

# Mini News

## News For The Employees of Data General

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February 26, 1988

### Data General Announces VAR Training Program

Data General has created a value-added reseller (VAR) training program to provide VAR Sales representatives with product and Sales training. VAR training is the latest development in Marketing programs aimed at providing extended service and support to Data General's VAR customers.

The new program has been developed for VAR Sales and Marketing personnel by Data General's Marketing Education Group. This group is also responsible for training Data General's Sales and Systems Engineering force. The VAR program consists of four components: product orientation, two sales skills courses, and one to three weeks of complementary technical product training available to new Data General VARs.

The product orientation and sales skills courses will be held twice during a three-month period. Over 35 different VARs will be represented at these sessions. The classes will provide an overview of Data General's product line including processors, terminals and printers, languages, workstations, operating systems and communications.

Beginning in April, two sales skills classes will be offered. Customer Oriented Selling, a three-day class, will focus on identifying and improving skills used in the sales process from prospecting to closing. Presentation Skills, a two-day class, will cover elements of effective customer presentation from initial preparation through practice and delivery.

Ward MacKenzie, vice president of Corporate Marketing, says, "Data General recognizes that its VARs must have access to the same products and marketing tools that are available to Data General's own Sales representatives. That is why the new program has been developed by our marketing organization, the group also responsible for training of our Sales force. VARs also receive the same product information as the Sales force through comprehensive product mailings and other promotional literature. This training program further illustrates Data General's belief that each one of our resellers is a vital extension to our Sales force."

Class size is limited and enrollment is on a first come, first served basis. There is no tuition cost for the product orientation class. The cost for the sales skills class is \$455, and the cost for the presentation class is \$305. Both classes include material, equipment and instructor fees.

### Withholding Implemented On Some Tuition Reimbursement

Data General will withhold federal, state and FICA tax from some Educational Assistance reimbursements beginning March 1. The amount of all taxable reimbursements and taxes withheld will be included in an employee's annual W-2 income statement.

This change in the handling of tuition reimbursements is required due to the expiration on December 31, 1987 of the tax exemption for all such reimbursements. Although several bills are pending in Congress to reinstate the exemption, it is not clear at this time that any will be passed.

Reimbursements made in January and February may also be subject to withholding and employees who received reimbursements will be contacted.

Beginning March 1, a Determination of Tax Status form will be required of all employees requesting initial approval for a course and those already enrolled at the time they request reimbursement. The form requires that:

1. the manager/supervisor respond to five questions about the course;
2. the employee sign the form certifying that the answers are correct; and
3. the supervisor/manager or Human Resources representative indicate whether reimbursements are taxable or non-taxable.

Generally, courses are taxable when they are (1) required to meet the minimum requirements for qualification in the current job or (2) are part of a program of study that will qualify the individual for a new trade, profession or job.

Courses "required to meet the minimum requirements" would seldom apply to persons newly hired at

Data General but may apply to current employees promoted into positions with a career plan to complete certain educational requirements normally associated with the position, such as a bachelor's degree in engineering.

A "program of study that will qualify for a new trade, profession or job" can be something very clear such as a program to become a lawyer or a Certified Public Accountant or something less specific such as a bachelor's degree in a particular field. Most bachelor degree programs would qualify the individual for a new profession.

A change in duties within the same general area of expertise is not considered a new trade, profession or job. For example, a marketing specialist who was obtaining education in an additional product area would not be considered to be preparing for a new job or profession.

If a program qualifies for a new trade, profession or job, it does not matter whether or not you intend to enter the new trade etc.

The reimbursement is *NON-TAXABLE* if the educational program or course is solely for the purpose of maintaining or improving skills of the individual required in his or her current job or in meeting the express requirements the company or law imposes as a condition to retain the individual's salary, status or job.

Examples of the non-taxable type reimbursements are those for refresher courses in an individual's profession; courses in an individual's current field; an MBA degree in a field where such a degree is often useful but not a minimum requirement of the job; or courses required to retain a license such as in civil engineering or nursing.

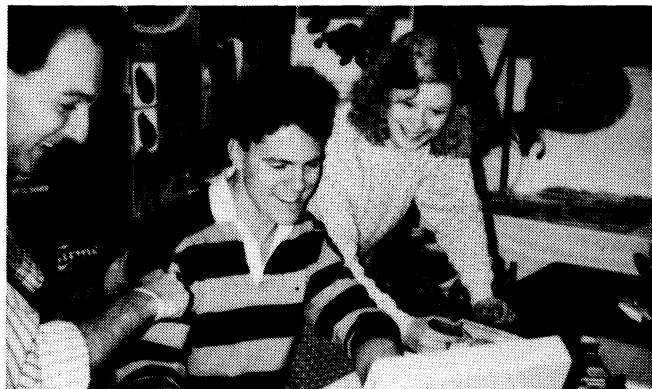
## **Data General Helps The AIESEC**

Data General lent a helping hand this week as the Association Of Students In Economics And Business Administration (AIESEC) hosted 450 delegates from 67 different countries at its 40th International Congress in Sturbridge. Data General has donated ten DATA GENERAL/One portable computers to support operations during the conference. AIESEC is a totally student-run, non-profit organization whose purpose is to foster greater international understanding between its member countries.

"By providing AIESEC with DATA GENERAL/One portable computers to automate their conference, Data General has not only assisted that organization, but helped hundreds of business students from abroad embark on meaningful careers," says Brendan Monigan, senior Marketing specialist within Marketing Operations. "We also have exposed the DATA GENERAL/One portable computing solution to future decision-

makers from more than 60 countries. It is win-win situation for both Data General and AIESEC."

International Congress is the largest annual matching event for the AIESEC. Delegates attending this conference bring job descriptions and student profiles to the conference to be matched to students and jobs from other countries. The actual matching is performed by computer and checked by the students at the conference. Data General's computers are being used to help make this matching process more effective and efficient.



*Data General donated ten DATA GENERAL/One portable computers to the Association Of Students In Economics And Business Administration (AIESEC) for use during the group's 40th International Congress in Sturbridge. The DATA GENERAL/One computers were used to support administrative functions during the conference.*

## **Liars Take Notice**

On Wednesday, March 2, the Toastmasters group will sponsor its second annual "Liars' Club" meeting. During this meeting, all participants are required to stretch, fold, spindle, and otherwise mutilate the truth. This meeting promises to be light-hearted and bizarre, if not downright hilarious. The best liar of the day will be chosen as "most likely to succeed in politics." So if you have never witnessed the Toastmasters group in action, or if you would just like to be entertained, you are welcome to attend the Liars' Club meeting. It will be held at noon in Room A of the Employee Conference Center, located in Building 14A on the first floor, between the deil and the cafeteria, overlooking the North parking lot. For more information, contact Michael Cadden, club president, at (tie line) 221-1686 or via CEO at host system ZETA. This is no lie.

## **Field Engineering Names Conference Winners**

More than 200 employees throughout Data General have been chosen to attend the eighth annual Field Engineering Awards Conference scheduled to be held

in May in New Orleans. Employees from Field Engineering (including Canada), Educational Services, Finance, Human Resources, Worldwide Logistics and Materials, Worldwide Marketing and Sales Support, Service Technology, Technical Programs, Facilities, Product Management/Support, Customer Support, and Worldwide Strategy and Business Planning were selected to represent their divisions in this year's four-day conference.

The agenda for the conference includes advanced product demonstrations, meetings, and, of course, an awards ceremony. Speakers scheduled during the event include President **Ed de Castro**; **Dick Camuso**, senior vice president of Worldwide Field Engineering; **Fred Cochrane**, vice president of Field Engineering, Engineering Services; **Bill Bentley**, vice president of North American Field Engineering; **Jim Foxworthy**, division director of Worldwide Logistics and Materials, and **Brian Wood**, division director of Worldwide Business Planning.

This year's winners were selected on the basis of their contribution to their departments, divisions and to Data General.

This year's conference attendees are:

Renita Allen	Donna Austin
Fred Azevedo	Steven Bailey
Kay Bassett	Doug Batzler
Bob Becker	John Bill
David Blanchette	Gerry Bleau
Mitchell Boles	Leon Booth
Patata Borisenko	Joe Borneman
Lori Bousquet	Dave Bradley
Wayne Brain	Thomas Bresciani
Anne Brown	Ken Brown
Madeleine Browning	Eddie Brune
Dean Bryant	Sam Burel
Jack Burke	Joe Callahan
Tom Carey	Paul Carlson
Clayton Castille	Karen Chapdelaine
Alex Chong	Lisa Ciuffeti
Dick Clancy	Tom Clancy
Douglas Clark	Brian Cleary
George Coan	Michael Collins
John Connors	Ronnie Copland
Perry Coppola	Richard Coster
Charles Cottone	Jean Cox
Larry Cox	Ray Crawford
Simon D'Cruz	Joanne Daniel
Ismail Darr	Paul Devinent
Dorothy Dexter	Arthur Digregorio
John Dirusso	Ed Dunphy
Terry Dunphy	Dan Dyer
Linda Earl	Kevin Elliott
Gus Ewing	Jim Fahy
Vincent Fanelli	James Floyd
Pat Forgey	Paul Foutty
Linda Fulton	John Fusetti
Dan Gallagher	Tom Gallant
Carl Geden	Steve Goman
Tim Goode	Steve Goodwin
John Gough	Russ Greene
Bruce Greenfield	Murphy Guidry
Greg Gutierrez	Joe Hale

Marilyn Hall	Pat Hance
Cathy Harris	Cindy Harrold
Donald Hartman	Michele Hartmann
Carol-Anne Haskill	Peter Heikes
John Hein	Joyce Heller
Hossein Hemati	Jeff Hemming
Benny Herring	Richard Hill
Lynn Hilton	Carol Hipson
Dale Hofer	Marilyn Hofstetter
Paul Holihan	Kelly Holmbeck
Michael Homic	Jim Howell
James Hoyt	Rich Hughes
Cliff Izer	Gail Jackson
Scott Jennings	Randy Jepson
Patty Keagan	Nancy Kelley
Tom Kelly	Steven Kingery
Gary Kite	Joseph Klepka
Rick Kutzner	Brett Lackey
Tony Laganelli	Mohamed Lakhany
Steve Lamphear	Tony Lane
Kevin Lawler	Nancy Lelli
Irene Lepovsky	Petra Lesbirel
Barbara Lyons	Joe Magrey
Bob Marriott	Robert Martin
Lynn Mattie	Diane Mayhew
Ken McClain	Tom McCluckie
Candace McFee	John McTigue
Ben Meador	Rebel Medley
Michelle Mickelson	Craig Miller
Christopher Montour	Mike Morgan
Ron Morrison	Rick Mueller
Kathleen Murphy	Jack Nadon
Alan Nashawaty	Dave Nejedlo
Jeff Nelson	Tom Nichols
Larry Oprych	Magdy Oraby
Rodney Palmer	Joe Palmero
Don Peach	Richard Perron
Robert Peterson	Deborah Petitt
Bill Phillips	Al Pichetto
Sue Pierce	John Piriono
Phillip Precord	Robert Priegue
Joe Primm	Caroline Prince
Larry Prior	Vince Proto
Tim Quinn	Mary Ramsey
Heidi Raphael	Lisa Reider
Maria Resendes	Roland Richard
Ray Riddle	George Rideout
Cathy Roth	Rick Ruybalid
Michael Ryan	Christine Rymeski
Nancy Sagstetter	Robert Salerno
Frank San Miguel	Rob Satterwhite
Bob Schutter	Robert Schwanke
Jim Scott	Lynn Shaffer
Karen Shute	Harry Sparks
Jeana Stepisnik	Frank Summerlin
Cindy Szabady	Jackie Thrasivoulos
Thomas Tibbets	Richard Tocco
Doug Trent	Roger Trumbull
Mike Tudor	Jeffrey Tuft
Loussayk Varjabedian	Jesus Vazquez
Renato Velasquez	Darlene Vigil
Debora Wadle	Pat Walker
Bill Werhanowicz	Warren White
Jim Willcockson	Jeffrey Willoughby
Tim Woods	Mike Zimmerman

## Banking Industry Training Class A Big Success



Several Sales representatives and systems engineers within the North American Sales Division (NASD) recently completed the Banking Industry Training class in Woodstock, in which they learned about selling into the banking marketplace. "Essential for everyone who works with the financial marketplace," is the way one employee described the recently-held Banking Industry Training class. The week-long course, held in Woodstock, trains Sales representatives and systems engineers in the business of banking and Data General's banking strategies, solutions, and third-party applications. The next class will be held in Woodstock June 13 through 17. Anyone interested in further information about this course may contact Bailey Allard via CEO at host system WOOD02.

### New Address

Data General's Sales, Systems Engineering and Field Engineering office in Indianapolis has moved. The new address is:

Data General Corporation  
501 Congressional Boulevard  
Suite 150  
Carmel, Indiana 46032  
(317) 848-1140

## Westboro

### Tax Forms Available

Individual federal and state (Massachusetts) income tax forms are now available in the literature distribution rack outside the Westboro pizzeria in Building 14B. Availability is limited, so employees should take no more than two of each and only those that are needed. Forms that do not appear in the rack should be ob-

tained through the Internal Revenue Service, a bank or other public distribution location. Employees should not contact the Corporate Tax department for forms or assistance.

### 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 which will be used to determine the benefit of evening hours to employees. From the group of employees who use the library during these evening hours, the library will survey their needs and preferences with regard to extending library hours. Your opinion will count only 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.

### Breakfast Buffet Is Available

A breakfast buffet is now available in the Building 14A cafeteria in Westboro from 7:00 a.m. until 9:30 a.m. each morning. The buffet, a la carte and self-service, contains a variety of breakfast food items.

### Area Code Change To Be Made

The telephone number for the Fountain, Colorado office will have a new area code as of March 5. The new area code and telephone number are (719) 382-6000. The office is located at 702 Frontage Road in Fountain.

## People

### In SDD

**Esther Nelson** has joined the Software Development group as a senior software engineer, reporting to Project Leader Madhav Mutalik. She is responsible for supporting the development of AOS/VS CEOwrite.

Before coming to Data General, Esther was employed at Atex and Honeywell. She holds a bachelor's degree in psychology and education from the University of Rochester and a master's degree in music from the University of Lowell.

**Patrick Mancini** has joined the Software Development group as a software engineer, reporting to Project Leader Paul Kaplan. He will support the development of PC CEOwrite.

Previously, Pat worked in the Information Management Group (IMG) as a systems programmer for four years. He holds a bachelor's degree in computer information systems from Central New England College.

**Tom Crosby** has joined the Performance Analysis Group as a senior technical staff consultant, reporting to Manager John Kostiw. Tom will provide technical input to proposed systems designs, and will recommend the usage of modeling simulation and performance tools to evaluate products.

Before joining the Performance Analysis Group, Tom was as a manager within Corporate Networks and Communications, an operations architect within the Information Management Group, a manager within Operations and Technical Support Services and a software engineer and product support specialist within SDD. He holds a bachelor's degree in political science and Asian studies from Michigan State University and an MBA from Babson College.

### ***In Corporate Accounting***

**Howard Hammond** has joined the International Accounting department as a senior accountant, reporting to Manager David Pitcher. A certified management accountant, he will support the International Manufacturing group.

Howard comes to Data General from Digital Equipment, where he held various accounting positions for seven years. Most recently, Howard was a Tax/Treasury accountant for International Manufacturing. Howard holds an MBA from Babson College and a bachelor's degree in Russian from Middlebury College.

### ***1 Educational Services***

**Marsha Kasilowski** has been named manager of Lecture Course Development, reporting to Chris Gundel, manager of Educational Technologies within Educational Services. She will be responsible for planning, developing and implementing standard and custom lecture course programs for Data General customers.

Marsha joined Data General in 1978 as an instructor in Educational Services and most recently worked in Corporate Systems Support as a software engineer. She holds a bachelor's degree in computer science from Salem State College.

## **Training**

The following courses are being offered through Educational Services during March and April. 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.

### **SOFTWARE COURSES**

Date	Course Title	Number	Days
3/7	CLI Macros	S161	2
3/9	PRESENT through CLI	S142	2
3/14	RDOS User	S200	5
3/14	INFOS II Utilization & Design	S306	5
4/4	AOS & AOS/VS User	S209	5
4/5	CEO System Manager	S221	3
4/11	AOS/VS System Manager	S219VS	5
4/18	CEO System Operation	S222	5
4/18	ECLIPSE M/VFamily Assembly Language Prog Programming	S105VS	5
4/20	CLI Macros	S161	2
4/20	PRESENT Through CLI	S142	2
4/25	AOS/VS Operator Training	SH109VS	5
4/25	XODIAC System Manager	S220	3

### **CEO COURSES**

Date	Course Title	Number	Days
3/8	WordPerfect Word Processing	OA180	3
3/22	Getting Started with PRESENT	OA145	1
3/23	CEO DRAWING BOARD & WORDVIEW	OA151	1.5
3/28	CEO 3.0 User (Including CEO Word Processing)	OA163	4
4/18	CEO 3.0 User (Including CEOwrite) NEW	OA302	5

### **TECHNICAL SEMINARS**

Date	Course Title	Number	Days
3/9	DG/SNA Application Design	SM430	3
3/14	AOS/VS Asynchronous Communications	SM527	2
3/21	CEO Rev.3	SM526	2
4/11	RDOS Internal Structures	SM401	5
4/18	Introduction to Data Communications & Networking	DC131	5

### **HARDWARE COURSES**

Date	Course Title	Number	Days
3/7	ECLIPSE MV/7800 Series Field Maintenance	H158	5
3/7	ECLIPSE S130, S200, S230 Component Level	H304	10
3/14	Data General 32-Bit Computer Systems	H100/MV	10
3/28	ECLIPSE MV/20000 Field Maintenance	H188	5
4/4	6060/6061/6067/6122 Disc Field Maintenance	H204	10
4/18	Data General 32-Bit Computer Systems	H100/MV	10
4/25	Data General 16-Bit Computer Systems	H100	10

## **Advanced CEOwrite Training Available**

From March 2 through 4, Educational Technologies will conduct an alpha test of a new Advanced CEOwrite Computer-Based Training (CBT) course. If you need to learn this software and meet the prerequisites, please contact Lillian Cochran at (tie line) 221-1548 or via CEO at host system ZETA as soon as possible. On completing the course, you should be able to use selected intermediate and advanced functions of the CEOwrite word processor as it runs on ECLIPSE MV systems.

The prerequisites for this course are:

1. Familiarity with CEO word processing under AOS/VS; and
2. Completion of the Introduction to CEOwrite CBT or equivalent experience with CEOwrite.

## **Cyberquery Classes Offered**

The Information Resource Center (IRC) will be offering Cyberquery classes on a monthly basis. The one-day class will be held in the MTI-B Training Room (Mail Stop C-232) next to the IRC in Westboro. A class has been scheduled for March 23. There is no charge for the course.

What is Cyberquery? Cyberquery is an inquiry system and report generator. It provides a method to quickly select records and produce reports. Cyberquery is fast, uses English-like language, and can be used by non-programmers.

There are no prerequisites for this course. It is helpful, but not necessary, to be somewhat familiar with the SED text editor. It is also helpful for the class participant to understand the concepts of files, records and fields.

To enroll in a class, please send a CEO message to Training at host system IMG008 or call Julie Catullo at 228-6292 in Westboro. Enrollments will be taken on a first come, first serve basis. There is a minimum requirement of ten people to hold a Cyberquery class.

## **IRC Computer Based Training Updated**

Below is an updated listing of the Computer Based Training programs that are currently available in the Information Resource Center (IRC) in Westboro and the Milford Learning Center. If you are interested in running any of these CBTs, please stop by either of these Client Services locations and ask one of the information analysts to assist you in accessing them.

CEO Mail & Calendar  
CEO Printing & Filing  
CEO Data Tables  
CEO Charting  
CEO Word Processing  
CEO Spreadsheet

CEO Present  
CLI Macros  
CLI Intro  
32-Bit Hardware  
MV4000 Field Maintenance

Present  
Present w/DBMS  
Present w/INFOS  
Present w/SQL  
Present w/MINISAM  
Controls  
Cyberquery  
BARD  
HRMM  
SWAT Debugger  
Intro to Data Comm

Elementary Prog Concepts  
ADA Programming  
AOS/VS Assembly Lang Prog  
AOS/VS User  
AOS/VS System Prog  
AOS/VS COBOL  
COBOL w/DG/SQL  
BASIC  
INFOS II  
Typing  
SED Text Editor

## **Activities**

### **Weight Watchers To Be Offered**

All interested employees are invited to shed some excess pounds at work with the "New And Improved Quick Success" Weight Watchers At-Work program.

Based on the New Quick Success Program, the At-Work program has been specially designed for hard-working people who do not have the time to eat properly. Participants will learn how to eat better, stay motivated, handle stress and, most importantly, how to fit losing weight into a busy schedule.

The At-Work program will be conducted on Wednesday evenings at 5:00 p.m. in the Westboro pizzeria in Building 14B. The cost is \$50 prepaid, per person, for the eight-week series.

The last class lost a total of 156 pounds in six weeks.

Employees interested in this program should contact Ann Castiglione via CEO at CE.AAC:BLUTO. Checks should be made payable to Weight Watchers. Pre-registration is required before March 2. Classes begin on March 2.

## Time To Sign Up For Softball

The Data General Softball League is now organizing for its 1988 season. Any employee interested in entering a team please complete the entry form below and return to Rick Morris at Mail Stop C-115 in Westboro by Tuesday, March 15. In addition, the league is looking for employees interested in serving as umpires during this season. Training will be provided. For further information, contact Rick via CEO at host system BLUTO.

### Softball Sign-Up

Team Name \_\_\_\_\_  
 Manager (include CEO address) \_\_\_\_\_  
 Location/Mail Stop \_\_\_\_\_  
 Type Of Play:  
 Competitive \_\_\_\_\_  
 Semi-Competitive \_\_\_\_\_  
 Recreational \_\_\_\_\_  
 Returning Team \_\_\_\_\_

Return to Rick Morris, Mail Stop C-131, by March 15

## 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 Peter 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 or via CEO at ANDY:NESTOR10.

## Data General Wallyball League

Below are the standings of the Data General Wallyball League for the 1987-1988 season through February 22.

### Competitive Division

TEAM	W	L	T
Waybacks	29	7	0
Mouras	27	2	1
Insecurity	20	14	2
Tough Ice Cream	10	29	0

### Semi-Competitive Division

TEAM	W	L	T
Grim Reapers	25	9	2
DGenerates	24	13	2
Over The Hill Gang	22	14	3
Extremities	20	16	3
Flexible Flyers	20	15	1
NERFicidal Tendencies	6	20	4
To Be Determined	7	27	2
Data Who?	7	23	0
Swartzenetters	4	32	0

### Recreational Division A

TEAM	W	L	T
St. Anne's Girls' Choir	29	7	0
WCIF	26	12	1
Wall To Wall	26	10	0
DG Wallyball Rev 1.01	22	17	0
The Flying Wallenders	7	31	1
OG Wally	3	36	0

### Recreational Division B1

TEAM	W	L	T
Team Why	34	2	0
Wallbusters	26	10	0
Committed	20	7	0
Masters Of The Universe	16	20	0
Side Out	11	22	0
Net Assets	10	26	0

### Recreational Division B2

TEAM	W	L	T
FNGs	22	8	0
Green Slime	15	12	0
Wallbangers	15	21	0
Networkers	14	16	0
Night Court	8	25	0
Pointlessly Positive	4	26	0

## MARKETPLACE

### WANTED

**Housemate**, to share colonial home with two others, laundry, w/w, no pets, 7 miles from DG, \$375/mo + util., 460-1691 (Marlboro).

**Tricycle**, used, 877-9030 (Framingham).

### FOR RENT

**Efficiency**, Dennisport, w/patio, cable TV and pool, 2/10 mile to beach, \$325/wk or \$225/wk offseason, 435-3794 (Hopkinton).

**Vacation House**, Dennisport, duplex, w/ deck, 1/10 mile to beach, \$460/wk or \$295/wk offseason, 435-3794 (Hopkinton).

**Ski Condo**, Killington, 2 bdrm, 2 bath, 492-6761 (Cambridge).

**Apartment**, 1 bdrm, AC, Indry, balc, 3rd flr, avail, 3/1, \$650/mo, Fram, 653-9559 (Wayland).

**Apartment**, 2/3 bdrm, off-street parking, washing machine, refrig, stove, avail, 3/15, 791-7607 (Worcester).

**Apartment**, 2 bdrm, in Marblehead, parking, \$750/mo includes heat and hot water, 237-7124 (Wellesley).

**Summer Rental**, West Hyannisport, 5 min to beach, 3 bdrm, 2 bath, ranch, dishwasher, disposal, deck, \$600/week, minimum 2-week rental, 6/88-9/88, reduced rates in June, 798-3497 (Worcester).

**Ski House**, Loon Mtn, 3 bdrm, 2 bath, fully applianced, frplc, avlb from 3/21, \$300/wk, \$169/wknd, 384-3292 (Wrentham).

**Condominium**, Waterville Estates, 2 bdrm, slps 6, \$350/wk, \$250/wknd, (603) 329-6499 (New Hampshire).

**Condominium**, time share, Cancun, Mexico, 4/30-5/14, kitchen, slps 4, walk to beach, maid service, \$1400/BO, 347-5694 (Sturbridge).

**Villa**, 4 bdrm, San-San Jamaica, private pool/beach/tennis, \$1000 to \$2000/wk, negot, 368-1604 (Clinton).

### FOR SALE

**Ski Boots**, sz 8 1/2 - 9, 3 seasons old, \$40, 879-4030 (Framingham).

**Items**, Sharp color TV, \$180; cordless steam iron, \$30; electronic clock, \$10; 870-5946 (Westboro).

**Townhouse**, 2 bdrm, on golf course, spiral staircase, central air, garage, \$176,900, 478-8499 (Milford).

**Commercial Heavy Duty Upright Freezer**, 18 cu ft, w/doorshelves & 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).

**Snowblower**, 5 hp, 2 stage, never used, \$350, 278-2008 (Uxbridge).

**Couch**, brown fur, 10 piece, \$250/BO, 422-7192 (Sterling).

**House**, 4 bdrm, circa 1854, porch, kitchen, hrdwd floors, garage, 366-5364 (Westboro).

**Condominium**, 2 bdrm, new bthrm, pool, \$92,900, 393-3985 (Northboro).

**Items**, Riteway stove, 73000 BTU, heats 4 to 8 rooms, \$500; lumber, pressure treated, 100 pieces 12 by 2 by 8 and 30 pieces 12 by 2 by 10, \$800; cast iron parlor stove, also pipe, \$175; 883-8602 (Blackstone).

**Condominium**, Marlboro, 1st floor, 2 bdrm, 15 min to Webo, \$89,500, 865-2678 (Sutton).

**House**, 7 rm, 3 bdrm, wrap around deck, family room, woodstove, \$149,900, 481-6546 (Marlboro).

**Furniture**, sofa, chair and ottoman, brown/tan/rust pattern, and recliner, \$225, 852-0121 (Holden).

**Projection TV System**, high resolution optics, crystal clear image, \$599, 782-4430 (Brighton).

**Freezer**, heavy duty, upright, 18 cu.ft., 2 yrs old, \$500/BO; country style love seat, brown, \$75/BO, 883-2724 (Millville).

**Waterbed**, king size, bookcase and mirror headboard, mattress, heater, pads, \$375; Sears 17 inch color TV, \$125; 898-3764 (Westboro).

**Condominium**, 2 bdrms, living room, kitchen, AC, appliances, w/w, \$81,900, 562-5915 (Hudson).

**Treadmill**, running condition, \$75, 987-8585 (Oxford).

**Dress**, Bride's maid/prom, light blue taffeta, 7/8, worn once, \$150/BO, 234-9694 (Northbridge).

**Hobie Catamaran**, 16,' galvanized trailer, \$2200, 839-2703 (Grafton).

**Condominium**, N. Framingham, 1 bdrm, dine/den, hdwd floors, sunny and quiet, \$92,500, 879-2312 (Framingham).

**Baby Grand Piano**, walnut case, BO, 485-1690 after 5:00 p.m. (Marlboro).

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

**Condominium**, 2 bdrm, w/w, AC, pool, tennis, nr Rts. 9 and 128, \$105,900, 327-8190 (Chestnut Hill).

**Membership**, Wayside Swim and Racquet Club, 620-1959 (Framingham).

**Vacation House**, 3 bdrm, Ossipee Lake, NH, \$129,900, (603) 436-8123 (New Hampshire).

**House**, 3 bdrm, finished basement, fireplaced family room, convenient to Rt. 9, \$259,500, 237-0868 (Wellesley).

**Sailboat**, 23.3,' jib furler, marine radio, stereo, outbd mtr, stove, fresh water sink, slps 5, trailer, winged keel, compass, \$10K, (603) 436-6583 (New Hampshire).

**Items**, Maytag port dishwasher, originally \$400, asking \$200; Whirlpool refrigerator, 15-cubic feet, no frost, \$75; 865-4934 (Millbury).

**Dining Room Table**, glass top, 6' by 3.5,' 4 chairs, \$100/BO, 366-4144 (Westboro).

**Boat**, 17,' Conroy Glastron, open bow, hardly used, 140 Merc I/O, 2 years old, \$9800, 785-1490 (Dover).

**Captain's Beds**, 2, white, 3 full-size drawers under, needs bunk brds and mattress, 987-1855 (Oxford).

**Receiver**, Sansui, 30 WPC, \$50; Harmon Kardon speakers, \$50; Sanyo dual cassette, \$75; (401)765-4216 (Woonsocket).

**Exercise Bike**, 40 pound flywheel, adjustable brakes and seat, hardly used, \$100/BO, 365-3107 (Clinton).

**Condominium**, 2 bdrm, loft, garage, elevator, cathedral ceilings, on river, \$145,900/negot, (603) 772-3659 (Exeter, New Hampshire).

**House**, 7 rm split, 3 bdrm, f/p family, f/p living, hrdwd floors, pool, \$174,000, 839-9931 (Grafton).

### 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.