Mini News
News For The Employees of Data General

May 22, 1987

Kavazanjian Named VP For International Manufacturing

John Kavazanjian has been promoted to vice president for International Manufacturing Operations (IMO). He will oversee Data General's manufacturing activities in Manila, Thailand, Singapore, West Germany and international Purchasing operations in Hong Kong and Tokyo. Based in Singapore, John reports to Frank Silkman, senior vice president for Manufacturing.

Reporting to John are: Ben Dalton, general manager of IMO Administration; Mike Smith, general manager for IMO; Steve Schaff, director for IMO Purchasing; and Bob Kelley, director of Human Resources for IMO. In addition, an IMO function, reporting to John, will be established in Westboro.

John, a five-year Data General employee, has served as Corporate Purchasing director since August 1983. Before that, he was director of Manufacturing Planning. John came to Data General from Inter-Tel Inc. of Phoenix where he was vice president of Operations. Prior to that, he was at Digital Equipment Corporation for seven years where he held a series of manufacturing positions.

John holds a master's degree in finance from the Massachusetts Institute of Technology's (MIT) Sloan School of Management and a bachelor's degree in chemical engineering from MIT.

Since last September, IMO had reported to Lee Lanning, vice president of Corporate Material Services. Lee will continue to oversee Corporate Material Services. He also will assume acting-responsibility for Corporate Purchasing.

Abel Named Director Of Electrical CAD Systems

Luther (Lou) Abel has been named director of the Electrical Computer-Aided Design (CAD) Systems group, reporting to Tom West, vice president of the Systems Development Division. Lou will manage the development and operation of Data General's internal CAD tools and CAD software products.

Alec Karys, who was acting director of the CAD Systems group, will report to Tom West as a senior consultant. He will initially concentrate on supporting the CAD group through the management transition.

Lou comes to Data General from VIA Systems, where for the past two years he was vice president of engineering. Prior to that, he was at Applicon for three years where he was director of product development.

For nine of his 16 years CAD software experience, Lou was with Digital Equipment Corporation, where he held a variety of management positions in CAD Systems development and implementation.

Lou received a Ph.D. in computer science from the University of Illinois, and master's and bachelor's degrees in electrical engineering from Rensselaer Polytechnic Institute.

Benefits Plus Introduced; Enrollment Meetings Set

Benefits Plus, Data General's expanded medical and dental program for employees, was officially introduced this 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.

All employees must complete a new Benefits Enrollment Form by 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 with 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 4550 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.

Westboro

Thursday	May 28	11 a.m. - 2 p.m.
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.

Milford

Tuesday	May 26	11 a.m. - 2 p.m.
Wednesday	May 27	11 a.m. - 2 p.m.
Thursday	May 28	11 a.m. - 2 p.m.
Friday	May 29	11 a.m. - 2 p.m.
Monday	June 1	11 a.m. - 2 p.m.
Wednesday	June 2	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.

In Westboro Manufacturing, employees are being invited to enrollment meetings during a three day period beginning next Tuesday, May 26, and ending on Thursday, May 28. Sessions will run each day at 9 a.m., 11 a.m., 2 p.m. and 4 p.m. in the new Conference Room on the first floor of Building 14-A near the cafeteria. Employees are signing up for sessions through their manager or departmental secretary. Anyone with any questions about the meeting should contact their manager or Human Resources representative.

Open enrollment meetings for the Communications Systems Group personnel in Milford, Southboro and Westboro will take place between May 26 and 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 from May 26 to June 12.

Nolette Named HR Director Supporting CSG

Jane Nolette has been named director of Human Resources for the Communications Systems Group, reporting to Don Bateman, vice president of Human Resources. Jane succeeds Jon Lane, who continues to have responsibility for Corporate Management and Organization Development.

The Communications Systems Group includes the Information Management Group, Data General Network Services, Data Communications and Network Division, Genioss, and the Sunnyvale Division. Reporting to Jane are Human Resources Managers Marthe Lattinville-Pace in Westboro and Carter Schwonke in Sunnyvale, and Human Resources Consultant Al Weston.

Jane has most recently been manager of Human Resources Systems in Corporate MOD responsible for Executive Development; Management and Professional Training; and Technical Training. She joined Data General in 1981 as a Human Resources representative for the Business divisions and has held several positions including Human Resources manager for the System Development Divsion and Staffing manager for the Business Group.

Jane holds a master's degree in education/organizational psychology from Harvard University, and received her MBA and bachelor's degrees from Boston University.

de Castro Discusses Decision-Making Styles

Data General President Ed de Castro recently told about 250 faculty members from business graduate schools throughout the U.S. that people sometimes need to take "risks" and go with "intuitive" decisions if companies are to survive. Ed's comment came during the annual meeting of the Eastern Academy of Management held last week in Boston. Below are excerpts from Ed's talk:

The selection process for employees at Data General is quite rigorous and intense. We screen people through

an interview process which may involve six to eight people at various levels and in various functions.

For example, the aspiring management candidate with an MBA may have discussions with:

an experienced specialist in the department where an opening exists;
- the department supervisor;
- managers one or more levels above;
- managers in other functions such as manufacturing or marketing;
- and one or more vice presidents.

All of these interviews are in addition to the traditional screenings conducted by our personnel people.

As you might suspect, this process produces a cross-section of evaluations and opinions. When they converge, we have a solid candidate.

As you may guess, we use this process to look for people who have more than good grades. If good grades were all that we required, the selection process would be easy.

Certainly, we want highly motivated academic achievers, but high grades are not enough. We need smart people who are also willing to take risks.

Risk takers are people who are good at "intuitive" decisions. These people have the same facts...the same data to work with as anyone else, but they have the unique ability to sense where an opportunity may lie.

Obviously, making an intuitive judgement based on facts involves more risk than making the purely "logical" decision.

But when you work for a company whose competitors are eight and 50 times its size, you need to take risks. You need to exploit every product opportunity...every market opportunity...and every customer weakness that can be found.

While the computer business has slowed somewhat in the past two years, the pace of technology has not. New inventions like superconductors and higher density circuits keep coming. While product cycles run two to three years, a new technology can sometimes be implemented in less than a year if you have people who are willing to take risks.

Because Data General is smaller than its competitors, our engineers have to read trends better than the competition. They have to literally "bet" on which emerging technology will be the right one for products and systems which will be brought to market two or three years down the road.

The risk taker will study the facts...come to the logical conclusion -- the one everyone else might come to -- then take the added time to study alternatives and figure out the strategy that will pre-empt the "logical" strategy.

Sometimes, the risk taker is going to be wrong. But a true risk taker must be willing to be wrong once in a while, as the price to pay for getting the right products to the market first.

And when he or she is wrong, the risk taker must be willing to recognize it, put it aside and move on to the next project.

We look for this trait in management candidates as well as in young engineers. We need managers who are effective at teaching people how to take risks -- people who think in a creative, risk-taking manner.

Risk-taking individuals will get nowhere unless we have risk-taking managers.

If you have managers who spend more time fixing blame than solving problems, you are not likely to succeed. The assignment of blame does not put new products on the market. It just gives your competitiors more time to get there first.

When you spend time fixing blame, you teach employees to avoid risk.

Does it really matter who made the wrong decision?

Is there a real benefit derived from fixing blame?

Besides, if management knows what is going on in a company, it knows what risks are being taken. There should be no blame to fix!

Good managers in our business must focus on taking the risks to find the solutions to problems.

Risk taking is a basic premise of American business. But risk taking must go beyond a single entrepreneur and a single idea. It must become a process that is fostered and nurtured in all size companies and in all industries.

One of the great strengths of the American people is our peculiar brand of individualism. The freedoms in our unique culture foster risk taking.

For more than a decade, the Japanese have captured the headlines for their success in autos and consumer electronics. But it didn't come about through junk bonds, acquisitions and divestitures. Japan's achievements have come by doing something which U.S. companies formerly did very well -- that is, focusing on the basics of developing better products and producing them at lower costs.

Maybe that's why Japan now graduates twice as many engineers, per capita, as the U.S. Meanwhile, the U.S. graduates seven times as many accountants and 20 times as many lawyers.

Following World War II, U.S. companies developed the world's most advanced radios, TVs, and stereos. By 1960, the U.S. held 70 percent of the world consumer electronics market.

But when they were faced with competition from the Germans and the Japanese, the U.S. industry lost its balance. Management became very risk-averse.

It propped up its sagging profits by cutting R&D, factory automation, new products and features. They sacrificed their future for their current performance. They forgot what it was that brought them success.

Maybe management looked too hard at economic models, and overlooked the basics of business. Unfortunately, as Peter Drucker says, "In business school classrooms, they construct wonderful models on a nonworld."

The U.S. computer industry has a position in world markets similar to the U.S. consumer electronics industry of 1960. But I don't expect the Japanese to become as successful in computers as they have been in consumer electronics. I think we have all learned from the earlier experience.

Most of the suppliers have resisted the temptation to trim our future investments to soften the present tough times. I believe we have all done a good job of balancing the present with the future.

New products are still coming at a fast pace from the established companies in our industry. And we continue to see startup firms risking capital with a better idea for a product or service.

Our industry is beginning to mature. We face slower growth and greater internal competition. Only the strongest companies with the broadest product lines will survive in the long-term.

We will see better years ahead, just as sure as we will see lean years again.

But the U.S. computer industry will not lose its world leadership as long as it focuses on finding people willing to take risks with new ideas.

And as long as you keep giving them to us.

Attention Telephone Users

If your telephone needs service, you should submit a Telephone Service Request form (TSR) to the Corporate Telecommunications department. If you need assistance in filling out the TSR, call extension 6057 or 6058 in Westboro.

Dialing 3400 Computer Drive?

Some of the employees located at 3400 Computer Drive have telephone extension numbers in the same range as employees at 4400 Computer Drive. As a result, many calls are being misdirected because of failure to use the proper three-digit prefix tie-line code (232) for employees at 3400 Computer Drive. Also, employees wishing to reach the group on the GENIOSS system within the Information Systems Group must use the tie-line 234.

Toastmaster Open House Planned for June 17

"The human brain starts working the moment you are born and never stops until you stand up to speak in public," according to Sir George Jessel. In the supportive and challenging environment of the Data General Toastmasters' Club, employees have the opportunity to hone public speaking skills and develop the confidence needed to speak in front of groups.

All employees are invited to attend the Toastmasters' Open House on Wednesday, June 17, at noon in Guest Marketing Room A. Interested employees should respond to Elaine Moore at extension 5607 in Westboro or Joan Hully at 220-7486 in Southboro.

The next regular meeting will be held in MTI B (next to the Information Resource Center) on Wednesday, May 27, at noon.

Training

Courses Available At Educational Services

Educational Services is offering the following software and hardware courses to Data General employees. All classes will be held at the Education Center at 2400 Computer Drive in Westboro.

Software

• *DG/SQL Utilization and Design (S317)* - This course is designed for data processing professionals who require working knowledge of Data General's non-procedural, SQL-based, full implementation of the relational model database management system (DG/SQL). This five-day course starts on Monday, June 1.

• *Data General Data Management (S144)* - Employees in this course will learn basic data management concepts and receive an introduction to Data General's three data management software products: INFOS II, DG/DBMS, and DG/SQL. This two-day course starts on Tuesday, June 9.

• *AOS and AOS/VS User (S209)* - This comprehensive course teaches employees how to use the Data General AOS and AOS/VS operating systems. This course is geared toward programmers, analysts, and system managers who need to become more familiar with these Data General operating systems. This five-day course starts on Monday, June 8.

• *RDOS User (S200)* - This course teaches employees how to use the Data General RDOS operating system. The class is designed for programmers, analysts, and system managers who need to become more familiar with the RDOS operating system. This five-day course starts on Monday, June 8.

Hardware

• *ECLIPSE MV/4000 Field Maintenance (H148)* - This class focuses on how to install and configure a Data General ECLIPSE MV/4000 computer system; load and run diagnostic programs to verify proper system operation; and perform board-level maintenance by isolation of faults to the Field Replaceable Unit. This five-day course starts on Monday, June 15.

• *ECLIPSE MV/20000 Field Maintenance (H188)* - This course provides a functional, board-level overview of the ECLIPSE MV/20000 computer. The class covers information flow and control functions within individual boards, between boards, and over system busses. The course emphasizes calling, running, and interpreting the three levels of diagnostic programs used to troubleshoot the ECLIPSE MV/20000 computer. This five-day course starts on Monday, June 15.

• *DASHER D2XX, D4XX Field Maintenance (H221)* - Employees will learn how to maintain the DASHER D100, D200, D210, D211, D410 and D460 terminals to the Field Replaceable Unit (FRU) level through the proper ·ouble-shooting techniques, diagnostics and documen-tation. This two-day course starts on Monday, June 8.

Prior approval of your supervisor is required for course registration. To enroll, call (tie-line) 221-1647 and confirm your registration.

Activities

DGRC Runs Marathon Relay

The Data General Runners' Club (DGRC) recently entered the 4th Annual Corporate Marathon Relay, held at Curry College in Milton. In a marathon relay, each runner runs 2.6 miles, for a team total of 26 miles, 385 yards. The DGRC completed the marathon in 3:05:48, placing 16th. A team from Raytheon Corporation won the race with a record time of 2:28:05. Other companies involved included Digital Equipment, Wang Laboratories, Bank of Boston, Cullinet and IBM. All teams are members of the New England Corporate Track Association (NECTA). Nearly 50 teams competed in the relay.

Individual Data General runners did well. Mark 'Vhalley completed the 2.6 mile loop in 13:44. This was ,ne second-best individual time for the day. Other team members' times are as follows:

Chris Adams	19:49
Winston Chang	15:13
Gary Conti	19:02
Eric Engberg	18:02
Anne Kennedy	21:40
Jim Kent	14:34
Todd Kurland	17:28
Mike Lerner	25:56
Doreen Mendall	20:19

The DGRC's next event will be the Corporate Track Championship in Dedham on Saturday, June 20.

Records Fall At Dasher Races

Three new course records were set during last week's spring Dasher Road Race. Mark Whalley lowered the 10K record to 32:13; Fred Oak set a new master's record in the 3-mile run with a time of 18:00; and Mary Ellen Giasi established a woman's master record in the bike ,ce with a time of 63:27. In all, 190 Data General ,mployees from 8 locations completed one of the 3 events - 3-mile or 10K runs or a 15.5 mile bike race.

Dasher Race Committee Chairperson Eric Engberg attributes the success of the event to the participation of racers, committee members, and volunteers.

Following are the winners of each event and a complete listing of all results:

Dasher Winners

BICYCLE

Men's overall	- Camillo Davis	37:42
Men's master	- Camillo Davis	37:42
Women's overall	- Marilyn Gray	55:59
Women's master	- MaryEllen Giasi	63:27

3-MILE RUN

Men's overall	- Winston Chang	16:42
Men's master	- Fred Oak	18:00
Women's overall	- Donna Fox	19:30
Women's master	- Connie Graff	26:49

10K RUN

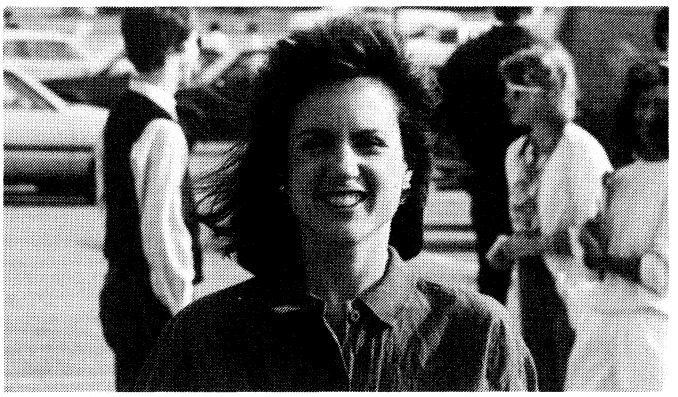
Men's overall	- Mark Whalley	32:13
Men's Master	- Wayne Fitzsimmons	38:37
Women's overall	- Betsy Anderson	41:36
Women's master	- Anne Kennedy	49:34

BICYCLE RESULTS

1	Camillo Davis	37:42
2	Gerry Hovagimian	41:05
3	Alexander Daniel	41:08
4	Dave Hager	41:11
5	Jay Gauthier	41:18
6	Paul Woodbury	41:24
7	Joost Verhofstad	41:28
8	John Norton	44:03
9	Peter Kaufmann	44:03
10	Don Baum	44:29
11	Barry Day	45:30
12	Dan Mairet	45:35
13	John Barstow	45:38
14	Rocky Keith	45:40
15	Brian Dufresne	45:46
16	Chris Adams	46:01
17	Dennis Lindenberg	46:37
18	Mike Rhodes	46:37
19	John Veneski	47:11
20	Ross Dreyer	47:22
21	Suwathin Phiansunthon	47:26
22	John Frost	47:37
23	Peter Orni	47:46
24	Frank Wylie	49:33
25	Mark Travaglio	49:50
26	Graham Entwistle	49:52
27	Dennis Fitzgerald	50:45
28	Allan Baillie	50:51
29	John Metzger	51:08
30	Gary Conti	51:11
31	Michael Arakelian	52:26
32	Don Wiser	53:38
33	Steven Davi	53:44
34	Jim Thrasivoulos	55:05
35	Fred Bertram	55:30
36	Wayne Williamson	55:46
37	Marilyn Gray	55:59
38	Timothy Warrow	56:43
39	Richard Boylan	61:04
40	Howard Berg	62:38
41	Maryellen Giasi	63:27
42	Don Perry	65:28
43	Nancy Ellis	66:46

10K RUN

1	Mark Whalley	32:13
2	Jim Kent	33:50
3	Brian Stetson	38:19
4	Wayne Fitzsimmons	38:37
5	John Hurley	39:18
6	Rick Conway	40:51
7	Jonathan McCormick	40:56
8	Mark Bates	41:15
9	Betsy Anderson	41:36
10	Charles Rossi	41:41
11	Peter O'Dunne	42:16
12	John Ticer	42:36
13	Dan Maxwell	43:07
14	Barbara Zack	43:19
15	Todd Kurland	43:33
16	Jay Leader	43:48
17	Larry Wikelius	43:51
18	Peter Bixby	43:53
19	Mike Gallo	43:59
20	Bill Mettey	44:12
21	Ed Siminsky	44:25
22	Thomas Crowe	44:53
23	Tom Stone	45:55
24	Christina Lidbeck	46:10
25	Eddy Telemaque	46:46
26	John Johnson	47:56
27	Ron Baracka	48:41
28	Anne Kennedy	49:34
29	Janet Curley	50:00
30	John Gudgel	53:39
31	Eileen Murphy	53:48
32	John Murphy	53:56
33	Paul Beaudoin	54:11
34	Jim Higgins	54:40
35	Diana DeMarcken	54:40
36	Austin Meredith	57:59



3-MILE RUN

1	Winston Chang	16:42
2	Drew McLoughlin	17:48
3	Alfred Oak	18:00
	Dick McCarrick	18:41
5	Dale Smith	18:44
6	Eric Engberg	19:10
7	Mike Hoisington	19:16
8	Keith Huston	19:24
9	Donna Fox	19:30
10	Hugh McCracken	19:35
11	Eric Kainer	19:36
12	Ron Pipe	19:52
13	Arist Nichols	19:54
14	Chuck McCallum	19:56
15	Robert Tanski	19:58
16	Ted McGrory	20:01
17	Joe Kidder	20:10
18	Brian Larson	20:14
19	Mark Stamm	20:23
20	Kevin Lemire	20:23
21	Andy Hawley	20:24
22	Jack Brownley	20:31
23	Maureen Mendick	20:36
24	Ben Valcour	20:38
25	Jay McCloy	20:52
26	Steve Bradford	20:53
27	Wes Scott	21:06
	Ralph Hibbs	21:09
29	Dennis Aylward	21:10
30	Bruce Bridges	21:14
31	Gholi Tajiani	21:16
32	James Lynch	21:17
33	John Blakely	21:18
34	Doreen Mendall	21:38
35	Paul Milott	21:51
36	Joshua Weiss	21:58
37	John O'Connor	22:07
38	Dan Huck	22:08
39	Paul Provost	22:09
40	Bob King	22:13
41	Mark Woelfel	22:16
42	Casey Sayre	22:18
43	Dennis Dow	22:26
44	Bob Burgess	22:29
45	Tom Cappelli	22:30
46	Anthony Whelan	22:31
47	Norm Joslin	22:32
48	Nicholas Paolillo	22:34
49	Tony Fredericks	22:35
50	Jim Stein	22:40
51	Steve Johnson	22:42
	Gerard Pintal	22:44
53	John Moura	22:45
54	Dan McCabe	22:52
55	Connie Farb	22:58
56	Warren Snow	23:04
57	Francis Risolo	23:11
58	Kevin Ebensberger	23:15
59	Charlie Mascari	23:20
60	Randy Glickman	23:21
61	Ken Remillard	23:23
62	Lawrence Spaziani	23:24
63	Chuck Young	23:25
64	Lori Boyce	23:28
65	Antonio Roxo	23:30
66	Michael Schillinger	23:38
67	David Markowitz	23:55
68	Ellis Kriesberg	23:56
69	Michael Twomey	23:56
70	Paul McGovern	24:03
71	John Grenier	24:04
72	Paul Pottle	24:07
73	Stephen Kalil	24:10
74	Mark Hummel	24:17
75	Andrea Leavitt	24:22
76	Dan Byron	24:32
77	Barbara Nassaney	24:43
78	Michael O'Toole	24:46
79	David Berridge	24:46
80	Michael Grossman	24:58
81	Mark Dolan	25:06
82	Philip Flaherty	25:32
83	Alan Law	25:32
84	Laurie Klobedanz	25:34
85	Stephen Boyle	25:35
86	Steve Maguire	25:37
87	Tom Tibbetts	25:44
88	Jackie Thrasivoulos	25:51
89	Regina Mulligan	26:07
90	Lori Kusmierek	26:14
91	Anthony Oliveri	26:26
92	Tom Andresen	26:35
93	Mark Fearon	26:40
94	Kathy Acierno	26:47
95	Connie Graff	26:49
96	Ken Rodrigues	26:54
97	Edson de Castro	27:10
98	Michael Lerner	27:11
99	Cathy Roth	27:34
100	Neil Tumeinski	27:38
101	Audrey King	27:39
102	Fred Mangin	28:45
103	Joe Clayton	29:20
104	J.C. Cunningham	29:24
105	Peg Raymond	30:44
106	Patricia Giencke	32:28
107	Steve Lento	33:02
108	Kathy Cronin	33:22
109	Sue Spielman	33:26
110	Thea Consiglio	43:43
111	Elisabeth Thorpe	43:44

MARKETPLACE

CARPOOL ,

Ride Needed , from Fitchburg to Westboro, will share exp, hrs flex, x232-1143 or 342-8141 (Fitchburg).

FREE ,

White kittens , 2, available this week, 460-1835 (Marlboro).

FOR RENT ,

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

House , 3 bdrm, laundry, bath, cable TV, near Craigville Beach/shopping/entertainment, avail 5/30-6/20, $450/wk, 478-5881 (Milford).

House , 4 bdrm, 2 baths, laundry, deck, near beach, incl tennis/fishing/swimming, Oak Bluffs on Martha's Vineyard, avail June $900/wk, July $1000/wk, August $1100/wk, 777-2082 (Danvers).

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).

Condominium , Biddeford Pool, ME, 2 bdrm, near beach, avail last two weeks July/first two weeks August, $350/wk (207) 283-3386, (Maine).

Apartment , first floor of 2 family, 2 bdrm, near Rt. 20, Pike, Auburn Mall, pets allowed (have none), $200 + 1/2 bills, 865-9806 (Millbury/Auburn).

Townhouse , Perkins Farm, 2 bdrm., fully appl., deck, pool, tennis, 1 mi. from Pike, near all major rts., $700/mo. + util., 795-0431 (Worcester).

1/2 Duplex , 3 bdrm., kitchen, livingroom, diningroom, pantry, avail. 7/1, 473-2120 (Hopedale).

Apartment , 2 bdrm. in 2 family house, full appl., w/w, centrally located, references, avail. 6/1, $685/mo. + utils., 651-3754 (Natick) or 877-7847 (Framingham).

House , Barnstead, N.H., 2 bdrms, 3 rm master suite w/terrace, 2 full baths, 4 min. walk to beach, $950/mo. heat/hot water incl. 776-0261 (Somerville).

Apartment , 2nd flr, newly remodeled, W/W, full bath, 10 min. to 495 $575/mo. heat included. 883-1645 after 6:00 pm. (Blackstone).

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

WANTED ,

Roommate , non-smoking female, to share 1st floor of 2 family home, laundry, avail July 1, 969-1849 (Newton).

Roommate , to share 2 bdrm apt, pool/tennis, $332.50/mo + util, avail July 1st, 872-0471 (Framingham).

Roommate , to share 2 bdrm. apt., furnished livingroom, kitchen, off-street parking, no pets, smoker, close to major routes, $250/mo. + 1/2 util., 879-7099 (Framingham).

Roommate , non-smoking female to share townhouse in N. Worcester, close to I290 & I190, 25min. from Westboro, off-street parking, pool, tennis courts, $190/mo. includes heat, 856-9485 (Worcester).

Small 1.5 or 2.0 hp gas engine , for 3-man rubber boat, 655-3039 or 655-0222 (Natick).

Child care , for 4-year-old boy, Mon.-Fri., 12:30 - 3:30 p.m., preferably my home, 877-6903 (Framingham).

Roommate , to share condo, N. Framingham, $330/mo. avail. June 1st. 481-6747 (Marlboro).

FOR SALE ,

Condominium , 2 bdrm, 1000sq ft, balcony/pool/park/ 15 min to Webo, $105,000, 842-4083 (Shrewsbury).

Items , tires, P195/75 R14, Uniroyal, new, BO; piano, upright, good sounding board, BO, 898-2373 (Westboro).

VCR , needs memory board or repair, $75, 755-6267 (Shrewsbury).

Condominium , for sale/rent, 3 bdrm, 2 bath, Newfound Lake, Bristol, NH, buy-$130,000, rent-$500/wk, 435-6744 (Hopkinton).

Items , oak butcher block trestle table, $250; five drawer oak bureau, $150; oak bureau w/cabinet & drawers, $150; Sears humidifier, $50, 655-5441 (Sherborn).

Refrigerator , Westinghouse, 2 dr, frost-free, ivory, 19+ cu ft, glass shelves, warranty, $500/BO, 923-0709 (Watertown).

Stamp Collection , more than 2000 U.S.issues from Scott #10 to the year 1980, included are used, mint, plate blocks, booklet panes, whole sheets, sell in pieces or complete, 898-3223 (Westboro).

Computer , DG/One Model 256KB (2), 3.5 disk w/ built-in modem, 5.25 floppy disk printer, portable printer w/battery, DG/One monitor, printer, disk adapter w/ Wordstar Professional for MS/DOS, $1,400/BO, (603) 893-0585 (NH).

Townhouse Condo , 1 1/2 yrs. old, 2 bdrm., 1 1/2 baths, fireplaced livingroom, fully appl., patio, $111,900, 832-5664 (Auburn).

Ski Condo , Stratton Mt., 3 bdrm, 2 bath, fireplace, 2 decks, 1.5 mi. from Stratton Base Lodge, fully furnished, avail. immediately, (401) 353-8487 (Providence).

Microwave utility cart , hand-crafted solid oak, 20" deep, 30" high, 28" wide, 6 drawers, adjustable shelf, pull-out cutting board, light oak stain, on casters, 422-7563 (Sterling Jct.).

Maple firewood , one cord, cut, not split, $40, 842-0631 (Shrewsbury).

'83 Merrocraft , 14-ft., aluminum, deep v hull, w/'83 Merc 10 hp motor, '83 Startan trailer, 1000 lb. cap., $2,100/BO, 592-2080 (Lynn).

Air Conditioner , 11000BTU Sears Coldspot, window mountings, 115 volt, $100, 875-4077 (Framingham).

Bow window , new, insulated glass, w/screens, 4'9" X 6', $350, 485-1423 (Marlboro).

'74 Starcraft Camper , heater, stove, refrig., sleeps 8, $400 firm, 764-2369 (Southboro).

Baby items , swing, Johnny Jump-up, musical mobile, 839-3269 (Grafton).

Items , kitchen/dining table w/ 3 chairs, $30; baby car seat, $15; lawn mower, $15; wooden head board/foot board w/frame for double, $30, 393-9329 (Northboro).

Items , ASR 33(2) and Omnitech 110 baud telephone coupler, BO/trade, 263-8378 (Acton).

Air conditioners , window mount, 7500BTU, 25" wide X 14.5" high, $250; 14000 BTU, 26.5" wide X 19" high, $500, both used one season, plug into ordinary 115V outlet, 966-3415 (Bellingham).

Dining Room Table , w/4 chairs, $100, 845-1831 (Shrewsbury).

Maple Firewood , one cord, cut, not split, $40, 842-0631 (Shrewbury).

Townhouse Condo , 2 bdrm, 2 1/2 baths, frplc, 2-car garage w/workshop, near Rt. 495, $155,900. 478-7846 (Milford).

Items , couch, 8', black, w/large matching chair and 3' round coffee table, $100/BO; 3' sq. b/w mirror, $25/BO; credenza, 6', with 2 sliding doors, $50/BO; 4' wide loveseat, hide-a-bed w/spring and mattress, $75/BO. 251-7481 (N. Chelmsford).

Tires , 2 Roadhandler, P185-80/R13, all season tires, $35 each. 234-6807 (Whitinsville).

AUTOS ,

'68 Dodge Dart GT , slant six, mechanically sound, BO, 898-2373 (Westboro).

'73 Honda Motorcycle 500/4 , low mileage, must sell, $500/BO, (401) 765-4216 (Woonsocket, R.I.).

'75 Corvette , L48, 4spd, leather interior, black w/black, $5900, 478-7010, X7148, evenings (Milford).

'77 Olds 98RS , PW, PL, cruise, stereo w/cassette, 6-way driver seat, high mileage, $400, 877-4611 (Framingham).

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

'82 Chevy Camaro , 59 K mi., 4 cyl., 4 spd., EFI, ps & pb, transferable warranty good for 13K mi. or 1.5 yrs., $5100/BO, 799-4090 (Worcester).

'83 Husqvarna 125 XC , bought in 1985, $850/BO, 765-5049 (Woonsocket).

'83 Ford Escort GL , 4 cyl., 2 dr., hatchback, rear def/wiper, $2700/BO. 393-9329 (Northboro).

'84 Fiero , 47k mi., must sell, 865-9806 (Millbury/Auburn).

'86 Mitsubishi 4x4 pickup truck , BO, 885-4260 (Spencer).

'86 Toyota Camary , 4 dr., 12K mi., $10,500, 853-4522 after 4 (Worcester).

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.