

Mini News

News For The Employees of Data General

February 12, 1988

Monday Is A Holiday

Employees are reminded that Monday, February 15, is a Data General-paid holiday in observance of Presidents' Day.

The following is the rest of the holiday schedule for Data General employees for 1988:

May 30 (Monday) -- Memorial Day
July 4 (Monday) -- Independence Day
September 5 (Monday) -- Labor Day
November 24 (Thursday) -- Thanksgiving Day
November 25 (Friday) -- Day After Thanksgiving
December 26 (Monday) -- Day After Christmas

In addition, two personal holidays are available for each regular employee scheduled to work more than 20 hours a week and hired before July 1 of this year. These personal holidays must be taken before December 31.

Westboro Telephone Codes Changing

On Sunday, February 21, all six-digit authorization codes used to place telephone calls from or through the Westboro telephone system will change.

Employees will be receiving their new codes in the mail the week of February 15. If you have not received your new code by Thursday, February 18, call Marsha Dibbern at extension 6057 or Mary Habacker at extension 6058 in Westboro.

It is very important that employees keep their telephone codes confidential. All calls made from any location using your code will be charged to your extension and against your cost center.

Core Accounting Program Is Launched

More than 30 employees from Finance, Manufacturing, Human Resources and the Information Man-

agement Group (IMG) are joining together to update and enhance Data General's accounting and financial systems. To kick off their efforts, they met recently at Central New England College to discuss the Core Accounting Program (CAP). CAP members will define user requirements, select appropriate software and implement worldwide financial reporting systems.

Data General's Mike Evans, vice president and chief financial officer, and Jim Ryan, vice president of IMG, hosted the meeting with its theme being, "Balancing Tomorrow's Needs Today."

"I believe that an all-out effort to update these systems is essential to successfully manage this business and keep it going forward," Mike told those in attendance at the meeting. "And other than my fiduciary responsibilities as chief financial officer of this company, my number one priority now is to successfully drive CAP to a satisfactory conclusion. This worldwide program is absolutely critical to our company," he continued.

Mike explained that the project is unique, and important to every employee. To ensure its successful completion, Mike and Jim have developed a four-point plan.

First: More than 30 representatives from two "communities," IMG and computer users within Data General, have been selected to work on this program full time.

These two "communities" have been divided into four teams:

- Accounts Payable and Purchasing;
- General Ledger, Fixed Assets, Accounts Receivable and Billing;
- Payroll/Human Resources; and
- IMG/Technical.

Employees within each "team" will work together to identify and implement systems that will address their specific needs.

Second: A dedicated group, Systems and Programs, has been formed to drive and support this program.

Third: The future core accounting systems will be integrated. Islands of databases or programs that require the majority of efforts in data collection, and not data analysis, will no longer exist.

Fourth: This project has the funding, support and endorsement of all executives.

During the CAP meeting, Mike said that he challenges every employee in the company to contribute their knowledge to the CAP team. "Please accommodate them with their requests, since they are operating on a critical timeline to complete the program. Your input will help define the future of Data General's core financial systems. Please remember the system selected will be your system. The corporate communities that identify the requirements will represent the foundation for successfully 'Balancing Tomorrow's Needs Today.' "

VAR Business Puts Spotlight On MacKenzie



Ward MacKenzie, vice president of Corporate Marketing, receives a framed drawing of the cover of VAR Business magazine, which features Data General and Ward in its latest issue. Several members of Corporate Marketing gathered informally last week to congratulate him for this honor.

In an unprecedented move by one of the more well-known trade publications in the Value-Added Reseller (VAR) industry, **VAR Business** magazine has highlighted Data General and Ward MacKenzie, vice president of Corporate Marketing, on the cover of its latest issue. Ward, who has been making headlines for his contributions to the VAR Marketing segment of Data General ever since he joined the company last year, is portrayed on the cover as a caricature of Merlin the Magician.

A framed cover of the magazine, along with the framed original drawing done for the cover, were presented to Ward last week during an informal gathering of nearly 40 people within Corporate Marketing.

"We are not getting good press lately," John McGlone, director of Reseller Marketing, told the group. "We are getting **really** good press. Ward has made a significant contribution toward that end.

"Ward is known throughout the industry, and is highly respected. The press, industry consultants and investment analysts were nearly as excited to have

him come to Data General as we were. Now, Ward has been in the trade publications and newspapers at least once a week for the past several months. It has all been good news."

Ward then took time to discuss his views of the company.

"Data General has a significant opportunity right now to truly make its mark on the computer industry," Ward said. "Managers within this company are willing to make tough decisions and take risks. Some of our competitors are not. This puts us at a distinct advantage, because technology within this industry moves so rapidly that companies are compelled to try new things.

"I believe adversity is the mother of invention," he continued. "Companies within the computer industry tend to go through cycles. They experience three or four years of great business, and three or four years of not-so-great business. Data General has done some necessary soul searching, and is in a position now to be aggressive and successful."

According to Ward, Data General is as technically competent, if not more so, than any other company in the industry.

"What is so exciting about Data General is the level of technical and professional competence of its employees. We are a fundamentally sound company, and have been positioning ourselves during the past year to take control and become the leader we are destined to be.

"But we cannot achieve magic unless we believe in ourselves, our products and in Data General. We have a great deal to believe in these days. We have made it very clear to investors, investment analysts and members of the press that we have our act together. Together, we will achieve magic."

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.

Flying Tall



Beginning on Monday, employees and visitors to Data General in Westboro will notice the Olympic symbol flying in front of the facility at 3400 Computer Drive. The flag was presented to Data General to commemorate the company's selection as the "Official Technical Computer Sponsor of the 1988 U.S. Olympic Committee and 1988 U.S. Olympic Team." It will fly in Westboro throughout the duration of the Winter Olympic Games over the next two weeks.

Field Engineering's Marketing Group Reorganizes

The Field Engineering division's Worldwide Marketing and Sales Support group in Milford has been reorganized under Director Norm Hodge. The new organization will better focus the efforts and skills of the group to support existing service offerings and to develop new service marketing programs necessary in the changing high-technology service market.

The Program Marketing, Product Marketing, Sales Support, Marketing Communications and Marketing Research departments will report to Norm.

The **Program Marketing** group, headed by Manager **Larry Lapide**, is responsible for the development of service marketing programs and service offerings for Data General-supported products. Reporting to Larry are Cathy Roth, Hardware Services Marketing manager; Karen Rosen, Software Services Marketing manager, and Glenn Kaplus, Service Marketing manager for the Vendor Support Program.

Manager **Frank Georgio** leads the **Product Marketing** department, which provides marketing support for product introductions in conjunction with corporate business plans, including market positioning, service-offering selection and pricing. Those reporting to Frank are Rosemary Coley, Small Systems Marketing manager; Rita Smith, Software Product Marketing manager; the Communications/Network Marketing manager, and the Large Systems Marketing manager.

Denny Bergau, formerly Field Engineering's Area Field Marketing manager in Schaumburg, Illinois, now

heads the **Sales Support** department. This department is responsible for contract negotiations, competitive bid proposals, support of sales opportunities, sales and support of spare part products, and telemarketing for commercial hardware and software contracts. Reporting to Denny are Tom Welton, Spare Parts Sales supervisor; Diane Sagerian, Telemarketing supervisor; Kathy Spooner, Administrative supervisor, and Tom Tibbets, manager of Major Opportunities.

The **Marketing Communications** department, led by Manager **Steve Carter**, is responsible for the development and implementation of promotional programs for Data General service products; the **CONTACT** customer magazine; coordination of internal communications programs and the Field Engineering Awards Conference, and divisional public relations.

Mike Grossman joins the **Marketing Research** department as manager. Mike has held several positions within Field Engineering, including branch manager. He also has worked in the Information Management Group. The department provides revenue and type-code forecasting, competitive analysis, tracking and reporting, market research and analysis, and end-user computing support. The group also manages outside consultants and secondary research projects.

Reference Accounts Inquiry Module Goes On-Line

What turns a prospective customer into a Data General customer? Although the decisions vary with each sale, the best solution for winning is utilizing a mix of effective sales tools.

Reference selling is one such tool. That is when existing Data General customers allow Sales representatives and prospective customers to tour their operations and witness first-hand how Data General is making a difference within their organizations. This method of selling can influence a purchase decision because prospective customers realize the strategic benefits others have gained by implementing Data General solutions.

This competitive tool is now available to Data General employees in the field, via the **Reference Accounts Inquiry** module of the COMET system. With the inquiry system, Sales representatives can quickly find profiles of a number of satisfied Data General customers, in a succinct, easy-to-use format. Both U.S. and international references are now available within seconds.

The reference database has been designed with multiple sort capabilities so users have maximum flexibility in specifying reference criteria. For example, criteria can include specifics such as hardware, applications, third party vendors, and geographical locations.

Customer references which are compiled from field input, represent a diversity of industries, locations and

company sizes. Current references range from Fortune 500 size firms to very small businesses with unique applications. Bi-monthly updates keep the data current.

The Reference Account Inquiry module of COMET came about with the help of the Marketing Operations group. The group designed the database with maximum efficiency in mind. However, the effectiveness of this database is contingent upon frequent input. Contributions from employees in the field are essential in order to maintain and expand the database. If you are aware of any customer references, please benefit your colleagues by forwarding the account name and Sales representative information to Mary Bracoloni of Marketing Operations via CEO at host system IMG001 or (tie line) 232-4297. All information is company confidential.

Toastmasters Can Help Sharpen Speaking Skills

Which one of these situations would frighten you the most:

- A) Driving on Rt. 128 in a snowstorm at 5:00 p.m. on Christmas Eve;
- B) Being on a crowded New York City subway, seated next to Bernhard Goetz;
- C) Babysitting your neighbors' six pre-schoolers and pit bull; or
- D) Giving a speech.

If you selected the fourth situation - giving a speech - you are not alone. Public speaking strikes fear in the hearts of many people in business. Toastmasters, an organization dedicated to helping individuals learn to speak well and think on their feet, offers a constructive, supportive environment in which employees can become skillful and relaxed speakers.

If you would like to find out more about Toastmasters, you are welcome to sit in on one of the group's weekly meetings. Guests are not required to speak. Toastmasters meet every Wednesday at noon. During February, the group will be meeting in the Employee Conference Center's Room A, located in the first floor of Building 14-A in Westboro, near Mail Stop C-138. For further information, please contact Michael Cad-den, Toastmasters president, via CEO at host system ZETA or at (tie line) 221-1686. Information regarding upcoming special events will appear occasionally in Mini News and on the bulletin boards through the building.

People

In Corporate Marketing

Betty Phillips has joined the Marketing Education group as a curriculum developer, reporting to Manager

Carlos Soares. She will help to develop hardware and software training courses for Data General employees and customers.

Before joining Data General, Betty worked at Honeywell Office Systems as a program manager. She also has been assistant superintendent of schools for Hanover, New Hampshire, and director of Public Services in Weston. She holds a bachelor's degree in English and education from Gordon College, a master's degree in school administration, and a certificate of advanced study from the Harvard Graduate School of Education.

Carole White and **Ken Cook** have joined the Curriculum Development group as Instructional Technology specialists, also reporting to Carlos. Carole and Ken will develop technical courses for Sales representatives and systems engineers.

Prior to this position, Carole was employed at Culinet Software. She holds a bachelor's degree in romance languages from Boston College.

Ken had been a curriculum designer in Manufacturing. Before joining the company, he was a faculty member at Babson College, a member of the graduate faculty at Syracuse University, and previously worked there as a research associate. He received a bachelor's degree in business administration from Upsala College, and holds a master's degree and a Ph.D. from the Newhouse School of Public Communications at Syracuse University.

In Finance

Richard Zammiti has joined the Corporate Credit department as a senior credit analyst, reporting to Manager John Brown. He is responsible for evaluating customers' financial statements and business plans in order to establish credit limits on all new and existing customers within a specific geographical area.

Before coming to Data General, Richard was employed by Savin Corporation and Simplex Time Recorder. He holds a bachelor's degree in finance from Nichols College.

Westboro

Library Open Wednesday Nights

Beginning this month, and continuing through the end of April, the Corporate Library will stay open on Wednesday evenings until 7:00 p.m. This is a three-month trial to determine the benefit of evening hours to employees. The group of employees who use the library during these evening hours will be surveyed to determine their needs and preferences with regard to extending library hours. Your opinion will count on if you use the library during the evening and only if you take a few minutes to fill out the survey while you are there.

Pharmacy Services Available

Employees are reminded that the CVS store in Building 14A in Westboro provides drop-off and pick-up prescription drug services on Mondays, Wednesdays and Fridays. CVS accepts most Data General insurance programs and the prescription drug cards. More details on the program are available at CVS.

The People Behind The Voices



Margaret Spano is the supervisor for Data General's switchboard operators. The operators each handle between 500 and 1,000 calls a day.

You hear them every day. You take them for granted, and yet, most employees have never seen their faces. Who are they? Data General's telephone operators.

Gail Kellicker, Virginia Lands, Rachael Verdolino and Supervisor Margaret Spano are the people behind the voices you hear every day, paging employees, making announcements and providing telephone information.

"The telephone switchboard generally receives more than 4,000 calls a day from outside the company," says Network Operations Manager Charlie Hurlburt. "Before we installed direct inward dialing, the operators would have an average of more than 10,000 calls to handle each day. Our operators, then, each answered more than 1,400 calls on a typical day."

Gail, Virginia, Rachael and Margaret all report to Charlie, as do Mary Habacker and Marsha Dibbern. Mary is the database coordinator for telephone operations, keeping track of employees and their telephone extensions at 4400 Computer Drive. Marsha is responsible for employee telephone listings at 3400 Computer Drive and other special users, and supports the switching systems used to process incoming and outgoing telephone calls.

"The operators, and the other members of the group, are an important part of communications at Data General," Charlie says. "While they may not be the most well-known, their voices certainly go a long way at Data General."

According to Charlie, the equipment needed to handle all of Data General-Westboro's calls has been

running on a NOVA 3 computer for 11 years. The NOVA 3, Charlie says, "works like a champ. Our three voice technicians, Steve MaGuire, Rich Vitello and Bob Nichols maintain all our switching equipment and connected circuits to provide a very high level of reliability."

Training

Educational Services is offering the following courses. Prior approval of your supervisor is required for course registration. Call (tie line) 221-1647 to enroll in these classes or other classes. All classes are held at the Education Center at 2400 Computer Drive in Westboro.

- **Data General FORTRAN 77 Programming (S113)** - is a five-day course which teaches how to code, compile, load, execute and debug programs using Data General's FORTRAN 77. This class begins Monday, February 29.
- **PRESENT through CLI (S142)** - is a two-day course which teaches employees how to create and use queries through CLI using the capabilities of PRESENT. The course begins on Wednesday, March 9.
- **C Language: An Introduction (SM131E)** - is a special three-day seminar designed to provide hands-on experience with C programming under AOS/VS and MV/UX. This seminar begins on Wednesday, March 30.
- **ECLIPSE MV/20000 Field Maintenance (H188)** - provides a functional, board-level overview of the ECLIPSE MV/20000 computer. This five-day class starts on Monday, February 22.

Activities

Data General Caribbean Cruise Planned

The Data General Employee Activities Committee is planning a seven-day Caribbean cruise aboard the new "Sovereign Of The Seas" October 15 through October 22. The fare, which starts at \$1057 per person/double occupancy plus port tax, includes round-trip ground transportation between Westboro and Logan Airport, round-trip air transportation between Logan Airport and Miami, all meals and snacks, a Data General cocktail party aboard the ship, a welcoming bottle of champagne, travel bag and onboard entertainment. Those aboard will sail from Miami to Labadee, San Juan and St. Thomas. This year's itinerary will include three days at sea sailing the Caribbean waters.

Also as an extra option, participants will be offered a day earlier departure for an additional \$30 per person. This would cover the overnight accommodations at one of Miami's high-rise hotels.

For additional information or bookings, call Pet Faford at extension 6776 in Westboro or send a message via CEO at host system WEBO71 or to Mail Stop D-232 in Westboro.

Candlepin Openings

There are a few openings on Data General candlepin bowling teams for those who would like to join the league. The league bowls Wednesdays at 5:30 p.m. at the Town and Country Lanes in Shrewsbury.

If you would like to join a team or be an alternate bowler contact Andy Brand at Mail Stop E-111 in Westboro or via CEO at ANDY:NESTOR10.

Advertise In The *Mini News*

Name: _____ Ext. _____

Home Phone: _____ Town: _____

Classified Ad: _____

Ride/Carpool: To: _____ From: _____

Working Hours: _____ Flexible: YES NO

Classified ads are accepted from Data General employees only for the sale or rental of personally owned goods or property. Ads for any business or profit-making service are not accepted. Mini News reserves the right to reject an ad or to edit for space limitations. All ads must be submitted in writing or via CEO and include employees' name, home phone and extension number. Ads must be received by Public Affairs by 10:00 a.m. on Tuesdays to be included in that week's issue of Mini News. Limit ads to five descriptive words. Send ads to Public Affairs, MS A235 or CEO MINI:IMG010.

MARKETPLACE

WANTED

Child's Hockey Skates, sz 8 or 9; junior hockey helmet, 585-6731 (Duxbury)

Tickets To US Open Golf Tournament

Bookline, 6/1/88, will exchange weekend tickets for weekday tickets, 754-0056 after 6 p.m. (Worcester)

Roommate, to share 3 bdrm duplex, 2 yrs old, wash/dryer, exercise rm, near Rts 9 & 20, 25 min to Webo, \$300/mo + 1/3 util, 799-4090 (Worcester)

Roommate, to share 2 bdrm condo, \$300/mo + 1/2 util, 877-0701 (N. Framingham)

Professional, to share 4 bdrm, 2 bath Colonial, walk to beach, quiet, extras, \$325/mo + util, 485-1577 (Marlboro)

Roommate, non-smoker, to share town house, 30 min to Webo, 20 min to Wachusett skiing, no traffic, \$330/mo + 1/2 util, 835-2421 (W. Boylston)

Roommate, to find & share 2 bdrm apt for 4/1, female, non-smoker, 798-3798 (Shrewsbury)

FOR RENT

Summer Rental, Dennisport, 3 bdrm, encl porch, frpl, cbl TV, 2/10 mi to Sea Street Beach, \$550/wk, off-season \$350/wk, 533-2184 (Medway)

Summer Rental, Dennisport, contemporary, 3 bdrm, 2.5 baths, porch/deck/balconies, frpl, cbl TV, dishwasher, wash/dry, walk to beach, \$900/wk, off-season \$600/wk, 533-2184 (Medway)

Bechee Lakes Ski Condominium, 2 bdrm, near Killington, \$210/wknd, 492-6761 (Cambridge)

Apartment, 3 bdrm, parking, near T/Rt 9, 128 & Mass Pike, \$417/mo, 442-6384 (Chestnut Hill)

Apartment, 4 rm, 2nd floor, no pets, porch, w/d hook-up, storage, security dep required, 481-0878 (Marlboro)

House, Marlboro, 6 rm, 3 bdrm, 1.5 baths, near Rt 20/495/290, 10 min to Webo, avail immed, \$1400/mo + util, 562-3976 (Hudson)

House, 2 bdrm, Bourne, Cape Cod, 100 yds to beach, playground/pool, small boats/windsurfing, \$450/wk June, \$550/wk July/August, 222-0883 (Attleboro)

Ski Condominium, near Killington, slps 6, \$450/Mon-Fri, \$265/Sat-Sun, 234-9714 (Whitinsville)

Apartment, Shrewsbury, 3 rms, off-street parking, great location, avail 3/1/88, \$425/mo util incl, 755-3640 (Shrewsbury)

Villa, 4 bdrm, San-San, Jamaica, priv pool/beach, staff of 4 for groups up to 8, \$1000/\$2000/wk/neg, 368-1604 (Clinton)

Cottage, Cape Cod, West Yarmouth, priv beach, 5 min walk, \$350/wk, 835-6327 (W. Boylston)

Ski Chalet, White Mts, 3 bdrm, 2 baths, frpl, all util, \$300/wk, \$200/wknd, 696-6065 (Milton)

FOR SALE

House, 7 rm, 3 bdrm Ranch, 1.5 baths, new deck/pool, 5 min to Mass Pike/Auburn, .75 acre, \$130,000, 892-9576 (Rochdale)

Radial Tires, yr round, 4 w/1500 mi & 1 never used, all 5 \$175/BO, 533-7806 (Medway)

Sharp VCR, front loading, basic, less than 2 yrs old, well maintained, \$100, 429-5723 (Holliston)

Fisher CD Player, blk, less than 1 yr old, under warranty, well maintained, \$115, 429-8878 (Holliston)

Commercial Heavy Duty Upright Freezer, 18 cu ft, w/doorselves & lock, 2 yrs old, \$500/BO; country-style loveseat, brown, \$75/BO, 883-2724 (Millville)

Amiga 2000 Computer, & keyboard, in box, never opened, \$1500, 668-2021 (Walpole)

Condominium, Marlboro, 1st floor, 2 bdrm, 15 min to Webo, \$90,500, 865-2678 (Sutton)

Items, Yamaha keyboard (YC20) w/stand, \$250; portable keyboard, \$50, 754-3846 (Shrewsbury)

Sofa, loveseat, blue print velour, well maintained, \$700, 366-5071 (Westboro)

Vacation House, Ossipee Lake, NH, \$129,900, (603) 436-8123 (New Hampshire)

Tire, 185/70 Hr13 Bridgestone steel belted radial w/rim, never used, \$75, 966-4054 (Bellingham)

Hobart Mixer, 60 quart w/dough hook, 7 yrs old, \$4200/BO, 481-7629 (Marlboro)

Dennisport, 3-season cottage, 3 bdrm, frpl lvg rm, kitch, bath, outside shower, encl porch, 2/10 mi to Sea Street Beach, \$120K, 533-2184 (Medway)

Ladies Ski Boots, sz 7, w/boot tree, used twice, \$40/BO, 756-4469 (Worcester)

Lift And Lesson Ski Week, 5 days, Killington, avail anytime except 2/15-2/19, \$140/BO, 646-9527 (Arlington)

House, 8 rm cape, garage, finished bsmt, hdwd throughout, priv yd, 10 min to Webo, 485-7730 (Marlboro)

AUTOS

'76 Ford Mustang II, well maintained, 65K mi, 628-1030 (Somerville)

'83 Subaru GL Wagon, 4 x 4, 61K mi, well maintained, \$3800, 485-1421 (Marlboro)

'84 Volkswagen Jetta, 29K mi, 4 dr, 5 spd, AC, AM/FM, \$5700/BO, 779-2861 (Bolton)

'84 Saab 900, 83K mi, PS/PB, AM/FM stereo, snrf, 5 spd, rear defrost, 4 dr, well maintained, \$8000, 481-2585 (Marlboro)

'85 Toyota MR2, red, well maintained, 5 spd, AM/FM, cruise, 33K mi, \$8900/BO, 779-2966 (Bolton)

'85 Nissan Maxima, 40K mi, loaded, well maintained, 435-5430 (Hopkinton)

'86 Monte Carlo SS, loaded, black w/T-roof, 15K mi, \$12,000/BO, 476-3113 (E. Douglas)

Chevrolet Conversion Van, 11K mi, loaded, \$16,000, well maintained, 473-5434 (Milford)

'87 Eurosport CL, 16K mi, V6, fwd, well maintained, loaded, 835-6565 (W. Boylston)

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.

3400 Computer Drive Cafeteria, full breakfast, 7:30 a.m.-10:00 a.m.; lunch, 11:00 a.m.-1:30 p.m.; open from 7:30 a.m.-3:00 p.m. for coffee and pastries.

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.

Sales Referrals Earn Employees \$1000 And \$2000 Bonus Payments

Some things never change!!!

The best people we hire are still those introduced to the company by other employees.

The best products in the world still don't sell themselves. They need to be introduced to customers by knowledgeable Sales people.

And, Data General takes advantage of marketplace opportunities.

Right now, the market is right for introducing potential customers to the great line of Data General products. We need to add more experienced Sales people to the growing North American Sales Division (NASD) team.

If you refer a Sales person who is hired by the company, you'll receive a \$1,000 bonus. If it's your second or subsequent referral, you'll receive \$2,000.

It's simple:

Provide a resume or completed application to the Human Resources representative responsible for the opening. If you are not sure who to send it to, submit it to Referral Program, NASD Human Resources, MS A-237 in Westboro.

For further information about the program, you can send a CEO message to Lil Glockner at host system IMG003 in Westboro.

Everyone's eligible except the managers in whose organizations the openings exist and any employee in Human Resources.

Current openings exist for
Sales representatives/Account Executives in:

Eastern Operations

Baltimore
Charlotte
Cincinnati
Cleveland
Detroit
New York City
Pittsburgh
Tampa
Washington, D.C.

Federal Sales Operations

Washington, D.C.

Western Operations

Dallas
Denver
Indianapolis
Los Angeles
Minneapolis
Phoenix
Santa Ana