

Mini News

News For The Employees of Data General

March 18, 1983



Paul Phaneuf



Phil Cousins

Paul Phaneuf Named Field Engineering Director

Paul Phaneuf has been appointed director of Field Engineering Marketing and Business Planning, reporting to Field Engineering Support Vice President Tony Nicoletti.

In this position, Paul will establish worldwide Field Engineering marketing programs, policies, business plans and strategic revenue objectives, as well as develop pricing for all products, advertising and promotional campaigns.

Paul has been with Data General Field Engineering for nearly four years. He was most recently manager of Marketing and Business Planning. Prior to that, he was manager of Marketing and Sales and manager of Marketing Planning.

A graduate of Norwich University, Paul holds a bachelor's degree in English and an MBA from Northeastern University.

Phil Cousins Named MOD Manager

Phil Cousins has joined Data General as manager of Management and Organization Development for North American Sales and the Systems Division. He reports to Eric Giskes, director of North American Sales and Systems Personnel.

Phil will be responsible for developing and managing an integrated human resource development program to meet the strategic and organizational needs of the Sales and Systems organization. He will be working closely with Corporate Management and Organizational Development and Marketing Training to address implementation of a new system for recruitment and internal development of Sales and Systems personnel; the identification and training of high potential people for management and executive Sales positions; and the implementation of an individualized career planning and development program.

The new manager comes to Data General from a consulting assignment with American Management Associations (AMA), where he worked with more than 250 corporations on the strategic planning and development of human resource systems and training technologies. Prior to his work at AMA, Phil was in sales and marketing with IBM's Science Research Associates subsidiary. While at IBM, he received the President's Informal Award for his outstanding contribution in the development of a marketing strategy for microcomputer courseware; was a five-time recipient of Leadership and Success awards; was a three-time officer of the 100% Club; and led his division in new product sales for five consecutive years.

Phil has just completed work on his doctorate in human resource management and strategic planning for information technology at Harvard University. He received his master's degree in organization development and instructional design at Antioch College and his undergraduate degree in philosophy at St. Mary's University in Baltimore.

Computer Information Systems Scholarships At Westbrook College

Westbrook College in Portland, Maine will award ten \$1000 scholarships annually to children or other dependents of Data General employees. The application deadline for these scholarships has been extended to May 1.

Scholarships will be awarded to students who complete the appropriate college application procedure and are accepted as first-time, full-time Day Division students in the Computer Information Systems program for either a two or four-year degree. Students can pursue either associate's or bachelor's degrees.

The Computer Center, designed as a "hands-on" learning laboratory dedicated exclusively to student academic use, opened in January. It was made possible with a gift from Data General of an ECLIPSE MV/6000 computer system. Limited class size assures close student-faculty contact, individual instruction and easy access to the terminals.

Applicants to the Computer Information Systems program should have a satisfactory secondary school record in a college preparatory or business program. College preparatory mathematics is recommended and job experience is helpful.

Admission, scholarship and financial aid information may be obtained by writing to: Director of Admissions, Westbrook College, Portland, Maine 04103.

New Prices For Magnetic Media and Ribbons

New prices have been established for Data General's line of computer supplies, specifically magnetic media and printer ribbons.

Prices have been reduced from two to 39 percent on all Data General magnetic media, including disc packs, cartridges, diskettes and tapes.

At the same time, prices of most Data General ribbons for hard copy peripherals have changed, with some increasing six to 20 percent, and others decreasing five to 21 percent.

The new prices are effective immediately. They reflect changes in Data General's costs, and will help the company continue to price competitively.

In addition to the price changes, Data General announced a one-time incentive offer that provides a further discount of ten percent on any single computer supplies item ordered from the Data General catalog within the next 60 days.

Westboro

People

Tom Crosby has been promoted to MIS manager and *Chen How Lee* to section manager for Marketing Sales and Information Systems, reporting to Director Jagdish Dalal.

Tom, who has been with Data General for several years, has been programmer, product support specialist and, most recently, manager of Operations and Technical Support for Marketing and Sales Information Systems (MSIS). He has an MBA from Babson College.

Chen joined Data General in June, 1980 as a senior systems programmer for MSIS. He holds master's degrees in computer science and statistics from the University of Pittsburgh.

Peter O'Dunne joins Corporate Purchasing as a senior commodity specialist, reporting to Commodity Purchasing Manager Jim Craig.

Peter moves to Westboro from the Clayton Manufacturing plant, where he was a senior buyer. His new responsibilities are negotiating and administering corporate contracts for capacitors, steel and aluminum, printed circuit board laminates, product hardware and electrical converters.

Peter has been with Data General for four years. He holds a BA in business administration from Lynchburg College in Lynchburg, Va.

Southboro

Manufacturing and Sales Together On MANAP

At first glance, you might think Manufacturing's only function is to build computers. While this is its primary activity, Southboro Manufacturing does much more than that.

Together on MANAP, a training program for Data General sales representatives, is an example of Southboro's diverse functions. It was developed by Manufacturing employees in conjunction with the Westboro-based Industry and Large Accounts Sales group. This one week intensive seminar familiarizes sales representatives with the varied applications of MANAP, a software package for materials management systems.

Course designer Valerie O'Connell explains the response to this seminar, first offered last December, was so positive that it was offered again this month. She states, "Plant Manager Dave Foran

was extremely enthusiastic when I asked about running the course with Southboro's support. This is a very sound concept. What better place is there for sales representatives to learn about Manufacturing than in a Data General plant with the help of our own Manufacturing professionals."

The seminar began with Southboro managers presenting overviews of operations in areas throughout Southboro as well as generic business-related manufacturing issues.

The main focus of this course is to utilize Southboro Manufacturing as a case study. During a tour of the entire plant, course participants observed first hand how the MANAP package can improve the work flow in a customer's manufacturing environment. This provided the sales representatives with an enhanced knowledge of their customers' needs, enabling them to return to the field well-prepared to sell MANAP.

A highlight of the course was a role-playing session. The Southboro managers assumed the role of manufacturing customers, giving the sales representatives an opportunity to "sell" MANAP to a manufacturing professional. The sales representatives could then experiment and sharpen their new skills while receiving immediate feedback from Southboro managers.

These week-long training sessions provide an opportunity to communicate. The success of the program is evident through the exchange of information between Manufacturing and Sales.

Nick Baker of Industrial Engineering states, "This program demonstrates Data General's approach towards opening lines of communication. It was obvious how much information we had to share with each other. We actually resolved several issues just by talking among ourselves."

The sales representatives agreed that understanding the process of building computers adds to their ability to sell. The learning was double edged, as the Southboro managers discovered that a lot of skill goes into selling products.



Manufacturing and Sales team up once again to sum up the week long training program.

Sales Representative Kathy Basemen had this to say about the week of training, "This course was excellent. The attitude, content and presentation were exceptional and the Southboro employees provided insights and information we couldn't have gotten anywhere else. An added bonus which would have justified the course by itself, was discovering that manufacturing attitudes and issues are clearly aligned with ours in Sales. It was great to get to know people from Manufacturing."

A First For Pressroom PRIDE Circle



General Manager of Northeast Manufacturing Operations Roy Fortney (second from left) congratulates PRIDE Circle Leader Pat Yoemans (second from right) and Circle members (left to right) Rich Bernier, Bill Hickey, Scot Lamothe and Harvey Levinsky for their excellent presentation.

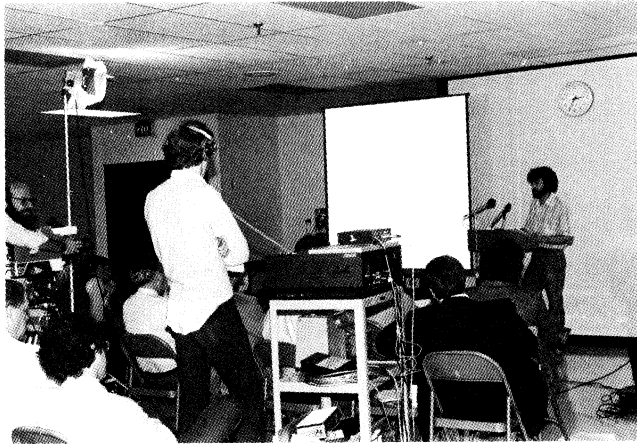
Southboro's Pressroom PRIDE Circle has taken their winning presentation one step further. They are the first PRIDE Circle in the United States to be videotaped. The taping took place during a quarterly meeting of Manufacturing managers held in Westboro.

Director of Manufacturing Planning John Kavazanjian introduced the Circle stating that the Circle "had been invited to Westboro at the recommendation of Manufacturing Vice President Dave Chapman because of the exemplary quality of the group's presentation."

PRIDE Circle Facilitator Joe Crisefulli briefed attendees on Circle activities and then turned the floor over to Leader Pat Yeomans. Pat discussed the Circle's history and outlined the subject of the Circle's presentation. Other speakers were Bill Hickey, Rick Bernier and Scot Lamothe.

Since the initial presentation, all of the solutions the Circle recommended have been implemented. The Pressroom inventory counts are now kept on a data base and all parts, such as inks and printing chemicals, are stored in centralized locations.

Facilitator Joe Crisefulli states, "This has been a great experience for all of us. When a Circle receives this kind of appreciation it is really gratifying."



All eyes are center stage while Rich Bernier is videotaped during a quarterly Manufacturing managers meeting in Westboro.



Complex Test employees display their banner: (front, left-right) Audie Reynolds, Tom Gallant, Bob Nemet, Kathy Shuras, Craig Graham and Bob Hector; (back, left-right) Supervisor John Snyder, Dennis Maloney, Charles Tutterman, Terry Topham, Greg Russell, Natale Montecalvo and Charles Seamans. Missing: Ana Rodrigues, Joao Moura and Don Baca.

Southboro Succeeds In Quality

Software Distribution's Pre-Kitting operation, Systems Integration Operation's (SIO) Complex Test and Metal Fabrication's Paint Shop and Assembly area have received Quality Improvement Area Awards. The three groups were selected for the contributions they made toward meeting set quality goals.

The Pre-Kitting team received the award for instituting a new procedure to inspect and sample from all factory order lots prior to final quality control inspection. This requires minimal labor and cost while significantly reducing defects per unit (DPUs).

Complex Test (first and second shift) won the award for reducing DPUs to 50 percent lower than established goals. The area also accomplished substantial reductions in systems test dwell-time for the ECLIPSE MV / 6000 and ECLIPSE MV / 8000 systems. These goals were realized through the quality awareness and dedication of Complex Test personnel.

The Paint Shop and Assembly area (first and second shift) has received the award for a second time. Effective teamwork has resulted in a 0 percent defect rate. The excellent communication between employees in this area has enabled them to meet this extremely challenging goal.



Second Shift Complex Test Awards winners are: (front, left-right) Kathy Linton, Dave Champagne, Jose Costa, Billy Rouille and Freda Branowick; (back, left-right) Jim Peet, Tony Roxo, Ray Trudel, Tom Achilles, Ray Castiglione, Dave Halliday, Mike Gauthier, Supervisor Robert Smith and Joe Meehan. Missing: Ann Castiglione and Marion King.



Additional winners from Complex Test are: (front, left-right) Supervisor Ron Scalcione, Daryl LaForce, Mike Loftus and Dave Gallant; (back, left-right) Mike Boucher, Bernie Mullahy, Andy Luke, Frank Piechowick, Ron Cartier and Lenny Mutschler. Missing: Ed Crawford, Jose Gomes, Bill Heldenbergh, John Loos, Mike McKeown, Peter Totas and Frank Britt.



Software Distribution's Pre-kitting operation employees who won the Quality Improvement Area Award are: (front, left-right) Debbie Belmonte, Maria Tebo, Maria Sousa and Stacia VanKaressen; (back, left-right) Supervisor Bill Ketchen, Barbara McComiskey, Fernanda Ferreira, Isaltina Sousa, Mary Scerra, Maria Moura and Maria Monteiro. Missing: Jean Bucaia, Donna Trahan, Isaura Costa and Erminda Teixeira.



Second time Quality Improvement Area Award winners from the Paint Shop are: (front, left-right) Maria Figueiredo and Mark Brigham; (back, left-right) Supervisor Larry Bliss, Joe Witkowski, Karl Taylor and Bob Bartlett. Missing: Ted Cugini, Jim Bolack, Dick Denning, Laurinda Moutinho and Peter DeCarrollis.

corporate library will be available in Milford if needed.

A Library Committee has been formed to help identify the needs of the library's users. Comprised of participants from the following organizations: Marketing - Chantel Van Lede; MIS - Tom Adrien; and Engineering Services - Dennis Symanksi and Priscilla Francis, the committee will meet periodically to review requests for additional publications.

Contact any member if you have suggestions. The library's extension is 2098.

People

Three employees have joined the Field Engineering the Technical Publications area.

Marcia Pereira joins as an editor responsible for the production of maintenance manuals for Data General hardware products.

Marcia, who has been working for Data General as a contract worker during the past year, has a BA from the University of Rhode Island. She reports to Supervisor Bill Hoerman.

Mike Colantoni and *Leonard Grimes* come to Data General as technical writers.

Mike, who reports to Supervisor Bruce Paradee, is responsible for writing maintenance documentation for Communications I/O products and small systems. Mike comes to Data General from Honeywell.

Len writes maintenance documentation for large systems. He was previously employed at Raytheon Service Company. Len reports to Supervisor Ron Smith.

Activities

Cruise To Nova Scotia

A cruise to Nova Scotia has been scheduled for the first weekend in May. The M/S Scotia Prince will leave from Portland, Maine at 9 p.m. on Friday, May 6 and return to Portland on Sunday, May 8 at 8 p.m. The price for Data General employees, family and guests is \$99 per person, double occupancy (category C - upper and lower berth with wash basin) or \$116 per person, double occupancy (category B - two lower beds with private bath). Price includes: selected passenger accommodations, buffet breakfast and dinner aboard ship plus overnight at the Colony Motor Inn in Yarmouth. Make checks payable to: Heritage Travel. Send check with request to Francine DiFilippo, MS D127 in Westboro. Informational flyers are available at each facility in Personnel.

Milford

Field Engineering Library To Open Monday

The new Field Engineering library located on the third floor at Milford will open on Monday.

Library hours will be from 9 a.m. to 3 p.m. weekdays. Use of periodicals and newspapers will be restricted to the library.

The library includes materials in reference to industry periodicals and journals; IEEE standards and publications; limited scope reference materials such as marketing manuals, management tools, self-study courses and vendor listings and catalogs; Data General publications; and access to subscription information services. Material in the Westboro

Winterfest Cancelled

Winterfest, scheduled for Saturday, March 19 at Mt. Wachusett has been cancelled. Contact the ticket coordinator at your location for a complete refund.

Dasher Biathalon

The Dasher Road Race committee is planning Spring races for Friday, May 13. Like last year, employees can enter either a 13-mile bike race, or three-mile and 10K (approx. 6.2-mile) road races. In addition, if there is enough interest, a biathalon may be added. Contestants in this event would run a 3-mile course after completing the 13-mile bike race. To enter this competition, send your name, extension and mail stop to: DASHER BIATHALON, MS C223 in Westboro immediately .

Backcourt News

The Data General Basketball League congratulates Vic Becker of the Bullets for being last week's game high scorer with 26 points.

The league's current standings are: SID (11-0); Hornets (9-2); Lakers (8-3); Bullets (8-3); Dogs (4-7); Techs (2-9); Terminators (2-9) and Hoopsters (0-11).

Next week, SID will play the Bullets in Game 1; Hoopsters vs Terminators in Game 2; Lakers vs Hornets in Game 3 and Tech vs Dogs in Game 4.

Toastmasters Welcome Guest Speaker

The Data General Toastmasters will feature a guest presentation by Dr. Bettye Lewis-Underhill on March 23. Her talk will focus on career/life planning and is entitled 'Looking The Rest Of Your Life In The Face.' All employees are welcome to attend. The meeting, which begins at 11:45 a.m., will be held in the Guest Marketing Conference room located in Building 14B, Module F.

Livingston Taylor At Cultural Center

Livingston Taylor will perform Saturday, March 26 (8 p.m.) at the Data General Cultural Center in Woodstock, Conn. Tickets are \$6.50. Contact Rita Fristoe at extension 4712 for reservations.

Movie Theatre Tickets

Sack Theatres joins General Cinema and Showcase Theatres in offering employees discount movie passes. For tickets contact Kyle Mahoney in Westboro (x4602, MS B111), Beth Peduto in Milford (x2019, MS MM-7) or Ellen Archambeault in Southboro (x7403, MS 4-0). The price is \$2.50 per

ticket and are good for all movies unless specified in promotional advertisements.

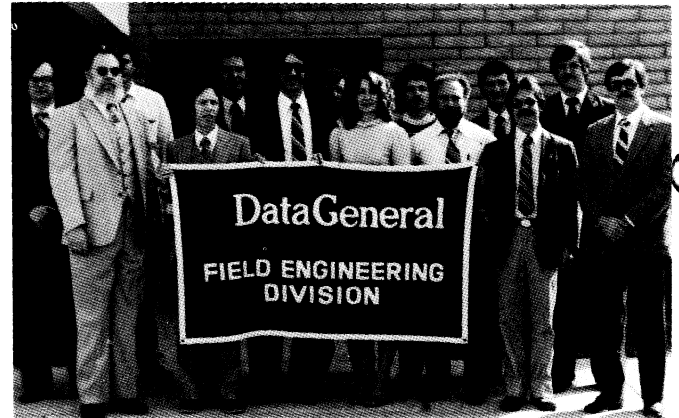
Travelers Attention

Employees planning a trip scheduled through International Weekend or G.W.V. Travel should make checks payable to HERITAGE TRAVEL. Questions should be directed to Francine DiFilippo on extension 4512 in Westboro.

Like To Travel?

Volunteers are needed for a travel committee which will determine destinations and schedule group travel opportunities for Data General employees, their families and friends. Send name, extension and mail stop to: GROUP TRAVEL, MS D127.

DIGEST



Awards The Albuquerque, New Mexico Field Engineering branch office was honored at the recent Field Engineering Excellent Service Awards Conference for recording the highest level of customer satisfaction of any Data General branch office in the United States. The branch services customers in New Mexico, Southwest Colorado and El Paso, Texas. Proudly posing with the banner which they were awarded in recognition of their fine service are (back row, left to right): Ross Palmer, Tony Cable, Chuck Minana, Scot Parker, Buzz Tyler, Dick Gomulka and Jim Conway. In the first row are (left to right): Jim Brown, Jerry Faudree, Ken Payne, Carol Skaggs, Rich Haber, Jim Davies and Jack Beal. Not pictured are Don Fowler, Don Ricker, Peter Stacey, Dan Gallagher, Raul Granado, Henry Medina and Dan Sabo.

New Homes The Data General Sacramento, California office has moved to University Park Financial Center, 3 Parkcenter Drive, Suite 100, Sacramento, California 95825-5479. The Sales and Systems phone number is: (916) 920-0901. The Field Engineering phone number is: (916) 920-5926. The TW number remains: K323. . . The El Paso, Texas Field Engineering office address is: Data General Services, Inc., 9434 Viscount, Suite 134, El Paso, Texas 79925.

Classifieds

POOL IT

Marlboro/Rte. 20, Paula, to DG-Webo, hrs. 7-3:30, flex., will help w/gas, x6146 or 485-2404 (Marlboro).

Newton Corner, Claudette, to DG-Milf., hrs. 8:30-5, flex., x5422 or 527-2085 (Newton Corner).

Wayland, Jay, to DG-Webo, hrs. 9-5:30, flex., x5497 or 653-7133 (Wayland).

Brookline/Newton area, Dee x4356, to DG-Webo, hrs. 8:30-5, van pool, wkly./daily, \$2.50/day, 277-7305 (Brookline).

Boston, Mark, to DG-Webo/Sobo, hrs. 8:30-5, x6207.

MARKETPLACE

FREE

Weimaraner, AKC registered, w/papers, 473-3770 (Milford).

LOST

Panasonic Tape Recorder, w/tape, left in Guest Mktg., sentimental value, x4349.

FOR RENT

Apartment, 3 rms., 1 1/2 bths., priv. ent., \$425/incl. utils, 366-7926 (Westboro).

Summer Cottage, Dennisport, 2 bdrm., walk to beach, mo./seas., 359-6852 (Medfield).

Apartment, Northboro, 4 rms., 2 bdrms., 400/+ utils., 393-9250 (Westboro) eves.

Apartment, 3 bdrm., 1st flr., \$375/+ utils., 883-3625 (Bellingham).

Apartment, 2 bdrm., appl., garage, \$375/+ utils./sec. dep., 478-6358 (Milford) days.

Summer Cottage, mo./seas., Wells, Me., 485-8705 (Marlboro).

Trailer, mo./sea., Wells, Me., 1 mi. from beach, 485-8705 (Marlboro).

Summer Cottage, mo./seas., Dennis, Cape Cod, 473-4347 (Milford).

Condo, lg., Westboro, 2 bdrm., \$450/mo., 393-3593 (Northboro).

WANTED

Roommate, Marlboro, \$210/mo., 1/3 utils., 485-5839 (Marlboro).

Babysitter, Sterling, 7:30-5 days, 422-7563 (Sterling) eves.

Apartment or House, to rent, near Westboro, 366-2846 (Westboro).

Housemate, prof. m/f, \$200/+ heat, util., 366-0539 (Westboro).

South Bend Fly Reels, models 1122-1144, for pts., 869-2597 (Bolyston).

Apartment Westboro/Northboro/Shrewsbury area, 4/5 rms., 791-4911 (Worcester).

Mechanic/Artisan, to restore '35 Chevy Master, 431-7265 (Wellesley).

Housecleaner, recommendations being taken, Wellesley area, 431-7265 (Wellesley).

Colecovision Game Cartridges, 877-8111 (Framingham).

Tickets, 3-4 to Hall and Oates concert, 877-8111 (Framingham).

Roommate, Whitinsville, female, 6 rm., \$140/mo., 1/2 utils., incl. oil heat, 234-3521 (Whitinsville).

Wall Paper Table, or 6 ft. to 8 ft. folding table, 473-4347 (Milford).

'70/'73 **Firebird**, pts, gd. trans., rear 1/4s/frame, 764-8886 (Southbridge).

FOR SALE

Kenmore Dryer, 2 yrs. old, \$150/best offer, 926-8093 (Watertown).

Kitchen Table, 6/chrs., \$50; full bd. frame, night stand, \$50, 473-4730 (Milford).

Portable Sewing Machine, w/case & accessories, zigzag, 278-6033 (Uxbridge).

Skis, Rossignol Concorde, 185cm, binding holes; Krystal Foamcore 185cm, never used, taking offers, 648-1538 (Lexington).

Complete Ski Outfit, Fisher Fire 170 skis w/ski handles; Look 182 bindings; Tomic Poles 45 in; Dynafit boots, sz. 9; Allsop Boot Carrier; Roan ski suit sz. 38/32 med., all for \$150, 485-2404 (Marlboro).

Atari Cartridges, from \$6 to \$16, 481-2788 (Southboro).

Double Bed Wood Frame, hdbd., ftbrd., best offer, 648-1538 (Arlington).

IBM Executive Typewriter, gd. cond., \$225, 485-1304 (Marlboro).

House, Newton, 3 bdrms., 1 1/2 baths, mdrn. kchn., 332-1022 (Newton).

Television, Sears 19 in., b/w, w/stand, \$30/best offer, 877-8111 (Framingham).

Land, 45,000 sq. ft., wooded lot, town water, perk tested, \$27,000, 473-0635 (Milford).

Boat, 12 ft. alum. Aeracraft, 3 1/2 h.p. Chrysler eng., \$950/firm, 755-1900 (Worcester).

Yamaha Folk Guitar, \$175/best offer, 839-3586 (Grafton).

Shugart Disk Drives, 8 in., \$200/ea; 2 summer tires, F78-14 w/w for Aspen, \$75, 852-2134 (Worcester).

Boat, 16 ft. alum. Chris Craft, 40 h.p. mtr; gate trailer, \$850, 473-3721 (Milford).

Old Fashion, bathtub, sink, and toilet, best offer, 473-7842 (Milford) eves.

Hamsters, 2 for \$4; cage, etc., \$14, 485-7461 (Southboro).

Sofa, ottomans, converts into circ. bd., \$125, 875-3389 (Framingham).

Stereo Stand, Gerdow 2240, \$195 753-4060 (Shrewsbury).

Raleigh Pro, 21 1/2 in., Campy Chinneli, 834-7065 (Marshfield).

Simpson Helmet, mdl. 32, new, \$150, 966-0284 (Bellingham).

Kitchen Set, Octagon table, grn., 5/chrs., \$75, 966-0284 (Bellingham).

Livingroom Set, colonial, \$150, 478-3877 (Hopedale).

Autos

'66 **BMW R60**, 1/2 fairing, European forks, needs work, \$750, 839-9114 (Grafton).

'70 **Volvo 1455 Station Wagon**, auto., some rust, \$650/best offer, 969-2867 (Newton).

'73 **AMC Matador**, 6 cyl., best offer, 69K, 875-6435 (Framingham).

'73 **T-Bird**, loaded, needs exhaust, \$400/best offer, 845-9437 (Shrewsbury).

'73 **Opel Manta Luxus**, 6 radials, 20K, 6 radials, \$1,200, 653-7133 (Wayland).

'73 **Buick LeSabre**, 2 dr. hdt., new battery, \$1,350, 435-3064 (Hopkinton).

'73 **Oldsmobile Omega**, 2 dr. Hatchback, PS, auto., 6 cyl., \$895/best offer, 865-9538 (Millbury).

'74 **Ford Pinto**, new paint, radials, reg. gas, \$1250/best offer, 478-4197 (Medway) eves.

'75 **Plymouth Wagon**, \$1200; 2 Keystone rims, 14 in., \$60, 473-1539 (Upton).

'76 **CB360T Honda**, \$400, 234-9210 (Whitinsville).

'77 **Kawasaki KD100**, ex. cond., beginner's bike, \$300/best offer, 473-3770 (Milford).

'77 **Corvette**, auto. trans., a/c, ps, pb, \$9,000/best offer, 473-0635 (Milford).

'77 **Chevy Impala**, 4 dr., 8 cyl., a/c, \$3200, 872-0507 (Framingham).

'78 **GMC**, V8, 350, 54K, ps, pb, 365-6689 (Clinton).

'78 **Horizon**, auto., ps, frt. whl drv., \$2750, 478-4316 (Hopedale).

'78 **Plymouth Horizon**, 4 dr. htchbk., 4 whl. drv., 842-1976 (Shrewsbury).

'79 **International Rally Sport Scout II**, 4 wd, pb, ps, auto., \$5300, 839-6288 (Grafton) eves.

'79 **Toyota Corolla Deluxe**, 4 spd., am/fm, new brks., 791-0851 (Worcester).

'80 **KZ1000**, blk., \$2400, 366-1581 (Westboro) eves.

'80 **650 Custom Honda**, \$1500, 278-6276 (Uxbridge).

'80 **Chevette**, radials/snows, rust prf., am/fm, \$3175/firm, 393-7130 (Northboro).

'81 **Yamaha Maxim**, 4 cyl., gd. cond., best offer, 562-7296 (Hudson).

'81 **Plymouth Horizon Miser**, new brks./whl. bearings & tune-up, \$4500/best offer, 828-9420 (Canton).

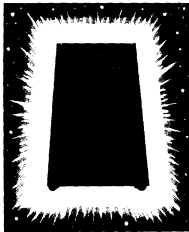
'81 **Ford Mustang Hatchback Louvers**, blk., 568-8068 (Hudson).

'81 **Ford Mustang**, T-rf, new paint job, \$6200, 966-0284 (Bellingham).

'81 **Ford Mustang**, T-rf., 4 cyl., 4 spd., \$6700, 568-8068 (Hudson).

'82 **Honda Accord**, 4 dr., a/c, am/fm, ps, pb, \$9600, 366-0103 (Westboro).

AT 11 A.M. ON MARCH 2ND, THE VAX™ WAS ECLIPSED.

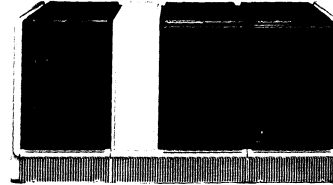


If you decided to buy a computer system before 11 A.M., March 2nd, it was possible to make a purchase decision without fully considering Data General.

But on that date, the world changed.

At 11 A.M., we introduced the most powerful 32-bit virtual supermini ever produced by a computer company. Our Eclipse™ MV/10000.

Yet the Eclipse MV/10000 is only the most recent in a series of steps we have taken to make Data General computers overshadow Digital's entire line of VAX computers.



So now, if you do a full evaluation of computer systems, the VAX no longer comes out ahead.

PERFORMANCE. The Eclipse MV/10000 executes 2500 kwets/sec. And transfers I/O at 28.6 mb/sec. The VAX 11/780 executes* 1200 kwets/sec. And transfers I/O at 13.3 mb/sec. A comparison that's no comparison.

RANGE. With the Eclipse MV/10000, Data General has a broader line of 32-bit computer capability than Digital. Which means a Data General computer will better fit your exact needs. Whatever those needs may be.

PRICE. When you compare Data General Eclipse MV computers against Digital's VAX computers on the basis of price,* you get a very interesting perspective. The Eclipse MV/10000 has the same price as the VAX 11/780, but twice the performance. And the recently announced Eclipse MV/4000 has twice the performance of a VAX 11/730 at the same price.

COMPATIBILITY. We at Data General have made it a top priority to make our system's software and I/O compatible. So if your needs ever change, you can take your investment in software and peripherals onto other Data General computers. Which is something you can't do with Digital's VAX computers.

GRAPHICS. Also, we fully support our own color graphics terminals, high resolution color workstations, color graphics controllers and standard GKS software. All of which make the job of integrating your total application considerably easier.

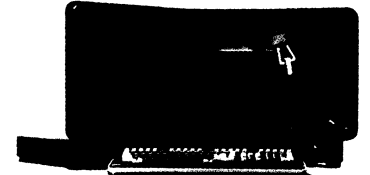
SOFTWARE. Data General has the full range of systems software you'll need for whatever you need to do. Including a 32-bit Real Time Operating System. (Something else Digital doesn't have.)

Our systems software covers a wide range of applications – including Data Communications, Networking, Time-Sharing and Office Automation. Plus all the standard development languages. All to industry standards. And third-party applications software for mechanical, electrical and architectural engineering; imaging and process control.

SUPPORT. We do more than make computers today. We work with you to make your projects succeed. By going out of our way to be both accessible and helpful. With things like marketing support, a national phone center and remote diagnostics. In fact, we're offering uptime guarantees of up to 99%.

So when you look at where Data General is today – and where the competition is today – the VAX has been ECLIPSED.

For additional information contact Don McDougall, Director, Technical Products, M.S. F134, Data General Corporation, 4400 Computer Drive, Westboro, MA (617) 366-8911.



 Data General