Mini News
News For The Employees of Data General

February 28, 1986

A Mexican Opening

Data General President Ed de Castro cuts the ribbon to officially open the company's newest Manufacturing plant, a 42,000-square-foot facility in Chihuahua, Mexico. The plant dedication was held last week before company executives and plant employees, Mexican government officials, and representatives of Chihuahua's private industry. ECLIPSE MV/4000 computers, cables and printed circuit boards will be assembled and tested at the plant for customers in Mexico and other Latin American countries. To Ed's left are Plant Manager Ramon Real and Dr. Ricardo Zermano, director of Mexico's electronic industry. To the right is Dick Bright, Data General's general manager for Latin America, and Jesus Arriola, the company's country manager for Mexico.

Data General Joins Corporation For Open Systems

Data General recently joined the Corporation for Open Systems (COS) as a senior research member. The COS is an industry organization, currently consisting of 23 computer company and telecommunication company members.

The purpose of the COS, a nonprofit corporation, is to accelerate the development and commercial availability of computer and telecommunication products and services that permit open systems interconnection and interoperation.

Bob Miller, senior vice president of the Business Group, will become a member of the COS's board of directors. "The creation of COS elevates industry standardization to a proper level of attention," says Bob. "The move to industry standards is becoming one of the most significant developments in the industry overall. We look forward to participating in COS which will help to develop effective computer solutions for our customers."

Data General has been committed to the open systems approach for most of its history. Over the past decade, one of the company's highest priorities has been staying abreast of new standards and communication technologies as they develop, and incorporating them to extend Data General's ability to connect to computer and communication products from other vendors.

Mann Appointed Director Of Corporate Tax

Ray Mann joins Data General as director of Corporate Tax, reporting to George McClelland, vice president and treasurer. Ray is responsible for the company's worldwide tax planning, compliance and administration functions.

He joins Data General from Signal Engineered Products Group in Hampton, NH, where he was

director of corporate taxation. Prior to that, Ray was director of taxes at Avon Products in New York City after its merger with Mallinckrodt, Inc. in St. Louis, where he had been director of corporate taxes.

Ray has a JD from Detroit College of Law and a BS in accounting and an MBA from St. Louis University.

Kostiw Named Product Line Manager

John Kostiw has joined Business Group Planning as a Product Line manager, responsible for ensuring that Data General's current and future product plans meet the company's overall business objectives. He reports to Ron Knickerbocker, director of Business Group Planning.

John has been with Data General since 1975, most recently as Systems Engineering Area 1 manager. Prior to that, he was a Systems Engineering Regional manager within Area 1. John came to Data General from Beukers Laboratories, a Data General original equipment manufacturer. Before that, John worked at Saunders Laboratories.

He holds a BS in mechanical engineering from Polytechnic Institute of Brooklyn.

People

In Manufacturing...

John Ma joins the Marketing and Sales Information Systems (MSIS) group as an associate programmer / analyst, reporting to Emily Zofnass, manager of Users Information Services.

John graduated from Northeastern University and has a BS in computer science. Prior to joining Data General, John worked at Lotus Development Corporation and IBM Corporation while he was a co-op student at Northeastern University.

Daniel Peck joins the Corporate International Trade Operations group as an International Trade advisor. Reporting to Manager Annamarie Taylor, he is responsible for projects and operational activities involving the regulatory aspects and the distribution of the company's exports.

Daniel previously was a course development specialist with Data General's Manufacturing Technology Institute. He holds an MBA in international business from Syracuse University and has spent several years overseas, including study in Puerto Rico and West Germany, and a tour with the Peace Corps in Thailand.

Marketing Groups Team Up At Texaco Technology Day

Several Data General marketing groups recently teamed up to promote Data General products at Texaco Technology Day held in Houston, Texas.

Participating in the informative event were employees from the Technical Systems Division's (TSD) Petroleum and Chemical Industry Marketing group, the National Accounts Marketing group within the North American Sales Division, the Information Systems Division and the Product Marketing Division.

Addressing more than 150 Texaco employees, Data General employees made presentations on the company's new products, technological directions and solutions. During the day, the marketing groups also demonstrated the ECLIPSE MV/2000 DC computer at Texaco's Producing and Exploration Use conference.

Discussing Data General's advanced technology at the recent Texaco Technology Day are: (left to right) Terry Bennett, Data General's director of Industry Marketing within TSD, and Rashmi Patel, Texaco's manager of Process Control and Software Development, along with Dr. Ernie Green, coordinator of International Manufacturing.

Perseverance Pays For Data General Sales Rep

Data General Sales Representative Tina Thomas of the Philadelphia Branch office receives a plaque in recognition of her persistence in providing Philadelphia Life Insurance (PLI) with companywide communication capabilities on Data General 32-bit computer systems. Presenting the award on behalf of PLI is Gerry Shoaf, director of Telecommunications.

Data General Sales representatives sell more than just a wide range of computer hardware, software and services. They offer total automation solutions that help to meet a customer's business needs.

Selling to large companies, however, is not an easy task. A typical sales cycle - from the time the first meeting with a prospective customer is held to the point when a sales agreement is reached - is sometimes a long one. It takes perseverance, tenacity, teamwork, customized demonstrations and lots of time to "close a sale."

And, in the case of Philadelphia Life Insurance (PLI), it took Sales Representative Tina Thomas of the Philadelphia Major Accounts Branch Sales office three years to complete the sale of several 32-bit computers.

PLI is just one example of what it takes to make a successful sale in today's competitive environment. Headquartered in the "City of Brotherly Love," the company is a $1.5 billion financial services organization outfitted with mostly IBM equipment. However, even though PLI already had several IBM systems, this did not discourage Tina from adhering to her course of action and weathering the competition. Now, thanks to the hard work of a team made up of several Data General employees, PLI is using the CEO comprehensive electronic office system based on ECLIPSE MV/4000 computers at both its Philadelphia headquarters and its Houston Group Insurance subsidiary, Philadelphia American Life Insurance (PALICO).

Company-wide Communication

Making slow but sure progress on the sale, Data General gained momentum when PLI required an integrated office system that also offered maximum flexibility for communicating with IBM systems - among both the host and personal computers - and a system to interface with Private Branch Exchange (PBX) and Local Area Network (LAN) communications technologies. Tina responded with a technical recommendation that PLI install the CEO comprehensive electronic office system companywide, with Data General's DG/SNA (System Network Architecture) software providing the communications link with the IBM systems. The system was pilot tested at the Group Insurance Division in Houston, Texas.

Employees Team Together To Close Sale

Sales Representative Greg Rooney of the Houston office joined forces with Tina, participating in cost justification efforts and providing managers at PLI with consultants' information on Data General's products. In addition, Executive Vice President Herb Richman and Business Group Marketing Vice President Dave Lyons participated in meetings with PLI to confirm Data General's commitment to the success of its customers.

The final steps involved a customer reference visit to Data General's extensive CEO comprehensive electronic office installation at nearby Beneficial Corporation; a customized CEO-SNA demonstration that was presented to PLI officials and other employees, put together by Philadelphia Systems Engineers Greg Depta and Gary Wight, and built around PLI's most pressing application requirement; and a tailored, one-year lease agreement.

The success of the CEO pilot has resulted in the sale of the 32-bit systems to the Philadelphia and Houston offices. Further, PLI has chosen the DATA GENERAL/One portable personal computer for its Insurance Proposal software which was originally developed on the IBM PC. The portable systems will be made available to PLI's 62 regional directors and 9,000 agents throughout the United States. In addition, several other departments within PLI have identified business applications which they want to implement on Data General systems.

Philadelphia Major Accounts Branch Sales Manager Bob Zink says, "This situation has all the ingredients of the model case study of what it takes to penetrate a major company - persistence, tenacity, the ability to bounce back after losing, teamwork, executive-level selling, technical-level selling, cultivating support within the account, customized demonstrations, user visits and lots of time. And, Tina put them all together and made the sale."

Training

Marketing Ed Expands Data Communications Offerings

Participating in one of several data communications courses offered by Marketing Education are: (left to right) Bill Mesrobian, Ernie Knott and Guy Sutton.

Marketing Education has introduced a new course, "Using and Managing XODIAC Networks," which offers hands-on training for installing, implementing and troubleshooting XODIAC, Data General's proprietary networking product.

It was produced by Curriculum Development, using the knowledge and expertise provided by software engineers from the Systems Development Division, Corporate Systems Support and Systems Engineering organizations.

The course will be offered on Monday, March 24 at Data General-Woodstock. To register, employees must provide the following information to Lill Glockner through CEO: GLOCKNER L:WOOD02 or via TWX K171. Include course title and number; course date and location; name and badge number; office location; cost center number, and manager's name.

Other courses offered by Marketing Education that address data communication issues include: Using and Managing XODIAC Networks; User Device Interconnections, and Selling Data Communications. Future courses will deal with products that allow Data General systems to coexist in an IBM environment and network design.

CEO Courses For Employees

Manufacturing Information Resource Management Training is offering several office automation courses to employees. All courses will be held at Westboro in the Learning Center, located at Mail Stop C232.

To obtain a registration form call extension 8051 in Southboro or send a CEO message to Training:WEBO08. Supervisor's approval must accompany registration. All classes begin at 9 a.m., unless otherwise noted.

Start Date	Course Title	Duration
3/18	*CEO Wordview* An introductory class on how to create presentation quality graphics that can be viewed or printed.	2 hours
3/20	*CEO Spreadsheet* An introductory class on how to effectively use an electronic spreadsheet to organize and analyze numerical data in rows and columns.	5 hours
3/21	*CEO List Processing* A course on how to use CEO merge function for mass mailings and repetitive documents, with special emphasis on select and sort features. User should be familiar with the CEO word processor.	3 hours
3/25	*Trendview* An introductory class on how to create line, bar, pie charts and screens of text. Student will learn how to create a chart command file two different ways: interactively using the Trendview charting package and with the SED text editor.	4 hours
3/26	*CEO Wordview*	2 hours
3/27	*Getting Started With CEO* An introductory class in Mail, Calendar, Reminders, Things To Do, Filing and Basics of the Word Processor.	2 days
4/02	*Present Non-Technical* An introductory class which teaches users how to generate reports and charts from a master file (sequential, CEO List document, CEO Data Table document) through the creation of command files.	5 hours
4/03	*CEO Wordview*	2 hours
4/04	*CEO Data Tables* This class covers creation and manipulation of the data table (a columnar list of data composed of rows). This facility has powerful and easy-to-use sort, select and join features.	4 hours

Data Communications And XODIAC Courses Scheduled

During the week of March 17, Educational Services will conduct two courses on data communications at the Education Center, 2400 Computer Drive in Westboro. To enroll in these courses, call extension 4079 in Westboro. Prior approval of your supervisor is required.

Introduction to Data Communications (S140) is a two-day class that presents a basic introduction to communications and network design and operation. This course will be held on Monday, March 17 through Tuesday, March 18.

XODIAC System Manager (S220), a three-day class, will begin on Wednesday, March 19. This course is designed for programmers, analysts, and system managers and requires the Introduction to Data Communications course as a prerequisite.

Benefits

March Deadlines For Savings And Investment Plan

rund Transfers:

Friday, March 7 is the deadline for submitting Fund Transfer forms for the Savings and Investment Plan. Participants can transfer all, or part, of their account balance from one investment fund to any other investment fund(s) at the start of any calendar quarter BUT not more than once every six months.

If you would like to transfer funds for the calendar quarter beginning April 1, you must complete a Fund Transfer Form and return it to the Benefits department in Westboro no later than Friday, March 7.

The transfer of funds will not affect your future deferrals. If your intention is to have all deferrals after Tuesday, April 1 directed to a different fund(s), you must submit an updated Enrollment form to the Benefits department no later than Friday, March 14.

New Enrollments
And Quarterly Changes

Friday, March 14 is the deadline for submitting all new Savings and Investment Plan enrollments and quarterly changes. The enrollment forms (used
˙ both new enrollments and changes) must be
ιeturned to the Benefits department in Westboro by Friday, March 14. All enrollments and changes will become effective Tuesday, April 1.

The Savings and Investment Plan is available to all regular employees who have at least 90 days of service with the company as of April 1, 1986. Newly-eligible employees were sent a home mailing containing information about the program and the enrollment procedure. If you have not received this information, contact your Human Resources or Benefits representative immediately.

Fund Transfer forms and Enrollment forms are available from your Personnel representative or the Corporate Benefits department in Westboro.

Activities

Atlantic City Weekend

Experience the sights and sounds of Atlantic City, New Jersey with your friends and family. Buses will depart for Atlantic City at 5 p.m. from Data General-Westboro on Friday, April 11. Tour includes two nights' accommodations at Harrah's Marina Hotel and Casino, round-trip transportation via motorcoach, baggage handling and taxes, and a bonus of casino quarters. Return to Westboro at approximately 9 p.m. on Sunday, April 13.

Cost for the trip is $149 per person based on double occupancy. Price includes all taxes and service charges. To reserve space on the trip, send a check for the full payment made payable to Data General Activities Committee to: ATLANTIC CITY, Mail Stop C-128 in Westboro. Be sure to include a self-addressed, stamped envelope.

Space will be reserved on a first-come, first-served basis. Deadline for sign up is Thursday, March 6.

Touch Of Spring

The Annual Spring Flower Show will be at the Bayside Exposition Center in Boston on Saturday, March 8 through Sunday, March 16. For employees, advance-sale tickets of $5 per adult are available from the Data General Activities Committee. (Regular price is $6.) Children, ages six to 12, are admitted for $1 and those tickets must be purchased at the door.

Send your requests to FLOWER SHOW, Mail Stop C128. **Checks must be made payable to the Data General Activities Committee.** Be sure to include a stamped, self-addressed envelope.

Discover The Museum Of Science

Employees may obtain discount coupons for admission to the Museum of Science in Boston. The coupon entitles Data General employees to a special $1 per person admission fee, payable at the door.

To obtain the discount coupon, send a self-addressed envelope to MUSEUM OF SCIENCE, Mail Stop C128 in Westboro. Indicate the number of passes needed (limit is four per employee.)

Enhance Your Speaking Skills

"Growing Up Italian" is the title of one of two speeches being given at this week's Toastmasters meeting. The other speech is "Seeking Appreciation." The Data General Toastmasters Club meets weekly at noon on Wednesdays in Conference Room 4, Mail Stop E111 in Westboro. For more information, call Loni Pecker at extension 6645 in Westboro.

Satellites - Topic Of Radio Club Meeting

The Data General Amateur Radio Club will show the second half of a video on amateur radio satellites on Tuesday, March 4 at 11:30 a.m. in Guest Marketing at Data General-Westboro. All interested employees are invited to attend.

Ski Trips Planned For March

The Data General Ski Club welcomes employees to join them on any of the day or overnight trips being offered this season.

A day trip to Stratton Mountain in Vermont is planned for Sunday, March 16 and the cost is $39 per person. The trip includes round-trip bus transportation, lift ticket, coffee and donuts in the morning, and wine and cheese on the return trip. Buses depart from Data General-Westboro. Space is limited, so reserve early!

A weekend trip to Sugarbush, Vermont is scheduled for Friday, March 21 through Sunday, March 23. The cost is $142 for double occupancy, with a $50 deposit due immediately. Trip includes round-trip bus transportation, lodging at luxury condominiums, lift tickets for two days, and a Ski Club party.

Data General Wallyball League
1985 - 1986 Season Standings
Week Ending 2/21

Competitive Division

Team #	Team	Won	Lost	Tied	Match Pts
1	Moura	48	2	1	97
3	Insecurity	42	7	2	86
2	Invaders	34	13	4	72
4	Ramball	29	17	2	60
7	Cadgers	21	25	2	44
5	Over the Hill Gang	19	28	1	39
6	The Bud Men	12	38	1	25
25	Murphy's Law	9	42	0	18
32	Leftovers	4	46	1	9

Division A - Recreational

Team #	Team	Won	Lost	Tied	Match Pts
20	ACK	31	16	1	63
30	Team X	30	17	1	61
19	Hacs	27	19	2	56
18	Mad Mux	23	25	0	46
22	Baker's Dozen	19	28	1	39
28	MSE	11	36	1	23

Division B - Recreational

Team #	Team	Won	Lost	Tied	Match Pts
17	Karnaugh Knowledge	39	9	0	78
16	Wallbangers	35	9	1	7
27	Harvey's	23	28	0	46
31	Mousketeers	19	28	1	39
26	Commfusion	19	25	1	39
10	WCIF	17	31	0	34
9	Mad Dogs	11	33	1	23

Division C - Recreational

Team #	Team	Won	Lost	Tied	Match Pts
8	Lynch Mob	35	10	0	70
15	Data Who?	34	11	0	68
11	Flexible Flyers	32	12	1	65
12	Materials	26	16	3	55
14	DS & C	18	24	3	39
29	Off The Wall	14	30	1	29
13	Misfits	10	34	1	21
24	C.B.U.W.	6	38	1	13

MARKETPLACE

FREE

Free , 2 young cats, 1 male, 1 female, both spayed, 443-2632 (Sudbury).

CARPOOL

Carpool , existing, seeks 4th person, Newton/Watertown/Brighton/Brookline to Webo, 8-5, Nancy x3967.

Carpool , existing carpool, St. Mary's, Chelmsford to Westboro, 8:30-5, Paul x6807 or Ed x6744.

Carpool , Existing carpool needs rider, Brookline/Brighton/Allston/Newton to Webo/Sobo, flex, Katz x7093.

FOR RENT

Bluff Villa , Hilton Head Island, SC; 2 bdrm, 2 bath, slps 6, $500/wk, (609) 428-0825 (Cherry Hill, NJ).

Apartment , 3 bdrm, frpl, $590 + util, 865-6172 (Millbury).

Condominium , Provincetown, 1 bdrm, slps 4, avail 5/31-6/7, near beach, jacuzzi/pool, $575, 234-9746 (Northbridge).

Cottage , Pocasset, frpl, 4 bdrm, washer, near beach, $600/wk, 429-6077 (Holliston).

Duplex , 3 bdrm, 1 1/2 bath, dining rm, kitch, deck, $850/mo + util, 875-2320 (Framingham).

Apartment , 2 bdrm, lvg rm, kitch, 485-0623 (Marlboro).

Storage , furniture, dry, secure, $30/mo, 234-3103 (Whitinsville).

Townhouse , 2 bdrm, 1 1/2 baths, appl, 1 mi to DG, $715/mo incl heat/water, 366-5770 (Westboro).

White Mountains Chalet , 3 bdrm, 2 baths, frnshd, $275/wk, $150/wkd, 528-2028 (Franklin).

WANTED

Babysitter , mature individual to care for 9 mo old, full time 8-4, non-smoker preferred, 839-3724 (N. Grafton).

Land , 1/2 acre or more to build single family home, Worc/Northboro/Shrews/Boylston, 792-9063 (Worcester).

Roommate , female, 2 bdrm townhouse, wash/dry, frpl, $300/mo + util, 467-6002 (Boylston).

Home , to rent, 4 bdrm, Southboro/Northboro, need by April 1, 898-3819 (Westboro).

Roommate , 2 bdrm apt, 10 min to Webo, frpl, $275 + util, 879-2085 (Framingham).

Roommate , 2 bdrm twnhse, wash/dry, pool/tennis, $375/mo + util, 877-9501 (Framingham).

FOR SALE

House , Milford, 3 bdrm colonial, w/dining rm/kitch, fenced yd, $109,900, 529-3434 (Upton).

Pine Dining Room Set , 2 leaves, 6 ladderback chairs, $200/BO, 651-0005 (Natick).

Amplifier , Peavey, 130 watts w/2-12 cabinets, $225, 757-2264 (Worcester).

Yamaha RX-15 Drum Machine , $300, 879-2085 (Framingham).

Condominium , 2 bdrm, 1 1/2 bath, tennis/pool, near Rt 495, $94,000, 473-8233 (Milford).

Apple IIc , w/monitor, stand, printer, software, 1 yr old, $600, 263-2983 (Acton).

Sewing Machine , Pfaff, zig-zag, $50, 234-5976 (Whitinsville).

Items , Fender Bassman 50, 2 12", tube amp, $600; Deltalab ADM 2048 progrm digital delay w/foot pedal, 879-2085 (Framingham).

Twin Bed Frames , $20/ea or $35/both, 756-2718 (Worcester).

Firewood , cut, split, seasoned hardwood, you pick up, $80/cord, 481-6822 (Southboro).

Tires , 4 P195/75 R14, low mi, $100, 562-9840 (Hudson).

Condominium , 2 bdrm, appl, top floor, pool, $86,000, 366-6143 (Westboro).

Items , Sears Kenmore refrig, 17.7cb', $450; computer tble, $75, 883-6229 (Blackstone).

House , 3 bdrm, 1 bath, fnshd bsmnt, garage, $130's, 393-6293 (Northboro).

House , Hopkinton, 168' waterfront, 3 bdrm, frpl, $132,900, 473-9208 (Milford).

House , South Dennis, 3 bdrm, fnshd bsmnt, 1 1/2 baths, appl, $116,900, 376-4171 (Millis).

Items , phono cart, w/booster plugs, $80; Nad stereo pre-amp, still under warranty, $180, 743-5939 (Milford).

Fisher Stereo , w/cassette & dolby, 1 yr old, $60, 853-0467 (Worcester).

Full Size Bed Frame , w/wheels, 5 yrs old, $90/BO, 485-1242 (Marlboro).

Color TV , Jenold, w/rotor & wire, in orig box, $175, 443-3652 (Sudbury).

Camera , Cannon, AE-1 35mm w/flash, $165, 842-2335 (Shrewsbury).

Dryer , Apartment size, $50, 481-0420 (Marlboro).

Items , gas stove, 36", $100/BO; hot water heater, elec, 80 gal, $75/BO, 485-9367 (Marlboro).

Case Tractor , rebuilt eng, 48" mower deck, hydraulic lift, $2500/BO, 485-3034 (Marlboro).

Items , Harmony guitar, BO; elec guitar effects peddle, BO; 2 Dunlap tires mntd, 2 snows mntd, 1 infltble spare, BO; 792-9063 (Worcester).

Items , wooden cubes, $5-$20, $50 all 5; sm drafting desk, $25; Windsor chairs, 1 armchair $35, 1 sidechair, $25; B/W TV, $25; hibachi, $8; bike rack, $20; 653-5541 (Natick).

Bluefish Special , 18' fiberglass boat, w/Buick V6, loaded, complete w/canvas/trailer, $4500, (617) 275-7376 (Bedford).

Clothes Dryer , Sears electronic sensor, heavy duty, $75, 529-3352 (Upton).

Polaroid Camera , 1 step 600, never used, $25, 529-4277 (Upton).

AUTOS

'75 BMW 2002 , 75K mi, AC, snrf, new brakes/muffler, $3000, 263-2983 (Acton).

'76 Renault LeCar , needs brake system/body repair, good for parts, $25/BO, 842-4203 (Shrewsbury).

'78 Honda Civic Hatchback , 5 spd, 67K mi, $650, 842-2335 (Shrewsbury).

'79 Toyota Corolla Liftback , 5 spd, AM/FM, $2900/BO, 755-7871 (Worcester).

'79 Dodge Pickup , 1/2 ton, 6' bed w/cap, 6 cyl, AM/FM, $2800/BO, 278-3202 (Uxbridge).

'79 Dodge Omni 024 , $1250, 829-6506 (Holden).

'79 Datsun 210 , 90K mi, $1200/BO, 473-8839 (Milford).

'80 Mercury Cougar XR7 , loaded, Chapman lock, 302ci, 791-1283 (Worcester).

'81 Toyota Corolla , Rusty Jones, 2 dr, 5 spd, 58K mi, $3500, 877-9903 (Framingham).

'81 Oldsmobile Cutlass Supreme , AC, PS/PB, AM/FM, loaded, $4600, 481-6007 (Marlboro).

'81 Oldsmobile Omega , 4 spd, FWD, AM/FM, Chapman lock, 52K mi, $2300, 366-5770 (Westboro).

'82 Suzuki GS550L , 4 cyl, 1400 mi, $1600, 393-8336 (Northboro).

'83 Ford F150 , 8' bed w/cap, 34K mi, PS/PB, rustprf, $5500/BO, 478-3971 (Milford).

'84 Toyota HWD SRS Truck , loaded, snrf, roll bar, 29K mi, $9500, 839-4031 (Grafton).

'84 Jeep Cherokee Chief , 5 spd, 27K mi, AC, AM/FM, rf/ski rack, $11,000, 829-6689 (Hanover).

'85 Porsche 944 , new dash/whls, red w/black leather, 263-2983 (Acton).

'85 Pontiac Firebird , 5 spd, rear dfrst, AM/FM, 10K mi, $9000, 366-8426 (Westboro).

'85 Subaru Wagon , 4 wh dr, 5 spd, AC, luggage rack, fog lights, $10,500/BO 987-0970 (Oxford).

Hours

Westboro Cafeteria , full breakfast, 6:30 a.m. - 8:30 a.m.; lunch, 11:30 a.m. - 1:30 p.m.; open from 6:30 a.m. - 3:00 p.m. for beverages.
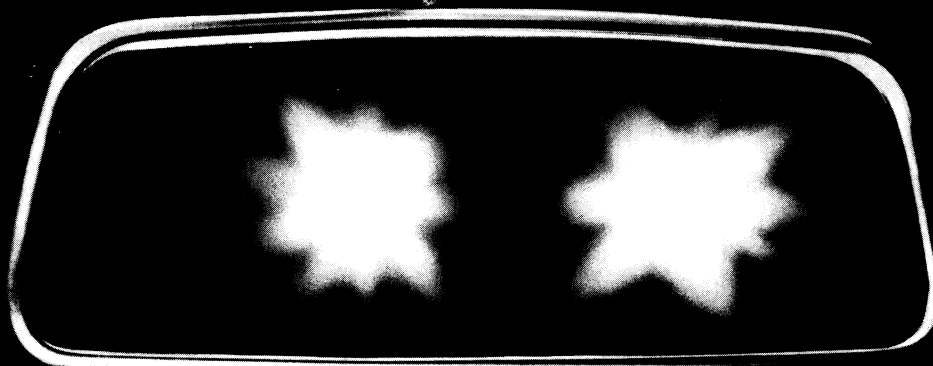
Pizzeria , serving from 10:00 a.m. - 2:00 p.m.

Pumpernickel's Deli , Coffee & pastries, 6:30 a.m. - 7:30 p.m.; full breakfast, 6:30 a.m. - 10 a.m.; deli lunch, 11 a.m. - 2 p.m.; Take-out, 3 p.m. - 6:30 p.m.; dinner, 5 p.m. - 7:30 p.m.

Milford , full breakfast, 6:30 a.m. - 8:30 a.m.; lunch, 11:15 a.m. - 1:15 p.m.; supper, 5:30 p.m. - 7:30 p.m.; open from 6:30 a.m. - 3:15 p.m. for beverages.

Southboro , full breakfast, 6:30 - 10:00; lunch, 11:15 - 1:00; open from 6:30 - 3:00 for beverages.

WE'VE ALWAYS KEPT YOU AHEAD OF YOUR COMPETITION.

NOW WE CAN PUT YOU MILES AHEAD.

INTRODUCING DATA GENERAL'S NEW GENERATION OF ADVANCED COMPUTER SOLUTIONS.

It's an entirely new generation of systems, servers and workstations. And it's a much wider range of cost-effective solutions. For business and industrial automation. Or any information management need.

Today, Data General is offering you unprecedented technological advancements to help you outdistance your competition.

Advanced price/performance

It begins with the new MV/20000.™ Five times as powerful as the original supermini, this compact system gives you mainframe computing power. At the price of a minicomputer.

This new standard of price/performance highlights every model of our new generation. Including our high-speed dual-processor supermini. The most powerful single-board supermini yet available. Our advanced DS/Family of engineering workstations. And the powerful

MV/2000 DC™ departmental computer.

In fact, these breakthroughs give you a cost of ownership consistently below IBM' or Digital.™

Advancements for any application

Our new generation of technology has the flexibility and reliability to be applied in almost any industry. In any company. We offer a truly distributed operating system. A choice of UNIX™ implementations. And the ease of advanced windowing.

The new Technical Electronic Office™ adds new engineering productivity tools to our industry leading CEO* integrated business automation system. And now with a comprehensive choice of networking—IBM, LAN, PBX and more—you have all the connections you need to your existing systems.

Our new advancements in inter-

system compatibility allow you to run diverse business and engineering applications. Simultaneously.
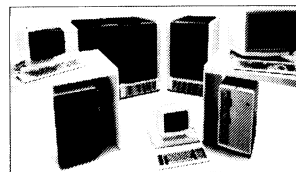
Keeping you ahead

Each of Data General's breakthroughs is compatible with all that has come before it. Which is part of our commitment to make sure your initial investment is always protected.

Plus our priority towards service and support keeps it running smoothly. Along with an investment in research and design that consistently exceeds the industry average.

Call 1-800-DATAGEN

These advancements will propel you into the future. And make your competition but a distant memory. For a sales call or literature explaining our new generation of computer solutions, call 1-800-DATAGEN, or write Data General, 4400 Computer Drive, MS C-228, Westboro, MA 01580.

(, Data General
a Generation ahead.