

Mini News

News For The Employees of Data General

January 22, 1988

First Quarter Earnings And Revenues Increase

Data General has reported net income for its first quarter which ended December 26, 1987 of \$12.4 million, or \$.43 per share, including an extraordinary tax credit of \$2.1 million, or \$.07 per share. For its first quarter last year the company reported earnings of \$3.3 million, or \$.12 per share, including a nonrecurring tax credit resulting from the Tax Reform Act of 1986 of \$3.0 million, or \$.11 per share.

Revenues

Revenues for the first quarter were \$342.9 million, compared with revenues of \$313.3 million for the first quarter last year, an increase of 9.4 percent. Equipment sales during the quarter were \$231.5 million. Service accounted for 32 percent of revenues, or \$111.4 million.

Operating Income

Operating income for the quarter was \$17.6 million, or 5.1 percent of revenues, compared with operating income for the first quarter last year, which included the company's equity in the losses of a then unconsolidated affiliate, of \$4.6 million, or 1.5 percent of revenues.

Outlook

"Our solid profitability this quarter results from ongoing improvement in shipments worldwide, as well as initial benefits of cost cutting measures implemented in 1987," says President Ed de Castro.

"Orders continue to show modest but steady improvement over the prior year. While we have not seen

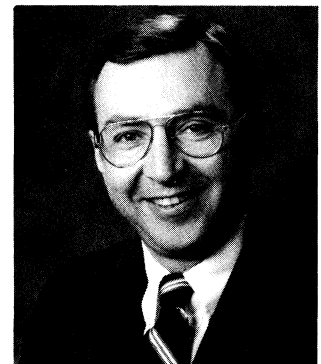
any impact on orders resulting from the stock market crash and continue to be optimistic about the remainder of fiscal 1988, we are, of course, monitoring the economic situation closely."

The ECLIPSE MV series of superminicomputers, particularly the high-end ECLIPSE MV/20000 and mid-range ECLIPSE MV/15000 computers, were major contributors to revenue growth during the first quarter.

Marketing Consolidated; MacKenzie Heads Marketing, Lyons Named Europe VP



Ward MacKenzie



Dave Lyons

Data General has announced the consolidation of marketing functions under Ward MacKenzie in the new position of vice president of Corporate Marketing, and Dave Lyons, vice president and general manager of European Operations. Dave reports to Ray Fortune, senior vice president of Sales. Ward and Ray report to Herb Richman, executive vice president.

Travel And Expense Moves To Westboro

As of Monday, January 25, the Travel and Expense department will be relocated to Westboro from Hooksett. All departments which utilized Travel and Expense while it was located in Hooksett, should forward items for the department to its new location at Mail Stop F-223 in Building 14B in Westboro.

In Corporate Marketing

Corporate Marketing includes VAR (Value Added Reseller) Marketing operations which have reported to Ward as well as several functions that were part of the former Group Marketing organization. Continuing to report to Ward are John McGlone, director of Reseller Marketing; John Williams, director of Federal Products; and Herb Osher, director of VAR Product Marketing. Also reporting to Ward are Barbara Babcock, division director of Product Marketing; Bob Johnson, director of Marketing Operations; and Dennis Byron, director of Marketing Communications.

In NASD

Three Marketing functions that are most closely allied with the North American Sales Division (NASD) now report to NASD Vice President Frank Keaney. Reporting to Frank are Directors Terry Bennett, Industry Marketing for Manufacturing; Alan Law, Industry Marketing for Services; and Bob Kiburz, Major Accounts Marketing.

In European Operations

Manfred Wittler has been promoted to division vice president of European Operations, based in Paris, reporting to Dave Lyons. Dave will continue to be based in Westboro. In this new role, Manfred will be responsible for the European sales regions and European marketing. Also reporting to Dave are Directors Gerard Guiot, Software and Services; Michael Aha, Personnel and Administration; Neil Weston, Information Management; Peter Murray, Customer Services; and Ed Donie, controller; Juergen Weimann, Legal counsel; and Stefan Casemyr, Business Planning.

In Customer Services

The Applications Business Unit, formerly within Industry Marketing, becomes part of the Customer Services Division. Director Sherm Rutherford reports to Vice President Michael Schneider. The Applications

Business Unit is responsible for the Land Information Systems and AROSE civil engineering software.

In SDD

Four development functions of the VAR Marketing and Development organization move to the Systems Development Division (SDD) under Vice President Tom West. Tom reports to President Ed de Castro. These are Industry Standard Systems under Director Jan Pieter Scheerder; Technical Systems under Director Mike Taback; Processor Development under Director Art Holmes; and Peripherals Product Development under Director Ed Burke.

Product development for computer systems will now be integrated within one systems development organization. This action is one result of the long-term product strategies developed over the past few months.

These changes represent a clarification of the role and focus of marketing, sales support and development within the company and have resulted from evolving market and product strategies. They minimize duplication of effort, more effectively focus on the marketing efforts among VARs, Independent Software Vendors (ISV) and end-users, and provide a broad range of support for customers and the Sales force. Finally, the corporate Sales and Marketing functions of Data General are brought together in one organization devoted to the customer.

Optimized Effectiveness

"The market has changed to one more focussed on solutions," says Herb Richman. "We've recognized this change over the years by placing emphasis on recruiting VARs and ISVs to bring these systems solutions to our customers.

"The current organization changes are being made to optimize the effectiveness of these organizations. Putting specific groups together will balance resources, increase operating efficiency and achieve synergies.



"For example," adds Herb, "placing marketing resources together in one place is intended to assure that the company executes a marketing-oriented strategy which blends our key technologies with the needs of the market while enhancing Data General's competitive position. It also will provide solid and effective linkages with engineering and the field organizations.

"Incorporating Industry Marketing and Major Account Marketing into NASD will focus the efforts of these groups directly on the needs of our customers. In our international markets, these functions will be carried out by our international sales subsidiaries.

"These changes reflect a broader process that the company has been pursuing for some time to bring the key resources of the company -- engineering, marketing and sales -- together to achieve a core strategic focus for plans and programs.

"This development of core strategies is designed to differentiate Data General as a computer supplier with unique offerings. These strategies are essential for a company that today finds itself competing with companies many times our size. We are large enough to have the resources, people and skills to compete at the highest levels and win. We are also small enough to be quicker and more responsive to customers' needs."

State Needs To Address Issues

Data General President Ed de Castro last week told business leaders in eastern Massachusetts that further growth of industry in Massachusetts' economy "could compound the infrastructure problems that exist in this state."

Ed's remarks came during a breakfast meeting of the Metrowest Chamber of Commerce in Framingham. His talk centered on issues which affect Data General and other high technology companies in Massachusetts, and issues related to the business climate in Massachusetts, in particular.

He started off by stating that the stock market crash of last October has not had any effect on Data General's business. "The decision cycle on computers and other large capital items is long -- generally three to six months or more," said Ed. "While the stock market decline concerns us, we have not seen any negative results in our incoming orders. As was the case throughout most of 1987, orders are continuing a modest, steady improvement. Our company is positioned for revenue growth and a return to profitability in fiscal 1988."

Ed did note, however, that the stock market crash has made companies a little more "introspective" and a little more cautious in their buying habits. Ed stated that the company will keep a close eye on capital spending patterns.

"Capital spending is one of the key indicators of sales for Data General and most companies in the high technology industries," Ed remarked. "If capital spending picks up -- as forecast both before and after the stock crash -- then not just computer companies but all of high tech benefits -- instrumentation, test equipment,

components, and the myriad of companies that provide products based on computer technology.

"However, we should not expect the level of sales growth that we were accustomed to in the 1970s.

"Our industry is far more mature today than it was five or ten years ago, and the technology market is far more sophisticated. There are still plenty of new applications and new market areas to penetrate, but competition is keen.

"There is also a strong recognition by customers of the need to make new systems fit into existing networks.

"Overall, technology customers want the best value for their money, and they are taking the time to find it.

"So future growth in the technology sector will never be what it was in the past. The days of 30 percent to 50 percent growth for reasonable size companies is gone. Growth in the 10 percent to 20 percent range in good times is likely."

Ed then discussed the Massachusetts economy. He expressed a concern that the state government can do more to eliminate problems which are affecting residents and businesses within the Bay State.

"The perception is that the high tax burden of the 1970s has dissipated for Massachusetts and that we are now competitive with most other states. And that is true. But manufacturing jobs continue to be lost. The cost of manufacturing in Massachusetts is simply too high compared to the competition.

"Three and a half percent unemployment and a surplus of state revenues cannot hide some of our most glaring weaknesses. While state government expenditures continue to grow at twice the inflation rate, the physical infrastructure of Massachusetts is deteriorating drastically. The absence of capital investments over many years in Massachusetts has taken its toll on our roads, bridges, tunnels, mass transit, sewers, garbage disposal, hazardous waste disposal, and airport transportation.

"Overall, it is increasingly inconvenient for employees to get to work or get to other locations by air. And the state plans to do very little to correct these problems.

"We are living off the tax investments in infrastructure made by our parents and grandparents. We are past the maintenance stage. These investments have been milked. Now the structures are breaking down.

"Rather than building, expanding or remodeling the infrastructure, state government is attempting to solve these problems by reducing users and limiting capacity of services:

- Parking space is being reduced in metropolitan areas while new construction increases.
- Massport's solution to Logan Airport congestion is to reduce the number of aircraft while increasing their size, and eliminate smaller aircraft altogether.
- In the energy area, brownouts were common last summer. When the temperature dropped below zero last week and energy demand was at its peak, businesses were asked to cut back on energy consumption.

"New England needs new sources of power. At our current usage growth, serious power shortages will

begin to appear in four or five years -- even after adding imports from Canada, cogenerating facilities, and Seabrook.

"These problems need to be addressed.

"The extraordinary success of many sectors of the economy have helped to generate a surplus of state revenues. The outlook continues to be encouraging. It is a golden opportunity for government to begin making the capital investments needed to correct the infrastructure problems and help ensure the long-term health of the Massachusetts economy."

Data General, USOC Unveil Nationwide Computer Network

Data General and the United States Olympic Committee (USOC) have announced plans to implement a new nationwide sports science computer network, the "Training Management System (TMS)," to link computers at USOC headquarters in Colorado Springs with leading universities across the country.

The sports science computer network is designed to dramatically increase the efficiency of amateur athletic training nationwide. The network will provide local sports trainers and coaches across the country with instantaneous access to computers at USOC's Sports Medicine and Science Division in Colorado. A line of two-way communication will allow the users to share the knowledge, experience and skills of the best sports scientists, coaches and athletes throughout the United States, resulting in a nationwide standard for training for each participating sport.

"The new TMS Network will provide a two-way exchange of ideas and information that is the first of its kind in U.S. athletics," says Dr. Charles Dillman, USOC director of the Sports Science Division. "The first phase of TMS will begin in April 1988 and will grow over the next few years to become of the largest networks of its kind in the world."

"The U.S. Olympic Committee's Sports Science Division has always had a strong understanding of computer systems and the latest available technology," says Dave Lyons, who was named vice president of Data General-Europe earlier this week. "Data General has been supplying the equipment and expertise necessary for the division to attain its goals and prepare for their future needs."

In addition to TMS, USOC has selected Data General as the "Official Technical Computer Sponsor of the 1988 U.S. Olympic Committee and the 1988 U.S. Olympic Team."

Data General has donated the computers for the TMS network. The cornerstone of the system is an ECLIPSE MV/10000 computer which is used for data storage, statistical computing and graphics production, and CEO office automation software. Other equipment donated includes an ECLIPSE MV/4000, DASHER 286 personal computers, DATA GENERAL/One portable computers,

a DS/7500 graphics workstation and complete field support for both new and existing equipment.

USOC's Sports Medicine and Science Division has used Data General equipment since 1979 for a program that analyzes the biomechanical, physiological and psychological performance capabilities of many U.S. athletes.

Field Engineering Awards Its Employees



Those employees awarded in Educational Services within Field Engineering are (back row, from the left) John Hein, Tom Healy, Kevin Anderson, Randy Hoch, (front row, from the left) John Molnar, Ingrid Heinsohn, Bettyann LeClaire and Ev Godaire. John Connors and Paul Taylor were unavailable at the time the photograph was taken.



These employees within the Product Management/Product Support Engineering group were honored during a special recognition event held recently. They are (back row, from the left) Steve Sadur, John Murphy, Dave Brunell, Tom Ryan, (front row, from the left) Debbie Yeo, Craig Graham, Mike Collins and Ken Gale. Mike Gallo, Kay Bassett and Jim Howell were not available when this photograph was taken.

Data General's Field Engineering Division regularly recognizes a number of employees for their outstanding contributions to the division and the company. These employees typically are those who go above and beyond what is expected of them in their daily job requirements.

To further recognize employees, the division recently has implemented a new award program, Special Recognition, which honors employees with Manager Awards, Director Awards, Vice President Awards and Senior Vice President Awards. The awards are presented on the

scope and impact of the employees' contributions. In addition, some of these employees have been selected to attend the Field Engineering Excellent Service Awards Conference, which is scheduled to be held later this year in New Orleans. In next week's *Mini News*, those employees within the Service Technology group who have been similarly recognized will be highlighted.

Below are employees who received awards, along with a brief description of the reasons they were selected.

In Educational Services

Kevin Anderson and **Paul Taylor** are Systems Training specialists within the Software Training section of the Technical Training group. Kevin and Paul received Manager's Awards. **Kevin** has been recognized for his combined contributions in both hardware and UNIX software training. **Paul** received the award for his development and delivery of an in-depth training program which is focused on AOS/VS troubleshooting. This particular program is used to train both field software service representatives, as well as Support Center employees.

Tom Healy and **John Hein** are Instructional technologists within Educational Development. **Tom** develops the training strategies and courseware materials for new Data General hardware and software products. He has been selected to receive a Director's Award for his strong, positive attitude and for his contributions to these training programs. **John** develops self-paced training programs for field engineers. John has been selected to attend the Field Engineering Excellent Service Awards Conference because of his high level of technical expertise with Data General products and the positive, cooperative way in which he deals with organizations both inside and outside the division.

Ingrid Heinsohn, a Quality and Measurement specialist within Educational Technology, has received a Manager's Award for her work in coordinating the Audit program involving hardware and software instructor-based courses. She also is implementing the audit process for Computer-Based Training courses. Ingrid's professional approach to her assignments and commitment to high standards in her responsibilities have been a contribution to her group.

Randy Hoch, a training specialist within Field Engineering Training, has been given a Manager's Award for his contribution in developing the laboratory exercises for a Field Engineering tool. In addition to this project, he also made a significant contribution in his support of Data General/PC*1 networking software. Randy recently delivered his first PC*1 System Maintenance course.

John Connors, a training specialist within Field Engineering Training, has established himself as a "power" expert in the training center in Woodstock. For his key contributions to the FSS Power/Environment course, he has been selected to attend the Excellent Service Awards Conference.

Ev Godaire, an instructor within Educational Services, is the recipient of a Manager's Award. He has utilized many years of Data General field experience to provide field-relevant training to field engineers.

Bettyann LeClaire, a senior Field Materials Administrator at Woodstock, has been presented with a Manager's Award for her efforts at the training center. In addition to her duties as senior FMA, she trained an employee for a storeskeeper assignment over a six-week period.

John Molnar received a Manager's Award. In addition to his responsibilities as Computer-Based Training administrator in Woodstock, he assisted in the analysis and testing of the ISIS registration system.

In Product Management/Product Support Engineering

Dave Brunell, a product manager, has been responsible for the transfer of responsibility of installing Data General software from Systems Engineering to Field Engineering. In this effort, Dave has defined the transition strategy and plan. In addition, Dave is responsible for planning support services and customer conversion efforts for AOS/VS software and the software support requirements and strategies for high-end systems. He was given a Manager's Award.

Deborah Yeo, a senior Field Change Order (FCO) planner in the System Configuration Control department, has been given a Director's Award for her work on the Revision Control System (RCS). RCS is a system which improves management of the Field Engineering FCO program, and increases effectiveness of the work group using the program.

John Murphy was chosen to receive a Manager's Award for his work on the ECLIPSE MV/2000 Field Change Order (FCO). John's efforts in locating all the units that required the FCO, despite the challenge posed by some of the smaller end-user customers, helped to ensure the success of the project. John is a senior FCO planner within the System Configuration Control department.

Steve Sadur, a product manager within the Peripheral Products/PC group, has been given a Manager's Award. He has been instrumental in developing printer support strategies for new Data General products.

Craig Graham and **Tom Ryan** have been awarded Manager's Awards within the Field Engineering Product Support Engineering group. **Craig** is a senior Product Support engineer in the Communications group. He has provided excellent technical support to ensure that field engineers were prepared for the introduction for several new Data General voice/data communications products. **Tom**, a principal Product Support engineer, was recognized for his excellent group leadership characteristics as well as commitment and support for the Product Improvement Evaluation (PIE) Field Engineering program.

Mike Gallo, a Product Support engineer in Durham, has received a Manager's Award for his efforts and dedication to resolve field concerns with disk drives. He

spent an exceptional amount of time working with Mass Storage Engineering and the Westbrook Quality Control group to rectify these concerns. As a result of his work, corrective action plans have been developed and are being implemented.

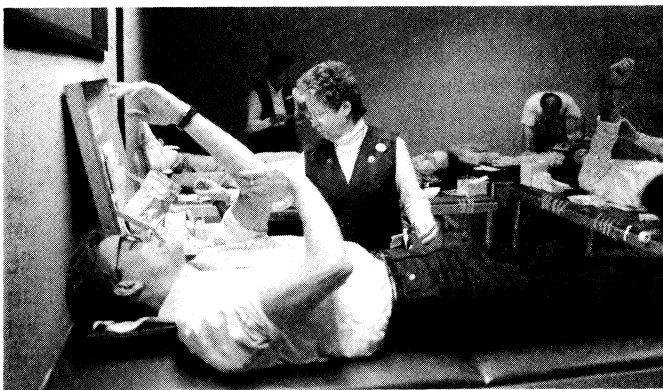
Jim Howell, Durham Product Support engineer, has been selected to attend the Field Engineering Excellent Service Awards conference for the creative efforts and tenacity he applied toward resolving reliability issues. Jim took the initiative to develop modifications to a printer which allowed him to better service the product. He then worked with the appropriate groups to implement the modifications.

Kay Bassett will represent the Field Engineering Product Technical Support group in Research Triangle Park at the awards conference in New Orleans. She has been selected for her efforts as a major contributor in several Field Engineering programs including the production of the Data General/PC*I Installation and Troubleshooting manual.

Mike Collins, a product manager within the Product Systems group who has been chosen to attend the awards conference in May, was responsible for studies of the performance and reliability of the ECLIPSE MV/20000 Model 2 computer. Mike showed a high level of concern and commitment in the development of the plans to maintain the computer.

Ken Gale, also a product manager within the Product Systems group, has been given a Manager's Award for supporting the Data General/PC*I maintenance program. He is responsible for Field Engineering's participation in program. His efforts in the program were accomplished in addition to his regular set of product responsibilities and programs.

Data General Employees Give The Gift Of Life



The American Red Cross Blood Services group paid a visit to Data General last month in order to collect blood for the winter season. The Red Cross holds a blood drive twice a year in Westboro. Last month, 165 employees participated in the event.

Last month, more than 150 Data General employees participated in a blood drive sponsored by the American Red Cross. The two-day drive, which was held in the Employee Conference Center in Building 14A, takes place twice a year at Data General's headquarters. The

Red Cross was able to collect 158 units of blood from the drive.

"The need for blood is critical, especially during the holiday season," says Nancy Notarangelo, a nurse in the Health Services department in Westboro. "Employees who donated realize how important giving blood is. Blood is needed every day."

To meet the need for blood in the Northeast Region, which encompasses Massachusetts and Maine, the Red Cross Blood Services must collect more than 350,000 units of blood a year, Nancy says.

"The Red Cross supplies approximately 90 percent of the blood transfused in the Northeast Region," she continues. "They send blood components to more than 150 hospitals in Massachusetts and Maine."

According to Head Nurse Nancy Powers, the units of blood donated are broken down into components in order to serve the needs of as many people as possible.

"Units of blood are broken down into red cells, platelets and plasma," Nancy says. "Each component is used to serve a different need. This process better addresses patients' needs. The Red Cross appreciates Data General's help in its efforts to collect as many units of blood as possible. Together, we can help others."

The next Red Cross blood drive will be held late this spring.

Vote Your Proxy

Data General's Annual Meeting of Stockholders will be held at 11:00 a.m. next Wednesday, January 27 at the State St. Bank and Trust Company in Boston. Proxy material for the meeting has been mailed to all stockholders.

This year's Proxy Statement asks stockholders to elect five directors and approve amendments to the:

- Restricted Stock Option Plan;
- Employee Incentive Stock Option Plan; and
- Employee Qualified Stock Purchase Plan.

For further information about any of the amendments, employees should read pages 2 through 20 of the Proxy Statement you received.

Employees can vote their proxy by filling out your proxy card(s), signing and dating it, and returning it in the return envelope which accompanied your Proxy Statement. You also may return the proxy card via internal mail to the Public Affairs department in Westboro at Mail Stop A-235.

If you own stock and have not yet received a Proxy Statement and card, please contact Public Affairs in Westboro immediately at extension 4700.

If you have any questions about any of the amendments, contact Public Affairs Director Brad Stroup at extension 4700, or Investor Relations Manager Dave Roy at extension 4709 in Westboro.

Update Your Address

If you are a shareholder and have changed your address recently, make sure to update your records to reflect the change of address. If your stock was obtained through the Data General Savings and Investment Plan, contact your manager to have your Personnel Action Form updated.

Please note that changing your address on your Personnel Action Form does not change the address on shares you already hold. To correct your address on those shares, Morgan Shareholder Services must be advised of your address change. You can do this by filling out the attached form and mailing it to the Public Affairs department.

Employees also should fill out the form below in order to consolidate variations of the way their name is listed on the stock certificates and proxies. For example, if you recently received proxies with your name listed as James Doe, James R. Doe, Jim Doe, etc., fill out the attached form in order to consolidate the name variations into one. This can save you time and save Data General distribution costs.

Shareholder Information Update

Old Information

As it appears on the proxy

Certificate number (this appears on the top of the proxy card):

Name: _____

Street: _____

City/State/Zip: _____

New Information

Name: _____

Street: _____

City/State/Zip: _____

Signature (both if jointly owned):

Send to: PUBLIC AFFAIRS DEPARTMENT, MS-A235,
WESTBORO

People

In Systems Development

Patricia Clark has joined Data General as a documentation specialist within Customer Documentation, re-

porting to Section Manager Marguerite Krupp. Pat will prepare documentation for network products, specifically beginning with Information Gateway.

Before coming to Data General, Pat was employed at Javelin Software, Concentric Data Systems and Management Decision Systems. She holds a bachelor's degree in English, psychology and zoology from the University of Colorado, a master's degree in religion and higher education from Boston University and a Ph.D. in social ethics from Boston University.

Chin Shiau has joined the Technical Systems group as a senior staff specialist, reporting to Manager Tom Northup. Chin is responsible for the graphics systems design for the next generation of Data General workstation products.

Before joining Data General, Chin was employed at Applicon/Schlumberger, Ikier Technology and Wang Laboratories. Chin holds a bachelor's degree in electrical engineering from National Taiwan University and a master's degree, also in electrical engineering, from Duke University.

Terry Pietras has joined the Performance Analysis group as a senior software engineer, reporting to Tom Morgan, group leader for UNIX and Communications. Terry is a UNIX operating system specialist, and will be responsible for performance issues related to the kernel, drivers, shell, commands and utilities.

Before joining Data General, Terry was employed at National Semiconductor, Intel and IBM. He holds an associate's degree in electronics engineering from Owens College and a bachelor's degree in electrical engineering from the University of Vermont.

Barbara McCormick has joined Data General as a German translator within the International Software and Documentation department, reporting to Brigitte Blake, German Language Documentation manager. Barbara is responsible for the translation of user manuals and software into German.

Barbara was employed as a translator for Prime Computer and Wang Laboratories before coming to Data General. She also has been a teacher. She holds a bachelor's degree in education from the State University of New York.

In Group Marketing

Stephen Zamierowski has joined Data General as a Marketing specialist within the Consultant Relations department, reporting to Manager Stephanie Bigusiak. Stephen will act as a liaison between Data General and computer industry consultants. Before coming to Data General, he worked at International Data Corporation. Stephen holds a bachelor's degree in communications and business administration from the University of New Hampshire.

Susan Patterson has joined the Services Industry Marketing group as Insurance Industry manager. Susan will be responsible for developing and implementing Data General's marketing strategy to further penetrate the insurance market.

Before joining Data General, Susan was at Wang Laboratories where she was a product manager for Communications Products and an Insurance Industry Marketing consultant prior to that. In addition, she brings 11 years of insurance industry experience with Sun Life Canada to her new assignment.

Phil Levy has joined the Marketing Communications department, reporting to Manager Sandy Roca. Phil will be responsible for editing MAPS/PLUS documents. Before taking this assignment, he was a technical writer within Customer Documentation. He worked for Saddlebrook Corporation as a technical writer before coming to Data General.

Phil holds a bachelor's degree in English from Rutgers University and a master's degree in technical writing from Rensselaer Polytechnic Institute.

Bill Pacino also has joined the Marketing Communications department as a Marketing Communications specialist, reporting to Manager Sandy Roca. Bill is the SCORE/PLUS newsletter editor, as well as the Communications editor.

Before joining Data General, Bill worked at Dynatrend, Avco Systems Textron, and the Daily Times in Woburn. He holds a bachelor's degree from Tufts University and an MBA from Boston College.

In Finance

Kathy Rogers and **Kelli Rook** have joined the Internal Audit department as auditors, reporting to Peter Rosser, director of Operations Analysis and Internal Audit. Kathy and Kelli will be responsible for internal control testing and policy conformance testing. **Kathy** was employed at Cargill and Houghton, Taplick and Co. before coming to Data General. She holds a bachelor's degree in business administration accounting from the University of Wisconsin. Before joining Internal Audit, **Kelli** worked in ISV/SA Accounting and the Travel and Expense department. She holds a bachelor's degree in business management from Daniel Webster College.

Benefits

Stock Purchase Plan Enhanced

The Data General Employee Stock Purchase Plan is now even easier to use and may soon become available to more employees. A recent mailing to all eligible employees describes the E.F. Hutton program as it applies to the Stock Purchase Plan. This program allows each employee to open a Stock Brokerage Account with Hutton which can be used to buy, sell and hold shares of Data General stock.

Previously an employee who bought shares and wished to sell them had to wait to receive the share certificates, endorse them, present them to a broker for sale, pay the broker a standard commission and keep track of all transactions for tax purposes.

Under the E.F. Hutton program, an employee can pre-arrange to have shares deposited with E.F. Hutton and be sold immediately after purchase at a very favorable commission rate. Or the employee can arrange to have the shares held in his or her individual account to be sold at a later date upon either a written or telephone request.

The E.F. Hutton program for Stock Purchase will be utilized for the period ending January 31 for those employees who have enrolled in the program. Employees may also use their E.F. Hutton accounts for depositing shares of Data General stock currently held, acquiring or selling Data General stock at any time. The same low commission rates will apply and quarterly statements will be issued.

This enhanced program may soon be available to even more employees. A proposal up for vote by shareholders at the annual meeting on January 27, would allow any employee with 90 days of service before the start of a stock purchase period to join the plan.

A mailing to all employees hired between February 2 and November 2, 1987 explains their tentative eligibility. If interested, they should submit the appropriate enrollment forms to their local Benefits department immediately. These forms will then be held and if the shareholders approve, they will be processed in time for the February-August 1988 period.

Benefits Department Hours Posted

Effective Monday, January 25, the Corporate Benefits department will be open Monday through Friday from 11 a.m. to 4:30 p.m. Benefits administrators may be reached during these times by telephone or via CEO. During all other hours, employees may call the department to receive a pre-recorded message with reference numbers to call.

For employees' convenience, blank Benefits forms are available in the hallway in front of the Benefits department door at Mail Stop D-138. A drop-off slot for completed forms also is located by the door.

Whom To Call For Benefits Questions

Medical/Dental/Life/Disability

A - D	Sharon Wetherell	Wetherell S:IMG003	X 4557
E - K	Chris Buxton	Buxton C:IMG003	X 4584
L - R	Angela Rothera	Rothera A:IMG003	X 4586
S - Z	Carol Walsh	Walsh C:IMG003	X 4576

Savings And Investment/Pension/Stock Purchase

A - K	Ellen Stefanik	Stefanik E:IMG003	X 4570
L - Z	Sandra Garraway	Garraway S:IMG003	X 4524

Annual Benefits Statements To Be Mailed In March

Annual benefit statements updating employees on their benefits status will be mailed to employees in early March. In the past, employees have received statements in January with information effective the previous October 1. This year, benefit statements will reflect benefit information as of January 1, 1988.

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.

- **AOS/VS Operator Training (SH109/VS)** - AOS/VS system operators will learn effective operation of Data General's AOS/VS-based system. Employees who have taken S100 (Computer Concepts) or have functional knowledge of computer concepts are eligible for the one-day course which begins on Monday, February 8.
- **CEOWrite and CEO Connection (OA154)** - is an interactive, intensive workshop that will acquaint employees with the features, terms and functions of the CEOWrite word processor and its CEO Connection to a host computer system. This three-day class starts Tuesday, February 9.
- **XODIAC Internal Structures (SM431)** - is a five-day seminar that presents an in-depth look at the XODIAC network management system. Topics include X.25 internals, methods of implementing user applications requiring network resources, writing XODIAC agents. The prerequisites are S309 (AOS System Programming) or S309/VS (AOS/VS System Programming). Knowledge of the concepts and facilities of XODIAC is assumed. This seminar begins on Monday, February 9.
- **Introduction to Data General 16-Bit Computer Systems (H100)** - is a ten-day course that teaches the Data General basic instruction set, standard and virtual console operations and I/O operations. A knowledge of circuitry, number conversions, Boolean concepts and oscilloscope usage is required. The course begins on Monday, February 15.
- **Diagnostic Operating System User (H101)** - 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 Wednesday, February 17.

Westboro

Watch Handicapped Parking

Only employees authorized to do so may park in the clearly-marked handicapped parking spaces adjacent to the Building 14B lobby. During the winter months, it is important that these spaces be clear of snow. Employees are asked not to park in these spaces even when not in use, so that the plows can clear the snow from the area.

CEO Room Has New Entrance

Employees booking conference rooms through the Employee Conference Center should note that the entrance to the CEO Room has changed. Employees attending meetings in this area can access the CEO Room through the hallway across from the Law department, which is located at Mail Stop A-229. The CEO Room is located at the end of this hallway, on the right. Employees are asked not to enter the CEO Room by way of the Benchmark Lab.

Activities

Data General Caribbean Cruise Planned

The Data General Employee Activities Committee is planning a seven-day Caribbean cruise aboard the new "Sovereign Of The Seas" October 15 through October 22. The fare, which starts at \$1057 per person/double occupancy plus port tax, includes round-trip ground transportation between Westboro and Logan Airport, round-trip air transportation between Logan Airport and Miami, all meals and snacks, a Data General cocktail party aboard the ship, a welcoming bottle of champagne, travel bag and onboard entertainment. Those aboard will sail from Miami to Labadee, San Juan and St. Thomas. This year's itinerary will include three days at sea sailing the Caribbean waters.

Also as an extra option, participants will be offered a day earlier departure for an additional \$30 per person. This would cover the overnight accommodations at one of Miami's high-rise hotels.

For additional information or bookings, call Peter Faford at extension 6776 in Westboro or send a message via CEO at host system WEB071 or to Mail Stop D-232 in Westboro.

Data General Cruise Informational Night

The Data General Employee Activities Committee will be holding a "Caribbean Cruise Night" at the Westboro Marriott Hotel on Tuesday, February 2 from 7:00 p.m. until 10:00 p.m. The evening will include a Caribbean sailing film, refreshments and cash bar, door prizes and a staff to answer any questions you may have about sailing the Caribbean. If you are planning to attend, please contact Darlene Rosborough, a Crimson Travel representative, at 742-8500 or Peter Faford at extension 6776 in Westboro, or at Mail Stop D-232 or via CEO at host system WEBO71.

Data General Ski Club Goes To Colorado

Have you heard about all the snow falling in Colorado? If you have, you have a reason to join the Data General Ski Club in Colorado for a spring skiing vacation. There is still space on the trip to Steamboat, which will be held the week of April 2-9. For more information, contact John Watkins in Westboro via CEO at host system WEBO06.

Harlem Globetrotters Tour Set

The Harlem Globetrotters 1988 World Tour will be at the Centrum in Worcester on Saturday, February 20, at 7:30 p.m. Tickets are available to employees at a discount of \$9 per person. If you are interested in attending, send a check and self-addressed, stamped envelope to Employee Activities at Mail Stop C-128 in Westboro. Tickets are limited for this event and will be distributed on a first-come, first-served basis.

Candlepin Openings

There are a few openings on Data General candlepin bowling teams for those who would like to join the league. The league bowls Wednesdays at 5:30 p.m. at the Town and Country Lanes in Shrewsbury.

If you would like to join a team or be an alternate bowler contact Andy Brand at Mail Stop E-111 or via CEO at ANDY:NESTOR10.

Data General Wallyball League

Below are the standings of the Data General Wallyball League for the 1987-1988 season through January 7.

Competitive Division

TEAM	W	L	T	Pct.
Waybacks	19	2	0	.905
Mouras	17	1	0	.944
Insecurity	13	8	0	.619
Tough Ice Cream	5	16	0	.238

Semi-competitive Division

TEAM	W	L	T	Pct.
DGenerates	12	10	2	.542
Flexible Flyers	12	6	0	.667
Extremities	11	12	1	.479
Over The Hill Gang	9	10	2	.476
Grim Reapers	9	5	1	.633
NERFicidal Tendencies	3	10	2	.267
To Be Determined	3	13	2	.222
Swartzenetters	3	15	0	.167
Data Who?	2	10	0	.167

Recreational Division A

TEAM	W	L	T	Pct.
St. Anne's Girls' Choir	18	3	0	.857
WCIF	13	7	1	.643
Wall To Wall	13	5	0	.722
DG Wallyball Rev 1.01	10	11	0	.476
The Flying Wallenders	3	17	1	.167
OG Wally	2	16	0	.111

Recreational Division B1

TEAM	W	L	T	Pct.
Team Why	22	2	0	.913
Committed	15	6	0	.714
Wallbusters	12	9	0	.571
Masters Of The Universe	11	10	0	.524
Net Assets	8	13	0	.381
Side Out	5	13	0	.278

Recreational Division B2

TEAM	W	L	T	Pct.
FNGs	10	8	0	.556
Wallbangers	10	8	0	.556
Networkers	9	9	0	.500
Green Slime	7	11	0	.389
Night Court	6	12	0	.333
Pointlessly Positive	2	16	0	.111

Data General Ten Pin League

Standings

First Place - Team 1 The Phonies
Second Place - Team 7 Headhunters
Third Place - Team 10 The Phantom 4

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

Team 7 Players: John Friedrichsmeyer, Cindy Davidson, Paul Delsignore, Bill Wiggins

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

Women's

High Series

Patricia Barry - 549
Gail Jackson - 513
Nancy Ricciuti - 486

High Handicapped Series

Gail Jackson - 675
Roberta Bowen - 664
Patricia Barry - 657

High Game

Nancy Ricciuti - 219
Patricia Barry - 208
Gail Jackson - 187

High Handicapped Game

Nancy Ricciuti - 267
Gail Jackson - 246
Patricia Barry - 243

High Average

Patricia Barry - 156
Lil Glockner - 153
Nancy Ricciuti - 141

Men's

High Series

Norman Roy - 691
David Fagnant - 660
Dennis Santucci - 629

High Handicapped Series

David Fagnant - 756
Norman Roy - 730
Dennis Santucci - 701

High Game

Dennis Santucci - 275
David Fagnant - 267
Norman Roy - 266

High Handicapped Game

Dennis Santucci - 299
David Fagnant - 299
Norman Roy - 279

High Average

Norman Roy - 196
Robert Gendron - 177
David Fagnant - 175

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 House, for medium/large sz dog, U pick-up in Milford, 536-0076 (Boston).

WANTED

Roommate, non-smoker to share 2 bdrm/bath Victorian duplex, \$400/mo + 1/2 util, black cat in residence, 444-9505 (Needham).

Roommate, non-smoker, to share 2nd floor apt, 6 rms, \$225/mo, 755-6475 (Worcester).

Roommate, non-smoker, to share town house, 30 min to Webó, 20 min to Mt Wachusett skiing, no traffic, \$330/mo + 1/2 util, 835-2421 (West Boylston).

Roommate, professional to share 3 bdrm house w/frpl, female, \$550/mo + util, 969-0512 (Newton).

Ride, to Simmons College/MFA area, Monday eves only, leave Webó 5-5:30, 366-5692 (Westboro).

FOR RENT

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

Ski Condominium, Country Village at Jiminy Peak, 2 bdrm, slps 6, frpl, night skiing, 2/10 - 2/13, \$150, (401) 949-2536 (Greenville, RI).

Sunrise Lake, NH, slps 8, near skiing/snowmobiling/hunting, furnshd, wood stove, \$325/wk, \$65/day wknds, \$50/day wk, 286-2653 (Revere).

Condominium, 1 bdrm, laundry, storage, \$500/mo, 481-7629 (Marlboro).

Ski Chalet, White Mts, 3 bdrm, 2 baths, frpl, all util, \$300/wk, \$200/wknd, 696-6065 (Milton).

Vermont Condominium, 2 bdrm, 2 bath, 20 min to Killington, indoor pool/x-cntry ski trails, \$210/wknd, 492-6761 (Cambridge).

Summer Rental, Dennisport, 3 bdrm, encl porch, frpl, cbl TV, 2/10 mi to Sea Street Beach, \$550/wk, off-season \$350/wk, 533-2184 (Medway).

FOR SALE

Condominium, 2 bdrm, loft, garage, priv elev, cath ceil, 12' antq windows, w/property on river, appl, Exeter, NH, \$145,900/neg, (603) 772-3659 (New Hampshire).

B.F. Goodrich Tires, all terrain, sz 30 x 9.50 R15, mnt on chrome rims, \$550/BO, 839-2804 (Grafton).

Sansui Receiver, 30 wpc, w/Harmon Kardon 2-way bkshlf speakers, \$100, (401) 765-4216 (Woonsocket, RI).

Pentax Camera, 3 lenses & acces, \$275, 842-6836 (Shrewsbury).

Items, Toro elec snow shovel, \$55; wheelbarrow, \$30; lawnmower, \$75; 18' Hobie Cat Catamaran, yellow w/rainbow sails, trailer, cattracks, hiking vests + more, \$3200; 50 gal aquarium, w/stand, heater/light/filter/pump, \$90; moving, must sell, 520-0183 (Franklin).

Cross Country Skis, fiberglass, 210cm, waxless, 3 pin bindings, no poles/boots, \$20, 485-7730 (Marlboro).

O'Sullivan Computer Desk, w/hutch, 2 mos old, \$50, 839-7408 (Grafton).

Whirlpool Washer, lrg capac, 2 water levels, 3 temps, 7 yrs old, \$40, 966-1326 (Bellingham).

Acoustic Research Turntable, AR-77 x B, w/cartridge, \$85; Acoustic Research

loudspeakers, \$160; Advent 201A cassette deck, \$100; 966-2540 (Bellingham).

Country Style Loveseat, 2 mos old, blue, \$400, 839-7197 (N. Grafton).

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

Sanyo Electric Refrigerator, small dorm or bar type, new/never used, \$110/BO, 393-5330 (Northboro).

Black Labrador Puppy, AKC registered, 4 mos old, great w/children, must sell, 393-5330 (Northboro).

12' Aluminum boat/trailer & 10 hp Evinrude outboard motor, well maintained, \$500, 792-3117 (Worcester).

Thermador Electric Wall Oven, w/rotisserie, well maintained, \$45, 473-6062 (Milford).

Items, Head SR90 skis w/bindings, 200 cm, \$75; Royal electric typewriter, \$30, 491-2616 (Cambridge).

JVC Stereo Equalizer, w/built-in spectrum analyzer, 10 bands/channel, well maintained, \$250, 473-5939 (Milford).

Scandinavian Design Sleep Sofa, white Haitian cotton, well maintained, \$375, 460-9348 (Marlboro).

Time Share Unit, Cape Cod, South Yarmouth, wk of June 11, prime time for vaca exch, maint fee pd for '88, \$7000, 366-4252 (Westboro).

Bed Frames, 2 full sz, \$10/ea, 2 twin hdbds/jimmitation brass, \$15/ea, 2 mag whls, \$50/both, 867-7115 (W. Brookfield).

Girls' Bicycles, 20" & 26", \$35/ea, 867-7115 (W. Brookfield).

House, 8 rm cape, garage, finished bsmt, hdwd throughout, priv yd, 10 min to Webó, 485-7730 (Marlboro).

AUTOS

'62 **Chevrolet Impala**, classic, good condition, \$1200/BO, 393-2827 (Northboro).

'70 **Chevrolet Truck**, rebuilt eng, 1 ton tires, beefed-up suspension, encl bed, \$400/BO, 476-2973 (Douglas).

'73 **Dodge Dart**, 225 eng, runs well, \$500, 476-2104 (E. Douglas).

'78 **Chevrolet Mallbu**, V6, auto, 140K mi, AM/FM, runs/needs work, body avail, \$500/BO, 366-2371 (Westboro).

'78 **Datsun 210**, stand, 4 spd, 2 dr, 137K mi, \$650, 485-0274 (Southboro).

'79 **Dodge Omni**, hatch, 4 dr, auto, 85K mi, \$750/BO, 371-0444 (Concord).

'79 **Ford Pinto**, 68K mi, AM/FM cass, new tires, well maintained, \$1200/BO, 852-4236 (Worcester).

'80 **Buick Skylark**, 4 spd, AM/FM, lo mi, \$1500/BO, 752-7884 (Auburn).

'80 **Subaru GLF**, auto, AM/FM, cruise, 112K mi, well maintained, 2 new tires, \$500, 469-4312 (West Roxbury).

'80 **Pontiac Sunbird**, hatch, 4 cyl, 60K mi, \$500, 883-1097 (Blackstone).

'82 **Chevrolet Chevette**, dk blue, 2 dr, standard, needs work, \$500/BO, 867-7115 (W. Brookfield).

'83 **Subaru GL Wagon**, 4 whl drive, 61K mi, well maintained, \$3800, 485-1421 (Marlboro).

'83 **Mercury Marquis LS**, 4 dr, fullpwr options, 61K mi, \$5900, 865-3641 (Sutton).

'84 **Volkswagen Jetta GL**, red, 36K mi, 5 spd, snrf, AM/FM cass, well maintained, \$5600/BO, 568-1080 (Hudson).

'84 **Volkswagen Jetta**, 29K mi, 4 dr, AC, AM/FM, \$5800/BO, 779-2861 (Bolton).

'85 **Chevrolet Cavalier**, 33K mi, AC, stereo, r/defrost, well maintained, \$6000/BO, 853-0137 (Worcester).

'85 **Pontiac Firebird**, 5 spd, 6 cyl, Alpine stereo cass, new tires, \$6500/BO, 234-2232 (Whitinsville).

'85 **Yamaha SS**, blk/silver, 51 hp, 85 mph, \$2500/BO, 663-9573 (Billerica).

'86 **Pontiac Fiero SE**, loaded, well maintained, 44K mi, \$9900, (413) 245-9400 (Holland).

'87 **Mitsubishi/Plymouth Colt DL**, 4 dr, grey, auto, AM/FM cass, allum alloy whls, 13K mi, \$6900/BO, 755-0464 (Worcester).

'87 **Eurosport CL**, 16K mi, V6, fwd, 835-6565 (W. Boylston).

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.

MINI NEWS

Classified ads are accepted from Data General employees only for the sale or rental of personally owned goods or property. Ads for any business or profit-making service are not accepted. Mini News reserves the right to reject an ad or to edit for space limitations. All ads must be submitted in writing or via CEO and include employees' name, home phone and extension number. Ads must be received by Public Affairs by 10:00 a.m. on Tuesdays to be included in that week's issue of Mini News. Limit ads to five descriptive words. Send ads to Laureen Sasseville, MS A235 or CEO :IMG010.