

Mini News

News For The Employees of Data General

January 29, 1988

1988 Outlook Is "Encouraging"



Data General's Annual Meeting of Shareholders was held this week in Boston. The meeting was attended by shareholders, investors and members of the trade and business press.

President Ed de Castro believes the outlook for Data General's business in 1988 is "encouraging." Ed's comment came during the company's Annual Meeting of Shareholders, held on Wednesday at the State St. Bank and Trust Company in Boston.

During the meeting, Ed told shareholders, investors and members of the trade and business press who attended the meeting that the heavy capital investments in manufacturing over the past five years have lowered the company's break-even point. "At the same time," he added, "increased employment in Sales, Systems Engineering and research and development, along with a more focused organization, should enable the company to reach more customers, and provide stronger products and better service."

According to Ed, "Orders in general show improvement over last year. While U.S. orders picked up at mid-year, U.S. business remains spotty and erratic. It does not have the strong, consistent pattern yet that would give us confidence of a strong 1988 in the U.S. On the other hand, our international business appears to be remaining strong."

While discussing the company's product strengths, Ed stated that the company has a heavy new product calendar for 1988. "We believe we can continue to offer products that provide customers clear advantages in features and price/performance. We expect to see balanced growth in both VAR and end-user business.

"However, we are hesitant to be too euphoric. Orders can be cancelled or delayed, although we have not seen this happening. If demand patterns remain favorable and worldwide capital spending continues to increase, we should have a good year."

Steps To Stimulate Business

Ed noted that while 1987 was a difficult year for Data General, "The restructurings, debt reductions and other actions taken over the past three years have sharply reduced the break-even point of the company. We are just beginning to see the effect of these lower costs in our quarterly earnings."

He stated that in 1987 Data General took steps to stimulate business by developing new products, expanding the Sales force, and refocussing marketing efforts to reach customers. "We have begun to see the results of these actions in improved orders and shipments. We are today totally dedicated to producing improved profitability in 1988 and beyond."

To highlight the ways in which Data General has become a stronger and more balanced company, Ed reviewed the company's future directions in products, Sales and Marketing and customer services.

"First, we have developed a long-term product strategy aimed at providing customers with the comprehensive solutions they need.

"Customers are changing the way they do data processing. The stand-alone system is becoming a thing of the past. Customers are moving to distributed information networks and need computers that can be interconnected with those from other manufacturers. They are looking for industry standards in communications and operating systems to help bring about the smooth and efficient operation of such networks, since no computer manufacturer today can satisfy this requirement.

"In communications, for example, IBM has its proprietary SNA; DEC has DECNET. Data General does not have a commitment or investment in proprietary networking architectures, and therefore does not have the bias of protecting proprietary standards and pushing customers into them. We follow the standards set by the International Standards Organization to provide open connectivity.

"Data General has long maintained a record of leadership in adopting industry standards as they became established. We expect to lead in providing industry-standard solutions to meet the increasing customer demand that we foresee over the next few years.

"Data General has long been recognized as a leader in computer technologies. We intend to continue our leadership in adopting and implementing emerging technologies, leveraging these technologies to provide the price/performance advantages we pass on to customers.

"Our future product line will build on our strengths in data processing and communications, and meet market demands for standards. We are also committed to preserving our customers' existing investments in Data General systems, and will provide clear migration paths to standards-based open systems architectures as they evolve.

"Overall, we believe that our level of attention to widely accepted standards, especially our focus on coexistence in the IBM environment, coupled with our technology leadership, will differentiate Data General among the major suppliers in the industry."

Ed stressed that the company's Sales and Marketing goals support these product strategies. "Our aim is to build a broad base of applications solutions to serve customers in a variety of industries through a variety of distribution channels. To accomplish this, we are increasing our emphasis on partnerships with value-added resellers, independent software vendors and others who specialize in providing software, value-added hardware, or turnkey solutions in specific industries. During 1987, Data General added almost 100 new VARs who have begun to provide Data General-based solutions to customers worldwide.

"Our Sales strategy recognizes the product strengths of IBM and we are focused specifically on looking at IBM customer needs as they look at them," Ed related. "We have avoided partnerships with other vendors whose products are incompatible with IBM customers' systems at the high end and at the PC end.

"Data General is not 'at war' with IBM. We are interested in building a broader base of customers that benefit from Data General product price/performance with open connection to the IBM and other industry standard environments."

Ed then cited Data General's efforts to expand the services it delivers to customers. "We have provided custom hardware and software products, such as special terminals for health care applications, and a variety of customer-defined software and communications solutions. This has been a profitable and growing part of our operations.

"We are broadening our capabilities in this area by offering increased applications programming services and by developing the in-house expertise to provide sophisticated networking services that go hand-in-hand with our growth in the telecommunications area.

"Our Field Engineering services also have been expanded to include support for mixed-vendor installa-

tions. Since Data General systems are often installed in environments that include IBM systems, customers can choose to have Data General provide service for the IBM family of personal computers, and for a number of other popular peripherals and option cards, including printers and communications boards.

"Expanded services give customers more reasons to choose Data General as a vendor, and help to increase their satisfaction with our products and services."

Based on quarterly internal surveys, customer satisfaction with Data General hardware service increased 15 percent in the past three years. Ratings of software service increased 10 percent in 1987, and overall service levels continue to exceed the accepted industry norms for customer satisfaction. External surveys support the increased levels of satisfaction.

"We believe these increases are a direct result of the efforts we have made to improve service through innovative service offerings, additional training of Field Engineering personnel, and continuing investments in both on-site and remote diagnostic systems," Ed said. "Customers are also pleased with the higher reliability of our products."

The product reliability improvements are in part the result of increased automation in manufacturing and test operations. These investments represented a significant part of Data General's capital spending during the 1980s, but position Data General as a competitive manufacturer for the long-term.

"Our focus today is on better utilization of our investments in product development and manufacturing resources," added Ed. "We have the capacity to ship much higher volumes of products and to meet customer needs for fast delivery."

First Quarter Review

Ed took a moment during his talk to discuss the company's first quarter results. He said that "Our profitability is improving. First quarter results showed year-over-year gains in revenues, operating income and net income.

"We are encouraged by our first quarter performance. We accomplished goals for increasing revenues and decreasing costs.

"While R&D and sales expenses increased over last year, as expected, our gross margin showed considerable improvement.

"Orders improved for the fourth consecutive quarter on a year-over-year basis.

"Measured on a sequential basis, both gross margins and operating income improved for the third consecutive quarter.

"Equipment revenues continue to grow as our third generation of ECLIPSE MV/Family systems gain strength.

"First quarter orders declined somewhat from the fourth quarter due to normal seasonal tailoffs at year end. International sales continue strong, particularly in Europe. U.S. sales are better than one year ago, thanks mainly to our strong growth in VAR business. We believe

that our added VARs should help increase U.S. sales in 1988."

Proxy Vote

During the Annual Meeting, shareholders elected five directors of the company for 1988: Ed de Castro, Herb Richman, Fred Adler, Ferdinand Colloredo-Mansfeld and John MacArthur.

Also, shareholders approved amendments to the:

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

The approval of the amendment to the Restricted Stock Option Plan increases the number of shares which may be issued to 11 million from 10 million. The plan also has been extended 10 years to December 31, 1998.

As a result of shareholder approval, the title of the Employee Incentive Stock Option Plan has been changed to the "Employee Stock Option Plan." Approval of the amendment also permits the Incentive Committee to grant stock to participants as either "qualified" or "non-qualified."

Approval of the amendment to the Employee Qualified Stock Purchase Plan, now reduces the term of service required for employee eligibility to 90 days from one year.

"These plans are important to Data General," stated Ed during the Annual Meeting, "even during this period of high volatility on the stock markets."

"Data General has been committed since our founding to a philosophy of making stock ownership broadly available to our employees as a means of reward and as an incentive for contributing to the company's prosperity. Some 50 percent of our professional employees receive stock option grants."

What's The Closing Price?

Data General and Standard & Poor's Trading Systems (S&PTS) have entered into an Independent Software Vendor (ISV) agreement whereby the two firms will cooperate in the marketing of S&P StockMate on Data General systems.

S&P StockMate, a real-time market quotation and information system for retail investment brokers, is available on Data General systems directly from S&PTS. It provides brokerage firms the opportunity to own, rather than lease, their stock quotation delivery systems. An S&P StockMate/Data General system can offer immediate cost savings of up to 50 percent over today's leading rental quotation service suppliers.

S&P StockMate, together with Data General's hardware, software, and communications capabilities, provides a new combination that adds power to retail systems with top to bottom product migration, networking functions, and state-of-the-art IBM connectivity.

S&PTS has had a long relationship with Data General. According to Martin Marion, S&PTS' senior director of business development, "Standard & Poor's considers this more than just an ISV agreement. We consider it a full-blown strategic alliance involving joint marketing, joint sales and training activities. We are taking the position that Data General, has specific skills and Standard & Poor's has specific skills. Ergo, one plus one equals three, and by combining the excellent skills of each, we are providing our customers with superior price/performance."

This performance was tested on "Black Monday," the October 19, 1987 stock market crash, when Data General computers and Standard & Poor's Ticker III, a digital, consolidated market data broadcast, handled the extraordinary workload. Ticker III emanates from Standard & Poor's "Ticker Plant" which employs Data General ECLIPSE MV/Family systems. Martin says "Over 2.7 million messages came across the Ticker III broadcast with no downtime or delay. The Data General equipment handled the incredible workload without skipping a beat."

Mike Parise, Data General Finance group manager, adds, "Now more than ever, brokerage firms need real-time access to market and corporate information while reducing operating costs. Chicago Research & Trading, London Stock Exchange and QUICK (Tokyo) are among the firms that have chosen Data General/Standard and Poor's solutions to meet these pressing business needs."

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.

DATA GENERAL/One Model 2T Has New Options

Data General has announced two new options for the DATA GENERAL/One Model 2T family of laptop computers. The laptop now offers a new backlit, blue, supertwist LCD screen, and an internal Hayes-compatible, 2400 bps modem. The blue LCD screen operates with internal battery power or AC power.

Data General is unique among laptop vendors in offering two backlit, supertwist LCD screens: the new blue LCD and the original green. The new backlit, blue screen offers a high contrast, "blue-on-white" display that is optimized for constant backlighting. The blue screen uses a "transmissive" type of LCD technology. It permits the light produced by backlighting to brighten the LCD screen. This technique eliminates the reflection that can make LCDs difficult to read in certain lighting conditions.

The original backlit, green LCD screen, optimized for battery life, can be seen with or without backlighting and remains the optimal choice for applications requiring extended battery operation. The DATA GENERAL/One Model 2T offers users a choice of backlit screens to accommodate both personal preference and battery life requirement.

In addition, the laptop offers a light-emitting electroluminescent (EL) screen with CRT-quality resolution. All three screens are full size, displaying 25 lines by 80 characters.

Barbara Nolan, product manager for Data General portable computers, says, "The DATA GENERAL/One Model 2T is the only laptop that offers such a wide choice of screen options providing customers with the choice best suited to their application and type of workstyle. The variety of displays, modems, and disk options we offer with the DATA GENERAL/One 2T are a direct response to our customers' application requirements."

For backlit, blue LCD systems, pricing starts at \$3,195 for a system with a 20-MB hard disk and a 3-1/2-inch diskette drive. The 2400-bps modem with MNP is priced at \$500. Delivery for the blue screen is 30 days after receipt of order, 90 days for the modem.

VAR Sales Total \$8 Million

Data General has signed agreements with six value-added resellers (VAR) to sell \$8 million in equipment over the next 12 months. The VARs are: First Data Systems, of Nashville, Tennessee; Orbi, of Tampa, Florida; Health Data Network, located in Louisville, Kentucky; Financial Information Network (FIN), of Van Nuys, California; FIPSCO, located in Park Ridge, Illinois, and Exsys of New York City.

Three of the VARs have switched from previous computer suppliers to Data General. Ward MacKenzie, vice president of Corporate Marketing, says "It is

strategically important to convert VARs from one supplier to another. Since new VARs are entering the marketplace at a rate of two percent per year, these agreements represent significant growth opportunities. Today's announcement includes VARs who have reevaluated their previous supplier relationships and taken the financial and technological steps necessary to recommit themselves to a new vendor."

Previously a Datapoint VAR, First Data Systems will purchase \$1.5 million of equipment, including the ECLIPSE MV/1400 DC and the ECLIPSE MV/7800 computers. Using DG/DBUS, a Data General software conversion tool, First Data Systems will transfer its DATACLOSE EXPRESS real estate automation from Datapoint systems to the ECLIPSE MV/Family line. DATACLOSE EXPRESS is used by attorneys, title companies and lending institutions.

Data General has also received a \$1.5 million order for computer hardware and software from Orbi, a subsidiary of The Waterland Group of Holland. Orbi is the largest Data General VAR in the Netherlands and has been a Data General VAR for eight years.

In 1985, Orbi was formed to market Waterland's manufacturing software product IMPCON (Inventory Management and Production Control). The IMPCON product is a fully-integrated manufacturing system implemented only on Data General systems. Orbi will purchase ECLIPSE MV/Family systems, DATA GENERAL/One Model 2T laptop computers, and system upgrades for applications in the United States and Europe.

FIN has signed an agreement to buy \$1 million of ECLIPSE MV/Family systems and terminals. FIN's previous computer supplier was Texas Instruments. The Data General Conversion Assistance Center in Santa Ana, California, provided technical assistance and guidance for the conversion of FIN's COBOL-based application. FIN offers portfolio management, accounting systems and investment management solutions to financial institutions and investment firms.

Previously a Honeywell VAR, Health Data Network has signed an agreement to purchase \$1 million of Data General's mid-range systems including the ECLIPSE MV/15000 computer. Health Data Network is a leading supplier of integrated management systems to the healthcare industry. Applications include computerized patient billing, electronic claims and medical records processing, hospital interface capabilities and direct deposit payroll.

FIPSCO has signed an agreement to purchase DATA GENERAL/One Model 2T laptop computers worth \$1.5 million. FIPSCO offers a full range of automated life insurance applications. The DATA GENERAL/One Model 2T computer will be offered as part of FIPSCO's life insurance support package.

Barry Watkins, president of FIPSCO, says "The DATA GENERAL/One Model 2T provides state-of-the-art laptop computing power to assist insurance representatives in all stages of the sales process. FIPSCO's marketing experience combined with Data General's

technical expertise will allow us to design laptop packages tailored to the growing needs of the insurance industry."

Exsys has signed an agreement to purchase \$1.5 million of ECLIPSE MV/Family systems. Exsys markets a computer aided software engineering (CASE) package for a wide variety of custom applications including: order entry and billing systems, integrated accounting systems, human resource and inventory control systems, marketing and sales analysis.

Jack Lee, executive vice president of Exsys, says "CASE tools are intended to aid customers in realizing software development productivity increases. Putting the Data General reputation for price/performance together with the world's fastest software development system makes an unparalleled winning combination. Customers in virtually every market segment can reduce backlogs, gain major productivity increases and slash maintenance costs drastically."

Data General To Show UNIX Offerings At Uniforum '88

"Solutions through Connectivity and Compatibility" will be the Data General booth theme at UNIFORM '88 in Dallas February 9 through 11. Data General's displays will emphasize the company's commitment to UNIX and showcase current UNIX offerings, including the latest revision of DG/UX, a native UNIX operating system implemented on Data General's ECLIPSE MV/Family and DS/Family systems.

Booth demonstrations will feature a broad range of third party applications that run on Data General systems. Data General and MARC Software International recently signed a license agreement to make available the WORDMARC word processing package on the full range of DG/UX-based systems and Data General's personal and portable workstations.

Other software applications that will be demonstrated include Informix, Unify, Blast, BBx Progression/2, Sceptre Synchrony, and Softronics Softerm PC. These demonstrations stress the importance of UNIX and UNIX applications as part of a total information management environment. In addition, DG/UX X Window graphics features will be shown on DS/7500 workstations interconnected within the Data General booth.

Standards, compatibility, and integration will be emphasized in demonstrations of networking and communications capabilities. DG/UX systems will be interconnected with AOS/VS, MS-DOS and other UNIX systems in the booth, and with the UNIFORM UNIX show network.

Data General's Role As Olympic Sponsor



Data General's partnership with the United States Olympic Committee (USOC) was announced recently at a press conference held at the Sea Grill Restaurant in New York City, adjacent to the skating rink at Rockefeller Center. CBS Morning News was on hand to broadcast a live segment. Dr. Charles Dillman (left), director of the USOC Sports Science Division, and Elizabeth Wright, U.S. Women's Junior Figure Skater Champion, join CBS Medical Editor Michael Arnout (right) on the rink to test the team's new "Training Management System."

Data General recently was named "Official Technical Computer Sponsor of the 1988 U.S. Olympic Committee and the 1988 U.S. Olympic Team." But what does that mean to Data General?

Being a sponsor of the 1988 Olympic Games gives Data General the right to use the Olympic logo on any and all advertising. This means increased visibility and an active participation in the games. For instance, an advertisement using the Olympic logo has appeared in the Wall Street Journal. That advertisement, "The Data General Difference: Gold Medal Performance," also will appear in the special Olympic Games issue of Sports Illustrated in February. Several customers will be attending the Winter Olympics, as guests of Data General Sales representatives.

"As a sponsor, Data General is different than other large companies," says Lisa Gillson, regional programs representative within Marketing Communications. "We're not a Hilton or Coca Cola. Our cash budget to participate in an event like this is smaller than several other companies. Our involvement, however, is just as important."

The primary thrust of the company's involvement lies in its "partnership" with the United States Olympic Committee (USOC), a partnership which began in 1977. Data General has been donating computer equipment to the USOC's headquarters in Colorado since that year. Recently, the two paired up again to announce TMS, or Training Management System, a new nationwide sports science computer network which is being used to link computers at the USOC headquarters with leading universities across the country. This will better enable the USOC to monitor the performances of athletes preparing for the Olympic games.

"Bigger companies simply give a substantial amount of money to sponsor the athletes and the teams," Lisa says. "That's fine unto itself, but it does not necessarily give those companies a chance to really become involved. Data General, through its numerous equipment donations and software support, is making the extra effort and can consider the company a true team player.

"Through the use of TMS, we have a distinct advantage over other sponsoring companies," Lisa continues. "We can directly see the results of our contributions. The use of the network allows us to showcase our products and technology, as well. Our equipment donations are a more effective use of our resources."

TMS 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 Springs. 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.

Austin Facility Sold

Data General has sold its Austin, Texas, development and manufacturing facility to the University of Texas for \$12.3 million. A gain of approximately \$5.9 million before taxes, resulting from the sale of the facility, will be reported by Data General in the company's second fiscal quarter.

The sale of the vacant 285,000 square-foot facility was included as part of a \$68 million package put together by state and local officials and by the University of Texas to attract Sematech's \$250 million research lab.

The Mail Room Delivers

Although the mail room at Data General in Westboro does not have to contend with adverse weather conditions, the group serves the company just as post offices provide for the communities in which they are located.

It is no secret to anyone that employees at Data General depend on the company's mail service. That dependence, then, is the driving force behind the group responsible for mail delivery throughout the company's many facilities worldwide.

"We operate just like the Post Office does," says Shirley Dulude, Office Services supervisor in Westboro's Building 14B. "Some people may not realize that we offer the same services."

According to Shirley, these services include personal, as well as business functions. The group is responsible for:

- Sorting and delivering company and incoming mail for

Westboro locations;

- Sorting mail for all other facilities across the country;
- Weighing personal packages;
- Updating employees' mail stops; and
- Sending messages via the FAX and TELEX machines.

What does a typical day look like?

"We receive mail from the Westboro Post Office twice a day," Shirley says. "Although I could not give an exact amount of the number of pieces of mail we receive, the deliveries are considerable, with the greatest amount of mail coming on Mondays and Fridays.

"After sorting the mail according to mail stop and facility location, we load up our carts and start delivering. Each employee in the mail room has a 'run,' much like a letter carrier for the Post Office. In addition to incoming mail, we see to it that outgoing mail reaches the appropriate destination. We send mail to more than 100 Data General locations worldwide."

The mail room takes care of registered mail and certified mail, and will weigh personal packages from 1:00 p.m. to 2:00 p.m. every afternoon. Judy Cantwell, Patricia Skaw, Terry Lambert and Garrith Gannon are ready to assist employees who need to mail packages. Employees can then purchase stamps from the stamp vending machine in the Building 14A cafeteria. Express mail is handled through the Receiving department, which is located at Mail Stop C-117 at the Building 14A dock.

"We're on our feet most of the day. It may not look it, but this is a physically-demanding job," Shirley says. "Employees appreciate us, though, because they know that if the mail does not get through, the organization does not run as smoothly as possible."

What can employees do to make the mail delivery more efficient?

"We ask that employees see to it that mail stops are included on every piece of mail they want delivered within the company, and that the mail stops are correct," Shirley says. "If an employee moves within the building, he or she should notify us as soon as possible so we know where to send mail.

"Employees should not use company stationery for personal mail purposes. While many employees receive business-related books and magazines here at work, some have "recreational" literature sent to their offices. This makes more unnecessary work for us.

"I have heard people say that we in the mailroom make it look easy," Shirley says. "I have to say it is not easy, but we know we serve a vital purpose, which makes it all worthwhile."

Service Technology Employees Awarded



Field Engineering employees within the Service Technology group recently recognized for their outstanding efforts are (back row, from the left) George Bushnell, Carl Geden, Bob Collins, Bob Campbell, Dave Belle, Charlie Boneau, (front row, from the left) Dick Clancy, Michele Clifford, Perry Coppola, Toni Baccanti, Chuck Marsden, and Ron Morrison. Mary Gibbons, Paul DeVincent and Paul Hays were not available for this photograph.

The following employees within Field Engineering recently were recognized for their contributions to Data General. They were presented with Manager Awards, Director Awards, Vice President Awards or 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.

George Bushnell, a senior technical writer, received a Manager's Award for his work as a member of the Service Policy Variance Request (SPVR) team. George's activity on the team included devising and maintaining a matrix of the many products supported under the program, thus providing a mechanism to control and track support documentation.

Michele Clifford, a Composition specialist who supports the Technical Information Network/On-Line Information Service (TIN/OIS) program as a Systems Planning and Control coordinator, was presented with a Manager's Award. It was given to her in recognition for her positive attitude coupled with her willingness to take on additional tasks and work in a self-directed manner in support of the TIN project.

Paul Hays, a senior technical writer for the Technical Information Services (TIS) group in Durham, was presented with a Manager's Award in recognition for his exceptional work on the installation and maintenance manual for a demand document printer. The quality and thoroughness of the manual was evident by the customer's positive reaction.

Chuck Marsden and **Bob Collins**, principal engineers Systems Diagnostic Engineering, both received Manager's Awards for successfully completing essential divisional efforts. These efforts were in addition to their

normal assigned responsibilities. Both displayed commendable perseverance during this period.

Bob Campbell is the supervisor of the Photocomposition and Illustrating group within TIS. Bob was given a Director's Award for providing timely support for extraordinary assignments both from within TIS and other organizations.

Paul DeVincent is a principal engineer in Systems Diagnostic Engineering responsible for product and project diagnostic efforts. Paul performed outstandingly while taking on significantly greater responsibilities. His dedication to customer service through the delivery of effective diagnostic tools and his commitment to high quality have earned him an invitation to the awards conference in May.

Perry Coppola, a systems analyst who also serves as manager of the Research Information Center in Milford, will be going to the conference in New Orleans. Perry has made outstanding contributions to the TIN/OIS project, bringing her experience in accessing on-line systems to the TIN team.

Mary Gibbons, a Service Technology engineer within the Product Performance and Evaluation group, has been given a Manager's Award for her work in determining the product performance and reliability of more than 300 types of Data General products. Her conscientious approach and positive attitude have helped her to accomplish her responsibilities. During this time, she also trained another employee in the process while keeping track of reliability measures for a new product.

Dick Clancy, a principal engineer, and **Carl Geden**, a senior engineer within the Field Tools and Test Equipment group, have been selected to attend the awards conference in New Orleans in May. **Carl** has been recognized for his work in designing a Field Engineering maintenance product as well as supporting the existing maintenance tools in field offices. **Dick** was chosen for his work on the Product Improvement Evaluation (PIE) program, which helps reduce the number of printed circuit boards being returned to the Repair Center in Fountain.

Dave Belle, a technician, received a Manager's Award for his work in the procurement and the tracking of material for numerous projects within the Field Tools and Test Equipment department. Critical internal and vendor parts from around the world were involved at a time when all of the Logistics Support Systems were being dismantled for the move from Milford to Fountain.

Toni Baccanti, a senior Product Performance analyst, received a Manager's Award for supporting her department's request for information for various special customer analyses.

Ron Morrison is a principal engineer in the Availability Reliability Maintainability (ARM) department who was selected to attend the awards conference. Ron has been chosen to attend the conference because he has a unique ability to envision future requirements, formulate support strategies and respond to the support implications of product designs. He has most recently been involved formulating and communicating Field Engineering technical goals on large systems products.

Charlie Boneau, also a principal engineer within the ARM department, has been presented with a Manager's Award. He has taken outstanding personal initiative to develop built-in configuration information for products. This effort is known as on-line, on-board information and Charlie is currently pursuing this for peripheral controllers.

Conference '88 Call-for-Papers Deadline

The deadline for papers for the 1988 North American Data General Users Group (NADGUG) Conference - "Where Great Ideas Begin" - is rapidly approaching. The theme this year focuses on networking and communications. Employees who have great ideas for presentations should submit their applications before **February 26**.

Conference '88 will be held August 29 through September 1 at the Wyndham Franklin Plaza Hotel in downtown Philadelphia. Copies of the Call-for-Papers are now available. Any employees interested in learning more details about the conference or about joining the Users Group should contact the NADGUG staff at (tie line) 232-4067.

Southboro Travel And Expense Moves To Westboro

The Southboro Travel and Expense department has relocated to Westboro as of this week. All departments which utilized Travel and Expense while it was in Southboro should forward items to its new location at Mail Stop F-223 in Building 14B in Westboro. Further information regarding this move will be sent to Southboro managers.

People

In Purchasing

Al Heck has been named manager of General Purchasing within Corporate Purchasing in Westboro, reporting to Dean Sasek, Purchasing manager for Industrial Materials and Services. Al will be responsible for managing the General Purchasing organization, which serves Westboro, the engineering/office supply stockroom, and coordinating and approving purchases at field locations.

Al joined Data General in 1979, and most recently worked in the Peripheral Subcontracting group. Al holds

a bachelor's degree in industrial engineering from the University of New Haven and an MBA from Anna Maria College.

In SDD

Janet Zheng has joined the Electromagnetic Compatibility (EMC) and Safety group as a hardware engineer, reporting to Manager John Benham. She is responsible for supporting the design of communications projects and research on new EMC design techniques and computer tools. Janet holds a bachelor's degree in electrical engineering from Tsinghua University in China and a master's degree in electrical engineering from Worcester Polytechnic Institute.

Scott Nyman has joined the Operating Systems group as a software engineer, reporting to Walt Esker, project leader. He is responsible for supporting the further development efforts of AOS/VS software. Scott holds a bachelor's degree in computer science from the University of Michigan.

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.

- **CEOWrite and CEO Connection (OA 154)** - 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.
- **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. 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. This three-day course begins on Wednesday, February 17.
- **CEO Rev 3.0 For System/Office Managers (SM526)** - is a two-day seminar that will provide you with the information necessary to efficiently make the transition to CEO revision 3.0. This seminar begins on Tuesday, February 16.

Benefits

Par Value Of Shares Required For Stock

The par value of Data General stocks purchased through the option program must be received before shares can be used. Therefore, employees who wish to use the E.F. Hutton program for their stock option transactions must submit payment of the par value of the shares they are exercising along with the exercise form. The par value is \$.01 per share; for example, if 90 shares are being exercised, then \$.90 must accompany the exercise; 120 shares will require \$1.20. and so on. This requirement is a Delaware state law, the state in which Data General is incorporated. Once the shares have been exercised, the balance of the option price will be paid to Data General by E.F. Hutton.

Verify Stock Purchase Plan Balance

It is essential that all Purchase Plan participants verify their Stock Purchase balance on the current Plan ending January 29 to ensure the correct amount of shares is ordered. This is particularly important for those employees who have transferred from one payroll to another.

Your Stock Purchase balance is reflected in the lower right-hand box of your pay stub. Please verify the accuracy of this amount which should reflect the dollar amount withheld each week times twenty-six weeks plus any carryover from the previous plan.

If you have any questions as to the accuracy of your balance, please contact your local Payroll department. Corrections that may be necessary after the plan ends will be processed through February 29 only.

Please note that your certificate will be mailed to the address as it appears on your paystub.

Employees using the E.F. Hutton program will receive a statement from E.F. Hutton reflecting the number of shares held in the account. E.F. Hutton will mail a check for the net proceeds on the settlement date for those employees who have sold their stock.

W-2s And Employee Benefits

W-2s will be issued to employees this month. Included among these may be W-2s for Group Life Insurance, Short Term Disability (A & S) and Long Term Disability.

Life Insurance - In accordance with government regulations, the value (or imputed income) of any life insurance in excess of \$50,000 provided under a group life insurance policy with an employer is taxable. The value of this insurance is calculated on the basis of a table published by the IRS. It is directly related to the amount of insurance in force and to the age of the covered employee. Your additional taxable income will be the value of your life insurance, reduced by the contributions you made through payroll deductions.

Short Term Disability (A&S) - If you received short term disability benefits in 1987, you will receive a separate W-2. Only 22 percent of the total payments

you received represent taxable income. This percentage is Data General's average share of contributions to the A & S plan in the previous three calendar years. The amount funded with your own contributions is not taxable. The W-2 will show both the gross payments you received as well as the amount that is actually taxable.

Long Term Disability - All income derived from long term disability payments during 1987 is taxable and must be declared. A W-2 for employees who received this benefit will be issued separately.

Medical Coverage - If you are filing an itemized return, you may need to determine your eligibility for a medical deduction, which normally includes premiums under a medical plan. During 1987, any medical premiums paid at Data General with after tax contributions (before July 1) may be used to determine this but pre-tax contributions (after July 1) may not. Your last paycheck in 1987 shows both the pre and after tax medical contributions you made during the year.

Retirement Plans - Your W-2 for wages for 1987 will indicate whether or not you were a participant in a retirement plan during the year. Your W-2 will be marked "Y" (yes) if you were eligible for the Pension Plan and/or participated in the Savings and Investment Plan.

Your pension indicator as well as your adjusted gross income determines whether you can deduct an Individual Retirement Account (IRA) contribution. You should consult your tax advisor to determine the effect on your personal tax status.

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.

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 WEBO71 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 next 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 25.

Competitive Division

TEAM	W	L	T
Waybacks	26	4	0
Mouras	22	2	0
Insecurity	15	8	1
Tough Ice Cream	5	22	0

Semi-competitive Division

TEAM	W	L	T
Over The Hill Gang	15	12	3
DGenerates	15	12	3
Grim Reapers	14	8	2
Extremities	12	13	2
Flexible Flyers	13	8	0
NERFicidal Tendencies	5	11	2
To Be Determined	3	19	2
Swartzenetters	4	20	0
Data Who?	3	15	0

Recreational Division A

TEAM	W	L	T
St. Anne's Girls' Choir	21	6	0
Wall To Wall	20	7	0
WCIF	19	10	1
DG Wallyball Rev 1.01	15	12	0
The Flying Wallenders	5	24	1
OG Wally	3	24	0

Recreational Division B1

TEAM	W	L	T
Team Why	25	2	0
Committed	18	6	0
Wallbusters	18	9	0
Masters Of The Universe	11	13	0
Net Assets	8	19	0
Side Out	7	14	0

Recreational Division B2

TEAM	W	L	T
FNGs	13	8	0
Wallbangers	12	15	0
Networkers	11	13	0
Green Slime	10	11	0
Night Court	7	17	0
Pointlessly Positive	4	17	0

MARKETPLACE

FREE

Furniture , chair & couch, 366-9430 (Westboro).

WANTED

itar DAYLAB Home Printing System , J06-0805 (Westboro).

Roommate , female, non-smoker, to share clean/spacious 2 bdrm apt, security/health club, \$375/mo, 481-9117 (Marlboro).

FOR RENT

Lease Or Lease/Option To Buy , Marlboro, condo, 2 bdrm, pool/laundry, near Rt 495, \$675/mo incl heat/hot water, 540-6277 (Falmouth).

House , new 3 bdrm, 2 bath, W. Harwich, 1 mi to beach, priv lot, deck, wash/dry, \$650/wk, 326-2987 (Westwood).

Efficiency Apartment , furnished, carpets, xtra closet space, priv entrance, near Rt 9/Mass Pike, \$600/mo, util incl, 877-4463 (Framingham).

Apartment , 4 rm, 2nd floor apt, no pets, porch, w/d hook-up, storage, security dep required, 481-0878 (Marlboro).

Apartment , 4 rms, decorated, hdwd floors, appl, laundry hook-up, \$500/mo + util, 799-7866 (Worcester).

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

FOR SALE

Chalet , w/deeded beach rights, deck, spiral stairs, loft & more, \$119K, 540-3176 (Falmouth).

Items , alternator/radiator for '75 Honda Accord, \$50/both; 2 mntd radial tires for '77-79 Vermont/Zepher, \$60, 881-2246 (Ashland).

Items , Yamaha keyboard, YC20 w/stand, \$250; portable keyboard, \$50, 754-3846 (Shrewsbury).

Items , loveseat, brown tweed w/2 matching rocking chairs/2 walnut tbls, \$300/BO, 752-5115 (Worcester).

Items , house, Royal Barry Wills cape, \$279,900; upright piano, needs TLC, BO, 263-2983 (Acton).

Condominium , 1 bdrm, laundry, storage, \$74,000, \$1000 towards close, 481-7629 (Marlboro).

Soloflex , w/leg ext, 1 yr old, well maintained, 883-1565 (Bellingham).

House , 1840's antique w/contemp addition, 3 bdrm, 2.5 bath, open house 1/31/88, 1-4 pm, \$309,900, 429-7427 (Holliston).

23.3' Hunter '86 Sailboat , jib furler, marine radio, outbd motor, stove, sips 5, 2 anchors, trailer, winged keel, all req USCG equip, \$10K, (603) 436-6583 (New Hampshire).

Snowtires , 2 w/Chrysler rims, 14", H78 series, \$40/pr; 2 unmtd, 14" H78 series, \$15/pr, 481-5445 (Marlboro).

Girls' Pink Peugeot 20" Bicycle , w/trng whls, hardly used, BO, 332-9762 (Newton).

Panasonic Big Screen Television , 48", 4 yrs old, new tubes, well maintained, \$800/BO, 883-1486 (Bellingham).

Mens' Racing Bicycle , 22", Univega Grand Rally, lght wght, well maintained, \$275, 870-1861 (Westboro).

Minolta Camera , MG16, w/accessories, BO, 881-1398 (Ashland).

Discount Airline Tickets , 2 one-way, Continental, must use before 5/25/88, \$89.95/ea, 478-4911 (Milford).

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

AUTOS

'80 Pontiac Sunbird , 2 dr hatch, 4 cyl, 60K mi, \$1500, 883-1097 (Blackstone).

'80 Pontiac Sunbird , red, hatch, 4 spd, 6 cyl, 97K mi, \$1100, 692-4998 (Westford).

'81 Dodge Aries Wagon , recent eng, well maintained, \$700/BO, 883-1392 (Millville).

'82 Honda Nighthawk CB750sc , 5K mi, clean, just serviced, well maintained, extras, \$1400, 756-3875 (Worcester).

'83 Custom Ford Van , well maintained, captain chairs, AC, 6 cyl, \$6300, 883-0613 (Blackstone).

'84 Aries Wagon , loaded, 54K mi, \$3995, 393-2650 (Northboro).

'84 Volkswagen Jetta , 29K mi, 4 dr, 5 spd, AC, AM/FM, \$5700/BO, 779-2861 (Bolton).

'85 Dodge Ram D100 Truck , 6 cyl, well maintained, AM/FM cass, \$3000, 852-3787 (Worcester).

'86 Ford Bronco II , V6, 4 X 4, Rally whls, AM/FM cass, 15K mi, well maintained, 792-9391 (Worcester).

'86 Suzuki Samauri LTD Edition , 4 x 4, convertbl, AC, cass, well maintained, \$7500/BO, 520-0049 (Franklin).

'86 Pontiac Fiero SE , red, AC, AM/FM cass, pwr windows, cruise, security lock/ID numbers, 44K mi, \$9600, (413) 245-9400 (Holland).

'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.

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.

Advertise In The *Mini News*

Name: _____ Ext. _____

Home Phone: _____ Town: _____

Classified Ad: _____

Ride/Carpool: To: _____ From: _____

Working Hours: _____ Flexible: YES NO

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.

Spenser

FOR HIRE

Gives Data General The OK

Data General goes prime time Saturday as the company's equipment will be used on the set in the next episode of the television show, Spenser For Hire. Spenser is a weekly, hour-long, Boston-based suspense program, starring Robert Urich as a private detective known as Spenser. According to Ed Russell, senior Public Relations representative, the equipment being used on the set includes an ECLIPSE MV/8000 and a DASHER D460 terminal.

"This event is just one in a series in our efforts to get recognition for our equipment," Ed says. "This may be an unusual way to get exposure, but it is an interesting use of our products, and gives our employees a chance to see the company's equipment in a unique situation."

In the particular episode, "Play It Again Sammy," to be aired this Saturday, January 30 at 8:00 p.m., the Data General equipment makes a cameo appearance in the opening scene, shot at Logan Airport in Boston. In this scene, six Data General terminals being used to make reservations at an airline ticket counter.

According to Ed, the next time viewers will see Data General equipment is at the Winsome Guest House, a mansion in Winchester. In this scene, a character portraying a business entrepreneur and computer whiz is working on a computer system. In the background, viewers will see the ECLIPSE MV/8000, as well as the DASHER D460 terminal on the character's desk.

According to Ed, employees within Marketing Support, Industrial Design, Shipping and Media Services helped to "get Data General on the air."



Spenser For Hire set decorator Bryan Thetford checks out the Data General equipment which is being used in this Saturday's episode.