

# Mini News

## News For The Employees of Data General

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April 25, 1986

### **Data General Reports Q2 Results; Sunnyvale Division Refocused**

Data General revenues for the second quarter were \$318.8 million, compared with revenues in the same quarter a year ago of \$320.2 million.

Net earnings, before an extraordinary loss, were \$2.0 million, or 8 cents per share, compared with \$9.1 million, or 34 cents per share in last year's second quarter.

Operating income for the quarter was \$3.6 million, or 1.1 percent of revenues, compared with \$13.9 million, or 4.3 percent of revenues, for the same period last year.

The previously-announced redemption of the company's \$75 million 13 percent Sinking Fund Debenture due 2005 resulted in a one-time extraordinary loss, net of taxes, of \$3.8 million, or 14 cents a share. Net loss for the second quarter was a \$1.8 million, or 6 cents a share.

#### ***Low-Level Demand***

According to President Ed de Castro, the financial results reflect the continuing low level of computer demand which the industry has experienced for the last 18 months.

"We have yet to see evidence that lower interest and inflation rates are resulting in improved business and capital spending in the U.S. industrial sector. For this reason, we must remain cautious in our outlook for order improvement for the remainder of our fiscal year."

#### ***New Product Acceptance***

"Acceptance of our new ECLIPSE MV/Family of computers has been excellent," states Ed. "Shipments of our new ECLIPSE MV/20000 and ECLIPSE MV/2000 DC systems began several weeks prior to the end of the second quarter to customers worldwide, including McDonnell Douglas, Beneficial Corporation, E.F. Hutton, Woodside Petroleum (Australia), and Banque Industrielle et Commerciale de la Region Sud de Paris (France). The industry-

leading price/performance of these new systems is generating high levels of customer interest."

#### ***Sunnyvale Division Refocused***

In announcing the sales and earnings results, Ed notes that the company continues to monitor discretionary spending aggressively and to implement programs to increase overall efficiency. He cites the decision to significantly reduce high-volume production of semiconductor components at the Sunnyvale Division. The division will now focus on advanced development and pilot-line manufacture of electronic components, and become a technology and business development center.

The company is substantially reducing its own volume production of proprietary semiconductor parts in favor of outside sourcing. Merchant semiconductor companies have been increasing their emphasis on customer-specific integrated circuits, making it more cost-effective to use outside merchant vendors for volume manufacturing.

The division now will focus on state-of-the-art semiconductor-related development, computer-aided design and process technologies.

As a result, 75 manufacturing, support and administrative jobs have been discontinued. Data General has put in place an extensive program of pay and benefit continuation, and outplacement assistance for those people affected. Data General will continue to pay the affected employees their regular weekly pay for between one and five months, depending on their length of service with the company. Data General also will continue to pay family life and health insurance coverage for enrolled employees for 90 days after their termination. An outplacement counseling center, staffed by a job placement consulting firm, has been established to help affected employees find other job opportunities.

## Computers Rank High In Business Week

*Business Week's* just-published special issue on the top 1000 firms in American business in 1985 shows just how large and permanent a place the office equipment and computer industry holds in the U. S. economy.

In the issue, industries are ranked four ways:

- current market value, that is, value that investors give for the firm (number of shares times share price);
- profits after taxes;
- sales; and
- assets.

The computer industry shows up among the top 10 industries in each category.

In current market value, the computer industry ranked second among the top 10 industries at \$158 billion. Only the utilities industry ranked higher. Data General contributed \$985 million in value to that number. This says that investors are willing to pay more for utilities and computer companies than oil companies (3rd), or drug companies (5th).

Data General ranked 471 among the U.S.' top 1000 firms in current market value, a considerable drop from last year's 240 when the stock was selling in the \$60 a share range. Within the computer industry's market value ranks, Data General is valued less than Prime, although more than Tandem, Control Data Corporation and Amdahl. Investors are paying 10 times more for Hewlett-Packard, nine times more for Digital Equipment and 17 percent more for Prime than for Data General.

In profits, the computer industry ranked fourth with \$9 billion net income. The utilities industry was over three times as profitable (\$31 billion) followed by natural resources (fuel/oil) and banks.

In sales, computers came in seventh with \$116.7 billion. Data General's revenues last year accounted for about one percent of that amount. Firms in the natural resources industry, including oil, gas, etc., recorded four times the sales of the computer industry.

### WHICH INDUSTRIES ARE THE BIGGEST

#### CURRENT MARKET VALUE

|                             | Billions of dollars | Percent of total |
|-----------------------------|---------------------|------------------|
| Utilities                   | \$303.7             | 14.9%            |
| Office equipment, computers | 158.1               | 7.8              |
| Natural resources (fuel)    | 139.6               | 6.9              |
| Nonbank financial           | 135.7               | 6.7              |
| Drugs                       | 114.0               | 5.6              |
| Banks                       | 108.3               | 5.3              |
| Electrical                  | 103.5               | 5.1              |
| Retailing (nonfood)         | 99.8                | 4.9              |
| Services                    | 78.4                | 3.8              |
| Chemicals                   | 71.0                | 3.5              |

#### 1985 PROFITS

|                             | Billions of dollars | Percent of total |
|-----------------------------|---------------------|------------------|
| Utilities                   | \$30.8              | 22.9%            |
| Natural resources (fuel)    | 13.3                | 9.8              |
| Banks                       | 11.1                | 8.2              |
| Office equipment, computers | 9.2                 | 6.8              |
| Automotive                  | 8.6                 | 6.4              |
| Nonbank financial           | 6.1                 | 4.5              |
| Retailing (nonfood)         | 5.6                 | 4.2              |
| Drugs                       | 5.6                 | 4.2              |
| Electrical                  | 4.9                 | 3.7              |
| Food processing             | 4.0                 | 3.0              |

#### 1985 SALES

|                             | Billions of dollars | Percent of total |
|-----------------------------|---------------------|------------------|
| Natural resources (fuel)    | \$447.7             | 14.9%            |
| Utilities                   | 353.1               | 11.8             |
| Nonbank financial           | 195.3               | 6.5              |
| Automotive                  | 195.0               | 6.5              |
| Retailing (nonfood)         | 192.7               | 6.4              |
| Banks                       | 180.4               | 6.0              |
| Office equipment, computers | 116.7               | 3.9              |
| Electrical                  | 106.9               | 3.6              |
| Retailing (food)            | 106.2               | 3.5              |
| Services                    | 102.4               | 3.4              |

#### 1985 ASSETS

|                             | Billions of dollars | Percent of total |
|-----------------------------|---------------------|------------------|
| Banks                       | \$1,701.5           | 33.3%            |
| Nonbank financial           | 719.7               | 14.1             |
| Utilities                   | 694.8               | 13.6             |
| Natural resources (fuel)    | 345.9               | 6.8              |
| Retailing (nonfood)         | 145.1               | 2.8              |
| Savings & loan              | 136.0               | 2.7              |
| Automotive                  | 122.6               | 2.4              |
| Office equipment, computers | 118.5               | 2.3              |
| Conglomerates               | 104.7               | 2.1              |
| Chemicals                   | 98.0                | 1.9              |

DATA: STANDARD & POOR'S COMPUSTAT SERVICES INC.

## Formula For Success

Dave Lyons, vice president of Business Group Marketing, last week gave members of the American Marketing Association his formula for success in the computer industry.

According to Dave, the computer vendors that become "major players" will be the companies that recognize industry changes and modify their marketing strategies to fit new rules. No longer are customers simply looking for the "hottest box" on the market, where price and performance alone would make or break the sale. Today, computer vendors must provide total information solutions for a broad spectrum of industries in the business and industrial automation markets. That is what is necessary to remain in the industry for the long run. Dave's remarks were made during the group's 1986 Strategic Marketing Conference.

"While technology is a leading factor in shaping new marketing opportunities," said Dave, "technology won't be bought unless it meets the specific needs and wants of customers and is priced, serviced and communicated to move the customer to purchase."

Over the past several years, Data General's marketing strategy has evolved from a "product-centered" approach to a "customer-centered" one. That is, the company now focuses on integrating office automation with specific business applications for users.

According to Dave, major agreements with customers such as NYNEX, PacTel, Centel, the U.S. Forest Service, E.F. Hutton, Beneficial and Life of Virginia are evidence that the company is going to be more successful than those computer vendors relying solely on new technology.

"In the end, I believe, we won many of our major accounts because of three key factors. We understood their information needs and were able to offer the best technical solution. We offered a competitive price for a competitive product. And, we were able to convince top decision-makers that they were buying a partnership, not just a computer system." And that, added Dave, is the formula for success.

## Data General To Establish OA Lab In Spain

Data General will establish an Office Automation (OA) Development Laboratory in Spain. Initially, the new laboratory will aim at integrating commercial and technical application software with Data General's CEO comprehensive electronic office software.

In addition, the Office Automation Development Laboratory will develop OA software packages for eventual export to countries of similar language and

cultural environments.

The opening of the development lab coincides with Data General's entrance into P.E.I.N (Plan Electronico Informatico Nacional), a government organization which encourages the expansion of computer technology in Spain.

Currently, there are more than 800 CEO users in Spain.

The Office Automation Lab will begin work immediately from Data General's Spanish headquarters in Madrid. The staff is expected to be expanded over the next few years as development opportunities merit.

Responsibility for the laboratory rests with Teofilo Del Pozo, country manager of Data General-Spain since 1981. Teofilo is a graduate of Polytechnic University of Madrid and the School of Industrial Management. He holds a PhD in electrical engineering and an MBA.

Data General introduced its CEO comprehensive electronic office software in November 1981. The company reports more than 140,000 CEO users worldwide.

## Treasury Employee Cited For Achievements



*Vice President and Treasurer George McClelland presents the "Treasury Person Of The Quarter Award" to Jane Simoneau for her efforts in supporting leasing transactions for Data General customers.*

**Jane Simoneau** has been named the Treasury department's "Person Of The Quarter." In presenting her with the award, Vice President and Treasurer George McClelland remarked, "Jane has put forth a great effort in achieving her goals within the Customer Finance Group. She is commended for a job well done."

Jane provides leasing quotes and finalizes transactions for customers interested in leasing Data General computer equipment. She received recognition for her outstanding efforts in supporting two

major accounts, one of which resulted in a significant computer leasing arrangement.

Jane has been employed at Data General for eight years.

## People

### In Field Engineering...

**Winston Hu** joins the Systems Products group within Field Engineering Product Management as a product manager, reporting to Manager Craig Pierce. He is responsible for Japanese and Chinese Business Development products.

To prepare him for his new position, Winston participated in Field Engineering's Management Intern program. Through this program, he gained valuable experience working in various Field Engineering departments as well as other areas at Westboro.

Prior to joining the company, Winston was employed by Dysan Corporation and General Motors Corporation. He has an MBA from the University of Michigan and a BSIE from General Motors Institute.

### Area 1 Field Engineering

The following Area 1 Field Engineering employees are among those who have been promoted during Quarter 2 of this fiscal year:

|                         |                                |
|-------------------------|--------------------------------|
| <b>Michael Hayes</b>    | sr. field engineer - Westboro  |
| <b>Scott Fitzgerald</b> | sr. field engineer - Woburn    |
| <b>James Zardiackas</b> | FE Branch manager - Auburn     |
| <b>Paul Cecchi</b>      | field engineer - Westboro      |
| <b>David Andrews</b>    | sr. field engineer - Cambridge |
| <b>Michael Zoufaly</b>  | Branch office spec - Auburn    |
| <b>Paul Faramelli</b>   | field engineer - Cambridge     |

Employees receiving awards for their outstanding contributions during Quarter 2 are:

|                         |                                   |
|-------------------------|-----------------------------------|
| <b>Leo Marquis</b>      | field engineer - Woburn           |
| <b>Lee Warren</b>       | sr. field engineer - Cambridge    |
| <b>Gerd Orgeldinger</b> | sr. Software Support rep - Auburn |
| <b>Dennis Murphy</b>    | sr. field engineer - Auburn       |
| <b>Sonia Manseau</b>    | secretary 2 - Auburn              |
| <b>Scott Fitzgerald</b> | sr. field engineer - Woburn       |
| <b>James Keady</b>      | sr. field technician - Cambridge  |

## Westboro

### A Little Courtesy Goes A Long Way

Parking spaces at Westboro are color coded to allow maximum parking availability; green-lined areas are for compact cars and subcompacts, and white-lined areas are for full-sized cars, vans and pick-up trucks.

Whenever possible, in the interest of both efficiency and courtesy, employees are asked to park their vehicles in the appropriate spaces.

### Entries Still Accepted For Safety Slogan Contest

Safety is the business of all employees and the Westboro Safety Committee would like to get everyone involved through a Safety Slogan contest. Your ideas could prevent an accident.

Prizes related to safety will be awarded to seven winners, with the winning slogans to be published in upcoming editions of the *Mini News*.

Enter as often as you wish. Be sure to include your name and phone extension. Send your catch safety slogan to Occupational Health Nurse Helen Royal at Mail Stop A237 in Westboro. Deadline to submit entries is no later than Wednesday, April 30.

### Trained To Save Lives

Congratulations to Data General's new Basic Life Support providers. Bob Jefferson, Blaire Martin, Bob Dien, Laurence Levine, Brad Johnson and Gary Richman have successfully passed an American Heart Association exams which certifies them to administer cardio-pulmonary resuscitation (CPR).

CPR is an emergency first-aid procedure that combines artificial respiration with artificial circulation. As more than 650,000 persons die from heart attacks in the United States each year, 40 percent of these victims can be saved if CPR is administered promptly.

For more information on CPR training at Westboro, contact Occupational Health Nurse Helen Royal at extension 4542 in Westboro.

## Fire Safety Measures

This Sunday, the fire alarms and sprinkler systems will be tested in Buildings 14A and 14B at Data General-Westboro from 7:30 a.m. to 11:30 a.m.

## Training

### Technical Courses For Employees

The following technical training programs are offered to employees by Educational Services. All classes are held at the Education Center, 2400 Computer Drive in Westboro.

- *An Introduction to PL/1 Programming (SM506E)* is a four-day class which begins on Monday, May 5. It includes extensive lab activities.
- *AOS/VS Internals (S410)* is a five-day class, which also starts on Monday, May 5.
- *Managing an AOS & AOS/VS Data Center (SM505)* is a three-day seminar which starts on Wednesday, May 14.

For more information or to enroll in any of the courses, contact Educational Services at extension 4079 in Westboro. Prior supervisory approval is required.

### Stock Option Questions Answered

For employees with questions on how to exercise stock options, Employee Shareholder Services in Westboro now can be reached through a new CEO comprehensive electronic office network hotline, STOCK:FIN2.

Questions concerning payroll deduction for Data General's Stock Purchase Plan, however, should continue to be directed your Human Resources representative or Benefits administrator.

#### Employee Investment Information (As of March 31, 1986)

##### **Savings & Investment Program**

Guaranteed Fund (Current Return) 12.1%  
Balanced Fund (Share Value) \$14.41  
Equity Fund (Share Value) \$11.76  
Loan Interest Rate 12.5%

## Activities

### *Riverside Kicks Off The 1986 Outing Season*

For those of strong mind and stomach, the spinning barrel is just one of the more than 150 attractions at Riverside Amusement Park in Agawam, Mass. Kicking off the 1986 outing season, this event takes place on Saturday, May 17 from 9 a.m. to 10 p.m.

Employees will be served a continental breakfast upon arrival, with a chicken barbeque complete with all the fixins' for lunch. Throughout the day, rides such as the Cyclone, Monorail and Loop Coaster will be open for unlimited use. Younger children can be entertained in two big Kiddieland areas. The park also is complete with games of chance, miniature golf and gift shops.

To sign up for this outing, simply complete an Outing order form indicating your preference and mail it to: OUTINGS at Mail Stop C128 in Westboro. Be sure to enclose a home-addressed, stamped envelope with a check made payable to the Data General Activities Committee.

### *Circus Comes To Town - May 31*

Plan now to attend the Big Apple Circus event at Pier 3 in Boston (next to Anthony's Pier 4 restaurant) on Saturday, May 31 at 2 p.m.

On tour from New York City, the Big Apple Circus will delight Data General employees and their families with high wire acts, trained seals, acrobats on horseback, lunatic clowns and much more. Fill up on the usual circus treats, including hot dogs, candy apples, cotton candy and carmel corn.

This outing includes passes to the Boston Children's Museum, which is within walking distance of the circus. For tickets, complete an outing form and mail with a check and home-addressed envelope to: OUTINGS at Mail Stop C128 in Westboro.

### *Cruise Night Is April 30 - Find Out More About The Caribbean Trip*

The Data General Activities Committee is sponsoring a cruise to the Caribbean aboard the Song Of America ocean liner. The trip is planned for Sunday, October 5 through Sunday, October 12, and includes round-trip air and ground transportation; all port taxes; all meals and snacks, and nightly entertainment. For more detailed information, contact Peter Faford at Mail Stop D232, extension 6776 in Westboro.

To further inform interested employees, a "Cruise Night" will be held on Wednesday, April 30, from 7 p.m. to 10 p.m. at the Westboro Plaza Hotel. A Crimson Travel representative will be on hand to answer questions about the upcoming trip. Also, a film describing the Royal Caribbean cruise line will

be shown and refreshments with a cash bar will be served.

If interested in attending this function, respond to Crimson Travel at (617) 354-8973.

### **Henry Mancini Plays At Worcester**

Discount tickets to see the renowned composer Henry Mancini and a 60-member orchestra from Worcester have been made available to Data General employees through the Activities Committee.

On Tuesday, May 27 at Memorial Auditorium in Worcester, Mancini will perform a selection of award winning ballads and show tunes. Among his many accomplishments, Henry has received 20 Grammy awards, seven Gold albums and the Golden Globe award for songs including "Moon River," "The Days Of Wine And Roses," and "The Pink Panther Theme." The performance begins at 8 p.m.

Discount tickets are \$17 each. Send requests to MANCINI at Mail Stop C128 in Westboro. Checks should be made payable to the Data General Activities Committee. Be sure to include a stamped, self-addressed envelope.

### **Ultimate Frisbee Begins Its Spring Fling**

The Data General Ultimate Frisbee Club has begun its season and is looking for additional players. Last year, the club enjoyed a successful season finishing second overall in competition with various other corporate teams.

Ultimate frisbee is a non-contact, co-ed sport open to all Data General employees. If you can run and throw a frisbee, you can learn to play "Ultimate." For more information, write to ULTIMATE FRISBEE at Mail Stop E111 in Westboro, or call Doug Wood at extension 3035 or Luc Polin at extension 5199.

### **Aerobics Continues At Westboro**

The Data General Fitness Club continues its on-site exercise program with a sign-up for the fifth aerobics session. New members may sign up on Wednesday, May 7, or Thursday, May 8, at 5:15 p.m. in Westboro's main cafeteria.

Dancin' Aerobics and Free Style Aerobics are offered twice-a-week in the main cafeteria at 5:30 p.m. for an eight-week period. Dancin' Aerobics classes will take place every Monday and Wednesday starting on Monday, May 12. The Free Style Aerobics session will be held every Tuesday and Thursday, beginning on Tuesday, May 13. All classes are taught by qualified exercise instructors from the Greater Worcester YMCA.

The cost is \$20 per person for the eight-week program. All newcomers MUST attend one of the sign-up sessions to enroll. Repeat attendees need only fill out the form below and mail it to Carol Brestovan at Mail Stop B135 in Westboro along with a check. All payments must be made in check, made payable to the Data General Fitness Club.

### **Ski Team's First Annual Awards Banquet**



*The Data General Ski Team recently ended the winter season holding its first annual awards banquet. At the gathering, trophies were awarded to winners of the Nastar racing series. They are: Heidi Bogdan, Paul Joseph, David Markowitz, Gary Albitz and John Watkins. (Missing from photo is Frank Mantino.) Says Team President John Watkins, "Our second season was even better than the first. We had alot of new people who really improved their skiing and racing skills." The ski team will be looking for more employees to participate this fall.*

#### **Data General Fitness Club**

(for repeat attendees only.)

Name: \_\_\_\_\_

Badge#: \_\_\_\_\_ Extension \_\_\_\_\_

Dancin' Aerobics  
(M/W at 5:30 p.m.) - \$20 \_\_\_\_\_

Free Style Aerobics  
(T/TH at 5:30 p.m.) - \$20 \_\_\_\_\_

Total Enclosed \_\_\_\_\_

Mail check made payable to the Data General Fitness Club to Carol Brestovan at Mail Stop B135 in Westboro.

### Only 1 Week Left To Sign Up For Race

Data General employees planning to enter the Dasher Road Races on Friday, May 9, have until Friday, May 2, to register. Entry forms should be sent to DASHER RACE at Mail Stop E111 in Westboro as soon as possible. Entries will not be accepted after Friday, May 2.

Anyone interested in serving as a race day volunteer also should submit the form below.

#### Dasher Road Race Entry Form

(Please print.)

Name: \_\_\_\_\_

Location: \_\_\_\_\_ Mail Stop: \_\_\_\_\_

Extension: \_\_\_\_\_ Badge #: \_\_\_\_\_

#### Race Categories:

(Please check correct information.)

Under 35       35 or Over

Male       Female

15.5-Mile Bicycle Race

3-Mile Foot Race

10-Kilometer Foot Race

Biathlon

Race Day Volunteer

#### T-Shirt Size:

(Please circle correct size.)

S      M      L      XL

I represent that I am in good physical condition and sufficiently trained to participate in the Dasher Road/Bike Race. I am aware of the risks which are inherent to this activity, and I am participating at my own risk. In consideration of Data General Corporation and the Data General Dasher Road Race Committee accepting this application, I hereby assume any and all risks which may be associated with this activity and hereby waive and release all causes of actions and claims for damages of any nature whatsoever which I may have against Data General Corporation, its employees, directors, officers and agents arising out of or connected with my participation in the activity.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Return this race form to DASHER RACE, Mail Stop E111 in Westboro no later than Friday, May 2. Incomplete forms will not be accepted. The Dasher Road Races are sponsored by the Data General Activities Committee solely for Data General employees.

### Tee-Off Time For The Golf League

The Data General Golf League's 1986 season gets underway Monday, April 28, for practice and qualifying rounds, and Monday, May 12, for the start of league play.

The golf league plays every Monday evening after work during the summer months. The 40-league

players are divided into two flights, based upon handicaps. Within each flight, players are paired into two-person teams. The "A" flight will play on Juniper Hill Golf Course in Northboro. The "B" flight will play on Saddle Hill Golf Course in Hopkinton.

The size of the league is limited due to the availability of golf courses. Data General employees who would like to have their name placed on the alternate list (play as fill-ins for regular members that cannot play on a specific Monday) are encouraged to join. New league golfers' handicaps will be determined by three qualifying rounds which will be held on Mondays, April 28, May 5 and May 12 at both Saddle Hill or Juniper Hill. Competitive play will begin on May 12.

Additional scores from other courses for rounds played this year can also be submitted in order to establish a more accurate handicap.

Membership fee is \$15, with a check made payable to the Data General Golf League. This fee, together with funds from the Data General Activities Committee, includes the cost of the annual end-of-the-year banquet and also helps defray the cost of prizes awarded throughout the year. Alternate members do not pay any membership fee.

Those wishing to join the golf league should attend the first qualifying round scheduled for Monday, April 28 at both Saddle Hill or Juniper Hill. They should also complete the following entry form and return it to Elwin Elliott at Mail Stop A125 in Westboro by Friday, May 2.

Questions can be directed to league officers in Westboro: Dick Schwartz, president, at extension 5217; or Denis Liptak, vice president, at extension 5785.

#### Data General Golf League Entry Form

(Please print.)

Name: \_\_\_\_\_

Location: \_\_\_\_\_ Mail Stop: \_\_\_\_\_

Extension: \_\_\_\_\_ Badge #: \_\_\_\_\_

Check one of the following:

\_\_\_\_ Returning Member (enclose \$15 payable to the Data General Golf League).

\_\_\_\_ Returning Alternate Member.

\_\_\_\_ New Alternate Member (must complete qualifying rounds).

Return this form to Elwin Elliott at Mail Stop A125 in Westboro by Friday, May 2. New members send score cards from qualifying rounds to Bert Chambless at Mail Stop C213 in Westboro.

## MARKETPLACE

### CARPOOL

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

### FREE

**Guinea Pig**, w/cage to good home, 278-5066 (Uxbridge).

### FOR RENT

**Condominium**, Framingham, 2 bdrm, \$625/mo, 655-3679 (Natick).

**House**, 2 bdrm, avail July 1, 875-8366 (Framingham).

**Condominium**, 1 bdrm, slps 4, avail May 31 to June 7, near beach, \$450, Provincetown, 234-9746 (Northbridge).

**Garrison**, 3 bdrm, slps 6, near beaches, \$300/wk off season, \$575/wk 429-8024 (Holliston).

**House**, 3 bdrm, 2 frpl, 7 min to Webo, \$950/mo + util, 393-2490 (Northboro).

**Condominium**, 1 bdrm, appl, 5 min to Webo, \$550/mo incl heat/water, 568-8080 (Hudson).

**Condominium**, 2 car garage, 2 bdrm, appl, \$875/mo, 366-7238 (Westboro).

**Town House**, Paul Revere Village, Millbury/Grafton, 2 bdrm, \$710 + util, 875-2320 (Framingham).

**House**, 3 bdrm ranch, near Seagull Beach, West Yarmouth, \$600/wk, 529-3434 (Upton).

**Waterfront Cottage**, \$325/wk, White Horse Beach, Plymouth, 843-7725 (Braintree).

### WANTED

**Tenant**, to assume lease through December '86, 2 bdrm, town house, 366-9878 (Westboro).

**Roommate**, female to share 3 bdrm house, 872-0268 (Framingham).

### FOR SALE

**Trailer**, boat or flatbed, 14', new tires/lights, \$150, 533-8716 (Medway).

**Items**, women's adult tricycle, Columbia; Commodore 64 computer w/disk drive/printer/stereo components, 755-9579 (Worcester).

**Items**, Sears doublebed frame, \$20; roof luggage carrier, \$50; B&W TV, 12", \$50; 485-2308 (Marlboro).

**Good Year Tires**, 2 radials, AMC rims, \$75/BO, 799-5472 (Shrewsbury).

**Gas Stove**, 30", gold, \$50, 792-3553 (Shrewsbury).

**Color Television**, GE, 19" w/stand, \$125, 651-3788 (Natick).

**Items**, lvg rm set, bdrm set, juvenile bdrm set, carpeting, oak butcher block, wash/dryer, Raccoon coat, refrig, moving/must sell, call for price, 366-9878 (Westboro).

**Wagner Power Paint Roller**, \$35, 393-6327 (Northboro).

**Snow Tires**, E78R14, GM, \$30; rims, Ford, \$5/ea; 393-2490 (Northboro).

**Boat Trailer**, fits 14' boat, 839-5149 (Grafton).

**Canoe**, Old Town Tripper, \$425, 393-6327 (Northboro).

**Sears Lawnmower**, 3.5 hp, sidebagger, \$150, 875-4437 (Framingham).

**Keyboard**, Yamaha Portatone PS6100, \$1050, 765-0802 (Southbridge).

**Condominium**, 2 bdrm, 278-5066 (Uxbridge).

**Shopsmith**, Mark 5 woodworking machine w/acces, \$950, 799-5953 (Worcester).

**Trailer Hitch**, heavy duty for Chevrolet, incl/elec brakes/wiring harness, \$150, 699-7727 (Plainville).

**Men's Bike**, Raleigh, 25", \$90, 452-4088 (Lowell).

**Computer Items**, Apple II, \$295; Disk II, \$95; color monitor, \$175; 6 pen plotter, \$295; 80-col card, \$75; modem, \$75; 234-5128 (Whitinsville).

**Sleeper Couch**, rust, \$100/BO, 752-5436 (Worcester).

**Items**, gas grill, \$50; picnic tbl, \$40; lvg rm set, \$240; storm dr, \$40; 473-6091 (Milford).

**House**, 2 family w/garage, 1-2 bdrms, \$137,500, 792-9063 (Worcester).

**Items**, screenhouse, 10', \$150; storage shed, 7' x 5', \$35; 26" bike, \$20; baby's snugly, \$10; 865-2678 (Sutton).

**House**, 7 rm, cul de sac, \$150s, 366-6379 (Westboro).

**Dining Room Set**, bamboo wood, 6 chairs, 2 leafs, match server, \$850/BO, 869-6092 (Boylston).

**Twin Bed Frame**, wood w/side rails, \$60, 339-6213 (Mansfield).

**Burglar Alarm**, new, uses ext battery, \$25, 465-2034 (Newburyport).

**Table & Chair Set**, 9 pc, w/glass coffee table, \$450, 473-6758 (Milford).

**Sectional Sofa**, \$100; Olympic oil stain, \$5/gal, 529-3434 (Upton).

**Bicycles**, matching men's/women's 3 spd, \$45/ea, both \$80, 987-5036 (Oxford).

**Toshiba VCR**, wireless remote, 117 channel, 5 mos old, \$250, 562-2257 (Hudson).

**Tires**, Sears superguard, D78-14, low mileage, \$50, 757-3364 (Worcester).

**TEAC 4 Channel**, studio tape deck, \$650/BO, 839-3441 (Grafton).

**Atari 400 Computer**, w/software, \$50; BASIC programming cart/manual, \$20, 839-3441 (Grafton).

**NAD 1020 Stereo**, pre-amp, w/extras, \$180; Ortofon MC10, phono cartridge, \$80, 473-5939 (Milford).

**Seal Point Himalayan Kitten**, 7 mo, w/papers, \$175, (401)769-4672 (Woonsocket, RI).

### AUTOS

'69 **Dodge Van**, 77 slant 6 eng, needs minor repairs, \$850, 278-2309 (Uxbridge).

'73 **Volvo**, needs minor work, \$500, 481-4169 (Southboro).

'73 **Dodge Dart Swinger**, slant 6 auto, PS, AM/FM/Cassette, spare parts for eng, 48K mi, \$400 w/stereo, \$350 without, 478-2668 (Milford).

'73 **Coleman Pop-Up Camper**, slps 6, needs new canvas, \$300/BO, 753-4363 (Worcester).

'74 **Pontiac Catalina**, low mi, regular gas, BO, 874-5238 (Westminster).

'75 **Ford Maverick**, many new parts, snrf, 69K mi, \$1100, 757-3364 (Worcester).

'76 **Pontiac**, \$500, 481-4169 (Southboro).

'76 **Chevrolet El Camino**, \$1995, 366-1060 (Westboro).

'76 **Honda Accord**, lots of good body & mechanical parts, BO, 881-2246 (Ashland).

'76 **Datsun 280Z**, green, AC, std, alum mags, \$650/BO, 529-6980 (Upton).

'78 **Ford Fairmont**, 2 dr, 6 cyl, 61K mi, AC, PS/PB, \$1150, 393-2490 (Northboro).

'78 **Toyota Corolla**, 2 dr, 4 spd, \$600, 562-7379 (Hudson).

'78 **Cougar XR-7**, 2 dr, V8, PS/PB, AC, auto, AM/FM, \$1500, 393-2815 (Northboro).

'79 **Toyota Corolla**, 2 dr hatch, 5 spd, AM/FM, 755-7871 (Worcester).

'79 **Chevrolet Chevette**, Rustproof, rear defrost, 60K mi, new brakes, battery, water pump, \$2300/BO, 729-4935 (Winchester).

'79 **Ford Granada**, 4 dr, PS/PB, AC, 87K mi, \$1200/BO, 485-5156 (Marlboro).

'80 **Dodge Omni**, 4 spd, \$2900, 443-8343 (Sudbury).

'80 **Honda Accord**, hatch, 5 spd, Alpine cassette, \$2900/BO, 244-4771 (Newton).

'80 **Ford Bronco XLT**, 4wd, AC, PS/PB, new tires, loaded, 366-7283 (Westboro).

'80 **Datsun 720 Truck**, 70K mi, \$3000/BO, 883-9858 (Blackstone).

'80 **Ford Pinto Wagon**, 31K mi, 4 cyl auto, recent battery, shocks, exhaust, \$2000, 756-0589 (Shrewsbury).

'80 **Mercury Cougar XR7**, loaded, 302 ci, Chapman lock, \$3300, 791-1283 (Worcester).

'81 **Capri**, AM/FM, snrf, 72K mi, \$2500/BO, 754-4129 (Worcester).

'81 **Cutlass Supreme**, high mi, \$3200/BO, 791-4150 (Shrewsbury).

'81 **Chevette**, auto, AM/FM, 2 dr hatch, rear defrost, many new parts, \$2000/BO, 653-5541 (Natick).

'81 **Mazda GLC**, 5 spd, AM/FM, cassette, \$12,000/BO, 422-6085 (Sterling).

'81 **Plymouth Horizon**, 4dr, 4 spd, 61K mi, new battery/starter & inspection sticker, \$1750, 877-3428 (Framingham).

'82 **Mercury Cougar XR7**, loaded, Rusty Jones, \$5500, 485-8285 (Marlboro).

'82 **Volkswagon Rabbit**, 4 dr, 63K mi, 40+ mpg, \$2650, 478-7319 (Milford).

'82 **Honda Accord Sedan**, AC, new tires, AM/FM/Cassette, \$4800, 839-9773/435-5552 (Grafton/Hopkinton).

'82 **Toyota Tercel SR5**, 3 dr hatch, snrf, stereo, \$3750, 429-1773 (Holliston).

'84 **Toyota Supra**, 5 spd, loaded, snrf, low mi, \$12,900, 485-4095 (Marlboro).

'85 **Honda 450 Nighthawk**, \$1400, 872-0824 (Framingham).