and Genioss operations.

"This project combines the circuit/packet switching technology experience of our Telecommunications division in Rockville, the voice/data integration experience of our Genioss subsidiary in Dallas, and the ECLIPSE MV/Family superminicomputer-based data communications experience in Westboro, together with the vast telecommunications technology and network applications know-how of NTT. We believe we will have a truly differentiated product," says Vahe.

Effort Pays Off

According to President Ed de Castro, the agreement between Data General and NTT can be attributed to three reasons.

"First, NTT undertook a search for a computer vendor for this project more than a year ago," says Ed. "They talked with Japanese and U.S. firms. NTT selected us because we were the only firm that responded to their satisfaction in joint development of a future advanced system. They found a computer firm that had developed technologies and strategies similar to their own. We had anticipated many of their business and technical requirements. Finally, we exhibited a willingness to work with them on something better rather than sell them a combination of off-the-shelf hardware and software.

"Second, Data General's Nippon•Data General subsidiary is almost a household word among Japanese minicomputer makers," states Ed. "We have been a presence in Japan since 1971. NTT has been a good customer for many years. Our long-term investment in Nippon•Data General, patience and attention to technical and cultural details were contributing factors to winning the agreement with NTT. I doubt that the U.S. can do business in Japan without this kind of commitment.

"Third," says Ed, "Data General has been investing in telecommunications technologies and products since 1980. We established the Communications Systems Group within the firm two years ago. We acquired or invested in several small firms with promising technologies in this field. These investments, plus the development expenses of the Communications Systems Group, have resulted in technologies and strategies that have brought us to where we can compete in this field."

A Unique Agreement

During a press conference in Washington D.C. on Wednesday, Data General and Nippon Telegraph and Telephone (NTT) jointly announced the details a business agreement between the two firms.

Takahiko Kamae, director of Research and Development for NTT's Integrated Communications Systems Sector, expressed the significance of the agreement to the press, investment analysts and government officials in attendance at the press conference. Below are excerpts of his remarks.

In recent years in Japan, every enterprise has rushed to have its own information network system, using our public communications network. Until recently, those networks were exclusively handled by NTT.

Deregulation and privatization of telecommunications services have stimulated the growth of the telecommunications and information processing industry in Japan. Now, not only NTT but newly-formed common carriers are entering into the market, and competition among those companies in this new growing market is likely to become keener.

Because of this competition, it is very important that NTT offer more than quality service. We must provide customers with added features and value, and offer efficiency and economy in our products and services.

NTT and our competitors now offer packet switching and other telecommunications as individual systems.

The integrated system we are developing with Data General makes private information networks operate efficiently, implements functions from Data General computers, and offers an infinite possibility for advanced value added connections.

We are combining the telecommunications developments of NTT with the computer and communications development of Data General.

I would like to give you the background to this agreement from the NTT perspective.

NTT is the largest capitalized company in Japan. However, there is a big difference from other big companies. We do not manufacture products.

NTT does extensive research and development, and we provide strong marketing and services in Japan.

NTT is attempting to expand the communications market in Japan by adopting new technology, based on the company's unparalleled telecommunication technology acquired over many years.

NTT talked to each superminicomputer maker regarding the project in April of 1986. We talked to Japanese companies and to American companies that have subsidiaries in Japan.

Only Data General met all our needs on this project. And we are happy to have Data General as NTT's partner.

This is a good opportunity for NTT to work with a U.S. technology company. We purchased more than \$200 million in technology equipment from U.S. companies last year, and we will continue this effort.

We have found that the level of telecommunications technology in the U.S. and Japan is comparable. This facilitates this kind of joint development.

NTT believes that conducting research and development activities jointly with American companies can bring us the best technology from both countries.

This is what we are doing with Data General.

We plan to continue to develop this system with Data General in future years. As the system is made more efficient, it will reduce communications costs for customers, compared with the current private network systems.

NTT is expecting to release this product in the Japanese market at the end of fiscal year 1988, which for NTT, is the spring of 1989.

Data General Wins \$8 Million Contract

J. Blackwood & Son. Ltd., Australia's leading industrial and engineering supplier, has awarded Data General an \$8 million contract to implement a distributed network. When fully operational, the network is expected to be the largest of its kind in Australia. It will link their 13 branch offices and warehouses.

The sale includes 530 DASHER D/215 terminals, five ECLIPSE MV/15000 computers, four ECLIPSE MV/7800 systems, and an ECLIPSE MV/20000. The system will be based on Wilson Computer Service's Series 32 distribution and financial software plus SCAMP, a telemarketing system, and CEO comprehensive electronic office software.

The network is expected to increase the efficiency of J. Blackwood & Son's communications, ordering, supply and distribution by providing sophisticated inventory control, forecasting and management information, and an integrated general ledger and financial package.

J. Blackwood & Son is the largest national supplier of products, services and tools to the engineering, maintenance and construction industry including Australia's largest mining and manufacturing companies. It is a highly customer-oriented business providing a 24-hour supply service of more than 110,000 products to 60,000 customers who place more than 8,000 orders per day.

According to Blackwood's Ian Lewis, "The Data General system will play a significant part in strengthening a competitive foot-hold in customer servicing. The system provides a convenient method for customers to do business with us, and will give direct terminal access to our major customers, particularly those in remote mining and industrial locations. Large customers will be given their own terminals and dedicated line. For many customers, it will effectively mean 'paperless purchasing.'"

Enhancements Made To DATA GENERAL/One

Data General has come out with two new options for the DATA GENERAL/One Model 2T laptop computer: a 20-MB internal micro-Winchester disk and a bar-code reader. The 20-MB disk is available with internal battery power. In addition, the price for systems configured with a 10-MB hard disk has been reduced.

The DATA GENERAL/One Model 2T, with either an electroluminescent or LCD screen, is available in a wide variety of configurations including single and dual floppy and 10-and 20-MB versions. The new 20-MB internal hard disk provides twice the access speed and storage space of the 10-MB disk.

The bar-code reader includes an internal interface card, high-resolution bar-code scanner and utility software. A variety of bar codes can be read with the device.

Barbara Nolan, product manager for portable computers, says "The combined portability of a laptop and bar-code reader is a key feature for applications such as field service, inventory control and parts information in industries ranging from medical supply, to manufacturing, pharmaceutical, and the military. The DATA GENERAL/One Model 2T computer provides these customers with a combination of technologies which can be configured to their market needs."

For a 20-MB system, pricing starts at \$3,095 for the Model 2T with a 3-1/2-inch diskette drive, 20-MB hard disk and backlit supertwist LCD. The 10-MB system with one 3-1/2-inch diskette and backlit LCD starts at \$2,695 reduced from \$2,895. Upgrade kits are available at \$1,100 for a 10-MB upgrade, and \$1500 for a 20-MB upgrade. The bar code reader is priced at \$735.

Data General, Access Technology Announce CEO-Integrated 20/20

Data General has joined with Access Technology to introduce CEO-Intergrated 20/20, a new 20/20 interface developed by Access Technology to integrate CEO comprehensive electronic office software. CEO-Intergrated 20/20 is designed to make the functionality of this advanced spreadsheet readily accessible to CEO users.

With this new interface, 20/20 now is integrated with CEO, allowing the 20/20 user to access many of the features of CEO, including the filing system, the interrupt menu, CEO status line, CEO-mailing of 20/20 spreadsheets and the CEO calculator.

20/20, the most popular spreadsheet package for multi-user computers, integrates graphics, database management and project modeling into one program. It offers Data General AOS/VS users sophisticated spreadsheet modeling capabilities in a high-performance, easy-to-use package.

Bradley Named Director Of Administration



Bob Bradley

Bob Bradley has been appointed director of Administration, reporting to Jim Campbell, vice president of Administration.

In this new position, Bob will be responsible for supporting Corporate Real Estate, Facilities, Telecommunications, and Architecture and Construction. Reporting to Bob are Paul Donnelly, Corporate Real Estate manager; Jack Kasper, Telecommunications manager; and Mac Dunbar, Facilities manager.

Bob, who has been with Data General for 11 years, was most recently manager of Corporate Construction. A registered architect, Bob holds a bachelor of arts degree in architecture from William and Mary College, and bachelor's and master's degrees in architecture from Harvard University. He has attended the Executive Program at the Amos Tuck Business School at Dartmouth College.

Data General Users Group Has Day In EBC



The Southern New England Users Group recently spent the day at Data General. The group was the first to make use of the Executive Briefing Center's new theatre.

In order to update customers on Data General's products and capabilities, Data General recently invited the Southern New England Users Group to spend a day in the new Executive Briefing Center (EBC). The group, which consists of 50 members from businesses

throughout the area, was the first group to make use of the EBC's new theatre.

"The Southern New England Users Group represents perhaps the most active users of Data General products and services," says Janice Levenson, Marketing consultant in the EBC. "We were pleased to have the opportunity to have them spend the day at Data General."

During the morning of the group's visit, the members listened to various Data General employees discuss the company, its product positioning and research and development efforts. In the afternoon, the group was given the choice of attending a lab or workshop in the theatre, and was given a tour of the briefing center. Some of the products discussed were PC*I communication software, CEO and XODIAC software, and the DS/7500 workstation.

"This is a strong, influential group," Janice says. "Members were impressed with what they saw at Data General, and enjoyed the time they spent here. We were able to provide a clear picture of where Data General is, and where the company is headed."

CQCS Boost Team Receives IMG Team Award

A team of employees within the Information Management Group (IMG) has received a "Team Award" for its efforts in fostering the use of a fourth generation language, CQCS, which helps to increase effectiveness of programmers.

Larry Bassett, Chris Campbell, Janet Curley, Jack Richardson, Donna Merwin, Denise Pellegrino, Beth Perkins, Bruce Reirdon and Corrine Volpe were presented with the awards by Jim Ryan, IMG vice president. These team participants are from Southboro Manufacturing and all the divisions of IMG.

Jagdish Dalal, director of the Information Center, Technology and Control Division of IMG, commended the team participants on their accomplishments.

"It is especially significant that not only all parts of IMG, but also representatives from the Manufacturing division participated in what was truly a team effort," Jag said.

CQCS is a fourth generation language for use by programmers. It provides them with an easy-to-use query language and screen maintenance facility.

To help increase the use of the language, the team sponsored the first CQCS User Group Conference last May, attended by employees from Westbrook, Portsmouth, and Atlanta as well as Westboro and Southboro. The meeting featured presentations by the users about systems they had developed in CQCS.

MOD Develops Training Schedule For Fiscal 1988

The Management and Organizational Development (MOD) department is responding to recent changes in the business environment by structuring a 1988 fiscal year training program focused on Data General's most immediate needs. The training emphasis is on professional and managerial instruction which will provide employees with information on how to become stronger managers and decision-makers.

It is important for employees to work together with their managers and Human Resources representatives to identify critical training needs. MOD encourages employees to meet with their managers and Human Resources representatives to prioritize the training needs that will meet both the individual's developmental needs and the needs of the business.

In this insert, you will find a complete listing of the MOD courses offered in the first quarter of fiscal 1988. In addition, a description of new courses is provided. MOD courses are offered at Woodstock and at a regional site in Raleigh/Durham. Beginning in the second quarter of fiscal 1988, a western training site will be established.

New MOD enrollment request forms are available from your manager or through MOD. During this fiscal year, enrollments will be accepted from exempt employees only. Forms can be obtained at Mail Stop D-134 in Westboro or via CEO at address MOD Registrar:IMG003. To register, send enrollment request forms to either the mail stop or CEO address. All enrollment forms must have a manager's approval. When submitting a form via CEO, the form must be received from the manager's CEO system. All requested information must be provided or the forms will be returned, thereby delaying enrollment. MOD will send notifications of enrollment status directly to employees. Cancellations received less than 10 working days prior to the start of class will be charged full price. Employees should note that a nomination from a vice president is required to enroll in the Strategic Management Workshop.

Because MOD's schedule is made up of courses which offer the greatest immediate impact for employees and Data General, not all the courses offered last year have been scheduled for this year. However, employees should refer to the Resource and Program guide from last year since most descriptions of programs offered this year are unchanged. If you need a copy of the guide, you may obtain one by writing to MOD at Mail Stop D-134 in Westboro.

For information regarding external educational/training opportunities, employees may consult the Resource and Program guide or the Human Resources policy manual.

"Working together, we can maximize the effectiveness of our training time during the coming year," says Kathy Gagne, MOD Marketing manager. "MOD is looking forward to providing the best possible training for employees."

Attention New Managers

Becoming a new manager is a major career milestone. The change represents months of orientation, assimilation and development which stretches an employee to new professional limits. An employee's successful transition into this new position is crucial to the success of Data General.

Management and Organizational Development (MOD) recognizes the need to support this transition process and offers several courses geared toward new managers. According to Kathy Gagne, MOD Marketing manager, these courses will enable new managers to become oriented to the role of managing people effectively. The courses provide an opportunity for managers to become assimilated into the culture of Data General by focusing on the missions and expectations of their position. The courses help managers develop the skills necessary to establish effective work relationships with other employees.

Courses For New Managers

Supervisory Training will enable supervisors to apply basic managerial and administrative skills while following the principles of management when interacting with employees. This course focuses on improving employee performance and work habits, maintaining improved performance, using effective disciplinary actions, handling employee concerns, conducting satisfactory performance reviews, delegating responsibility, teaching a new job and work planning. This course is for supervisors of non-exempt employees. In the first quarter, this course will be offered in Woodstock October 28-30, and will be offered again in the third quarter.

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<p>MIDDLE MANAGEMENT</p> <ul style="list-style-type: none"> CORPORATE ORIENTATION FOR EXPERIENCED MANAGERS* NEGOTIATIONS FOR MIDDLE MANAGERS STRATEGIC MANAGEMENT WORKSHOP* <p>MANAGEMENT</p> <ul style="list-style-type: none"> EFFECTIVE MANAGEMENT PRESENTATIONS FINANCE FOR NON-FINANCIAL MANAGERS FRONTLINE LEADERSHIP I FRONTLINE LEADERSHIP II NEGOTIATIONS: MANAGING COMPETING INTERESTS PROGRAM FOR NEW MANAGERS* SUPERVISORY TRAINING PROGRAM <p>PROFESSIONAL</p> <ul style="list-style-type: none"> EFFECTIVE TECHNICAL PRESENTATIONS EXTENDING YOUR ORGANIZATIONAL EFFECTIVENESS INTRODUCTION TO MANAGEMENT* INTRODUCTION TO PROJECT MANAGEMENT MANAGING INTERPERSONAL RELATIONSHIPS TECHNICAL WRITING WORKSHOP
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OCTOBER		
28	5	12
		10/12 (3 DAYS)
	10/7 (3 DAYS)	
		10/11 (2 DAYS)

* Core transition courses

PROFESSIONAL DEVELOPMENT TRAINING SCHEDULE FOR ONE COURSES

	NOVEMBER				DECEMBER				
19	26	2	9	16	23	30	7	14	21
		11/2 [REDACTED] (3 DAYS)				11/30 [REDACTED] (3 DAYS)	12/7 [REDACTED] (2 DAYS)		
		11/4 [REDACTED] (3 DAYS)		11/16 [REDACTED] (3 DAYS)		12/2 [REDACTED] (3 DAYS)	12/2 [REDACTED] (3 DAYS)		
		11/2 [REDACTED]					12/9 [REDACTED] (3 DAYS)		
	10/28 [REDACTED] (3 DAYS)	11/2 [REDACTED] (5 DAYS)							
10/19 [REDACTED] (2 DAYS)	10/27 [REDACTED]								
10/21 [REDACTED] (3 DAYS)	10/27 [REDACTED] (3.5 DAYS)						12/7 [REDACTED] (3 DAYS)		
10/21 [REDACTED] (2.5 DAYS)			11/11 [REDACTED] (3 DAYS)						

Program For New Managers is designed for employees who have recently been promoted from an individual contributor to a first-line managerial position. This course begins by familiarizing the new manager with a picture of Data General: the company history, strategy, culture, Human Resources functions, and policies and procedures. Speakers from various departments throughout the company will present this information in a discussion format. Participants also learn about performance management, how to run effective meetings, and how to take hold during the various stages of a new role. Participants receive feedback from their managers and a variety of other employees. This is collected prior to attending the program and reflects a "snapshot" picture of his or her current managerial skills and style. The course is offered November 2-7 in Woodstock. It will be offered again in the second and third quarters.

Frontline Leadership I will help managers understand and develop crucial working relationships necessary to work within a business environment. This course focuses on building a constructive relationship with your manager and with your peers, confronting issues with your manager and peers, gaining support from others using interpersonal skills, getting good information from others and to others. This course is for managers of exempt employees. It is offered in Woodstock November 4-6 and in Raleigh/Durham December 8-10. It will be offered once each quarter for the rest of fiscal 1988.

Frontline Leadership II will help a manager establish performance expectations, give constructive feedback to improve an employee's performance, develop job skills through coaching, and develop action plans around expectations with employees. This course is a good step toward strengthening positive relationships with employees as a leader and a manager. It is offered in Woodstock November 16-18 and again in the second and fourth quarter.

Please note: These courses are not sequential. The numbers are used to differentiate the content of the courses only.

Corporate Orientation For Experienced Managers is geared toward managers who are new to Data General but who have held managerial positions at other companies prior to joining Data General. Its purpose is to accelerate the learning of these managers by providing them with the opportunity to understand the organization in which they have just begun to work. Various directors will provide information and answer questions about their particular area. Managers will become familiar with the culture of Data General. They will develop strategies for successfully taking over their new positions. This course is offered in Woodstock December 7-8 and again in quarter three. This is a new course being offered for the first time.

If you need further information on these courses, contact the MOD department at (tie line) 228-6958 in Westboro. You can enroll directly in the courses by sending an enrollment request form to MOD Registrar at CEO host IMG003 or Mail Stop D-134 in Westboro.

New MOD Courses Introduced

The following courses are being offered this fall by Management and Organizational Development (MOD) for the first time.

Middle Manager Negotiations will improve the negotiation skills of middle managers in order to facilitate the integration of departmental and organizational objectives. The course runs two and one half days, which includes evening sessions. Middle managers from throughout Data General are eligible to participate. Members of the Conflict Management Institute, the consulting arm of the Harvard Negotiation Project, will conduct this course.

Some of the course highlights include a negotiation model based on "Getting To Yes," by Fisher and Ury (used in the Camp David peace accords) with additions from the book "Beyond Yes." Lectures and discussions with the consultants will be part of the course, as well as three role plays which will be conducted by participants with feedback given by consultants. A negotiation movie will be shown by Roger Fisher. After the course, when managers are back on the job, participants will be able to negotiate with peers, subordinates and superiors in a collaborative manner in order to work toward mutually-acceptable solutions.

Interview Workshop will help participants learn to conduct an effective and legal selection interview, and to use a team process to evaluate a candidate for employment. This course, which runs two days, is geared toward managers and professionals who interview candidates for employment. Some of the key topics include creating a job model, screening resumes and choosing questions and questioning techniques in the interview preparation, discussion of specific legal practices and regulations for employment, analysis of data, and evaluation and decision-making. During the course, participants will plan and conduct an interview with a recent hire and receive feedback. Back on the job, participants will be able to conduct a selection interview using effective interview techniques.

Technical Writing Workshop is geared toward technical individual contributors and managers, and lasts two days. Major goals of the course include teaching participants to organize ideas and materials quickly and clearly using an explicit and flexible format, to take the struggle out of writing a coherent first draft, to make writing clear and readable by applying nine simple principles for editing sentences and paragraphs, and to use alternative ways to organize technical information.

Participants will learn by critiquing client correspondence and by composing memos related to their line of work. They will receive individual feedback on their writing style. Some of the key topics include the principles of organizing ideas, paragraph and sentence structure, the format for a one-page cover letter, and what it takes to make correspondence more readable. When back on the job, participants will be able to write concise technical reports and other related business documents.

Employees Collect Cans For A Worthy Cause

As Sue Varnum and Jeanne Mahan remember, it was about two years ago that they decided to start collecting soda cans. Their habit, which some might consider "different," has resulted in the collection of 8,395 cans. And counting. But there is more to their efforts than just searching for a nickel. Sue, responsible for archiving information within Software Development, and Jeanne, a secretary within the Systems Development Division, have been donating the money from the cans to the American Cancer Society for research purposes. And so far their efforts have led to a donation of \$419.75. And counting.

"We wanted to do something for others, and this seemed to be a good idea," Sue says. "We thought we could do a little, just by picking up cans people would otherwise throw away."

The idea for this project grew out of a desire to remember two employees within the department who had died from cancer. Not long after the project began, Jeanne lost her mother to cancer, as well.

"It makes us feel good to know that our friends, who no longer work with us, are being remembered in a somewhat different way," Sue says.

According to Jeanne, another employee has been collecting the metal tabs on the tops of the cans for time on dialysis machines.

"It has been a cooperative effort all the way around," Jeanne says. "When we take the cans to the redemption center, they don't even make us count the cans again. They know us well by now, and admire us for our efforts. We're just happy to be able to help others."

"It has become a habit now, saving the cans. Whenever I walk by a barrel and see a few cans thrown away, I think in terms of nickels," Sue says. "I know that a few cans here and there can add up, and can be put to good use."

Toastmasters Will Host Open House October 21

The Data General Toastmasters group is holding its Fall Open House on Wednesday, October 21 in Guest Marketing Room A (between the deli and the cafeteria, but no need to stop at either place as the Toastmasters will be providing pizza). The meeting will start at 12:00 p.m.

If you feel your presentation skills can use improvement, then come see what Toastmasters can do. During the weekly meetings participants practice formal speaking, informal talks, evaluate speeches, or host the meeting. Many new members have recently joined and in addition to learning, find the meeting fun and a good way to meet other Data General employees from other parts of the company.

For further information contact the club president, Lydia Losch, via CEO host system Challenger or extension 228-3363 in Westboro.

PSAT Dates For Data General Scholarships Set

If you are a regular full-time Data General employee and have a child who will be graduating from high school in 1989, now is the time to consider applying for a Data General Scholarship. The scholarship program is a Data General benefit established for the children of Data General employees. It is administered by the National Merit Scholarship Corporation. Ten scholarships are awarded each year. The stipend of each scholarship ranges from \$500 to \$2,000 per year for up to four years, or until bachelor's degree requirements are completed, whichever comes first.

Students applying for a Data General scholarship must take the PSAT (Preliminary Scholastic Aptitude Test) during their junior year in high school. ***This year the test will be administered in high schools throughout the country on October 17 or October 20.*** Interested students should contact their guidance counselors as soon as possible to register for the PSAT.

Keep in mind that application for a Data General scholarship must be made during the students JUNIOR year in high school. Therefore, even students who are currently undecided as to whether or not they want to attend college should be encouraged to take the PSAT in October.

Applications for the Data General Scholarship program are available from the Benefits and Human Resources departments. A letter will be sent to all applicants at the end of December to let them know their entry form was received.

Questions regarding the program should be directed to Annie Kennedy at extension 4551 in Westboro.

Training

The following courses are being offered by Educational Services in October. Prior approval of your supervisor is required for course registration. Call (tie line) 221-1647 to enroll in these classes or other classes. All classes are held at the Education Center at 2400 Computer Drive in Westboro.

- **PRESENT through CLI (\$142)** - This course teaches employees how to create and use queries through CLI that select information from data sources, and how to format this information into reports and charts. Some topics to be discussed include the capabilities of PRESENT, sequential file as a data source, and saving and printing reports and queries. Employees taking this two-day class beginning on Wednesday, October 21, must have taken S209 (AOS & AOS/VS User) or equivalent.

lent experience.

• **Diagnostic Operating System User (H101)** - This course teaches employees how to use Data General's diagnostics to test for and isolate malfunctions to a field replaceable unit level. A knowledge of Data General's 16 and 32-bit computer systems is required to attend this three-day course beginning on Monday, October 19.

• **ECLIPSE MV/8000 II Field Maintenance (H128)** - This class teaches employees how to use diagnostics and how to perform installations and board-level maintenance through an understanding of the operation, bus structure, and organization of the ECLIPSE MV/8000 II computer. The prerequisite for this five-day class is H100/MV (Intro to Data General 32-Bit Computer Systems). The class begins on Monday, October 26.

• **6060/6061/6067/6122 Disc Field Maintenance (H204)** - This intensive course teaches employees the principles of operation of the moving head disc drive, controller and adapter, including seek, read and write sequences, and data channel operation. The class also covers head alignment and all system adjustments. The prerequisites for this course is H100 or H100/MV (Intro to Data General's 16 or 32-Bit Computer Systems), any Data General processor Field Maintenance course and knowledge of magnetic recording techniques. This course begins on Monday, October 19, and runs for 10 days.

• **Introduction to 32-Bit Assembly Language Programming (S101/VS)** - This course, geared towards employees with no prior knowledge of assembly language programming, teaches assembly language concepts. Some of the topics to be covered include arithmetic and data conversion in decimal, binary, and octal numbering systems; program development, functional architecture of ECLIPSE MV/Family computers, and macroassembler, linker, and debugger utilities. Employees taking this course should have taken S209 (AOS & AOS User) or equivalent experience, and prior programming experience. This five-day course starts on Monday, October 26.

Activities

Data General Basketball League Is Looking For Interested Employees

The Data General Basketball League is looking for people interested in playing in a **FUN DIVISION** outside its usual Competitive and Recreational divisions. Instead of standings and scores, the goal of this division is to simply get out and play some basketball for fun and exercise on a regular basis. No standings, no formalities, no skill required. People of any skill or "lack-of-skill" level are encouraged to participate. Employees interested in participating can contact Gary Cattarin by sending a CEO message to GARY:LOKI.

Data General Golf League Elects 1988 Officers

At the recent year-end Data General golf banquet, held at the On the Green restaurant in Westboro, new league officers were elected for the 1988 season.

President	-- Dale Powers
Vice-President	-- John DiMambro
Secretary	-- Fred Mueller
Treasurer	-- Elwin Elliott
Handicapper	-- Frank Stokes, Bert Chambless
Tournament Committee	-- Dick Schwartz, Greg McSorley

During the banquet, trophies were awarded for the 1st and 2nd place teams, in both the "A" Flight and "B" Flight division, for the 1987 season.

1st Place, "A" Flight - Ron Reidy/Bert Chambless

2nd Place, "A" Flight - Dennis Liptak/Dale Powers

1st Place, "B" Flight - John Morrell/Malcolm Lawson

2nd Place, "B" Flight - Jeff Goodwin/Phil SteMarie

The Data General Golf League plays on Monday evenings after work during the summer months. The 40 league members are divided into two flights ("A" or "B") based on their individual handicaps. During 1987, the "A" flight played at Juniper Hill in Northboro, and the "B" flight played at Saddle Hill in Hopkinton.

There is also an alternate member list of golfers who fill-in for regular members when they are unable to play. The Data General Golf League encourages new members and alternates to join. Qualifying rounds are scheduled each spring to establish handicaps for new players.

In addition to regular Monday evening league play, several tournaments are also scheduled throughout the playing season at various golf courses throughout central Massachusetts.

Corporate Discount Skiing Program Offered Again At Mt. Wachusett

The Corporate Discount Skiing Program is being offered again this year for skiing at Mt. Wachusett. Many new features have been added to the skiing program. Brochures detailing the discount program available for employees can be found in the Employee Activities racks throughout most Data General facilities. Return your brochures to Mt. Wachusett by October 23 for a \$5 discount. Interested employees may also contact Debbie Blood at 3400 Computer Drive for additional brochures.

Ski Club To Begin Season

The Data General Ski Club is gearing up for its new season. Employees interested in receiving an advance copy of trip listings and other club information can send their name, mail stop and CEO address to Teresa Forster, at mail stop C-134 in Westboro. Watch the **M. News** for more ski news and updates.

MARKETPLACE**CARPOOL**

Carpool , to form, from Roslindale/W Roxbury to Webo, Annie ext 5754 or 325-3089 (W. Roxbury).

pool , looking to join existing or form, from Brookline to Sobo/Webo, flex, Katz ext 7093.

Carpool , from Nashua, NH to Webo, flex, Jim ext 5826.

Carpool , from Medford/Somerville/Cambridge line to Webo, hrs flex, Barbara ext 3062/395-4603 (Medford).

YARD SALE

Yard Sale , Saturday, October 10, assorted items, 39 Main St, Northboro.

WANTED

Gas Stove , in good condition, 757-5434 (Worcester).

Roommate , female to share 2 bdrm apt, off-street park, \$245/mo + 1/2 util, 562-7473 (Hudson).

Child Care , for infant, Mon-Fri must have flex hrs, 856-0579 (Worcester).

Good Home , for 3 adult cats, rural setting preferred, 628-1031 (Somerville).

Infant Items , car seat and playpen, 393-8861 (Northboro).

Child Care , for 10 month old boy, my home or yours, 393-8774 (Northboro).

Roommate , female, non-smoker, to find and share 2 bdrm apt in metrowest area, 877-7178 (Framingham).

FOR RENT

Town House , Londonderry, NH, 2 bdrm, 1 1/2 baths, laundry rm,

back/pool/tennis/clubhouse, \$750/mo + util, 395-4593 (Medford).

House , N. Attleboro/Plainville line, 8 rm colonial, 5 bdrm, 1 bath, garage, priv yd, near Rt 495, no pets, avail immed, \$1100/mo + util, 699-4215 (N. Attleboro).

Apartment , 5 rm, garage, near Rt 290, no pets, \$575/mo, 757-5434 (Worcester).

Apartments , 3 rm studio & lg 2 bdrm apt, both avail 11/1, 366-1791 (Westboro).

Mount Snow , Vermont, 3 bdrm, 3 bath, indoor pool/sauna/whirlpool, near golf/fine dining, fall rates - \$200/wknd, \$250/Sun-Fri, winter rates avail, 892-9866 (Leicester).

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

FOR SALE

Stereo Speakers , UA series 300, 3-way, all cone, 125 watts, dual freq, \$350/pr, \$650/four/BO, 435-6609 (Hopkinton).

Tires , 2 steel-belted radials, 165SR13, '81 Toyota, \$10/ea, \$15/pr, 481-1658 (Marlboro).

Woodstove , Ben Franklin w/swing-out grill, decor style, \$200, 529-3186 (Upton).

Skis , Olin Mark IV, 180cm, w/Tyrolia 360R bindings, \$125; Rossignol Stratix S, 160cm, w/Solomon 202 bindings, \$75, 366-1681 (Westboro).

Trailer Hitch , class 3, for lg trailer, incl stabilizing bars, fits GM, \$150/BO, 699-7727 (Attleboro).

Chairs , maple dinette set, tbl/4 chairs, \$90/BO; pool tbl lamp & fixture, \$100/BO; elec hedge trimmer, Black & Decker, \$20/BO, 898-3977 (Westboro).

Items , handmade quilt, queen sz, Texas star pattern, \$250/BO; matching lap quilt, \$50/BO, 883-2113 (Blackstone).

Snow Tires , 4 TS730-E, VW Rabbit, mounted, BO, 452-7400 (Lowell).

House , 4 bdrm ranch, new deck/sliders, kitch appl incl, washer/dryer, \$124,900, 476-2927 (E. Douglas).

Concrete Paint , 7 gallons, tile green, reasonable, 842-6872 (Shrewsbury).

Canon AE-1 , w/70-210 mm macro zoom lens, flash/gadget bag incl, \$250, 485-4007 (Marlboro).

Items , freezer, 15 cu ft, upright, \$10/BO; electric lawn mower w/bag, \$30; 2-3 way speakers, \$40, 879-5919 (Framingham).

Two Tickets , to High-End Audio Show, in NYC, October 15/16, (603) 622-7479 (New Hampshire).

Items , Whirlpool electric dryer, \$50/BO; Kenmore half-size refrig, \$50; weight set, 110lb, \$10, 869-2682 (Boylston).

House , 3 bdrm split, 1 1/2 baths, hdwd floors, 1 acre, garage, frpl, \$139,900, 865-4934 (Millbury).

House , Worc/Auburn line, near major Rts, 1 1/2 bdrms, oversize lot, skylights w/southern exposure, \$95K, 799-5533 (Worcester).

Items , rug, hi-pile, green, 12' x 12', BO; blue porcelain lavatory sink, w/fixtures, BO, 473-4347 (Milford).

Cord Wood , oak, seasoned, you pick up, \$60/cord, 842-0730 (Shrewsbury).

House , English Tudor split, cathedral ceilings, 3 bdrm, 1 1/2 baths, garage, frpl, Indscpd, \$172,900, 842-6872 (Shrewsbury).

Items , 2 snow tires, B78-13, mtd/balanced, Colt/Plymouth Arrow; 14 pcs sheetrock, 4' x 8' 1/2", 842-6872 (Shrewsbury).

Living Room Set , gold/rust lvg rm set + 1 blue chair, 3 glass-top Italian tbls, 2 lamps, lrg gold framed mirror, 842-6872 (Shrewsbury).

AUTOS

'76 **Kawasaki Motorcycle** , 8000 mi, \$50/BO, 881-2246 (Ashland).

'77 **Buick Le Sabre** , 4 dr, auto, BO, 852-0178 (Worcester).

'78 **Buick Opel** , 4 dr sedan, standard, 97K mi, \$400, 393-8861 (Northboro).

'79 **Honda Twinstar Motorcycle** , 175cc, 9K mi, 80mpg, \$400, 393-8861 (Northboro).

'80 **Chevrolet Camaro** , white, V6, 3 spd, AM/FM, \$1900/BO, 476-7413 (Douglas).

'80 **Buick Skylark** , silver, AC, AM/FM cass, auto, 55K mi, security sys, extras, \$2200, 864-2685 (Cambridge).

'82 **BMW 320i** , all options, 47K mi, 9500/BO, 568-8818 Hudson).

'83 **Plymouth Reliant** , auto, 4 cyl, 4 dr, 61K mi, AM/FM stereo, \$2600/BO, 685-2194 (Methuen).

'83 **Mazda RX7** , AC, snrf, stereo/cass, dk grey, 54K mi, 5 spd, \$6500/BO, 738-1337 (Brookline).

'83 **Mitsubishi Cordia LS** , digital dash, AC, cruise, AM/FM cass, hatch, alloy wheels, 60K mi, \$4000/BO, 473-6062 (Milford).

'83 **Mazda Pick-Up** , 52K mi, long bed, AM/FM stereo, 5 spd, \$2800, 435-6494 (Hopkinton).

'84 **Mustang L** , stand, pwr door locks, PS/PB, 32K mi, AM/FM cass, alarm sys, \$4500/BO, 883-2830 (Bellingham).

'84 **Buick Skylark** , t-type, 2 dr, snrf, standard, AC, AM/FM cass, 27K mi, \$5500, 234-5586 (Northbridge).

'84 **Plymouth Voyager** , brown, 5 spd, AM/FM cass, \$6000, 435-4592 (Hopkinton).

'84 **Pontiac Firebird** , red, auto, V6, AC, AM/FM, w/snow tires, \$5900/BO, 883-2113 (Blackstone).

'85 **Camaro Sport Coupe** , 2.8L, snrf, AC, PS/PB, quad stereo, auto, \$7500, 699-9314 (N. Attleboro).

'86 **Saab 9000 Turbo** , 5 dr, all pwr, warranty & 4 yr unlimt mi, \$19,500, (603) 430-9680 (Portsmouth, NH).

'86 **Hyundai Excel GL** , 3 dr, hatch, pwr mnrf, 5 spd, stereo, 38 mpg, \$5900/BO, (603) 622-7479 (New Hampshire).

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.

Pumpernickel'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.

Open House Is Here

Data General invites employees and their families to Westboro tomorrow, October 10, for an open house. From 10:00 a.m. to 4:00 p.m. employees and their guests can take tours of the development laboratories and the Executive Briefing Center (EBC), listen to several bands, be entertained by street performers, ride the company helicopter, have lunch and possibly win a DATA GENERAL/One portable computer.

All employees planning to attend the open house should note that they will enter at the driveway to 2400 Computer Drive and park in the lots in back of Buildings 14A and 14B. The driveways to the buildings at 3400 Computer Drive and 4400 Computer Drive will be closed.

An information tent will be set up next to the employees' north entrance at Building 14A. Brochures describing events and agendas will be available from this point. All tours of the development laboratories will commence from this area.

Tours of the development laboratories will begin at 10:00 a.m., and will be conducted every 10 to 20 minutes throughout the day. The adult tour lasts 90 minutes, and the adults with children tour lasts 45 minutes. **Employees should note that cameras are not allowed inside any of Data General's facilities. To enter the building, employees must have their identification badges, and guests must be accompanied by employees when inside a building.**

The helicopter rides also will begin at 10:00 a.m., and will be given on a first-come, first-served basis throughout the day. All rides will depart from the helipad at the front of Building 14A.

Rob Salafia, a street mime/juggler will perform from 10:00 a.m. to 1:00 p.m. Like all of the street performers Rob will perform on the grounds surrounding Data General.

At 11:00 a.m., food service will begin, and everyone is invited to head over to the west parking lot for hot dogs, hamburgers, pizza, ice cream and other treats. At the same time, John Lincoln Wright and the Sour Mash Review will start its two-hour performance in the west parking lot. Chairs will be set up in front of the stage, but employees may want to bring blanket to sit on. From 11:00 a.m. to 2:00 p.m. you also will be able to get painted. A face painter will be available to do your mug, while Neal Portnoy will do your caricature.

At 12:00 p.m., the official opening of the EBC will take place with a cake cutting at the entrance to 3400 Computer Drive. All Data General employees and their guests are invited to share in this special event. President Ed de Castro will be on hand to cut the cake. Directly following the opening of the EBC, tours of the facility will be conducted.

Tony Lupo, an organ grinder, will begin his act around noontime. Tony will be here until 2:00 p.m.

At 1:00 p.m., the New England Science Center will present "The History of Rockets and Manned Space Flight." This presentation takes a look at human travel in space, from the first rocket to today's space shuttle and beyond. Rocket models, a space suit and hands-on activities are part of the program, which is geared to children. This show will take place on the lawn adjacent to the Building 14A cafeteria.

Data General employees Robert Wheeler and Vic Berry will take the stage at 1:00 p.m., with their musical act, "Ukulele Consciousness." They will entertain employees for about 40 minutes. Alex Feldman, otherwise known as the Fanueil Hall Fool, will be performing his act at this time until 4:00 p.m. His act includes skits performed in a jester's costume with a unicycle, juggling balls, musical instruments, balloons and a trunkful of other props.

At 1:30 p.m., Steve Lechner, a Boston-area puppeteer and balloon animal creator will be on hand to entertain the kids. Steve will be here until 3:30 p.m. Please note that food service of hot dogs, hamburgers and pizza will end at 2:00 p.m. After 2:00 p.m., ice cream, cookies and cake will be available.

At 1:45 p.m., interested employees are invited to walk to the area adjacent to the north employee entrance in Building 14A to take part in a photograph of a human logo. At that time, helicopter rides will stop briefly so that a photograph of the logo may be taken from it. A chalk outline of the Data General logo will be drawn in the parking lot, and employees will be asked to stand within the lines. The helicopter will then fly overhead and the photograph will be taken. Posters will be made of the shot and distributed within a couple of weeks.

At 2:00 p.m., the Bob Brenner Swingtet will begin its two-hour set. The Science Center also will put on its second presentation, "Simply Science." This presentation provides an array of participative experiments which allow children to explore the rules of the forces and matter inherent in the universe.

At 2:00 p.m., the raffle of the DATA GENERAL/One computers will take place. Employees are reminded that they must be present at the open house to receive their computers if their names are drawn. Computers will be distributed between 2:00 p.m. and 4:00 p.m.

Winners' names will be posted at various locations throughout the Data General grounds. The computers will be distributed from a trailer located next to the Building 14B lobby.