

# Mini News

## News For The Employees of Data General

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May 29, 1987

### 1987 Holiday Schedule Reminder

Employees are reminded that there are five Data General scheduled holidays remaining in 1987. Employees have already taken three of their holidays, January 1 and 2, and May 25. Each year, two personal holidays are also available to each regular employee scheduled to work more than 20 hours a week, and hired before July 1 of that year.

The remaining scheduled holidays for 1987 are:

July 3 (Friday)	Independence Day
September 7 (Monday)	Labor Day
November 26 (Thursday)	Thanksgiving
November 27 (Friday)	Day after Thanksgiving
December 25 (Friday)	Christmas Day

**Note:** Personal holidays must be taken before December 31, 1987. You may not carry over or receive pay in lieu of personal holidays.

### Employees Cited For Service Milestone

More than 150 employees from Westboro were honored yesterday for reaching their five year service anniversaries with Data General. The employees celebrated their milestones during a luncheon at the Marriott Hotel.

In commemoration for reaching five years of service, the employees were presented with teak trays highlighting the Data General events which took place during their first year with the company. The employees reaching five years of service this year joined Data General between June 1, 1981 and May 30, 1982.

### Data General Hosts Teachers' Meeting



*Members of the Massachusetts Technical Drawing Teachers' Association (MTDTA) recently held their annual meeting at Data General in Westboro. As part of the day's program, Ray Thomas, manager of Corporate Communications within the Public Affairs department, presented the group with an overview of Data General and its business strategies.*

Data General earlier this month opened its doors to the educational community as the company hosted the Massachusetts Technical Drawing Teachers Association's (MTDTA) annual meeting. About 30 technical drawing instructors from high schools and vocational schools around the state were given the opportunity to see how Data General equipment fits into their fields.

To give these teachers a better understanding of the potential of computers, Peter Mimeault, manager of the Mechanical CAD/CAD area in Westboro, and provided a demonstration of the TEO system. He showed them how the once-manual art of drawing schematics had changed, with the help of technical workstations and software.

"The teachers were extremely pleased with their day here at Data General," says Janice Levenson, Marketing consultant within the Corporate Conference Center. "They couldn't say enough about the kinds of things they saw. It was an excellent learning experience for everyone."

Following lunch, the group held its annual meeting. After the meeting, employees in Southboro gave the teachers a demonstration and tour of both the metal

shop and the print shop in Southboro.

"Data General employees involved in the day's events enjoyed the program as much as the teachers did. The employees spent hours with the guests, answering questions and illustrating processes," Janice says. "The teachers expressed their thanks, and said this was their best meeting yet."

## Field Engineering Focuses on Employees

Employees were the focus at Milford earlier this month during the facility's second "Focus On The Future" meeting. Nearly 550 New England Field Engineering employees gathered to be recognized for their contributions to the division. In addition, five employees were chosen to attend next year's Field Engineering Excellent Service Awards Conference in New Orleans.

Fred Cochrane, vice president of Engineering Services within the Field Engineering division, was the host of the meeting.

"We can't have a "Focus" meeting without having our focus on what really matters," Fred said. "The employees are the focus. Today's meeting gives us a chance to get together and discuss the business at hand. More importantly, the meeting provides us with an opportunity to get feedback from you on your concerns."

The five employees chosen for the awards conference are *Jim Fahy*, within Engineering Services, *Kevin Lawler*, senior Human Resources representative, *Maria Resendes*, a member of the Support Services group, *Craig Miller*, manager of Headquarter Operations within North American Field Engineering, and *Carolyn Prince*, Accounting assistant within the Travel and Expense department.

"The next awards conference will be expanded," explained Dick Camuso, senior vice president of Worldwide Field Engineering. "It has become international, and will recognize employees from every department across the division. We want the chance to honor those employees whose contributions have made a significant impact on the success of the Field Engineering Division."

Fred then introduced two employees new to Field Engineering: Bob Banks, who is now the Field Engineering controller, and Tim Morrison, who was recently named director of Field Engineering Human Resources. Both have been with Data General for several years.

### Employee Reaction

As part of the meeting, the initial findings of the Attitude and Climate survey recently given to Milford employees were discussed. The complete results will be published sometime in June.

"During the next few weeks, we will be conducting management training programs, which will help managers more effectively address the concerns

brought up in the survey results. It will be an interactive process," Dick said.

### Field Engineering's Future

According to Dick, Field Engineering, and Data General, must focus on three things in order to be successful in the coming months. First, to stimulate revenue, Dick explained the three-month-old program involving the partnership between field engineers and Sales representatives. In this program, field engineers will provide leads for the Sales representatives. Since its inception, this plan has seen \$1.5 million in sales generated.

"Secondly, we must also engage in aggressive selling. We need to bid competitively," Dick said. "Along with that, we need to cut costs and expenses. One aspect of this is the new field restructure program, which effectively consolidated administrative functions at the region level. With this plan, we can operate more efficiently. We're now \$6 million under our budget, so our plans are working."

The third strategy Dick discussed is Data General's investments.

"In the past year, we've increased the number of research and development employees, along with Sales representatives. These employees are an investment for the future."

"We haven't had to mortgage the future by cutting spending on investments. We haven't stopped looking for opportunities to grow," Dick said. "We've been able to perform while not giving up on our investments."

### Data General's Picture

Dave Roy, manager of Investor Relations within the Public Affairs department in Westboro, then provided a picture of Data General's current business position. Dave explained the recently-announced second quarter financial results, sharing with the employees a statement made by the investment firm of Donaldson, Lufkin & Jenrette.

"Data General Corporation is finally in position for renewed growth. In our opinion, the company's investments have been correct. As a result, today Data General is in a better position than it has been for quite a while," Dave quoted from the statement.

"To any chief financial officer, the best measure of financial stability is the balance sheet," Dave told employees. "The balance sheet is what represents the financial liability of the company. Data General had \$333 million in cash at the end of the quarter. We've got the strength we need to fund growth in the future."

"According to Annex Research, Data General holds 15 percent of the market share for 32-bit systems. And, according to research done by the Gartner Group, our CEO comprehensive electronic office software holds the largest market share of the office automation market," Dave said. "We're in a good position."

Bob Banks completed the financial picture with his focus on Field Engineering finances. Bob discussed the division's financial trends, explaining how Field Engi-

neering has been able to remain profitable despite the general slowdown in the industry.

"We have grown steadily," Bob said. "Even though our revenue has been 'flat,' profit has been maintained, which means a lot of good things had to be happening throughout the division."

## **A Reminder To Employees: Benefits Enrollment Ends June 19**

Benefits Plus, Data General's expanded medical and dental program for employees, was officially introduced last week with a mailing to each employee at home. Now through June 19 is the enrollment period for medical and dental coverage as well as changes in Supplemental and Dependent Life Insurance. All coverages take effect on July 1.

Everyone must complete a new Benefits Enrollment Form by Friday, June 19. Benefits Plus introduces pre-tax employee contributions for medical as well as a requirement that information be provided on all dependents. If an employee does not complete an enrollment form by June 19, enrollment will be automatic for employee coverage only in PLUS 3 medical and the traditional dental plan. That enrollment will not be able to be changed, due to government regulations, until January 1, 1988.

Anyone who has not received the Benefits Plus information should call Corporate Benefits at extension 3550 in Westboro.

### **HMO**

In Massachusetts, one of the options employees may consider in the area of medical coverage is whether to join an HMO. HMO representatives will be in Westboro and Milford cafeterias during the next three weeks to supply information and answer questions. Employees are urged, when possible, to visit with the HMO representatives before attending an enrollment meeting.

### **Milford**

Friday	May 29	11 a.m. - 2 p.m.
Tuesday	June 2	11 a.m. - 5 p.m.
Thursday	June 4	11 a.m. - 5 p.m.
Tuesday	June 9	11 a.m. - 5 p.m.
Thursday	June 11	11 a.m. - 5 p.m.

### **Westboro**

Friday	May 29	11 a.m. - 2 p.m.
Monday	June 1	11 a.m. - 2 p.m.
Wednesday	June 3	11 a.m. - 5 p.m.
Friday	June 5	11 a.m. - 2 p.m.
Monday	June 8	11 a.m. - 2 p.m.
Wednesday	June 10	11 a.m. - 5 p.m.
Friday	June 12	11 a.m. - 2 p.m.

## **Meetings**

Employees are asked to review all the information they have received before coming to a meeting. Employees should bring all enrollment forms to the meeting and be prepared with the information needed to complete them.

Open enrollment meetings for the Communications Systems Group personnel in Milford, Southboro and Westboro will take place up to June 5. For all other Westboro-based employees, meetings will begin June 1 and continue through June 12. Employees will be contacted by their Human Resources representative with details concerning the specific date, time and location of their meeting.

In Field Engineering at Milford, meetings will be scheduled for departments by the Human Resources representatives. The meetings will take place throughout the Open Enrollment period lasting until June 12.

## **Activities**

### ***Sail The Caribbean; Extra Cabins Now Available***

The Data General Activities Committee has planned a seven-day Caribbean Cruise aboard the English ship, the Cunard "Countess" for Data General employees and guests. This air/sea event is scheduled to begin Saturday, October 3. The fare is \$948 per person/double occupancy. This price includes round-trip bus transportation between Westboro and Logan Airport, round-trip air fare from the airport to San Juan, Puerto Rico, all meals, entertainment, champagne upon arrival, and an on-board Data General party.

To make reservations, send your name, address, phone number and room requirements, along with a \$200 per person deposit, to Peter Faford at Mail Stop D-232. For more information, contact Peter at extension 6776 in Westboro, or via CEO at P:WEBO05.

### ***Transportation For Outings***

Bus transportation has been arranged for the harbor cruise scheduled for Sunday, July 19, and for the Great Woods concert, which will be held on Sunday, August 9. The cost to ride on these buses will be \$7.00 per passenger. If you would like to take a bus to either of these outings, interested employees should send a check, along with name, address and telephone extension to "Buses," Mail Stop 4-23 in Southboro. Space is limited, so employees are urged to reserve seats as soon as possible. The buses will pick passengers up in front of the Building 14A lobby in Westboro.

## MARKETPLACE

### FREE

**Maytag Washer and Gas Dryer**, both need work, 366-4885 (Westboro).

**Tiger Kittens**, 8 weeks old, distinct markings, 842-6767 (Worcester).

### FOR RENT

**Apartment**, near major rts, appl, parking, no pets, first/last security, references, avail June 1, \$600/mo incl heat, 792-1328 (Worcester).

**Condominium**, Cancun, Mexico, October 3-10, slps 6, incl kitch/maid service, \$800/BO, 481-1443 (Marlboro).

**Condominium**, Acton, 1 bdrm, AC, laundry/storage/pool, w/w, \$675/mo incl heat/hot water, 562-5140 (Stowe).

**House**, 2 bdrm, near lake, hiking, boat landing, cable, deck, Plymouth, VT., \$225/wk, \$100/wknd, 464-2714 (Princeton).

**House**, 3 bdrm, Seagull Beach, West Yarmouth, \$650/wk, 529-3434 (Upton).

**Efficiency**, Dennisport, Cape Cod, patio/cable TV/pool, near beach, \$295/wk in-season, \$175/wk off-season, \$75/wknd off-season, 435-3794 (Hopkinton).

**Duplex**, Dennisport, Cape Cod, deck/cable TV, near beach, \$450/wk in-season, \$295/wk off-season, \$150/wknd off-season, 435-3794 (Hopkinton).

**Condominium**, 2 bdrm, laundry, A/C, near 290, avail June, \$595/mo + util, 568-0155 (Hudson).

**House**, Dennisport, Cape Cod, 3 bdrm, encl porch/deck/cable TV, near beach, \$595/wk, 562-3274 (Hudson).

**House**, 3 bdrms, deck, near beaches and boat landings, Falmouth, June \$300/wk., July & August \$400/wk. 923-1489 (Watertown).

### WANTED

**Child Care**, 2 yr old girl, Mon/Fri, 8:30 a.m. to 6 p.m., June 15- August 31, your home, 478-3064 (Milford).

**Basketball Hoop**, backboard, used, in good condition, 755-2307 (Worcester).

**Roommate**, female, non-smoker, 3 bdrm, 2 1/2 baths, pool/tennis, laundry, \$310/mo + util, 877-9165 (Framingham).

### FOR SALE

**'87 Stingray**, 16' w/140 hp Mercury inboard motor, galvanized trailer, some options/acc, \$8,700, used 20 hrs, 752-4243 (Worcester).

**Panasonic Color Movie Camera**, portable video cassette recorder and toner, complete w/components, \$500, pd \$2,200, 755-2759 (Paxton).

**Whirlpool Washer and Dryer**, electric, dryer/\$75, washer/\$25, 478-2102, (Milford).

**Edixa Reflex Manual Camera**, w/50mm 1.8 lens, screw on Pentax mount, rubber hood, polarized filter, strap, \$80, 473-5939 (Milford).

**Waterbed Set**, queen w/heater, side pads, dbl set drawers, hdbd w/etched mirror, matching dresser/end table, \$1,500/BO, 481-1443 (Marlboro).

**Bound Carpets**, celery green, 11' x 12'; medium blue, 12' x 13'; \$100/ea, 562-4719 (Hudson).

**Speedqueen Gas Dryer**, green, BO, 234-2081 (Whitinsville).

**Cape Cod Home**, 1 yr old contemporary ranch, 3 bdrm, 2 bath, garage, basement, alarm sys, \$169,000, 393-7294 (Northboro).

**Antique Hutch**, light oak, mirror inset, 3 drawers w/cabinet, 72"x 21"x 42", BO, 881-3257 (Ashland).

**Mobil Trailer**, '83, 35', 1 bdrm, kitch, living rm, Falmouth, \$12,500, 473-7382 (Milford).

**Stereo Equalizer**, ADC 10-band graphic w/ 2 patchcords, \$70, (603) 622-7479 (Manchester, NH).

**Custom Drapes**, lined, rod incl, 144"x 81", choc brown, 839-3697 (S. Grafton).

### AUTOS

**'75 Chevrolet Nova**, 6 cyl, auto, 40K mi, new tires/shocks/rear spring, \$1500, 485-7073 (Marlboro).

**'76 Dodge Aspen**, slant 6, silver w/red pin stripes, snow tires, needs body work, \$350/BO, 485-6259 (Marlboro).

**'79 Chevrolet Monza**, hatch, V6, PS/PB, 69K mi, \$900/BO, 853-7223 (Worcester).

**'80 Toyota Celica**, 2dr, 5 spd, 49K mi, AC, new radials, rear defrost, \$2200, 966-1479 (Bellingham).

**'80 Toyota Corolla**, 4 dr., silver, auto., A/C, AM/FM/stereo, \$2200/BO. 877-5149 after 7:00 pm. (Framingham).

**'82 Ford Escort L**, 70K mi, 2 dr, 4 spd, stereo/cassette, \$1500, 366-1968 (Westboro).

**'83 Nissan Sentra Deluxe**, 5 spd, 26K mi, burgandy, \$4000, 481-0132 (Marlboro).

### 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.

**Pumpernickel'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.

*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.