

# Mini News

## News For The Employees of Data General

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February 5, 1988

### Beneficial Purchases \$35 Million Of Equipment

Beneficial Corporation, one of the world's leading consumer financial services companies, will install over the next two years an additional \$35 million in Data General equipment to enhance its loan office processing network.

The company has purchased 220 ECLIPSE MV/2000 DC systems for the first of the 1,150 branch offices worldwide. Additional purchases for the new network of systems are expected to bring Beneficial's total investment in Data General equipment to approximately \$60 million by the end of 1989.

These systems will run a newly-enhanced Beneficial application called BENCOM III. The new Data General-based loan office accounting system was developed over the past three years. Beneficial expects BENCOM III to save \$15 million resulting in a return on their computer system investment in less than five years.

"Data General's new high- and low-end processors will add even more power and flexibility to BENCOM III and to the existing Data General network that allows us to maintain our leadership position in the financial services industry," says J. Edward Kerwan, president of Beneficial's Data Processing company. "We expect BENCOM III to significantly increase employee productivity, expedite loan processing, and provide abundant opportunities to market and cross-sell products of our various subsidiaries."

Beneficial, as part of a plan to control administrative costs begun in 1984, previously purchased \$25 million of Data General equipment. This included CEO comprehensive electronic office software which was installed at Beneficial's corporate headquarters. It also included the development and test systems for the new loan office processing network which is replacing the former BENCOM processing system.

Beneficial's current CEO office system has been upgraded to include two ECLIPSE MV/20000 Model 1 computers in a network of 35 ECLIPSE MV/Family computers. The 32-bit systems are linked via XODIAC XTS and SNA with Beneficial's large IBM mainframe complex.

### W-2 Statements Issued; Stock Corrections Due

Data General has issued W-2 income statements for tax reporting purposes to all employees reflecting income received and taxes withheld in 1987. For most employees, this is all that is needed from the company to file federal and state income tax returns.

Some employees who provided information in November on disqualifying stock transactions did not have the adjustments reflected in their W-2. They will receive a W-2C (corrected W-2) by February 12. Any other employees currently making corrections will receive a W-2C within a few days after the corrections are made. Both the W-2 and the W-2C must be filed with income tax returns.

Any questions regarding stock dispositions should be directed to Leann Pelissier at extension 5622 or Claudette Boule at extension 5602 in Westboro.

### Employees Buy Stock At \$22.75

Employees who participated in the Data General Stock Purchase Program, which ended Friday, January 29, purchased stock at \$22.75, 85 percent of the average stock market price on that day, the last day of the program.

For participants not enrolled in the E.F. Hutton brokerage account program, Data General stock certificates will be mailed to their homes. Anyone who expects to receive stock but does not by February 19, should first contact Employee Shareholder Services to verify purchase, then contact Morgan Shareholder Services Trust Company at (212) 587-6447 to find out if the certificate was returned to Morgan as undeliverable. Allow at least one week for the certificate to be returned to Morgan.

Participants enrolled in the E.F. Hutton program for the Stock Purchase Program will have their instructions

carried out and receive a statement, certificate, and/or a check.

For the February through July period, the opening day price was \$22.75, 85 percent of the average market price on Monday, February 1. Stock will be purchased at \$22.75 or 85 percent of the average market price on July 29, whichever is lower.

For your information, the average fair market value on January 29, 1988 was \$26.63.

## **Mass Storage Systems Are Now Combined**

Data General has a new family of mass storage subsystems that combines both cartridge tapes and disks into a single package. The subsystems are designed for the mid-range and high-end of the ECLIPSE MV/Family of 32-bit computers running the AOS/VS operating system. A cartridge tape drive for these computers also is now available in a stand-alone package. Data General also has introduced a new high-capacity disk drive which increases maximum disk storage for the mid-range and high-end of the ECLIPSE MV/Family. The new mass storage devices all include a full-year warranty.

The Combined Storage Subsystem (CSS), supports up to seven mass storage devices in a compact, rackmount chassis. It packs system and user disk, tape back-up, and interchange media into a single unit.

"The CSS provides flexible configurations and cost-effective solutions to both disk and tape storage requirements," says Joe Clayton, Marketing product manager within Mass Storage Peripherals. "It significantly lowers the acquisition price and cost of ownership for the ECLIPSE MV/7800 XP, ECLIPSE MV/15000 and ECLIPSE MV/20000 minicomputers. The use of the CSS on a fully configured 40-user ECLIPSE MV/7800 XP system, for example, reduces the total system purchase price by 11 percent and the five-year cost of ownership by nine percent. More lightly configured systems will show even greater cost reductions," he adds.

In addition to the availability of CSS tapes and disks, Data General also announced a new high-capacity, fast-access, 14-inch, 862-MB Winchester fixed-disk drive which is designed for multi-user, interactive, and large system environments. This disk substantially increases the maximum disk storage for the mid-range and high-end of the ECLIPSE MV/Family. For example, on a ECLIPSE MV/20000 computer, the new subsystem increases maximum storage capacity by 37 percent over previously-available drives. In addition, the new drives lower the cost per megabyte, by as much as 44 percent for these systems.

The price of the CSS configurations begins at \$10,200. The standalone 21-MB tape drive is priced at \$8,500. The price of the 14-inch, 862-MB Winchester fixed-disk subsystem, including controller, begins at \$34,700.

## **New Performance Offering Available**

Data General has announced VSPAC, a new performance offering that enables ECLIPSE MV/Family computer users to establish their own "in-house" AOS/VS Performance Analysis Center. Targeted at large ECLIPSE MV/Family installations, VSPAC provides a detailed method of system performance data collection, reporting, and interactive analysis. VSPAC is available through Data General's Systems Evaluation and Performance Analysis Center (SEPAC), based in Atlanta. SEPAC is part of Data General's Software Products and Services Division.

"VSPAC provides Data General users a proven, cost-effective system management tool for performance evaluation," says Ed Connor, director of the Software Products and Services Division (SPSD), "In fact, we have used the VSPAC software internally for more than two years, helping hundreds of customers worldwide to analyze and improve system performance."

VSPAC is an ideal performance analysis and capacity planning tool to improve the expertise of "in-house" staff. It lets users establish and track utilization trends, identifying specific areas which need attention. VSPAC can also help users prevent performance crises and optimize their hardware or software configurations.

The initial VSPAC data analysis software license is priced at \$60,000.

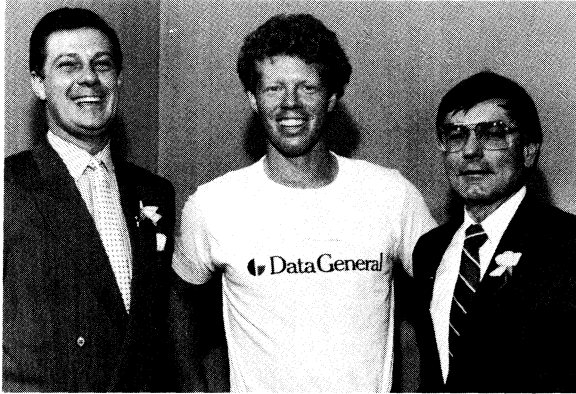
## **CEO Page Reader Enhanced**

Data General has enhanced the AOS/VS CEO Page Reader software by introducing support for CEO rev. 3.0, CEOwrite, and WordPerfect software. AOS/VS Page Reader allows documents scanned by an Optical Character Recognition (OCR) device to be directly input into an ECLIPSE MV/Family computer system. By automatically reformatting data and text into CEO, CEOwrite, or WordPerfect formats, CEO Page Reader eliminates the need for costly and time-consuming retyping.

"CEO Page Reader is an ideal tool for business automation environments which rely on OCR technology to increase office productivity," says Ed Connor, director of the company's Software Products and Services Division (SPSD). "Typical environments are insurance agencies, public utilities, publishing companies, and other businesses which need to process large amounts of written material quickly and accurately. By automating the input of printed material into the CEO environment, CEO Page Reader offers the obvious advantages of both time and cost savings, as well as CEO compatibility."

Pricing for AOS/VS CEO Page Reader ranges from \$1100 to \$3850, depending on processor.

## Data General, USOC Meet In Toronto



News of Data General's partnership with the United States Olympic Committee (USOC) spread north of the border recently when Data General and USOC gathered for a press conference in Toronto. During the event, local press and Data General customers were told that through its numerous equipment donations, Data General has been tagged the "Official Technical Computer Sponsor of the 1988 U.S. Olympic Committee and the 1988 U.S. Olympic Team." Brian Childs (left), general manager of Data General-Canada, and Dr. Charles Dillman (right), director of USOC's Sports Science Division, took a few moments after the press conference to talk downhill racing with former Canadian Olympic skier Todd Brooker. The event gave Data General and USOC an opportunity to display TMS, or Training Management System. TMS is designed to help USOC to better monitor athletes' training and performance.

## Engineering Technology Group Meets In Woodstock

Employees within Data General's Engineering Technology organization had an opportunity to "get to know themselves" a little better during a two-day conference in Woodstock.

**Ed Fortini**, director of the group within the Systems Development Division (SDD), told the group's employees in his opening remarks why they had gathered at the training center.

"We've become a very large organization; the amount of design work that we control covers an enormous span, from industrial design to the diagnostics. That's a large chunk of work and a very large responsibility. But it's become apparent that we really don't know each other.

"The development plans for the next few years are aggressive, exciting and could make this company extremely successful. Our organization has an important role in that effort. But it requires us to understand ourselves, what our neighbor is doing, and what the rest of the company is doing. Hopefully this conference will help that to happen."

With that, managers **Ed Driscoll**, **Trey Burns** and **Ed Gove** gave presentations describing the work going on within their particular groups.

On the afternoon of the conference's first day, the focus turned to the specifics of development and technology at Data General. For instance, User Systems Director **Al Scura** discussed the future of CEO. He was followed by **Ron Pipe**, who presented the corporate product strategy and reviewed SDD's organizational profile. Their talks were followed by technology breakout sessions. These sessions featured **John Pilat** on RISC architecture, **Chuck Young** on fault tolerance, **Art Holmes** on low-end systems development, **Don Lewine** on the competition, **Lu Abel** on CAD tools, and **Jim Guyer** on high-end systems development.

The following day was an opportunity for the group to hear from Data General executives. **Collin Crook**, vice president of the Communications Systems Group, presented the company's networking and communications strategy; **Ward MacKenzie**, vice president of Corporate Marketing, discussed VAR strategy, and **Vahram Erdekian**, vice president of North American Manufacturing Operations, talked about improvements in manufacturing times and techniques.

Ed presented Director's Awards to **Paul Provost**, senior Diagnostics hardware engineer, and **Bill Newhall**, a specialist in computer-aided PC design, for contributions above and beyond the call of duty. Ed summed up the conference by saying, "I was happy to hear the same theme running through all the presentations regarding Data General's goals and how we're going to achieve them. I think the group appreciated hearing about the big picture and is now better able to understand how they fit into that."



*John Pilat leads a technology breakout session on RISC architecture during last week's meeting in Woodstock held for employees within the Engineering Technology organization.*

## Field Engineering Applauds Employees' Efforts



Field Engineering employees (from left) John Bill, Mary Gibbons, Sue Tokay, Paul DeVincent and Tom Andresen were recently awarded for their contributions to the division.

John Bill, Sue Tokay, Howard Hill and Tom Andresen, employees within the Field Engineering division, recently have been awarded for their contributions to their respective groups and to the division.

**John** is a product manager with the Systems Products group, and has been awarded the Senior Vice President's Award for his support and direction during the ECLIPSE MV/2000 field retrofit program. John coordinated the efforts of all field and corporate disciplines, and successfully drove the implementation plans among customers. He displayed a high level of commitment and dedication in this program. John received the only Senior Vice President's Award given in 1987.

**Sue**, also a product manager within the Systems Products group, has been awarded a Vice President's Award for contributions in several areas. Her efforts in the evolution of the ARGUS disk drives were most notable, as was her work on the support issues related to the release of CEO rev. 3.0. Sue was recognized as being a "consistent high performer," who delivers "optimized support strategies" for her assigned products.

**Howard** is a Training Systems specialist within Field Engineering Training. He has been given a Vice President's Award for helping to redesign the Branch Service Managers training program, from specification to delivery, addressing the new scope of responsibilities assigned to the branch manager. To accommodate the newly-created position of Regional Administration manager, Howard designed and delivered an extensive training program which all Regional Administration managers attended. Howard has been intensely involved with the Field Restructure Program in the division.

**Tom**, Communications Products group leader in Product Support Engineering, has been awarded a Vice President's Award for providing technical support

for the introduction of PC-I communications hardware products. He also was cited for his group leadership skills and his ability to identify and resolve issues with communications products.

## People

### *In Human Resources*

**Beth Duquette** and **Sue Stirk** have joined the Corporate Manufacturing Human Resources organization in Westboro, reporting to Kathi Dierks-Rancer. Beth will serve as a Human Resources representative while Sue is a senior Human Resources assistant.

Beth will provide Human Resources support to North American Support Operations, International Manufacturing Support Operations and groups within Central Manufacturing Services. She joined Data General in 1984 after receiving her bachelor's degree in human resource management from Northeastern University. She has had experience as a compensation analyst in both Manufacturing and Corporate Compensation. During this past year, Beth worked at Southboro as a Human Resources representative.

Sue will provide Human Resources administrative support for Corporate Manufacturing. She has been with Data General since 1977 and has had administrative experience in a wide variety of Human Resources areas. Sue has served as a senior Human Resources assistant in Southboro since 1984. Prior to that assignment, she worked as a Benefits administrator and as a Compensation assistant.

### *In Corporate Materials*

**Dave Marleni** has been named manager of Business Planning and Forecasting within Corporate Materials, reporting to Director Bob Conlee. Dave is responsible for short and long-range product forecasting, as well as resource forecasting, product inventory issues and Manufacturing joint venture analysis.

Dave joined Data General in 1982, and most recently worked as a specialist in the Manufacturing Planning group. He holds a bachelor's degree in math and economics from Lafayette College and a master's degree in management from MIT's Sloan School.

### *In Field Engineering*

**Steve Seserman** has joined the Field Engineering Product Management department in Milford as a product manager in the Peripheral Products/Workstation group. Steve will be responsible for providing Field Engineering worldwide technical direction and support strategies for small magnetics products and DG/Direct products.

Steve is a nine-year veteran of Data General who comes to Product Management after working for six

years in Field Engineering Logistics as a senior New Product Materials planner. Steve also worked in Customer Service and Manufacturing in Southboro. He has an associate's degree in business administration from Northeastern University.

## Cashman Receives Director's Award



*Debbie Cashman*

**Debbie Cashman** has received an Information Management Group (IMG) Director's Award for her willingness to take on challenging tasks, her consistent ability to take a leadership role, and the exceptional quality of her work.

Debbie's performance on two recent projects reflects her commitment and enthusiasm. During the Field Reporting System project for the installation of the International Contract System, her contribution as a "team" player allowed the Field Systems portion of this project to be completed ahead of schedule. Debbie was then transferred to the Configuration Update Form project during its programming stages. She was given two of the most complex programs to develop without prior knowledge of the overall system. She completed these programs ahead of schedule, allowing the team to remain on schedule with the project. Debbie has proven herself to be both a successful leader and a team player.

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.

### 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.

### Verify Stock Purchase Plan Balance

Stock Purchase Plan participants must verify their Stock Purchase balance on the current plan which ended January 29 to ensure the correct amount of shares is ordered. This is particularly important for those employees who have transferred from one division 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 26 weeks plus any carryover from the previous plan.

If you have any questions about 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 that 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.

## 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 issued. Therefore, employees who wish to use the E.F. Hutton program for their stock option transactions must submit payment of the par value of

## 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.

- **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.

- **AOS and AOS/VS User (S209)** - is a five-day class that teaches employees how to use the AOS and AOS/VS operating system. The class starts Monday, February 22.

- **ECLIPSE MV/10000 Field Maintenance (H168)** - is a functional board-level overview of the ECLIPSE MV/10000 computer. The class emphasizes calling, running and interpreting the three levels of diagnostic programs used to troubleshoot the ECLIPSE MV/10000. H100/MV is the prerequisite for this five-day course that begins on Monday, February 22.

- **Advanced CEO System Support (SM518)** - is a three-day course designed for system support staff who are responsible for the installation, advanced maintenance, support and troubleshooting of a CEO system. Prerequisites for this course are CEO System Manager (S221), INFOS\_II Utilization & Design (S306) and AOS & AOS/VS User (S209). This course begins Wednesday, February 17.

### Meeting Space Available

Educational Services has classrooms available for Data General employees who require additional meeting space. These classrooms are located at 2400 Computer Drive. Contact Dot Greenwood at (tie line) 221-1609 or via CEO at host system ARISTO for details and scheduling information.

## 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 Wallyball League

Below are the standings of the Data General Wallyball League for the 1987-1988 season through February 2.

#### Competitive Division

TEAM	W	L	T
Waybacks	26	4	0
Mouras	25	2	0
Insecurity	18	11	1
Tough Ice Cream	8	25	0

#### Semi-Competitive Division

TEAM	W	L	T
Over The Hill Gang	20	13	3
Grim Reapers	16	9	2
DGenerates	16	12	2
Flexible Flyers	16	8	0
Extremities	13	15	2
NERFicidal Tendencies	5	14	2
Data Who?	6	18	0
To Be Determined	3	22	2
Swartzenetters	4	23	0

#### Recreational Division A

TEAM	W	L	T
St. Anne's Girls' Choir	24	6	0
Wall To Wall	22	8	
WCIF	19	10	
DG Wallyball Rev 1.01	16	14	0
The Flying Wallenders	5	24	1
OG Wally	3	27	

#### Recreational Division B1

TEAM	W	L	T
Team Why	28	2	0
Committed	18	6	0
Wallbusters	18	9	0
Masters Of The Universe	14	16	0
Side Out	10	17	0
Net Assets	8	22	0

#### Recreational Division B2

TEAM	W	L	T
FNGs	16	8	0
Green Slime	13	11	0
Wallbangers	12	15	0
Networkers	11	13	0
Night Court	7	20	0
Pointlessly Positive	4	20	0

**MARKETPLACE****WANTED**

**Ride**, to Southboro from Mendon/  
Bellingham St, will pay \$25/wk for gas, ext  
7989 or 478-0254 (Mendon).

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

**Roommate**, to find & share 2 bdrm apt for  
4/1, female, non-smoker, 798-3798  
(Shrewsbury).

**Roommate**, female to share newly  
renovated 2 bdrm condo, appl, laundry,  
parking, \$425/mo util incl, 485-7007  
(Marlboro).

**Roommate**, to share 3 bdrm home, frpl,  
professional female, 969-0512 (Newtonville).

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

**FOR RENT**

**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).

**Summer Rental**, Dennisport, contemporary,  
3 bdrm, 2.5 baths, porch/deck/balconies,  
frpl, cbl TV, dishwasher, wash/dry, walk to  
beach, \$900/wk, off-season \$600/wk,  
533-2184 (Medway).

**House**, 2 bdrm, Bourne, Cape Cod, 100  
yds to beach, playground/pool, small boats/  
windsurfing, \$450/wk June, \$550/wk July/  
August, 222-0883 (Attleboro).

**Ski Condominium**, near Killington, slps 6,  
\$450/Mon-Fri, \$265/Sat-Sun, 234-9714  
(Whitinsville).

**Apartment**, Shrewsbury, 3 rms, off-street  
parking, great location, avail 3/1/88, \$425/  
mo util incl, 755-3640 (Worcester).

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

**Cottage**, Cape Cod, West Yarmouth, priv  
beach, 5 min walk, \$350/wk, 835-6327  
(W. Boylston).

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

**FOR SALE**

**Dennisport**, 3-season cottage, 3 bdrm, frpl  
lvg rm, kitch, bath, outside shower, encl  
porch, 2/10 mi to Sea Street Beach,  
\$120K, 533-2184 (Medway).

**Leather Coat**, full lngth, blue, w/belt, sz 42,  
\$50, (401) 765-5348 (Rhode Island).

**Diamond Ring**, pear shape, more than 3/4  
karat, written appraisal - \$2800, asking  
\$2000, 883-3771 (Blackstone).

**Ladies Ski Boots**, sz 7, w/boot tree, used  
twice, \$40/BO, 765-4469 (Southbridge).

**Girls' Bedroom Set**, white, \$200, 877-9030  
(Framingham).

**Mens' Ski Boots**, sz 8 1/2, Nordica, 3  
seasons old, \$40, 879-4030 (Framingham).

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

**House**, 3 bdrm colonial, frpl w/woodstove,  
1 bath, near Rt 2, \$129,000, 534-4484  
(Leominster).

**Ski Boots**, Solomon SX-70, sz 8 1/2 - 9,  
rear entry, 3 yrs old, 277-1573 (Brookline).

**Lift And Lesson Ski Week**, 5 days,  
Killington, avail anytime except 2/15-2/19,  
\$150/BO, 646-9527 (Arlington).

**Furniture**, sofa, chair, La-z-boy, end tbls,  
well maintained, BO, 872-0798  
(Framingham).

**Items**, Nikonos 2 underwater camera,  
Subsea strobe, light meter, depth gauge,  
swim fins, Bac Pac, Vivitar 285 zoom flash,  
macro lens kit, BO, 263-7292 (Acton).

**Tires**, 4 Uniroyal P-235-75R-15 Tiger Pan  
radial mud & snow whitewalls, 4K mi,  
\$225/BO, 473-1629 (Milford).

**Casio Tone Keyboard**, 4 octaves, 12  
presets, 12 rythms, sm sz keys w/  
speakers, quiet, versatile, \$110, 966-0834  
(Bellingham).

**Condominium**, 2 bdrm, loft, garage, priv  
elev, incl property on river, appl, Exeter,  
NH, \$145,900/neg, (603) 772-3659 (New  
Hampshire).

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

**AUTOS**

'77 **Chevrolet Camaro**, 6 cyl, red interior,  
well maintained, \$1500/BO, 366-4399  
(Westboro).

'78 **Ford F150 Supercab Truck**, PS/PB, 8'  
bed/cap, stereo/CB, well maintained,  
\$2000/BO, 791-2765 (Worcester).

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

'79 **Chrysler LeBaron**, slant 6, 4 dr, auto,  
\$950/BO, 872-4735 (Framingham).

'80 **Pontiac Sunbird**, red, hatch, 4 spd, 6  
cyl, 97K mi, \$900, 692-4998 (Westford).

'81 **Suzuki 550**, red, faring, AM/FM radio,  
extras, for sale or trade for 18' fiberglass  
boat, 933-8140 (Woburn).

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

'82 **Buick Regal**, well maintained, AC, AM/  
FM cass, tilt steering, \$3400/BO, 692-5071  
(Westford).

'82 **Plymouth Horizon**, 4 spd, AM/FM, new  
tires, \$950/BO, 365-9366 (Clinton).

'83 **Mercury Grand Marquis LS**, 4 dr, full  
pwr options, 61K mi, well maintained,  
\$5795, 865-3641 (Sutton).

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

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

'84 **Audi 4000S**, ltd edition, silver, 5 spd,  
snrf, AC, cruise, Blaupunkt, 90K mi, \$7500,  
may be seen in Westboro, (603) 778-8713  
(Stratham, NH).

'85 **Renault Alliance L**, blk, 43K mi, snrf,  
AM/FM stereo, well maintained, \$3500,  
393-2945 (Northboro).

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

'85 **Toyota Corolla GTS**, 58K mi, AM/FM,  
AC, new tires, 278-3355 (Uxbridge).

'85 **Nissan Maxima**, 40K mi, loaded, well  
maintained, 435-5430 (Hopkinton).

'86 **Toyota 4 X 4 Truck**, ext cab w/bed  
liner, AM/FM stereo, tack odo, 17K mi,  
829-5758 (Holden).

'86 **Toyota Supra**, w/car cover, garaged,  
loaded, met baby blue, stand, \$15,950  
473-6321 (Hopedale).

'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.

TEXACO

3000

## **Sales Referrals Earn Employees \$1000 And \$2000 Bonus Payments**

Some things never change!!!

The best people we hire are still those introduced to the company by other employees.

The best products in the world still don't sell themselves. They need to be introduced to customers by knowledgeable Sales people.

And, Data General takes advantage of marketplace opportunities.

Right now, the market is right for introducing potential customers to the great line of Data General products. We need to add more experienced Sales people to the growing North American Sales Division (NASD) team.

If you refer a Sales person who is hired by the company, you'll receive a \$1,000 bonus. If it's your second or subsequent referral, you'll receive \$2,000.

It's simple:

Provide a resume or completed application to the Human Resources representative responsible for the opening. If you are not sure who to send it to, submit it to Referral Program, NASD Human Resources, MS A-237 in Westboro.

For further information about the program, you can send a CEO message to Lil Glockner at host system IMG003 in Westboro.

Everyone's eligible except the managers in whose organizations the openings exist and any employee in Human Resources.

Current openings exist for  
Sales representatives/Account Executives in:

### ***Eastern Operations***

Baltimore  
Charlotte  
Cincinnati  
Cleveland  
Detroit  
New York City  
Pittsburgh  
Tampa  
Washington, D.C.

### ***Federal Sales Operations***

Washington, D.C.

### ***Western Operations***

Dallas  
Denver  
Indianapolis  
Los Angeles  
Minneapolis  
Phoenix  
Santa Ana