

Mini News

News For The Employees of Data General

November 13, 1987

Thanksgiving, Christmas Holidays Remain

Thursday and Friday, November 26 and 27, are Data General-paid holidays, in observance of Thanksgiving. The last paid holiday for 1987 is Friday, December 25, in observance of Christmas. Employees hired before July 1 and who work more than 20 hours per week also may take two personal holidays for 1987. However, these holidays must be taken before December 31.

The following is the holiday schedule for Data General employees for 1988:

January 1 (Friday) -- New Year's Day
February 15 (Monday) -- Presidents' Day*
May 30 (Monday) -- Memorial Day
July 4 (Monday) -- Independence Day
September 5 (Monday) -- Labor Day
November 24 (Thursday) -- Thanksgiving Day
November 25 (Friday) -- Day After Thanksgiving*
December 26 (Monday) -- Day After Christmas

*Field engineers will take these as floating holidays.

In addition, two personal holidays are available for each regular employee scheduled to work more than 20 hours a week and hired before July 1 of next year.

Tway, Mellen Named Division Vice Presidents

Bob Tway and **Brian Mellen** have been named division vice presidents for Data General's field Sales and Systems Engineering operations. They report to Frank Keaney, vice president of Data General's North American Sales Division (NASD).

Bob has been appointed division vice president for the Eastern operations, based in Atlanta. He will oversee regional Sales and Systems Engineering offices in Westboro, New York City, Philadelphia, Washington, D.C., Atlanta and Pittsburgh.

Bob, who has been with Data General since 1982, was named director for the Eastern operations when the field group was reorganized last August. Prior to that, he was director for Area 2, overseeing Sales

operations in the southeastern section of the United States, and a regional manager within the same area.

Before joining Data General, Bob was with Insurance Systems of America for four years, where he held a series of executive positions. Prior to that, he spent 16 years at IBM in various sales and marketing positions. Bob holds a master's degree and bachelor's degree in industrial engineering from Oklahoma State University.

Brian is division vice president for the Western operations. Based in Manhattan Beach, he will direct the efforts of Sales and Systems Engineering activities taking place at regional offices in Dallas, Chicago, Minneapolis, San Francisco and Manhattan Beach.

Brian joined Data General in 1983 as country marketing manager for Data General-Canada. He was later appointed general manager for that subsidiary. He was named director for Area 4 in 1985, directing the company's Sales efforts in the midwest. During the field reorganization last summer, Brian was appointed director for the Western operations.

Brian came to Data General after more than six years at International Computers (ICL). While there, he held senior sales positions in the United States, Canada and Australia. Before that, Brian was with Singer Business Machines for 16 years. He holds degrees from Christian Brothers College in Australia and the Australian Institute of Management.

Sales and Systems Engineering support for customers within the federal government are handled from McLean, Virginia, under Director Bob Nierman.

Prices To Increase

Effective Monday, November 16, selective price increases will take place at the cafeterias and vending machines at Data General locations throughout New England.

Price changes will principally affect beverages, sandwiches, grill items and the salad bars. Since the company provides no operating subsidy to the food vendors, price changes were granted considering increased costs of operations for the vendor. Prices in the pizzeria in Westboro will not change.

FRESH START Comes To Westboro

FRESH START is a guided, self-help, smoking cessation program developed by the American Cancer Society which will be held at Data General in Westboro.

FRESH START will meet for one hour starting at 5:00 p.m. on Tuesdays and Thursdays for two weeks beginning December 1. Cost of the program is \$25, which is refundable if all four sessions are attended.

Employees interested in participating in FRESH START should mail the registration form below, along with a check for \$25 payable to the American Cancer Society, to: FRESH START c/o Health Services, Mail Stop A-237 in Westboro, or call extension 4542 for further information.

Lists of off-site smoking cessation programs are located in the Health Services offices near the lobbies in Buildings 14A and 14B, and in the Employee Activities information racks throughout the building.

FRESH START

Name: _____

Ext: _____ CEO Host _____

Mail Stop: _____

Teamwork Leads To Success



Tammy Mastro heads up the Control Desk for the Partnership For Success Program.

At any company, teamwork is a major ingredient to success. That is why Data General has instituted the Partnership For Success program, which calls for field engineers to take part in sales efforts. Since the program was implemented in March, field engineers, Sales representatives and employees within the Continuing Products Division's (CPD) DG/Direct group have joined

forces to sell more than \$13 million in hardware, software, supplies and accessories.

Partnership For Success identifies sales opportunities among existing customers; strengthens communication between the Field Engineering Division, the North American Sales Division (NASD) and the Continuing Products Division; and increases sales of hardware for new systems, upgrades and add-ons, supplies and accessories, diagnostics, documentations and spare parts.

According to Jim Gradilone, Success program manager, "Success" is broken down into three major efforts: implementing a sales lead, a follow-up by the branch office or DG/Direct group, and Branch Appreciation Day.

"Because of their familiarity with customers, field engineers or software support representatives can easily identify a customer's needs for additional Data General products and services," Jim says. "These sales leads are then submitted to the Partnership For Success Control Desk in Milford, which then distributes leads to the appropriate Sales group."

Jim says ongoing communication between the NASD, Field Engineering and DG/Direct organizations is an integral part of the program. That communication is evident during branch follow-up sessions, when Field Engineering branch managers meet with NASD branch managers to review the potential of recommended sales opportunities.

Another opportunity for communication is called Appreciation Day.

"The purpose of the Appreciation Day is to demonstrate to customers the Data General team approach to sales and service," says Jim. "The day, held at the branch office, provides an opportunity for customers with older equipment to reacquaint themselves with new products and services. During Appreciation Day, they get to meet Sales representatives and have hands-on demonstrations of Data General's hardware and software offerings."

"The program has been very successful for DG/Direct," says Herb Fox, manager of DG/Direct. "We have had the highest number of leads generated through the Partnership program than any other outlet. These leads have had the highest success rate, as well. The percentage of successful leads, and the average order size, have been tremendous."

The Person Behind The Desk

Several people have been instrumental in getting Partnership For Success off the ground. But one person in particular has been the pivotal point.

Tammy Mastro is responsible for the program's Control Desk in Milford. She is the one who receives the leads and distributes them to the appropriate Sales organizations. She is also responsible for "following up" each lead, to make sure that has been pursued by the appropriate area.

"When I receive a lead from a field engineer, I determine who is best qualified to follow it up," Tammy says. "It's a team effort. Everyone has to work together."

Field engineers are awarded points which they can convert toward prizes. These points are given to field engineers based on the dollar value of each lead, which turns into a successful sale. Tammy, who is also responsible for coordinating the prizes awarded, says that the program is working. More than 30 substantial prizes have been distributed to field engineers throughout the country.

"We have opened wide the lines of communication between Field Engineering, NASD and the Continuing Products Division," Tammy says. "Employees in each group are developing better ideas and greater respect for what the other does. The key to the program is that we're in this together."

Training

Educational Services is offering the following courses for employees. 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.

- **INFOS II Utilization and Design (S306)** - is geared toward AOS and AOS/VS programmers, analysts, and system managers who have recent programming experience. This is a five-day course which starts on Monday, November 30.

- **PRESENT for Programmers (S142)** - 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. This two-day course starts on Monday, November 23.

- **CEO System Manager (S221)** - Some of the topics addressed in this course include CEO installations, system startup and shutdown, mail system, word processor support functions and system maintenance. This three-day class starts on Monday, December 14.

- **AOS and AOS/VS User (S209)** - This class teaches employees how to use the AOS and AOS/VS operating systems. This five-day course begins on Monday, November 30.

- **ECLIPSE MV/15000 Field Maintenance (H178)** - This is a five-day course that provides a functional board-level overview of the ECLIPSE MV/15000 computer. The course begins on Monday, December 14.

Activities

The Ski Club Does Colorado

Interested employees still have time to join the Data General Ski Club for an incredible ski week in Steamboat, Colorado. The price per person is \$635, and includes airfare, lodging, lifts and more. The trip is

planned for the week of April 2-9, 1988. For more information, contact John Watkins in Westboro via CEO at host system WEBO06.

Discount Ski Tickets Available

Discount ski tickets for Killington, Vermont, are available for ski lovers. There is a limit of two per employee. Tickets are \$25 each. Interested employees should send their requests to the Data General Ski Club at Mail Stop B-233 in Westboro. Employees should make checks payable to the Data General Ski Club. When requesting tickets, please include your badge number, CEO address and extension.

Nutcracker Tickets Available For Worcester

Tickets for the Nutcracker performance in the Wang Center in Boston have been sold out. Employee Activities does have a limited amount of tickets for a matinee performance of the Nutcracker at the Worcester Memorial Auditorium on November 28 at 2:00 p.m. Data General employees may purchase tickets through the Employee Activities Committee by sending their requests to Worcester Nutcracker at Mail Stop C-128 in Westboro. Please include a self-addressed, stamped envelope. The cost per ticket is \$22 for adults and \$12 for children under 12 years of age.

Ice Capades At The Centrum

Tickets are available for the Saturday, November 28, show of the Ice Capades at the Centrum. The tickets, which are valid for the 4:00 p.m. show only, can be purchased for \$8.00 each. Interested employees can send their requests to Employee Activities at Mail Stop C-128 in Westboro.

Edaville Railroad Christmas Festival

Employees interested in attending Edaville Railroad, one of New England's largest Christmas attractions, may obtain discount coupons through Employee Activities at Mail Stop C-128 in Westboro. Coupons are good for half the regular price of admission. One coupon is good for the whole family.

Christmas Craft Show Scheduled

New England's longest-running and largest holiday festival, the 17th Annual Christmas Craft Show, will feature artists and craftspeople from the United States and Canada demonstrating and selling their wares. The show will be held at the Bayside Expo Center in Boston December 11-13. Employees may obtain discount coupons for the show through Employee Activities at Mail Stop C-128 in Westboro.

MARKETPLACE**FREE**

Firewood, partially seasoned hd wd, 366-9407 (Westboro).

Firewood, red oak wood, trees down/cut, needs to be split/hailed/seasoned, 485-0861 (Marlboro).

Floppy-Eared Bunny, brown/white, 793-2106 (Millbury).

CARPOOL

Carpool, looking to join or form carpool, Brookline to Sobo/Webo, flex, Katz ext 7093.

WANTED

Roommate, non-smoker, to share 3 bdrm house, near Rts 128/90, \$240/mo + 1/3 util, 893-1008 (Waltham).

Roommate, to share 7 rm town house, 3 bath, non-smoker, 20 min to Webo, \$250/mo incl util, 853-0863 (Worcester).

Roommate, to share 2 bdrm apt in renovated school, weight room, \$300/mo + 1/2 util, 797-3543 (Worcester).

FOR RENT

Apartment, 5 rm, lg kitch, tile bath, walk-in closet, garage, \$550/mo + util, 757-5434 (Worcester).

Villa, 4 bdrm, San-San, Jamaica, pool/beach/tennis, staff of 4 for groups up to 8, \$1000/\$2000/wk negtbl, 368-1604 (Clinton).

Apartment, Grafton Hill area, heat appl, off-street parking, 791-7607 (Worcester).

Condominium, 2 level, 2 bdr, 1.5 baths, w/w, appl, w/d hook-up, parking, Lowell, avail immed, \$725/mo + util, security required, 395-1602 (Medford).

FOR SALE

House, 3 bdrm split, 1 acre, central air, sprinkler sys, built-in pool, \$239,900, 533-7752 (Medway).

Ovation Legend Acoustic Guitar, rosewood neck, mother-of-pearl inlays, \$399, 533-7752 (Medway).

Stereo Speakers, UA series 300, 3-way, all cone, 125 watts, dual freq, \$350/pr, \$650/4 or BO, 435-6609 (Hopkinton).

Woodstove, RUSSO, glass front, side-load, w/blower, \$300, 369-4685 (Concord).

Tires, Dunlop, 2, 185/70SR13; Sears Roadhandler, 2 snows, P165/80R13, \$50/all, 248-7567 (Charlton).

Whirlpool Dishwasher, built-in, 3 cycle, \$50/BO, 872-7902 (Framingham).

Truck Bumper, pre '86, \$75, 839-7197 (Grafton).

Tires, 2 B78-13 Snowmasters, used 1 season, \$50, 865-9610 (Sutton).

House, 3 bdrm split, 1.5 baths, hdwd flrs, deck, solar hot water, 1 acre, garage, frpl, coal stove, \$139,900, 865-4934 (Millbury).

Pine Rocker, lg, stained w/gold/peach stencil on hdbd, \$75, 473-8141 (Milford).

Bedroom Set, 2 dressers, hdbd frame, 2 night stands, \$300, 752-0462 (Worcester).

10" Tool Craft Table Saw, cast iron w/aluminum extensions, rip capac to 24", on wheels, \$100, 422-7563 (Sterling).

Condominium, 2 bdrm, loft, garage, priv elevator, cathedral ceilings, 12' antique windows, w/property on river, Exeter, NH, appl, \$149,900, (603) 772-3659 (New Hampshire).

Firewood, 100 percent seasoned hdwd, cut/split all lgths, \$125/cord delivered, 883-1452 (Bellingham).

Items, CD, dual cassette stereo system, new, \$150; woman's tan leather coat, sz S, \$50, 481-6321 (Marlboro).

House, 4 bdrm, 2 baths, scrnd porch, pool, near Rt85, \$150,000, 485-4007 (Marlboro).

Items, Canon AE-1, w/flash, 70-210 zoom lens, \$250; blk rabbit coat, sz L, \$50; turntbl, Sony PSLX-2, direct drive, \$75; drums, Tama 5 pc, pwr/roto toms, \$1500, 485-4007 (Marlboro).

Blue Porcelain Sink, for bathroom, w/fixtures, BO, 473-4347 (Milford).

Rug, 12' x 12', green, BO, 473-4347 (Milford).

AUTOS

'71 Chevrolet Truck, 3/4 ton, 1 ton tires, body needswork, 26K mi, \$350, 476-2973 (E. Douglas).

'72 Winnebago, 26', class A, self-contained, lo mi, refrig, AC, generator, bath, new uphol/curtains, stove/oven, stereo/cass, CB, levellers, new tires/brakes, \$7500/BO, 481-7245 (Marlboro).

'76 Kawasaki KZ400, needs little work, \$50/BO, 881-2246 (Ashland).

'77 Pinto, rebuilt front brake sys, new paint, \$500, (401) 766-5655 (Cumberland, RI).

'78 Subaru, 4 x 4, new clutch, good for parts, BO, 476-2973 (E. Douglas).

'78 Ford Econoline, window van, Captain's chairs, 2 bench seats, 80K mi, \$900/BO, 476-2973 (E. Douglas).

'80 Audi 5000 Turbo, auto, snrf, AC, cruise control, PS, pwr windows/locks, alloy whls, GT Eagles, \$2000/BO, 481-7437 (Marlboro).

'81 Toyota Starlet, 95K mi, 5 spd, new clutch, AM/FM, rear defrost/wiper, \$1500/BO, 651-1621 (Natick).

'81 Renault 181, 4 cyl, 5 spd, 5 spd, 65K mi, \$500/BO, 485-4007 (Marlboro).

'82 Ford Fairmont, 90K mi, 4 dr, new eng, \$1800, 862-4630 (Lexington).

'82 Renault LE, new radiator/exhaust/battery/tires, hd gasket blown, for parts or whole, \$200/BO, 366-0805 (Westboro).

'84 Mercury Topaz, AC, stereo, cruise control, well maintained, \$5000, 476-7536 (Milford).

'84 Volkswagen GTI, 5 spd, AC, snrf, red 62K mi, garaged, \$5600, 533-7752 (Medway).

'86 Plymouth Conquest TSI, blk, turbo, 2 dr hatch, leather seats, Mitsubishi sound sys, 5 spd, AC, 23K mi, \$13,800, 875-0138 (Framingham).

'87 Mazda B2000 Pick-Up, 5 spd, bed liner, stereo, 6K mi, \$6000, 839-6734 (Grafton).

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 beverage

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.

Mini News

News For The Employees of Data General

November 6, 1987

\$3 Million VAR Agreement Signed

Data General has signed a contract to sell to Computer Management Dynamics (CMD) computer systems worth over \$3 million in the upcoming year. CMD, a privately held company headquartered in New Boston, New Hampshire, is a leading supplier of student information software. It has been a Data General value-added reseller (VAR) since 1980.

CMD is well known in the education industry for its Integrated Student Information System (ISIS), a software package specifically created for colleges and universities. ISIS covers administrative functions ranging from inquiry and admissions to student housing, grading and alumni development.

Rich Lowney, CMD president, states, "Data General provides us with the most competitive price/performance computer systems to operate our applications. This factor combined with Data General's increasing role as a solutions provider to the educational marketplace makes them a strong technology partner for the 1990s."

Ward MacKenzie, vice president of the VAR Marketing and Development division, says, "Our partnership with CMD enhances our position as a leader in the education market. Working with value-added resellers, like CMD, we can address the needs of specialized industries and organizations, and provide users with the most competitive computer-based solutions."

Presently, CMD has 42 installations based on Data General 16-bit and 32-bit processors in a wide variety of educational institutions nationwide.

NADGUG Conference A Win In Las Vegas

More than 850 Data General customers attended the North American Data General Users' Group conference in Las Vegas recently. The four-day event marked the fourteenth time customers have gathered to discuss Data General products among themselves and company executives. Among the customers in attendance were MIS directors, systems managers, programmers,

analysts, and engineers who use Data General equipment.

A highlight of the meeting was a presentation by President Ed de Castro, who emphasized the company's long-term strategies.

"Over the past 20 years, we watched the American electronics industry fail to keep its long-term focus, and we saw the U.S. auto industry fall from its perch and struggle through a decade of restructuring to regain a competitive foothold," said Ed.

"Both of these industries got caught up in short-term issues, stopped making critical long-term investments, and lost the ability to balance short and long-term needs effectively.

"Indeed, the American electronics industry lost out completely to the Japanese and other world competitors. They never recovered. Today, we have no consumer electronics manufacturing in the U.S. The auto industry lost market share but has fought hard to recover. The battle will never be over.

"We have to remain flexible enough to allow ourselves to compete effectively by having strategies that accommodate ongoing changes in business, market conditions and user needs.

Ed then noted that customers play a large role in the company's product strategy.

"Product strategies are based upon the foundation of your needs and our strengths. Building products that map those needs on evolving technologies is essential. And that is part of the process we are following today to determine Data General's product directions for the future.

"For instance, we will continue to develop new processors that are competitive in terms of price/performance and that will utilize advanced technologies.

"With CEO as a foundation, software development will continue to be an important product direction for Data General.

"Launching PC*I earlier this year marks another step in our ascension to providing our customers and users with the best communications and networking capabilities in our industry.

"Links we have formed with third parties are also a fundamental element of our product direction.

"In all these areas -- system and software development, office automation and communications -- Data

General is committed to bringing you the best products and the right answers."

In addition to Ed's presentation, this year's conference included training seminars, sessions and roundtables which covered everything from operating systems to database management tools. Also featured were exhibits and hands-on demonstrations of the latest hardware, software and services from Data General.

"The number of attendees is a sharp increase from last year's event," says Barbara Hoogasian, User Group coordinator. "Every participant was extremely impressed with the conference. It will be hard to top this year's success."

Data General Shipping, Receiving Handles It All

With about 3,000 people employed at Data General in Westboro you would naturally expect the Shipping and Receiving departments to handle a large number of packages needed to help the company achieve business activities. Over the past year alone, 35,000 items were shipped from the docks in Buildings 14A and 14B, while another 60,000 came into Data General through these areas. According to Paul Crivello, supervisor of Site Office Services, even though these two departments each have specific and separate functions, the two complement each other.

"Shipping is primarily responsible for two areas: express packages and freight, which includes large pieces of equipment, such as computers. To handle shipments, we utilize outside carriers who can get material to its destination in a timely and economical fashion," Paul says.

Paul says the department has been called on to ship everything from integrated circuit chips to ECLIPSE MV/20000 computers.

Bill Pielocik is the person responsible for all outgoing shipments from Westboro. If you have any questions about how to ship material ask Bill. He can be reached at extension 6151.

Bill works with employees to ensure that items being shipped are properly packaged, and have the necessary shipping memos and labels.

"Properly preparing packages is important if they are to ship without any glitches," says Paul.

Mark Cutler, Ken Durkin and Kris Thebado are the names behind the faces of employees in the Receiving department often seen distributing packages to departments throughout the Westboro complex.

As members of the Receiving department, they are responsible for preparing incoming packages for distribution throughout the building. The department keeps a daily log of all inbound material. When express packages come in, the employees to whom the packages are addressed are called and asked to pick up the package. Any other material is delivered as soon as possible.

"The largest item we have ever received was a ten-foot by ten-foot, 2,000 pound freezer," says Paul.

"It is now used in the cafeteria. Needless to say, that was one item which Mark, Ken and Kris needed to deliver to its destination."

If you have any questions about a package you are expecting, call extension 6170. The Shipping department hours are 9:00 a.m. to 11:00 a.m., and 1:00 p.m. to 5:00 p.m. Receiving hours are 7:00 a.m. to 11:00 a.m. and 1:00 p.m. to 5:00 p.m. Both departments are closed from 11:00 a.m. to 1:00 p.m., in order to handle necessary paperwork and deliveries. Shipping and Receiving are located at Mail Stop C-117.

Get Your Copies At The Copy Center

Data General employees have access to three self-serve copying locations throughout Buildings 14A and 14B in Westboro. What may not be known, however, is that you can have copies made for you at the Copy Center, which is located at Mail Stop D-121, next to the Building 14B lobby.

According to Paul Crivello, supervisor of Site Office Services, most copying jobs submitted to the center are completed within 24 hours.

"We like to maintain a two-hour turnaround for most jobs," Paul says. "We try to offer same-day service for all other requests. Obviously, it depends on the size of the job, and what other projects are being done simultaneously."

Lee Davolio is responsible for running the Copy Center. He completes incoming jobs on a priority basis. He maintains a hot line, as well, for certain copiers located throughout the building. Should something happen to any of the other copiers, employees can call him let him know about the problem.

While most copying jobs request standard white, 8 1/2" by 11" paper, the Copy Center can accommodate other requests.

"If an employee wants a different color, or wants to use letterhead, we can do it. The employee simply needs to supply us with the paper, and we'll take care of it," Paul says.

If an employee has a question regarding copying needs or paper types, they can contact Paul for assistance.

The Copy Center, which is open each day from 9:00 a.m. to 4:00 p.m., does have certain guidelines, which appear below. Should employees have any further questions, they can call Paul at extension 6073 or Lee at extension 6141 in Westboro.

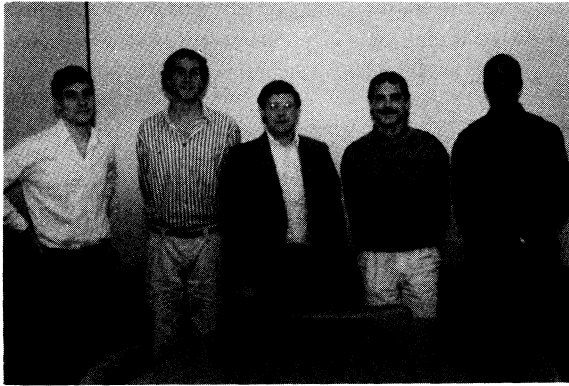
The Copy Center will provide a two-hour turnaround if your copy request meets the following requirements:

1. Job must not exceed 3000 copies;
2. Originals must be either letter or legal size paper. **No mixtures;** and
3. All staples, paperclips, tabs, bindings and inserts must be removed from original documents.

According to Paul, even if you do not require copies in two hours, you must adhere to the following guidelines when requesting the center to copy:

1. All original documents must be either letter (8 1/2" x 11") or legal (8 1/2" x 14") size paper. **No mixtures;**
2. All staples, paperclips, tabs, bindings and inserts must be removed from original documents;
3. Original document must be on regular paper. **No vellum, stats, transparencies or plastic sheets will be accepted;**
4. No fold-out documents will be accepted; and
5. No paperback or hardbound books will be accepted.

Four Receive Director's Awards



Four engineers in the Systems Development Division (SDD) recently were given Director's awards for their contributions to their respective projects and departments. **Ed Fortini**, (center) manager of Engineering Technologies, was on hand to congratulate the winners. They are (from the left), **Geoff Gordon**, an engineer within Central Engineering; **Keith Millea** and **John Palker**, engineers within Mechanical Engineering; and **Jeff Fair**, an engineer within Diagnostic Engineering.

Data General To Formalize Rules On Smoking

Data General is adopting a smoking regulation policy that recognizes the concerns of many employees in regards to the harmful effects of tobacco smoke. The policy takes effect November 30 and will be the minimum standard for all Data General facilities and offices. Some facilities already have more stringent policies addressing concerns ranging from unique physical environment to product quality.

Most areas in a building that would be described as "public" will now be designated non-smoking. This includes lobbies, hallways, restrooms, elevators,

stairwells, health facilities, food preparation areas and food serving lines.

Unless agreed otherwise by all participants, conference and classrooms will also be non-smoking areas.

Smoking will be permitted in a designated section of each cafeteria, customer visit area, and enclosed offices at the discretion of the occupant.

In open work areas, smoking will be allowed, but requests to separate smoking and non-smoking employees will be accommodated when doing so does not incur incremental cost or disrupt business operations. When accommodations cannot be made, a manager and Human Resources manager will designate the area as non-smoking.

The successful implementation of this new policy will depend on cooperation from all employees - smokers and non-smokers. Initially, posters will be used to remind employees of the new regulations. A few permanent signs, primarily in cafeterias and lobbies, will be installed as reminders to both employees and visitors.

To provide assistance to those employees who desire to quit smoking, the Health Services departments at several facilities are planning to conduct smoking cessation classes through November and December, as well as provide referrals to community-based smoking cessation programs. Information on smoking cessation classes will be provided in next week's **Mini News**.

Calling All Unused Equipment

If your department has any video terminals or printers which are presently unused or unassigned, contact Billy Porter, a material planner within the Continuing Products Division (CPD) at 221-1441 or via CEO at host system WEBO04.

All of this currently unused equipment will be refurbished and then offered for sale to customers through CPD or set aside for future internal use.

Your cost center will be issued a budgetary credit for any equipment accepted.

People

In Finance

Ritch Burgess, **Rick Conway** and **Austine Robinson** have joined the Internal Audit department in Westboro.

Ritch comes to Data General from Arthur Andersen in Boston where he was a senior auditor. He is a CPA and holds a master's degree in accounting from Northeastern University and a bachelor's degree in mathematics from the College of the Holy Cross.

Rick, a senior auditor, is moving from the Software Products and Services Division's (SPSD) Finance department where he was a senior analyst. He holds a bachelor's degree in finance from Northeastern University and an MBA from the same school.

Austine will be transferring from Field Engineering in Milford where she has been a financial analyst, to the Domestic Audit group as an auditor. Austine graduated from Wellesley College with a bachelor's degree in economics.

Scott Devens has been promoted to senior auditor within the Internal Audit department. He had previously worked with the John Hancock Internal Audit organization before joining Data General nearly a year ago as an auditor. He holds a bachelor's degree in accounting from Bryant College.

In Field Engineering

Larry Crook has joined the Field Engineering Product Management department in Durham as product manager within the Peripheral Products/Workstation group. Larry will be responsible for providing Field Engineering worldwide technical direction and support strategies for large magnetic storage devices. He reports to Manager Mike Borek.

Larry most recently was with Portsmouth Manufacturing as a New Products project manager. Larry has been with Data General for 11 years. Prior to joining Data General, Larry held various manufacturing positions with Genrad Corporation and Cambridge Memories. Larry holds a bachelor's degree from Boston College.

Benefits

Scholarship Applications Due December 1

December 1 is the deadline for submitting applications for the 1989 Data General Scholarship Program. Each year Data General awards ten scholarships to children of Data General employees. Children of full-time employees who will be graduating from high school in 1989 and plan to enter a U.S. college or university that same year are eligible. Applicants must have taken the Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (PSAT/NMSQT) given by all schools this past October.

Applications are available from your Human Resources or Benefits department. Completed applications should be returned to the Corporate Benefits department in Westboro at Mail Stop D-138 no later than **December 1, 1987**.

Applicants will receive written confirmation from the Benefits department that their application was received and processed. If you do not receive your confirmation by January 1, 1988, contact Annie Kennedy at extension 4551 in Westboro or via CEO at host system IMG003.

Whom To Call For Benefits Questions

Employees who have any questions regarding various Data General benefits programs should contact the following people:

Medical/Dental/Life/Disability

Manager: Camillo Davis	Davis C:IMG003	X4619
A - D Sharon Wetherell	Wetherell S:IMG003	X4557
E - K Chris Buxton	Buxton C:IMG003	X4584
L - R Angela Rothera	Rothera A:IMG003	X4586
S - Z Carol Walsh	Walsh C:IMG003	X4576

Savings & Investment/Pension/Stock Purchase

Manager: Charlie Doherty	Doherty C:IMG003	X4555
A - G Lisa Jablonski	Jablonski L:IMG003	X4558
H - N Ellen Stefanik	Stefanik E:IMG003	X4570
0 - Z Sandra Garraway	Garraway S:IMG003	X4524

Prudential (Medical)	1-800-527-5933 P.O. Box 629, Lawrence, MA 01842
Prudential (Dental claims)	1-800-527-5933 P.O. Box 1168, Lawrence, MA 01842
DMO Changes/Information	1-800-THE-DMO1
APS (Associated Prescription Services)	1-800-638-3895

Putnam	1-800-225-1581	Fund Information
Morgan Guaranty	212-587-6447	Stock Certificates
Credit Union (Scholarship)	X4551	Annie Kennedy

Training

Educational Services is offering the following courses. 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.

- **INFOS II Utilization and Design (S306)** - is for AOS and AOS/VS programmers, analysts, and system managers who have recent programming experience. This five-day course starts on Monday, November 30.
- **PRESENT for Programmers (S142)** - teaches how to

create and use queries through CLI that select information from data sources, and how to format this information into reports and charts. This two-day course requires user-level knowledge of AOS/VS. The class starts on Monday, November 23.

- **Data General FORTRAN 77 Programming (S113)** - is a five-day course that teaches how to code, compile, load, execute and debug programs using Data General's FORTRAN 77. Experience in FORTRAN programming is the prerequisite for this course. This class begins on Monday, November 30.

- **ECLIPSE S140, S200, S230 Field Maintenance (H104)** - is a five-day course that teaches employees how to load and run diagnostics, perform installations and board-level maintenance through the operation, bus structure and organization of the Data General ECLIPSE S130, S200, and S230 processors. The prerequisite for the course is H100 (Introduction to Data General 16-Bit Computer Systems). This course starts on Monday, November 16.

- **XODIAC System Manager (S220)** - is for AOS or AOS/VS programmers, analysts, and system managers who wish to learn the use, installation, and management of the XODIAC network management system. To be eligible, employees should have taken S209 (AOS and AOS/VS User) and either S219 (AOS System Manager) or S219/VS (AOS/VS System Manager). This three-day class starts on Tuesday, November 17.

- **Introduction to the DG/UX Environment (SM517E)** - is a three-day seminar that examines the facilities of DG/UX, Data General's implementation of the UNIX operating system. This seminar will teach you how to build, maintain and work productively within the DG/UX UNIX environment. This course begins on Wednesday, November 11.

- **Free Training In Cognos Quiz, CEO Rev 3.0 Enhancement and CEO Compound Documents** - Educational Technologies will be conducting alpha tests for CBTs on these subjects. Contact Lillian Cochran at (tie line) 221-1548 or via CEO at host ZETA if you are interested in participating.

- **Cognos Quiz** - November 9, 10 - This CBT course is useful for non-programming professionals who need to create reports from an existing data base.

- **CEO Rev 3.0** - November 23, 24 - This CBT will introduce the CEO revisions 3.0 enhancements including word processing, mail and printing and filing. Participants should be familiar with CEO.

- **CEO Compound Documents** - December 11 - This CBT teaches users how to create printed documents that include text, spreadsheets, datatables and/or graphics. Familiarity with CEO and CEOWrite is necessary.

Activities

The Ski Club Does Colorado

Interested employees still have time to join the Data General Ski Club for an incredible ski week in Steamboat, Colorado. The price per person is \$635, and includes airfare, lodging, lifts and more. The trip is planned for the week of April 2-9, 1988. For more information, contact John Watkins in Westboro via CEO at host system WEBO06.

Data General Ten Pin League Standings

Team Standings as of October 21:

First Place	- Team 10	The Phantom 4
Second Place	- Team 6	The Younger Brothers
Third Place	- Team 1	The Phonies

Team 10 Players: Frank Gomes, Joe Valof, Gary Davis, and Larry McIsaac

Team 6 Players: Norm Roy, Gary Croteau, Vinnie Hobson, and Dave Fagnant

Team 1 Players: John Gudgel, Charlie Hurlburt, Dennis Santucci, and Kevin Ebensberger

Women's

High Series

Patricia Barry - 517
Nancy Ricciuti - 452
Jaqueline Risolo - 443

High Handicapped Series

Roberta Bowen - 664
Patricia Barry - 649
Gail Jackson - 620

High Game

Patricia Barry - 188
Karen Gac - 169
Nancy Ricciuti - 169

High Handicapped Game

Patricia Barry - 236
Roberta Bowen - 232
Cindy Davidson - 227

High Average

Patricia Barry - 154
Jaqueline Risolo - 141
Nancy Ricciuti - 135

Men's

High Series

Norman Roy - 691
David Fagnant - 660
Robert Gendron - 607

High Handicapped Series

David Fagnant - 756
Norman Roy - 730
Wayne Wright - 682

High Game

David Fagnant - 267
Norman Roy - 266
Art Guillaume - 235

High Handicapped Game

David Fagnant - 299
Norman Roy - 279
Art Guillaume - 279

High Average

Norman Roy - 204
David Fagnant - 183
Scott Vottiero - 179

Get In Shape At Data General

The Data General Fitness Club continues its exercise program with upcoming sign-up days for the next session of aerobics. Employees wishing to enroll in the classes may sign up on either registration days being held Monday, November 9 or Tuesday, November 10 at 5:15 p.m. in the main cafeteria in Westboro. There are no longer any mail-in registrations.

Dancin' Aerobics and Free Style Aerobics are offered twice a week in the main cafeteria at 5:30 p.m. for an eight-week period. Dancin' classes will be held every Monday and Wednesday starting Wednesday, November 11. Free Style classes will be held every Tuesday and Thursday starting Thursday, November 12. There will be no classes on registration days. All classes are taught by qualified instructors from the Greater Worcester YMCA.

The cost is \$30 per person for the eight-week program. Please note that this is an increase. All payments must be made payable to the Data General Employee Activities Committee.

Discount Ski Tickets Available

Discount ski tickets for Killington, Vermont, will be available after November 9. There is a limit of two per employee. Tickets are \$25 each. Interested employees should send their requests to the Data General Ski Club at Mail Stop B-233 in Westboro. Employees should make checks payable to the Data General Ski Club. When requesting tickets, please include your badge number, CEO address and extension.

Subscription Savings Available

Several magazines are offering discount subscription rates for Data General employees. Employees interested in subscribing to ***Forbes, Byte, Data Communications, Business Week, Scientific American, PC World, High Technology Business*** and ***Computerworld*** can pick up discount subscription cards from the Employee Activities Committee literature distribution racks in front of the three eating areas in Westboro or the literature rack in Milford.

Ice Capades To Be At The Centrum

Tickets are available for the Saturday, November 28, show of the Ice Capades at the Centrum. The tickets, which are valid for the 4:00 p.m. show only, can be purchased for \$8.00 each. Interested employees can send their requests to Employee Activities at Mail Stop C-128 in Westboro.

Boston Ballet To Sponsor The Nutcracker

The Boston Ballet is sponsoring the Nutcracker at the Wang Center and Data General employees may purchase tickets for the Sunday, December 20, performance at the cost of \$23.00 each. Tickets may be requested through the Employee Activities Committee at Mail Stop C-128 in Westboro. Please include a self-addressed, stamped envelope with your request.

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**FREE**

Dog, female, shep/collie cross, spayed, 1 yr old, 877-0184 (Framingham).

CARPOOL

Pool, existing seeks another driver, from Chelmsford to Webo/Sobo, 8:30 - 5, flex, Hilgemeier ext 6033.

Carpool, looking to join existing, from Northboro to Webo, 9:30 - 6, Gayle ext 3599.

WANTED

Temporary Home, for plaid queen size sleeper sofa, will trade storage fee for use of sofa, 655-9379 (Natick).

Roommate, to share well-kept house, non-smoker, 20 min to Webo, \$265/mo + 1/2 util, 798-0143 (Worcester).

Roommate, to share 2 bdrm apt, non-smoker, clean/secured, \$335/mo + 1/2 util, 460-1075 (Marlboro).

Roommate, to share 2 bdrm apt in renovated school, weight room, \$300/mo + 1/2 util, 797-3543 (Worcester).

FOR RENT

Apartments, 3 rm studio, \$425/mo, gas/heat incl; 2 bdrm apt, \$625/mo, gas/heat incl; both in private home, avail 11/16, 366-1791 (Westboro).

Apartment, 1 bdrm in 3 bdrm house, spacious, frpl, wd flrs, parking, \$433/mo, 527-3795 (Chestnut Hill).

Cottage, Sunapee, NH, 2 bdrm, \$500/wk, \$150/wknd; efficiency cottage, \$250/wk, \$90/wknd; on lake near mt, 460-1884 (Southboro).

Condominium, Dennisport, 2 bedroom, \$125/weekend, \$250/week, 435-3794 (Hopkinton).

Condominium, 2 level, 2 bdr, 1.5 baths, w/w, appl, w/d hook-up, parking, avail immed, \$725/mo + util, security required, 395-1602 (Medford).

Apartment, Vernon Hill, 2 bdrm, \$500/mo + util, 754-2188 (Worcester).

FOR SALE

Items, crib/dresser, \$30/both; 4 antique school desks; 393-6031 (Northboro).

House, 3 bdrm split, 1.5 baths, hdwd flrs, deck, solar hot water, 1 acre, garage, frpl, coal stove, \$139,900, 865-4934 (Millbury).

Laser Sailboat/Trailer, new sail, good hull/rigging w/reinforced mast step, \$1200/both, (603) 868-4610 (New Hampshire).

Hammond Organ, well maintained, \$1200, 562-7026 (Hudson).

Tickets, hotel/air fare for 6 days/5 nights at the Tropicana in Las Vegas, 2/11/88 to 2/16/88, \$400/ea, 853-0863 (Worcester).

Tire Rims, 4 15" for late model GM w/2.5" lug pattern, \$10/ea, 249-8145 (Athol).

Firewood, 100 percent seasoned hdwd, cut/split 18" lgths, \$100/cord, \$125/cord delivered, 883-1452 (Bellingham).

Airline Ticket, 1 TWA, good for USA continent, valid thru 12/15/87, 799-5472 (Shrewsbury).

Video Camera, w/portable VCR/carrying case/cable/battery, \$350, 528-2899 (Franklin).

Marcy Weight Bench, w/leg developer, \$35, 966-1463 (Bellingham).

Sears Lifestyler 2000, multifunctional gym set, incl rowing/presses/bench work, never used, \$75, (401) 828-0732 (Rhode Island).

Items, CD, dual cassette stereo system, new, \$150; lg Ital porcelain center pc w/roses, \$125; woman's tan leather coat, sz S, \$50, 481-6321 (Marlboro).

Gemeinhardt Flute, well maintained, \$100, 366-5884 (Westboro).

House, 4 bdrm, 2 baths, scrnd porch, pool, near Rt85, \$150,000, 485-4007 (Marlboro).

Ski Boots, Nordica, mens sz 8 1/2, \$50, 879-4030 (Framingham).

Machinist Tool Box, brand new, \$80; digital micrometers, 1", \$75, 393-7929 (Northboro), **Woodstove**, Ben Franklin, swing out grill, decorative style, \$200, 529-3186, call after 5:00 p.m. (Upton).

Waterbed, queen size, \$300; flight tickets, good on New York Air/Continental, some restrictions, \$150; dark pine dry sink and dry sink side table, \$125; truck cap for 1984 and under Toyotas, Nissans, Mazdas, \$75; man's Nordica ski boots, 9-9 1/2, rear entry, \$90 534-7095 (Leominster).

Items, Canon AE-1, w/flash, 70-210 zoom lens, \$250; blk rabbit coat, sz L, \$50; turntbl, Sony PSLX-2, direct drive, \$75; drums, Tama 5 pc, pwr/roto toms, \$1500, 485-4007 (Marlboro).

Items, Yamaha P-220 semi-auto trntbl w/Ortofon OMP10 cartridge, \$100; Sears Whisper-maic slide proj w/spare bulb, 10 rotary trays, 23 straight trays, \$150, 753-0886 (Millbury).

Snow Tires, Kleber V15 m+s, 185/70R13, mnt on Honda Accord rims, \$200, 753-0886 (Millbury).

Items, JBL 350A speakers, 150w handling, \$380/pr; Sony color TV, 13", remote, \$230, 460-1075 (Marlboro).

Rug, 12' x 12', green, BO, 473-4347 (Milford).

Winnebago, '72, 26', self-contained, class A, 10 mi, AC, generator, bath, uphol/curtains, CB, stereo/cass, rd lights, levellers, new tires/brakes, \$7500/BO, 481-7245 (Marlboro).

AUTOS

'66 Oldsmobile F-85, 4 dr sedan, V8, 42K mi, PS/PB, \$1500/BO, 256-3775 (Chelmsford).

'76 Chevrolet 1/2 Ton Pick-Up, w/cap, 3 spd, AM/FM cass, \$600, 845-1995 (Shrewsbury).

'76 Ford 1/2 Ton Truck, new Hurst shifter/rear springs, w/'81 6' bed, \$350/BO, 883-0613 (Uxbridge).

'78 Chevrolet Monza Wagon, 6 cyl, PS/PB, auto, \$600, needs some work, 529-4087 (Upton).

'79 Toyota Corolla Hatchback, hi mi, good winter car, \$500, 393-6031 (Northboro).

'81 Toyota Starlet, 95K mi, 5 spd, new clutch, AM/FM, rear defrost/wiper, \$1500/BO, 651-1621 (Natick).

'81 Renault 181, 4 cyl, 5 spd, 5 spd, 65K mi, \$500/BO, 485-4007 (Marlboro).

'83 Chevrolet Chevette, blue, stand, 2 dr, PS/PB, AM/FM, rear defrost, \$1500/BO, 762-5661 (Norwood).

'83 Subaru GL, 5 spd, 57K mi, snrf, AM/FM stereo, lt grey, \$4500, 653-2197 (Natick).

'83 Datsun Maxima, 5 spd, all pwr, \$6000, 248-4481 (Charlton).

'85 Chevrolet Astro CL, loaded, incl trailer tow pkg, \$12,000, 248-4481 (Charlton).

'85 Renault Encore, 38K mi, AC, PS/PB, AM/FM cass, \$3800/BO, 897-4836 (Maynard).

'86 Mazda Pick-Up, 5 spd, bed liner, 7K mi, \$5600, 839-6734 (Grafton).

'86 Toyota SR-5 Pick-Up, lt blue, 5 spd, bucket seats, sliding rear window, 24K mi, AM/FM cass, chrome pkg, \$7300, 478-4535 (Milford).

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.

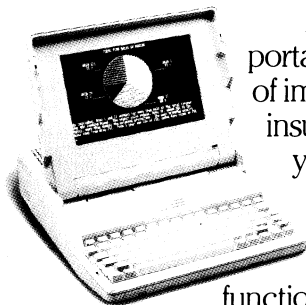
3400 Computer Drive Cafeteria, full breakfast, 7:30 a.m.-10:00 a.m.; lunch, 11:00 a.m.-1:30 p.m.; open from 7:30 a.m.-3:00 p.m. for coffee and pastries.

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.



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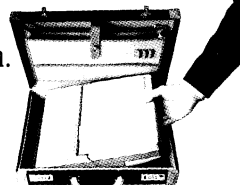
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