

# Mini News

## News For The Employees of Data General

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February 13, 1987

### Telephone Codes Changing

All telephone authorization codes, used to place outgoing calls from Westboro and most other Data General facilities here in New England, will be changing this month.

The effective date will be Monday, February 23 (the codes will actually change sometime Sunday afternoon.) You should be receiving a card containing your new code next week. If you don't receive your new code by Thursday, February 19, please inform Marsha at extension 6057 or Mary at extension 6058.

Remember, it is very important that you protect the confidentiality of your code at all times. All calls made using your code are recorded against your extension.

DATA GENERAL/One portable computers on hand, with two in constant use - one right on board the *Stars & Stripes 87* and another on board a tender boat.

America's Cup fever in the United States is continuing after the Skipper Dennis Conner's sweep over *Kookaburra*. Several radio stations throughout the nation reported on the boat's use of the portable computer, as did New England television stations and newspapers. Also, during this past week in New York City's Times Square, the computer was featured on the famous animated billboard in a tribute to the cup.

### Agreements With VARs Result In \$6M Sale

Data General recently signed sales agreements with two Value-Added Resellers (VARs) for the purchase of Data General systems. Total combined revenues are projected to be in the six-million-dollar range.

The resellers are Globe Information Systems of Tampa, Florida, and Network Computing/HMS Group, of Charlotte, North Carolina.

Globe Information Systems is a nationwide supplier of turnkey ticketing systems to colleges, stadiums and arena operations. A Datapoint VAR for the past five years, Globe Information Systems chose Data General following an intensive competitive review with Prime, Digital Equipment, Hewlett Packard, Tandem, AT&T and others.

Under the terms of the agreement, Globe Information Systems has agreed to a two-year purchase of \$4.5 million worth of computer hardware representing the entire Data General MV/Family.

"Data General provides us with the three most important elements in assessing a supplier relationship," says Fred Maglione, vice president of Marketing for Globe Information Systems. "One, their products offer the most competitive price/performance solutions for the sports and entertainment industries we serve. Two, through Data General conversion assistance expertise, the transition process required to port our existing software to the Data General operating system was executed smoothly and completely. Three, we are

### The Cup And The Computer



Peter Isler, navigator for the America's Cup winner *Stars and Stripes '87*, called the onboard DATA GENERAL/One computer an "indispensable" member of the team's computer operations during the yacht's effort to capture the cup from the Australians last week. Members of the racing team said the portable computer has everything necessary for a stellar performance onboard a racing yacht, including ease-of-use and an easy-to-read screen. The "Stars" team had several

confident in the ability of Data General to be a strategic business partner, providing the support and experience necessary for us to execute our extensive marketing efforts."

Network Computing/HMS Group is a leading supplier of information solutions to the local government marketplace including systems for electric, water, and gas utilities.

The company has nearly thirty-five on-line software applications in areas including finance and administration, public works, payroll/personnel, billing, collections, public safety and records management. Software applications are written in COBOL running under the Data General AOS/VS operating system.

"Data General offers a complete line of hardware solutions which is fully integrated, from the low-end ECLIPSE MV/2000 through the ECLIPSE MV/20000 Model 2, and our plans include purchase of models at each range," says George Mackie, vice president of Network Computing/HMS Group. "We have integrated our applications with Data General CEO electronic office automation software resulting in the most optimal software solutions available for local government, utilities and municipality management requirements. The Data General discount structure to VARs is a very positive sign of their commitment to the reseller channel," Mackie says. Network Computing/HMS Group plans to make a \$2-million purchase of Data General hardware within the first year.

"Data General has actively participated in the recruitment and development of the reseller business since its founding in 1968," says Cliff Bream, vice president of the Distribution Division at Data General. "Last year, the establishment of the Distribution Division brought about a corporate-wide focus on the management and support of the channel. In summary, over the past six months, Data General has instituted new simplified discount schedules, opened a Conversion Assistance Center to expedite the process of VAR recruitment, formed regional VAR councils, and expanded the marketing support for its existing VAR base. Today's announcement is indicative of the results of our focused policies and programs for the reseller channel," Bream says.

## Employees Get Thanks From Systems Engineering

North American Systems Engineering (NASE) honored nine employees last week for their "support and cooperation given to Systems Engineering in the pursuit of business." According to Systems Engineering Director Tom Hopkins, standing left, those honored at the recognition luncheon are part of the corporate support groups that "help us get our job done in the field. They're always there when needed to assist us in our daily activities." Also attending the event was Federal Systems Division Vice President Larry Holswade.

Those at the luncheon were, seated from left, Jim Hebert of Research Triangle Park's Software Quality and Support (SQS); Nancy Grissom of Federal Field Sales Support in Westboro; Bill Grove of SQS; Maureen Bulger of Westboro's Corporate Systems Support (CSS); and Bill Tailby of Marketing Programs in Westboro, and, standing from left, Tom; Rig Trimbey of Westboro's Marketing Services; Tom Sullivan of CSS; Larry; Ed McManus of Sales Support in Westboro; and Janpieter Scheerder of the System Development Division's Performance Analysis Group in Westboro. The group was presented with gold wristwatches, the same gift presented to winners at the Systems Engineering Symposium held in San Diego last September. Also cited by NASE for her contribution was Carol Brestovan of the North American Sales Division in Westboro.



## Don't Forget The Shades

Windows throughout buildings 14A and B were outfitted with shades several months ago.

The shades were installed to serve two purposes. First, they help employees in areas next to windows cut out the sun's rays during days when bright sunlight might hinder work operations. Secondly, they help to cut the amount of light being emitted from the buildings. Westboro residents in the surrounding neighborhoods have requested that the company install shades since the lights from Data General can be disturbing during the evening hours, especially during the fall and winter months.

As a result, all employees with offices next to windows should make sure to close the shades before departing for home.

## People

### *Donald Tocher Appointed Steering Committee Chair*

*Donald Tocher*, Division director of the Data Communications and Network Division, recently was appointed the 1987 Strategy Forum Steering Committee chair for the Corporation for Open Systems (COS).

The Steering Committee functions as an agent of the COS Strategy Forum and implements Strategy Forum decisions and policies. The COS Strategy Forum is an assembly of delegates from member companies that commends the overall technical direction for COS.

COS, based in McLean, Virginia, with 61 member organizations, is an international research and development consortium of vendors and users of computer and communication products and services. Its long range objective is to provide an international vehicle for accelerating the introduction of interoperable, multivendor products and services operating under agreed-to Open Systems Interconnection (OSI), Integrated Services Digital Network (ISDN), and related international standards to assure acceptance of an open network architecture in world markets.

**Employee Investment Information**

(As of January 31, 1987)

Savings And Investment Program

Guaranteed Fund (current return) 10.15%

Balanced or George Putnam Fund (share value) \$16.01

Equity Fund (share value) \$13.09

Loan Interest Rate 8.75%

Data General Stock

Current Price (as of 2/5/87) \$35.75

**Data General Days  
Coming At Area Musuems**

Tour the living museum of early New England, and experience the life, work and celebrations of this early nineteenth-century community. March 22 is Corporate Appreciation Day at the village. Data General employees are admitted free (by presenting your badge). Your guest or spouse will be admitted for \$4.00 (regular admission is \$8.50). Admission for children 6 and up is \$4.00 and children under 6 are admitted free.

The village will be open from 10 a.m. to 4 p.m. No advance reservations are required. Tickets are purchased at the main entrance to the village.

On March 14, employees and their families will be admitted free of charge (again, by presenting their badges) to the Computer Musuem, located in downtown Boston on Musuem Wharf. Visitors to the musuem can get in touch with the past, present and future of computers, along with learning more about Data General. The museum is open from 10 a.m. to 6 p.m. Fee parking lots are located nearby.

**Atlantic City Weekend  
Planned For April 3-5**

The Data General Employee Activities Committee has made plans for an expedition to Atlantic City. The group will depart from Westboro at 5 p.m. on Friday, April 3, and arrive in Atlantic City around 11:30.

Those going on the trip will be staying at the Harrah's Marina Hotel and Casino. The group will depart from Atlantic City at 2:00 p.m. Sunday, April 5, arriving back in Westboro in the evening. Tickets are \$149 per person for double occupancy, \$145 per person for triple or quadruple occupancy, and \$209 per person for single occupancy.

Optional tours                      Buffet dinner at Harrah's    \$10  
available:                              Casino Review Show    \$10

If you would like to attend, make out a check payable to Data General Employee Activities Committee. Send your requests to Atlantic City at Mail Stop C-128 in Westboro. Payment in full is required to make reservations. No reservations will be accepted after February 27.

**New Address**

The Charlotte, North Carolina, Sales and Systems and Field Engineering Branch Office in Area 2, Region 2, will have a new address as of February 14. The new address is 5601 77 Center Drive, Suite 115, Charlotte, NC, 28210.

**Activities**

**Globetrotters Sold Out**

Tickets for the Harlem Globetrotters performance at the Centrum have been sold out.

*Mini News* is published weekly for the employees of Data General-Westboro. Material may be submitted for publication to Mary Anne Been at extension 4705 or MS A235. Data General - An Equal Opportunity Employer.

## MARKETPLACE

### CARPOOL

**Join/Form**, from Brookline to Sobo/Webo, Flex, Katz x7093.

**Ride**, from Whitinsville to Westboro, Rosemary x5615.

**Ride**, from Marlboro to Milford, 8:00-8:30 to 5:00-5:30, Helen x2137.

### FREE

**Mens track spikes (shoes)**, 2 pairs, size 9, extra spikes, 835-2421 (West Boylston).

**Puppy**, blk lab mixed, 4 mos. old, good w/children, paper trained, 401-7965-4775 (N.Smithfield RI).

### FOR RENT

**Apartment**, Worcester, 7-rm, 3-bdrm, new kitchen, new bathroom, new w/w carpeting, \$550/month + util., 562-9470 (Hudson).

**Ski house**, Killington, contemporary 3-bdrm, jacuzzi, avail. weekly, 267-6695 (Boston).

**House**, 4-bdrm, 1 1/2 bath, colonial near 495, exec area, 1100/mo + util, 473-7162 (Milford).

**Ski House**, Killington, sleeps 8, cable t.v. rm, week/\$350, wknd/250, 464-02714 (Princeton).

**Condo**, 2-bdrm, 2 bath, large eat-in kitchen, wall to wall carpeting, Worcester, \$600/mo w/o util, avail now, 798-3485 (Worcester).

**House**, 3 bdrm ranch w/ garage, 2 mi off Rt 190 in Holden, near Worc line, \$750/mo + util, 853-0388 (Worcester).

**Apartment**, 2 bdrm, 2 full baths, balcony, storage, Worcester near Rt 146/20, \$675, 862-8500 (Lexington).

**Condo**, Hampton NH, 3 bdrm, 1 bath, sleeps 8, available by week/wknds, 769-2355 (Norwood).

### WANTED

**Stereo console**, cabinet, radio/phono, 478-3981 (Milford).

**Radial Arm Saw**, good condition, 478-0730 (Mendon).

**Ski Equipment**, 160-170 cm man's ski's, bindings, boots to fit 9 1/2 shoe size, ski poles, etc, 587-7537 (Townsend).

**Roommate**, female, to share large 3-bdrm apt. w/ 1 other female, hrdwd floors, French doors, sunporch, storage, avail. 3/1, 15 min. to Webo, \$200/mo. + 1/2 util., 839-5442 (Grafton).

**Roommate**, non-smoker, to share 3-bdrm duplex, 20 min to D.G., \$270/mo + util, 481-1540 (Marlboro).

**Roommate**, female, non-smoker, to share modern apt, in Westboro, avail 3/1, \$335/mo heat & hot water incl, 898-2510 (Westboro).

**Roommate**, to share 3-bdrm house w/1 other, no pets, references required, &275/mo + 1/2 util, 756-4849 (Shrewsbury).

**Roommate**, to share large 4-bdrm saltbox colonial, 2 bath, walk to beach, \$350+, 485-1577 (Marlboro).

### FOR SALE

**Ascotney ski trip**, 2 reserved spots avail. for 2/27-3/1 wknd, \$150/BO deposit, remaining \$130 due later, incl. bus, party, health club, skiing, 792-1980 (Worcester).

**House**, Tudor/Split, 6 rms, 1 + 1/2 baths, cath. ceilings, frpl, unfinished family room, garage, furniture opt., \$179,000, 842-6872 (Shrewsbury).

**Calculator**, TI-58C programmable, all literature, \$30, 835-2421 (West Boylston).

**Stereo**, used 2 months, JVC 25w fully-digital receiver, \$120; Fisher dual-cassette deck w/high-speed dubbing, \$80, 852-5624 (Worcester).

**Toddler school table**, 8 ft. kidney-shaped infant/toddler table w/adjustable legs, \$160, 852-5624 (Worcester).

**Home winemaking equipment**, and fresh water aquarium supplies and equipment, call for details, 234-7108 (Linwood).

**30" Tappan Electric Stove**, Self-cleaning oven, brown, asking \$75, 371-0444 (W. Concord).

**Chainsaw**, homelight, 240, \$80/BO, 366-4399 (Westboro).

**Video Equipment**, hybrid-8 special effects generator, \$400, rs sound amplifier, \$50, video ventures colot processor, \$100, 234-9647 (Whitinsville).

**Electric Dryer**, heavy duty, large capacity, \$150, 626-9251 (Framingham).

**Yamaha Accoustic Guitar**, 12- string, 2 yrs old, retail for \$245, sell at \$125, 881-3560 (Framingham).

**Electric stove and refridgerator**, 3 yrs. old, avocado green, must sell, \$500/pair, 410-765-7988.

**Furniture**, sofa w/matching loveseat, beige, rust, and gold pattern, in storage, \$400 for both, 853-4117 (Worcester).

**Condominium**, Marlboro, 3-bdrm, 2-car garage, laundry rm, 2 porches, \$125,000, 653-9559 (Wayland).

**Travel voucher**, Northwest orient/republic, for roundtrip airfare to anywhere they fly, use before 4/7, \$250, 754-4826 (Worcester).

**Townhouse Condo**, 2-bdrm, 1 1/2 bath, garage, all appliance incl, air conditioned, \$118,900, 865-1419 (Millbury).

**Furniture**, Rust color couch - fold out queen size bed, orig \$800, asking \$300, brown love seat, \$100/BO, 234-9358 (Northbridge).

**Furniture**, Queensized brass canopy, \$1000, sofa loveseat, camel velvet livingroom set, \$1000, 839-6449 (Grafton).

**Couch**, 6 ft gold crushed velvet, must sell, 429-7075 (Holliston).

### AUTOS

**'62 Chevy Impala**, 238 v-8 auto, one owner, \$1550, 365-4783 (Clinton).

**'72 Volvo Wagon**, gd parts car, \$250/BO, 838-2766 (Berlin).

**'76 Ford Pinto**, auto, \$600/BO, 966-0316 (Bellingham).

**'76 Honda Accord**, parts car, many new parts, \$200/BO, 779-5410 (Bolton).

**'77 Plymouth Volare Wagon**, \$995, 234-9647 (Whitinsville).

**'80 Suzuki GS-850L**, shaft driven, low mileage, will store for winter, 345-3025 (Fitchburg).

**'81 AMC Eagle wagon**, 4WD, V6 auto, PS/PB, 4-dr, 366-7283 (Westboro).

**'81 Subaru GL**, silver stn wgn 4-wheel dr, new tires/clutch/radiator, moving must sell, \$1000/BO, 966-1891 (Bellingham).

**'81 Olds Cutlass sport coupe**, blue/beige 2-tone w/AC, power windows, defogger & cassette, 72k, util trailer hook-up, 4850/BO, 987-1892 (Oxford).

**'81 Chevy Citation**, 2-door hchbk, 4-spnd, AM/FM stereo, \$1000/BO, 966-1835 (Bellingham).

**'82 Chevy Cavalier**, 2-door, 4-spnd, AM/FM stereo cass., rust-proofed, \$1500, 481-3052 (Marlboro).

**'82 Chevy Celebrity**, 2-dr, auto/ps/pb, rr defog, fuel injectsd 4 cyl, 73,000 mi, \$2900(must sell), 795-0508 (Worcester).

**'82 SAAB 900 APC- Turbo**, 3 door, 5-spnd, A/C, cruise, stereo, 105k all highway, \$5500/BO, 969-1936 (Newton).

**'82 Suzuki GS450L**, 6500 mi, \$750/BO, 865-5921 (Sutton).

**'82 Toyota Celica GT lift back**, 5 spd, air, AM/FM, \$4900/BO, 842-0154 (Shrewsbury).

**'83 Ford Escort**, one owner, 4-spnd, AM/FM, rust-proofed, new Michelins, new brakes, 67K, \$3200/BO, (203) 928-5258 (Woodstock).

**'83 Econoline 150 short WB**, 60k miles, new exh, ps/pb, auto w/od, rust proofed, \$4000/BO, 278-5565 (Uxbridge).

**'84 Honda Accord LX**, 5-spnd, FM stereo, 4 speakers, 2 new Michelins, \$4900/BO, 237-6233 (Wellesley).

**'84 Toyota SR5**, x-tra cab, 4-wheel dr, 5-spnd, AM/FM radio, 50k mi, 839-5844 (Grafton).

**'84 Pontiac Fiero**, red, 4-spnd, air, sun roof, AM/FM stereo, 43k mi, \$8000/BO, 366-6530 (Westboro).

**'84 VW Scirocco**, 5 spd, sunroof, alloy wh, AM/FM stereo cassette, blk w/grey int, \$7500, 603-644-2529 (Manch NH).

**'85 AMC Eagle**, 4WD, 258CID-V6 auto, 4-dr, tilt steering wheel, stereo, PS/PB, 1 owner, 17K, \$8300, 366-7283 (Westboro).

**'85 VW Jetta**, 5 spd, AC, AM/FM cassette, new tires, 55k mi, 6800 firm, 464-2046 (Princeton).

**'85 Audi 5000**, 5 spd, limited edition 3-door, advanced cooling system, low miles, \$9500/BO, 870-1175 (Westboro).

**'85 Mazda 626LX LTS**, 4-dr htcbk, 100 watt stereo, steel belted radials, front wheel dr, 30 mpg, 34,000 mi, 8,700/BO, 897-3266 (Maynard).

**'85 Mazda GLC Deluxe Sedan**, AM/FM stereo cassette, 42k highway miles, \$4,500, 588-1537 (W Bridgewater).

**'86 Toyota Corolla SR5**, auto, AM/FM/cassette w/eq, many options, low mi, \$9800, 473-7036 (Milford).

### HOURS

**Westboro Cafeteria**, full breakfast, 6:30 a.m.-10:00 a.m.; lunch, 11:30 a.m.-1:30 p.m.; open from 6:30 a.m.-3:00 p.m. for beverages.  
**Pizzeria**, serving from 10:00 a.m.-2:00 p.m.  
**Pumpnickel's Deli**, Coffee & pastries, 6:30 a.m.-7:30 p.m.; full breakfast, 6:30 a.m.-10:00 a.m.; deli lunch, 11:00 a.m.-2:00 p.m.; Take-out, 3 p.m.-6:30 p.m.; dinner, 5 p.m.-7:30 p.m.

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

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