

# Mini News

## News For The Employees of Data General

---

October 28, 1983

### Revenues And Earnings Up

Data General this week announced increased revenues and earnings for both the fourth quarter and fiscal 1983, which ended September 24.

For the year, revenues of \$828.9 million represent a three percent increase over 1982 revenues of \$805.9 million. Net earnings of \$23.1 million, or \$1.93 per share, compare to last year's earnings, before extraordinary gains, of \$19.9 million, or \$1.83 per share. Fiscal 1982 earnings after extraordinary gains were \$24.7 million, or \$2.28 per share.

Data General's income from operations (revenues less expenses, before other income/expense and before taxes) for the year was \$36.5 million, compared to \$35.9 million last year.

#### Fourth Quarter

Revenues for the 16-week fourth quarter were \$271.8 million compared to \$251.8 million last year. Earnings during the period were \$10.7 million, or \$.86 per share, compared with net earnings of \$580,000, or \$.05 per share, for the same period last year. Income from operations for the fourth quarter was \$16.2 million, compared with \$130,000, 0.1 percent of revenues for last year's fourth quarter.

The improved fourth quarter over last year is attributed to a moderate improvement in equipment sales and continued successful cost containment efforts.

"We have seen a steady, though moderate, improvement in orders," says President Ed de Castro. "I believe the improvement can be attributed both to the excellent reception for our new products and to the general improvement in the economy.

"We are particularly pleased with the acceptance of our 32-bit superminicomputer systems, our desktop computers and our office automation offerings.

"Our current product offering is the most competitive it has ever been and I believe we are well positioned for future success."

### Two-For-One Stock Split

Data General has declared a two-for-one stock split payable on November 18, 1983 to stockholders of record on November 7, 1983.

The split comes in the form of a 100 percent stock dividend on Data General's common stock, \$.01 par value. This increases the company's outstanding shares to 22.6 million from 11.3 million. As a result of the split, net earnings per share for the 1983 fiscal year would be \$.96 as compared with net earnings before extraordinary gains of \$.92 for the prior fiscal year calculated on a similar basis.

Because of the two-for-one stock split, the opening day (August 1, 1983) price of the current Employee Stock Purchase Plan period will be \$28.25. Stock options will double in terms of number of shares and options prices will be halved.

### Data General Debuts On The Airwaves

A series of three commercials describing the advantages of Data General computers debuted this week on television stations in Boston, New York City, Washington, D.C., Chicago, San Francisco, Los Angeles, Dallas and Detroit.

The commercials, which will appear regularly throughout the fall, complement advertisements which have been appearing in trade and business publications.

Next week, the commercials will be telecast on Boston television stations during the CBS, ABC and NBC national news at 7:00 p.m. and the local late night news at 11:00 p.m. on channels 7, 5, and 4. In addition, the commercials can be seen during:

- NFL Monday Night Football - WCVB-TV - 9:00 p.m.
- St. Elsewhere - WBZ-TV - Tuesday at 10:00 p.m.

## Ada Marketing Group Formed

An Ada Marketing Group, responsible for addressing the requirements of the government and technical marketplaces, is being formed within the Technical Products Division (TPD).

*Lee Ehrlichman* has been named manager of the Ada Marketing Group, reporting to Don McDougall, TPD vice president and general manager.

Ada - trademarked by the U. S. Department of Defense - is expected to become the single computer language for all branches of the military by 1985. In May of this year, Data General, in agreement with Rolm Corporation, introduced a family of software development work centers for Ada programs based on ECLIPSE MV/Family computers. The Data General Ada compiler subsequently became the first from a minicomputer manufacturer to be validated by the Department of Defense.

Lee was most recently marketing manager for the Japanese Business Development group. Prior to that, he was a Sales branch manager and sales representative. He joined Data General in 1977 from Burroughs Corporation.

Lee has a bachelor's degree in psychology and a master's degree in marketing from the University of Arizona.

## Helping Data General Comply



*Tom Fitzpatrick, Dean Sasek and Bob Conlee (left to right) discuss Data General's compliance with FCC regulations at last week's recognition dinner.*

Their rallying cry was October 1, 1983, and as far as they ever were concerned, that's all that had to be said.

For the past three years, employees from throughout Manufacturing, Peripherals Development, Marketing, the Systems Development Division, Special Systems, Engineering Services and Support, and Field Engineering have been striving to help Data General meet the Federal Communications Commis-

sion's (FCC) regulations for the level of electromagnetic and radio frequency interference that can be emitted by computer products. When the regulations were adopted in 1980, the government agency set October 1, 1983 as the deadline for which all manufacturers had to have their existing products comply.

The interference caused by electronic equipment can disrupt video as well as audio signals.

With October 1 now four weeks past, the project was accomplished with flying colors as 54 different products have been "hardened" to meet the regulations. "That," says Dean Sasek, a Manufacturing program manager, "is an accomplishment which everyone associated with this project can take a great deal of pride in. We achieved our goal and have made our products even stronger for it."

According to Dean, cables, chassis and other assemblies which go into Data General computers and peripherals are taking on a different look to insure they comply with the FCC regulations. "For instance," says Dean, "cables are packaged differently and are now double shielded in foil and braid."

Another advantage for Data General, says Dean, has been a streamlining of its product line. "Some older equipment which had sold at low volume was not modified and dropped from our product line."

In appreciation for their outstanding achievements, more than 150 employees from Westboro, Southboro, Milford and Westbrook were honored last week for helping Data General conform. "T-shirts and plaques were presented to all contributors," says Dean. "But more importantly, the event was really an opportunity to just say thanks to everyone who worked on the project. They did a super job."

## November Schedule For Boston Education Center

Customer Educational Services (CES) courses are open to all Data General employees. Classes are held at the Boston Education Center, 2400 Computer Drive in Westboro. Courses last from two to five days and cover a variety of Data General software and hardware products.

For more information on CES courses, or to enroll in any course, call Central Information/Registration at extensions 4096 or 4097 in Westboro.

Courses offered in November include:

#	Course Title	Dates
S102	NOVA Assembly Language Programming	11/7
S220	Managing XODIAC System Resources	11/8
S128	Interactive COBOL Programming	11/14
S209	AOS and AOS/VS User	11/14
H101	Diagnostic Operating System User	11/14
S316	DG/DBMS Utilization and Design	11/14
S219	Managing AOS System Resources	11/21
SH109/VS	AOS/VS Operator	11/28
S105/VS	ECLIPSE MV/Family Assembly Lang. Programming	11/28
S412	AOS/VS System Performance Workshop	11/28
H100	Data General Computer Architecture	11/28

## Westboro

### People In Places

**Wendy Ruess** has joined the Information Systems Division (ISD) as manager of Market Development, reporting to Marketing Support Director Jim Hertzell. She is responsible for product announcements, and overseeing all marketing support programs directed at the media, consultants and prospective customers.

Wendy comes to Data General after four years at Wang where she most recently had been a branch manager in Pittsburgh, and a marketing manager before that. Prior to joining Wang, she was with IBM Sales for three years.

Wendy holds an MBA from Harvard University and a BA from St. Lawrence University.

**Valerie Hare** has been appointed a visit coordinator within ISD to serve as a liaison between Guest Marketing and ISD during customer visits. She reports to Dick Stone. Valerie is a recent graduate of the University of Hartford where she received a BS/BA in marketing with a concentration in computer science. She is currently pursuing an MBA at the same school.

**Himanshu Shah** and **Yefim Rabin** have joined the Systems Development Division's (SDD) Language Systems area as programmers.

Himanshu will help to enhance languages operating on the Advanced Operating System/Virtual Storage (AOS/VS). He reports to Mike Meissner. Prior to Data General, Himanshu was with Systems Architects, Inc., Whidden Memorial Hospital and Faulkner Medical Labs, Inc. He holds a BS from the University of Gujarat in India, an MS in microbiology from the University of Bombay and an MS in computer science from the University of Lowell.

Yefim will be responsible for developing advanced languages. He reports to Vijay Masurkar. Yefim comes to Data General from Ryan-McFarland Corporation and, before that, Computer Sciences Corpora-

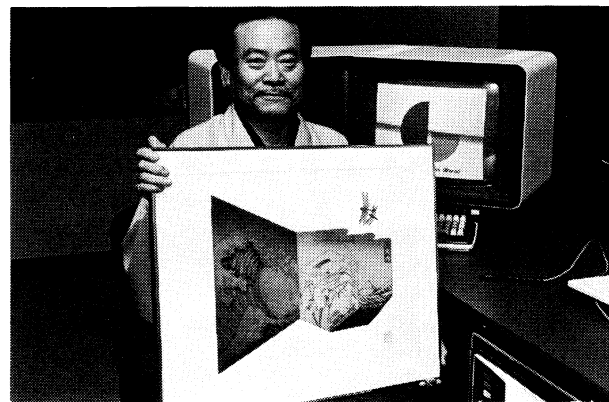
tion. He holds an MS in computer science from West Coast University and an MS in electrical engineering from Moscow Electrotechnical Institute.

**Joan Walentuk** has been named an associate technical writer within SDD's Software Documentation area, responsible for writing documents to support scientific languages. She reports to Manager Marguerite Krupp. Joan most recently had been a public relations assistant with the Independent Insurance Agents Association of New York, and a reporter with the Watertown, N. Y. Daily Times. She has a BA in journalism from Syracuse University and an MS in technical writing from Rensselaer Polytechnic Institute.

**Richard Spool** comes to Marketing Education as a training specialist responsible for developing and conducting advanced training programs for systems engineers, as well as new product and advanced technical information classes. He reports to Professional Development Manager Ted Dumas. Before joining Data General, Rich was with American Fiduciary Corporation and Artificial Intelligence Corporation prior to that. He holds BS and MS degrees in math from the University of Florida, and an MA from Brandeis University.

**Lise Gramolini** has joined Data General as a senior Personnel representative serving employees within Engineering Services and Support. She reports to Personnel Manager Ann Smith. Lisa had been a staffing supervisor and employee relations representative at Texas Instruments prior to coming to Data General. She holds a bachelor's degree from Rhode Island College.

### An Artistic Touch



Japanese artist Ouchi Makoto visited Data General in Westboro recently on his way to Baltimore where his work currently is being displayed. Ouchi is best known by Data General's fiscal 1982 Million Dollar Club sales representatives who received prints entitled "Fuji" (above), which is Ouchi's composite of cultural and historical symbols of Japan. During his visit, Ouchi viewed Data General products, including the GW/4000 Expert Workstation. While he is famous for his use of shapes and colors, Ouchi, nonetheless, marveled at the colorful capabilities of the ECLIPSE MV/4000 computer-based graphics product.

## Southboro

### Graphics Education Supported By RDS Employees

Wayne Eaton, manager of Graphics Production and Terri Thibault, forms coordinator in Graphics Engineering, share an interest beyond their work in Reproduction Distribution Services (RDS).

Wayne and Terri volunteer their experiences and talents to the Assabet Valley Regional Vocational High School located in Marlboro because they believe it is important to support the education of young people who select to enter specific vocational training programs.

Assabet offers 19 such programs, ranging from auto mechanics and major appliance repair to graphic arts. Approximately 1500 students from seven towns attend the school. Each program is supported by an Advisory Committee, comprised of members from the professional community. These committees elect a chairperson yearly. The chairpersons form a general Advisory Board which works closely with school administrators to help keep courses up-to-date.



*Southboro Graphics employees who have graduated from local vocational high schools are pictured here with Wayne Eaton (front row, far right), RDS Graphics Reproduction manager. In the front row are (from left): Sue Nowlan, Blackstone Valley Technical High School and Terri Thibault, Assabet, and back row (from left): Brendan Flaherty, Assabet; George Palker, Blackstone; Scot Lamothe, Blackstone; Karen Callahan, Assabet; and Ken Montgomery, Assabet.*

During the past three years Wayne has served as the Graphic Arts Committee Chairperson and in that role has played an important part in enhancing the graphics program the school offers. "Together, committee members discuss curriculum and make suggestions on courses that should be offered. We recommend equipment best suited for the program. The support we provide helps the administration structure courses to assure job placement for students after graduation."

Wayne recently stepped down from this position a few weeks ago and in his place, Terri was selected as this academic year's chairperson. As a 1982 graduate of the school, Terri believes she has many things to offer both the Graphics Advisory Committee and the General Advisory Board. "Now that I am working I understand what students need to get ahead after they graduate. But I am close enough in age to relate how they feel as students and what makes a program interesting and enjoyable."

Joe McGillicuddy, assistant vocational chairman of Assabet explains that the support given by professionals is appreciated by the school administration. "The committees are a valuable resource for our programs. The school stays on top of industry standards by working with people like Wayne and Terri." Wayne adds, "Industry benefits too, by helping keep vocational schools aware of equipment and employer expectations so that companies such as Data General are able to hire well-trained trades people for areas such as Graphics Reproduction."

### People

**Paul Venti** and **Nick Paolillo** have been promoted within the Systems Integration Operation's (SIO) Test Engineering department.

Paul has become an associate test engineer, responsible for supporting the ECLIPSE MV/10000 computer. Prior to this position, Paul was a senior technician in SIO Engineering. He currently is pursuing a degree in management at Assumption College.

Nick has become a test engineer, introducing Data General's peripherals to Production and Test. Before this, Nick was a technician specialist in SIO. He is enrolled in a management degree program at Northeastern University.

Paul and Nick report to Tim Dalton, SIO Test Engineering section manager.

### November PRIDE Training Coming Up

PRIDE Circle Leader Training has been scheduled for November 7, 8, 9, and 10 and will be held in Building 4's new Training area. During the four-day seminar, employees will learn all the techniques necessary to become a PRIDE Circle leader.

According to PRIDE Circle Facilitator Joe Crisefulli, this seminar is open to any employee interested in developing stronger communication skills. "All the standard PRIDE Circle techniques such as brainstorming, group dynamics and problem solving are very useful in business and personal endeavors, therefore the course is open to any employee who wishes to develop these skills even if they do not anticipate starting a Circle." To sign up for November's session call Joe at extension 7944 or Facilitator Steve Phaneuf at extension 7030.

## Milford



### Saving's Easy

For Data General employees in Milford doing their banking will be as easy as walking down the hall now that the Home National Bank of Milford has opened. The branch, located at the rear of the cafeteria, is a full service bank, handling savings and checking accounts; loans; Individual Retirement Accounts (IRA); and other banking needs. In the top photo, Field Engineering Logistics Personnel Manager Barry Davis (left) and Operational Accounting Manager Mary D'Allesandro (right) welcome Home National Bank Vice President Henry Ruggiero and Branch Manager Angela DePaolo to Data General. In the bottom photo, Data General employees were quick to take advantage of the new service as Leon Bardasz (left) and Ben Mbugua do some banking transactions. Banking hours are: Mondays, Tuesdays and Fridays - 10 a. m. to 2 p. m.; Wednesdays - 2 p. m. to 7 p. m.; and Thursdays - 9 a. m. to 4 p. m.



## Field

### Patricia Kerrigan Named FE Area Personnel Manager

Patricia Kerrigan has been appointed Field Engineering Area 1 Personnel manager. Based at Melville, New York, she reports to Tim Morrison, Field Engineering Personnel manager.

Pat comes to Data General after six years at DHL Corporation, where she was corporate Personnel director and a human relations consultant. She previously was coordinator of student services at Temple University.

Pat has a BS in human relations and organizational behavior from the University of San Francisco.

### Plans Underway For Annual FE Awards Conference

Plans are well underway for the fifth Annual Field Engineering Excellent Service Awards Conference, scheduled to be held January 31 - February 3, 1984 at the Fairmont Hotel in San Francisco.

Hosted by Bill Bentley, North American Field Engineering vice president, the conference will open with a welcoming reception including a theme dinner party highlighting "The Streets of San Francisco." Numerous workshops addressing various aspects of Field Engineering will be offered. Awards will be distributed at various ceremonies during the conference.

Entertainment in and around San Francisco is planned, allowing Excellent Service Award winners to enjoy three days full of activity.

To date, winners from the first three quarters of fiscal year 1983 have been selected to attend the conference. Quarter four winners will be announced in November.

Massachusetts area Excellent Service Award winners are:

- Quarter One: Brad Meyer and Dennis Murphy.
- Quarter Two: Paul Faramelli and Jim Pisano.
- Quarter Three: Jeff Valentyn and Michael Dodier.

### Address Reminder

The Ft. Lauderdale, Florida Sales, Systems Engineering and Field Engineering office has moved to: 5251 N.W. 33rd Avenue, Ft. Lauderdale, Florida 33309. The telephone number is (305) 486-2000, the mail stop is MS-5C. The TWX number is

510-955-7849 and the mnemonic code is K340.

The mail code for Data General's Area 1, Region 2 Sales, Systems Engineering and Field Engineering office at 123 West Main St. in Milford, Connecticut, as well as the Branch Sales and Systems Engineering office, is 1J. Mail sent to the Branch Field Engineering office at 444 Foxon Rd. in East Haven, Connecticut should be marked mail stop 1M.

## Benefits

### ***Savings & Investment Plan Participants Watch Your Mailbox***

During the first week in November, the quarterly statement for the Data General Savings and Investment Plan will be mailed to the home of each actively participating employee. The statement will reflect your account activity for the period of July 1 through September 30, 1983.

The personalized statement will illustrate the following items in detail:

1. The opening balance as of July 1 in each Fund (Guaranteed Income, Balanced and Equity). This amount should be the same as the June 30 closing balance shown on your previous quarterly statement.
2. Contributions made to each Fund during the quarter, any loans you have taken from your account balance and corresponding loan repayments, and amounts withdrawn during the quarter.
3. Earnings or losses for each Fund during the quarter and the total closing balance as of September 30.
4. The percentage of salary you contributed and the investment options you selected during the past quarter.

There are several points you should keep in mind when reviewing your quarterly statement. First, the closing balance on the quarterly statement will not be the same amount your paystub reflects as your contributions. Your paystub does not reflect the investment experience, loans or withdrawals.

Secondly, earnings are from *Date of Deposit*. Contributions made in August will begin earning interest from the date of deposit, not from July 1. The Guaranteed Income Fund is the only investment option which guaranteed a specific rate of earnings. That guarantee is 12.5% *Annually*. This statement will only show the total amount you have earned in each fund for the quarter ending September 20, 1983.

You will receive a statement for this quarter if you have participated in the program at anytime since April 1. If you should have received a statement, but did not, check the address on your paycheck to see that it lists your current mailing address. Your

supervisor can assist you with updating your address.

If your address is up-to-date and you do not receive a statement, or if you have questions concerning any portion of your quarterly statement, contact the Corporate Benefits department, Westboro extension 4524.

## Activities

### ***Join Us For The Holidays***

Celebrate an authentic 19th century holiday at Sturbridge Village. Enjoy old time hospitality mixed with superb food and drink. Entertainment will be provided by Richard Potter, a 19th century magician. The choice of dates is yours -- select either December 2 or December 16 (which is the end of the first quarter). Ticket price is \$18 per person. To secure reservations call Peter Faford (x6776); George Lawton (x4859) or Bev Gregory (x4865) in Westboro.

### ***Ski Alert ...***

#### ***Attention Cross Country Skiers***

If you are interested in meeting other employees who enjoy to cross country ski, send your name, mail stop and extension to: XCOUNTRY, MS C223 in Westboro.

#### ***Ski Lessons Begin In January***

Sign up for ski lessons at Mt. Wachusett in Princeton is underway. Lessons will begin the week of January 2. Sessions, which include a one-hour lesson, are \$40 per person and will meet one evening a week for six consecutive weeks. In addition to optional insurance, a \$10 charge may be added for equipment rental. For further information write: LESSONS, C223 in Westboro by November 1. If full payment is received by November 1 a further \$2 savings will be applied. Make sure to include your name, home address, age and a check payable to the Data General Ski Club with all reservations.

#### ***Lake Tahoe Skiers!***

Date: February 3 - February 9. Price per person: \$645/quad; \$660/triple; \$675/double. Send \$100 deposit to Debbie Hixson, MS C223 in Westboro before Friday, October 28.

#### ***Ski Stowe***

Date: January 6 - January 8. Price per person: \$112/quad; \$119/triple; \$133/double. Send \$40 deposit per person by November 11 to Debbie Hixson, MS C223 in Westboro.

#### ***Two New Ski Events Added***

The Data General Ski Club has made arrangements to ski Lake Placid over Washington's Birthday (2/17-2/20) and scheduled another ski weekend to Sugarbush on March 23 through March 25. For further information write to Glenn Kaplus, MS 6-1 in Southboro. No calls please.

## CARPOOL

**Ride Needed** , from Windsor Ridge Apts, Westboro, to Southboro Bldg. 5, 6:30-3, call Barbara x7923.

**Join or Start** , carpool from Oxford, Webster, Rt. 52 area to Webo, 7:30-4, flex, call Gary x5464.

## MARKETPLACE

### Free

**Wood** , 2 ft. long, lg. diameter pine logs, 533-2609 (Medway).

### For Rent

**House** , Northboro, 5 rms, remodeled, stove & refrig, laundry hook-up, \$500/mo, 393-8743 (Northboro).

**Condo** , Westboro, 2 bdr, W/W, AC, appliances, laundry facilities, \$510/mo, 393-8743 (Northboro).

**Garage** , or room suitable for workshop, 647-1388 (Waltham).

**Apt** , 5 rms, 1st floor, no pets, security deposit, 485-2134 (Marlboro).

**NH Chalet** , 3 bdr, \$250/wk, \$150/wkend, 877-3504 (Framingham).

### Wanted

**Roommate** , looking to share 2 bdr. apt. or house in this area, would like to spend \$300/mo, (603) 880-9929 (Nashua, NH).

**Roommate** , lg. 2 bdr. apt. in Marlboro home, \$225 + util, 485-4463 (Marlboro).

**Electric Typewriter** , reasonable, 473-4730 (Milford).

**Bathroom Mirrcr** , 18x24 inches min, 966-1464 (Bellingham).

**Roommate** , for apt. in pvt. house in Boston's Back Bay, fully furnished, util. inclu, \$400/mo, 536-9092 (Boston).

### For Sale

**Oil Tank** , 275 gal, \$50, 839-9989 (Grafton).

**Items** , wonder horse, high chair, new tricycle, 13 in. bike, 481-4477 (Southboro).

**Color TV** , Quasar, 12 in, \$195, 267-2380 (Boston).

**Sanyo Receiver** , 16 W, AM/FM stereo w/pioneer cassette deck, both \$195, 267-2380 (Boston).

**Tire Rims** , 14 in. reg. steel rims for GM cars, \$20/pair, 839-9358 (Grafton).

**Wood Stove** , Allied w/blower, \$150, 366-5124 (Westboro).

**Air Conditioner** , Montgomery Ward, 15,000 BTU, 3 yr. warranty, used 4 mo, \$400/BO, 792-0484 (Worcester).

**Items** , sofa, chair, lamps and other misc. items, 655-3039 (Natick).

**Rims** , blk, 15 in, 5 lugs, no rust, 473-4347 (Milford).

**Wood Stove** , Garrison II, \$225, 869-6305 (Boylston).

**Golf Clubs** , 3-P/W, Jack Nicklaus by McGregor, Wilson staff s/w, \$135, 478-4945 (Milford).

**Wood Shutters** , 3 sets, 47x14 inches; 3 sets, 39x14 inches, \$7 per set, 966-1464 (Bellingham).

**Brittany Spaniels** , AKC registered, born 8/29, ready to go, both parents hunters, \$150, 249-8245 (Phillipston).

**Twnhse** , condo, 2 bdr, patio, pool, tennis, \$70,000, 877-4522 (Framingham).

**Chain Saw** , Homelite 360 professional, \$200, 234-2523 (Northbridge).

**Wood Stove** , Scandia #100, \$100/BO, 393-2326 (Northboro).

**Brittany Spaniel** , 2 yrs. old, must sell, \$75; red Doberman, 2 yrs. old, \$25; both dogs female and never bred, 562-6815 (Hudson).

**Condo** , 2 bdr, 1 1/2 baths, finished basement, W/W, heat inclu. in monthly condo fee, \$65,900, 879-5620 (Framingham).

**Snowmobiles** , 2 '72 Snow Prince, on dbl. steel tilt crest trl, \$600, 486-4985 (Littleton).

**Ski Boots** , ladies, 2 pairs, sz. 7 & 9; 1 warm-up pants, BO, 969-1961 (Newton).

**Twnhse** , condo, 3 bdr, formal dining room, loft study, 1 1/2 baths, \$71,900, 568-0696 (Hudson).

**Golden Retriever** , puppies, AKC registered, hips certified, avail. 11/6, 881-4313 (Ashland).

**Snow Tires** , 155/80 radials mounted on Chevette rims, \$80, 562-6297 (Hudson).

**Truck Tires** , 2 Armstrong 10 x 16.5 mounted & balanced on 8-lug rims, BO, 234-8451 (Whitinsville).

### Autos

'73 Buick , BO, 393-6463 (Northboro).

'73 Plymouth Valiant , new tires, some rust, needs work, \$400/BO, 478-0744 (Milford).

'74 Plymouth Duster , 72K mi, recently inspected, some rust, \$375, 234-6806 (Whitinsville).

'74 Plymouth Sebring , engine runs but smokes, \$250/BO, 476-7756 (Douglas).

'74 Datsun 26 OZ , body needs some work, \$2000/BO, 476-7756 (Douglas).

'74 Ford Granada , BO, 969-1961 (Newton).

'74 VW Bug , needs floor work, \$275/BO, 655-1323 (Natick).

'77 Plymouth Fury II , 87K mi, PS/PB, AC, 4 speaker stereo, some rust, \$650/BO, 839-2622 (Grafton).

'79 Honda Prelude , AM/FM, 5 spd, AC, sunroof, low mileage, \$5200/BO, 478-6322 or 478-0123 (Milford).

'80 VW Rabbit , 45K mi, 4 spd, Rusty Jones rust & paint, garaged, \$3500/BO, 478-0464 (Hopedale).

'80 Chevy Citation , 4 cyl, 4 spd, P/S, AM/FM w/4 speakers, 32K mi, must sell, \$3795, 481-7873 (Marlboro).

'80 Subaru GL-5 , 1 owner, 5 spd, 4 dr, beige, wagon, AM/FM radio, recent inspection, 54K mi, 839-9358 (Grafton).

'81 Mustang Hatchback , sunroof, rear defogger, 4 spd, 29K mi, \$4900, 881-4313 (Ashland).

'82 Jeep Renegade CJ5 , 6 cyl, 4 spd, heavy duty suspension, Rusty Jones, \$8500, 891-7637 (Waltham).

'82 Toyota Starlet , 15K mi, AM/FM stereo, 5 spd, radials, \$4800, 829-3523 (Holden).

## MENU

**Westboro Cafeteria** , Monday, Lizards Ly of Owlats Wing, Scale of Dragon, Toe of Frog; Tuesday, Beef Burittos; Wednesday, Chinese Special; Thursday, Quiche & American Chop Suey; and Friday, Baked Fish.

**DeeGee's** , Monday, Broc. & Cheddar Quiche; Tuesday, Ham & Cheese enn Croute; Wednesday, Lasagna; Thursday, Steak & Cheese Sand; Friday, Seafood Roll.

**Milford** , Monday, Halloween Special; Tuesday, Meatloaf; Wednesday, Make-Your-Own-Sub; Thursday, Lasagna; Friday, Fried Fish.

**Southboro** , Monday, Veal Parmesan; Tuesday, Meatloaf; Wednesday, Baked Stuffed Chicken; Thursday, American Chop Suey; Friday, Fried Fish.

**MINI NEWS** , All ads must be submitted in writing and include employee's name, home phone and extension number. All ads must be received by 11 a.m. Tuesday morning of the week published. Ads will be stamped with the time and date as they're received and will run on a first come basis. Send ads to Cynthia Myers, MS A-235.

## How To Estimate The Value Of Savings & Investment Funds

The Data General Savings and Investment Program, introduced in April, consists of three investment funds - a Guaranteed Fund, a Balanced Fund, and an Equity Fund. With approximately 60 percent of all employees participating in the program, there has been tremendous interest in how to estimate current value of investments.

For estimating the value of all three funds, employees should use their most recent quarterly statement as a starting point. The current statement for the quarter ending September 30, 1983 will be received before the end of October.

### Guaranteed Fund

It's relatively simple to estimate the growth of a fixed return investment such as the Guaranteed Income Fund, which currently has a 12.5% annual return.

- 1 Multiply the balance from the most recent statement by one-twelfth of the annual rate for each month's growth.
- 2 Add the result to the previous statement date.
- 3 Add your contributions since the statement date.

For example, if you had a \$300 balance on September 30 and made additional contributions of \$50 in October, your balance on October 30 is \$300 plus \$3.00 (1/12 of 12.5% annual return) plus \$50.00, or \$353.00. This does not reflect interest on October contributions.

### Balanced & Equity Funds

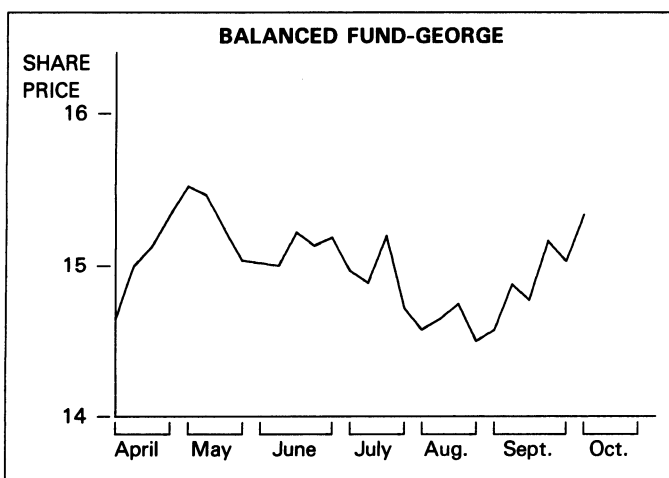
It's not quite as simple to estimate the current value of the Balanced or Equity Funds. While your quarterly statement is accurate, it is only the value on that particular day. The value may then change up or down daily. The accompanying charts show, graphically, how the share prices of the Balanced Fund and the Equity Fund have fluctuated from April through September, 1983.

You can estimate the approximate value of your account at any point in time by following these steps:

#### Step 1

Take your account balance from your most recent quarterly statement and divide it by the share price on that day. This gives you the approximate number of shares on the statement date.

*(On September 30, the share price (Net Asset Value - NAV) of the Balanced Fund was \$14.96. The share price of the Equity Fund was \$11.84)*



#### Step 2

Check the current price of funds in the Mutual Funds listing in the business pages of a daily newspaper. The funds are under PUTNAM. Our Balanced Fund is the GEORGE fund. Our Equity Fund is the INVESTORS fund. The share price for that day for each fund will be listed.

#### Step 3

Multiply the number of shares from Step 1 by the current share price from Step 2. Add to this the amount of your contributions since the last statement. The result is an approximate current value of your account. The only thing it does not reflect are a gain or loss on contributions since the last quarterly statement, and the value of reinvested capital gain or dividend distributions.

For example, let's estimate the current value of an employee's Equity Fund on October 10 assuming a September 30 account balance of \$453.45 and contributions from September 30 to October 10 of \$56.38.

**Step 1:** Account balance of \$453.45 is divided by September 30 share price of \$11.84 equals 38.3 shares.

**Step 2:** The October 10 share price is \$12.38

<b>Step 3:</b>	The number of <i>shares</i> on September 30	38.3
	is multiplied times the <i>October 10 price</i>	x \$12.38
	<b>The result</b>	<u>\$474.15</u>
	is then added to <i>contributions</i> made since September 30	\$56.38
	for an <i>approximate account balance</i>	<u>\$530.53</u>

Compare the approximate account balance to your total contributions to date to determine the investment performance of the fund. You should be aware that Mutual Funds, as any other investment in the stock market, will fluctuate daily, up or down. This is the risk you take when buying stock.

### Further Information

If you have any general questions about the Balanced or Equity Funds, you may call Putnam at 1-800-343-0909.

Specific questions related to your account can be directed to your local Benefits department or Corporate Benefits in Westboro (Barbara Wahl at extension 4524.)

Semi-annual reports for the period ending June 30, 1983 for the George Putnam Fund and the Putnam Investors Fund are available at Personnel offices. You may pick one up at your convenience.

