

Mini News

News For The Employees of Data General

June 24, 1988

Get Your Time Cards In Early

Due to the upcoming July 4 holiday, time cards for the week ending July 2 are due in Payroll on Thursday, June 30 at 3:00 p.m. Employees are reminded that Monday, July 4 is a Data General-paid holiday in observance of Independence Day.

Company Strategy Is A Two-Prong Approach

President Ed de Castro recently told investors that the company's strategy to combine UNIX applications and RISC processors is a "business opportunity that comes along every 10 to 20 years, and Data General plans to take maximum advantage of it."

Ed addressed investors at the Sanford Bernstein Conference held this month in New York City. Ed also discussed the reasoning behind Data General's strategy to develop a high-speed version of the new Motorola 88000 RISC microprocessor. The chip set will allow system implementations operating in excess of 100 millions of instructions per second (MIPS). They also will become the core building blocks for systems running the UNIX operating system.

Industry Standards

Ed told the audience that Data General is "moving into this new technology ahead of our competitors" and the company will use it to deliver the best and most cost-effective customer solutions in the decade ahead. "It gives Data General a unique opportunity to attract customers who have long been confined to large proprietary system bases in IBM, DEC and others. We see some evidence already that this commitment to standards-based systems has given our current customers a path for future growth and migration with Data General." Ed added that the strategy has "reduced the

interest of some of our customers in moving to other standards-based systems, and it may have stimulated sales of current proprietary systems since customers can see where they can go with Data General through the year 2000."

Ed told investors that about 70 percent of all new applications are written for industry standard software, either MS/DOS or UNIX. By 1990, that ratio may increase to 90 percent. "Technical customers have long been attracted to UNIX since its origins were scientific and academic. That is not new. What is new and quite important is that commercial customers are being attracted to UNIX standards as commercial extensions to the UNIX core become available. This market is, of course, much larger than the technical applications market."

Proprietary Systems

Ed pointed out that Data General's business strategy also calls for it to continue to invest in its proprietary line of computers. "We intend to bring out the next generation of our ECLIPSE MV/Family of 32-bit systems in the near future, and other generations will follow. Each will represent major performance steps forward at improved prices and functionality. And we expect these new generations to provide increased sales for the company at improved profit margins.

"During the next few years, Data General will be balancing our resources between proprietary systems and industry-standard systems. I expect that sales from standards-based systems will cross over those of proprietary systems within five years, but not much before."

In the question and answer session Ed commented on the various UNIX consortiums. "From my point of view, the more attention given to the question of UNIX standardization, the better. The emergence of multiple UNIX efforts is good. UNIX will go a long way in opening up installed bases that have been proprietary for many years.

"On the other hand, there is one major difference in the objectives of the organization that consists of IBM, DEC and Hewlett Packard. They intend to build a portable open operating system in source form that can be easily ported to the proprietary architectures of each of their members. If they achieve that objective, and

there is every reason to believe that they will, I don't believe they're going to have a competitive product because UNIX, running on an IBM 370 or a DEC VAX, is just not going to perform at the level we're going to get from a modern standard architecture such as the Motorola 88000. While those companies clearly have stepped up to the question of the UNIX operating system, I don't believe they have stepped up to the question of commodity microprocessors, which is equally important in the years to come."

Data General/NTT: All Systems Go

Progress on the development agreement between Data General and Nippon Telegraph and Telephone (NTT) announced last fall is going well reports Terry Prickett, director of Marketing and Sales for Data General Telecommunications in Rockville, Maryland. Terry has been involved with the project since its inception.

Last October, the two companies signed an agreement to jointly develop a new generation of high-speed digital integrated communications systems. NTT is jointly funding research and development work conducted at various Data General facilities including Westboro, Rockville and Dallas. The new systems, combining advanced digital communications technologies and computer technology, also use ECLIPSE MV/Family computers. The systems will be manufactured at Data General facilities in the United States and the Far East.

"We are keeping to the development deadlines initially established," says Terry. "So far, there have been two interim deadlines and Data General has successfully met them both. We still expect to introduce the first Japanese systems in the spring of 1989."

NTT has already begun the process of including Data General computers in their internal networks. "Within NTT itself, the company has started to buy CEO software systems. The marketing and engineering groups have acquired ECLIPSE MV/Family computers for their own use and to demonstrate the network's capabilities to customers. Right now we are in the process of deciding how best to demonstrate those capabilities."

The new information networks will allow users for the first time to cost-effectively combine high-speed data, voice and computer capabilities. Both companies anticipate a healthy market for the new integrated systems. "NTT has a good relationship with a lot of other companies in the U.S. and overseas and has indicated that this is a good product for other telephone companies. This will be key in expanding the market. It is essential to follow up the engineers' work with a strong marketing campaign," explains Terry.

Preparing for this joint venture with NTT, Data General initiated a highly-selective campaign to recruit top people for this project. "We recruited a number of outstanding people. We wanted only highly qualified people who

had directly related experience to staff up operations. The campaign was very successful," says Terry.

When the venture was announced last October, there were hopes that, once the product was marketed, there would be further development agreements between Data General and NTT. "They are interested in expanding our relationship," notes Terry. "Originally, they had wanted to wait until the completion of this project to determine its success, yet they are very satisfied with our performance and would like to start other development partnerships earlier than was anticipated. They are very pleased with our ability to do things based upon our progress in this project."

Following successful development, NTT plans to market the networking system to its Japanese customers, including Japan's largest corporations and government agencies. Data General plans to market its own version throughout the United States and other international markets.

Educational Services Hosts Field Trip

Educational Services welcomed a group of 25 eighth grade students from the Dexter School of Brookline earlier this month to introduce them to the world of business. These eager young students enjoyed an informative morning visit to the Education Center at 2400 Computer Drive which included presentation highlighting software and communications development at Data General, a tour of the Education Center and software lab, and the chance to try the electronic mail features of CEO.

The day at Data General also included presentations by Al Scura, director of Westboro-based Software Development, and Charlie Jablow, Communications Group section manager.

This visit proved to be a valuable peek at computer technology for an inquisitive group of young students, as well as an enjoyable experience for those Educational Services' employees who participated.

Wide World Of Service At Milford

Outdoing even Wide World of Sports host, Jim McKay, Dick Camuso, senior vice president of Worldwide Field Engineering, donned a glowing green blazer and hosted the June 16 Field Engineering Focus meeting. The format of the meeting, "The Wide World of Service," was an entertaining parody of ABC's "Wide World of Sports." The division holds Focus meetings each quarter to update employees on the state of the business.

In order to demonstrate how this year's Field Engineering "teams" were doing, creative videotaped reports were shown from some of the division's top

"coaches" and "athletes" including: Jim Foxworthy, division director of Worldwide Repair; Bill Bentley, vice president of United States Field Engineering (USFE); Fred Cochran, vice president of Worldwide Engineering Services; and Brian Wood, division director of Worldwide Business Planning. Also appearing in the videotape were USFE Area Directors Jim Wilson and Gerry Cromwell, and Brian Mellen, vice president of the North American Sales Division's Western Operations. All the coaches reported that their organizations were striving to help Data General win gold medals this year.

Following the 30-minute video presentation, which debuted at the Million Dollar Club last March, Dick spoke about the priorities and goals of Field Engineering. He stressed the importance of "aggressively pursuing new business," and stated that both the Nippon Telephone and Telegraph and the Motorola development agreements were "votes of confidence" in Data General and its business objectives. He also noted that in the area of customer satisfaction, "we've never had a distribution and repair strategy as strong as we have now."

Milford Move



Dick Camuso, senior vice president of Worldwide Field Engineering, delivered his state of the business address to employees in Milford last week.

Employees were then given an update on the relocation of Milford operations to Southboro. The move will coincide with a plan to consolidate the Southboro and Westboro Information Management Group's (IMG) computer operations into one large data center at Southboro. "By moving the IMG group to Southboro, we are able to maximize space utilization, while at the same time freeing up approximately 50,000 square feet in Westboro to meet their growing needs," said Phil Dinsky, Facilities manager.

At the Southboro plant, Buildings One and Two will be designated for IMG Administration and the entire development organization. Building Three will house the new data center. Field Engineering in Milford will be relocating to Building Four. "We anticipate relocating both Field Engineering and IMG next spring," said Phil.

The attendees of next year's Field Engineering Awards Conference in Washington also were announced. The annual conference honors those Field Engineering employees whose work has been outstand-

ing. The following employees from Milford and Westboro were honored: Gina Bratrude, Donna Rajcula, Toni Baccanti, Charlie Boneau, John Murphy, Daniel Young, Jean Olsen, Glenn Kaplus and Paul Macchi. In addition, Larry Crook, Mike Gallo and Sue Maxwell each received a Team Vice Presidential Award for their outstanding work with Winchester disk drives. Renee Circone received a Director's Award in recognition of the "great job" she did in helping to organize this year's Field Engineering Awards Conference held in New Orleans. Marge Luciano received a Vice President's award for her outstanding efforts in Contract Administration.

Team Tyrrell Tours Detroit



Forty children from the Detroit Children's Hospital Oncology ward got a taste of Formula 1 racing when they visited the garage of the Data General-Team Tyrrell crew at last Sunday's Detroit Grand Prix. Data General employees were on hand to greet the children, hand out t-shirts and toy cars and introduce the kids to Ken Tyrrell and his drivers. During the race, driver Jonathan Palmer raced his way to a fifth place finish despite an early spin out. Data General has been a sponsor and working partner with the Tyrrell Racing Organization since 1986.

Stock Purchase Deadline

The deadline for enrolling in the Stock Purchase Plan that begins on August 1 is Friday, July 22. Any employee who has completed at least 90 days of service as of August 1 is eligible to participate in the Stock Purchase Plan. Participation enables employees to purchase the company's common stock at a reduced price through payroll deduction. The stock can be purchased at 85 percent of the average market price on either August 1 or January 31, whichever is lower. Employees may authorize payroll deductions in even dollar amounts from \$5 up to 10 percent of their base pay as of August 1.

Under the E.F. Hutton program, an employee can pre-arrange to have shares deposited with E.F. Hutton and sold immediately after purchase at a very favorable commission rate. Employees also may arrange to have the shares held in their individual accounts to be sold at a later date upon either a written or telephone request.

Newly-eligible employees hired between November 3, 1987 and May 2, 1988 will be receiving an informational mailing about the plan. The necessary forms are available at local Benefits or Human Resources departments.

Mike Murphy Named Manager, Employee Benefits & Programs

Mike Murphy has been named manager of Employee Benefits and Programs, succeeding Ganne DeSomery in the Benefits role while retaining his current responsibilities for Human Resource Programs. Corporate Benefits includes development of both domestic and international benefit programs as well as design, communication, implementation and administration of domestic benefits. Human Resource Programs includes service recognition, policy development, relocation administration, employee activities and Human Resources communications. Mike reports to Guy Carter, director of Human Resources Operations.

Mike joined Data General in the Public Affairs department in 1975 and was manager of Employee Communications and Community Relations before joining Human Resources in 1984. Both in Public Affairs and Human Resources, Mike has been actively involved in the development and introduction of all major employee benefit programs.

Prior to Data General, Mike was an Employee Communications specialist with Texas Instruments in Attleboro. He holds a bachelor's degree in political science from Providence College and has completed management programs at Northeastern and Carnegie-Mellon universities.

People

In SDD

Stanley Zlobro joins Data General as a CAD/CAM applications engineer, reporting to Peter Mimeault, Corporate CAD/CAM manager. Stanley will provide technical support for all CAD/CAM users in Westboro. He most recently worked as a senior software engineer for Northrop Corporation. Stanley holds a bachelor's degree in mechanical engineering from the University of Rhode Island and a master's degree in the same field from Rensselaer Polytechnic Institute.

Florence Kanz was recently promoted to an associate ECO planner, reporting to Shirley Lynch, ECO Planning

supervisor. Florence will write and process software change orders, and help revise software products and documentation. Florence has been with Data General for 18 years. Before the promotion, she was most recently a software support coordinator.

William Miller enters the company as an engineer, reporting to Mark Crooker, project leader. William previously worked for Information Services International. He received a bachelor's degree in computer engineering from Rensselaer Polytechnic Institute.

Chin-Fan Wu joins the company as a software engineer, reporting to Mark Wilding, manager of Proprietary Operating Systems. Chin-Fan will design and implement AOS/VS configuration management software. Chin-Fan holds a bachelor's degree in computer engineering from Boston University.

Howie Belkin joins Data General as an acoustical engineer, reporting to Steve Boyle, principal engineer. Howie comes to Data General from Barry Controls. He holds a bachelor's degree in mechanical engineering from Northeastern University.

John Barron and **Tina Schau** come to the company as software engineers, reporting to Bob Barton, manager of Interactive Application Performance. John will track and improve office automation software performance. He received a bachelor's degree in mathematics from Rensselaer Polytechnic Institute.

Tina was previously a senior programmer analyst with the Marketing and Sales Systems Development department within the Information Management Group. She holds a bachelor's degree in computer science from the University of Maine at Orono.

In Communications Systems

Paul Howard enters the company as a principal software engineer, reporting to Charles Jablow, a section manager with the Data Communications and Networking Division. Paul will design and develop PC*1 software. He most recently worked for DCA. Paul holds a bachelor's degree in computer and communications sciences from the University of Michigan.

Bill Huang joins Data General as a senior software engineer, reporting to Ken Kossack, manager of the Communications Server group. Before joining the company, Bill worked for Racal-Milgo. Bill received a bachelor's degree in electrical engineering from Huazhong University of Science and Technology and his master's degree in the same field from the University of Illinois.

Jim Lee, Cindy Starks, Tim Knight and **Ellis Huynh** come to Data General as software engineers.

Jim reports to Liz Polnerow, a section manager. He is involved in the development of ISO file servers. Jim holds a bachelor's degree in computer science from the State University of New York at Stony Brook.

Cindy reports to Charles Jablow. She holds a bachelor's degree in computer science from the University of Connecticut.

Tim, who also reports to Charles Jablow, will design and develop software for DG*PCI. He received a bachelor's degree in computer science from the Pennsylvania State University.

Ellis reports to Karen Prince, a section manager. He will design and maintain communications software. He holds a bachelor's degree in computer engineering from Boston University.

Continuing Products

Kendell Chilton comes to Data General as a hardware engineer, reporting to Joe Mazzola, Engineering manager. Ken most recently worked for the Geneva College Electrical Engineering department. He received bachelors' degrees in electrical engineering and computer science from Geneva College.

In Finance

Mary Kraus enters the company as an associate programmer analyst, reporting to Peter Galluzzo, System Support manager. She previously worked at the Springfield Institution for Savings. Mary holds a bachelor's degree in computer information systems from New England College.

Jorge Reyes has been appointed manager of International Finance and Analysis, responsible for financing and capital structures for all international subsidiaries, and worldwide profit placement strategies and transfer pricing. He is also responsible for the treasury analysis of all potential international investments and the forecasting of subsidiaries' cash flows. Jorge reports to Lucie Beauregard.

Jorge has been with Data General for almost four years and prior to his new assignment, he was the Latin America Area controller. He holds a master's degree in business administration from Seton Hall University and a bachelor's degree in accounting from Rutgers University.

Custom Badges Available

Purchasing has set up a blanket purchase order with Hartnett Company for all requisitions under \$50 for custom Data General badges. The metal badges are approximately 1" x 3," large enough for Data General's logo and space for an individual's name and title. The cost of each badge is \$6.25. These name badges are to be used for employees participating in events such as trade shows and conferences. Requests which meet the above criteria should be processed in one of the following manners:

- Requisitioners who are authorized to order supplies on-line from the stockroom may order the badges via CEO by sending a CEO message to Bilodeau J:IMG006. Include your name, badge number, cost center, mail stop and the name and title (optional) for the badge.

- Requisitioners not authorized to order electronically from the stockroom (or requests for more than eight nameplates at one time) should order badges on a requisition through Purchasing.

The badges should arrive approximately two to three weeks after receipt of the order.

Milestones

The following Data General employees are observing service anniversaries this month.

Westboro

Ten Years

Edith Chiasson

Autilia Dias

John Caruso

Stephen Emery

Jane Simoneau

David Dale

Rona Newmark

Stefanie Bilowich

Joseph Armstrong

David Keating

Joseph Cox

Five Years

Carl Ballard

Jay Wilkinson

Mark Armington

Stuart Cohen

Mark Fearon

Jeffrey Brown

Mark Sprague

Walter Esker

Jeffrey Hatalsky

Mary Klatman

Thomas Witzel

Carlos Soares

Patricia Riemitis

Donna Merwin

Mark Shanahan

David Frary

Southboro

Fifteen Years

Sharon Girard

Ten Years

Judith Salza

Patricia Kostba

Five Years

Philip Pearson

Milford

Fifteen Years

James Considine

Ten Years

Craig Miller

Paul Sullivan

Five Years

Steve Lukovics

Providence

Ten Years

David Haupt

Richard Zygadlo

William Gaudet

Brian Wolcott

Anne Dolce

Douglas Bilton

William Aten

Richard Dunn

Brenda Mc Clellan

Kevin Willoughby

Robert Johnson

John Greska

Russell Hardy

Jennifer Robideau

Peter Conway

James Barnard

Andrea Burns

Rexford Morrill

Elaine Martel

Jeffrey Clack

Richard LaPointe

Andrea Curtis

Daniel Modelane

Susan Happel

Lori Zoll

Jefferson Slater

Tom Pai

Freda Brandwick

Jose Tavares

Richard Keeler

Frank Melle

Glenn Kaplus

Training

The following Educational Services' courses will be offered through the months of July and August for employees who wish to enhance their skills with Data General systems and software. To enroll in these courses call 221-1647 in Westboro.

Hardware Courses

Date	Course Title	Number	Days
July 11	Introduction to Data General 32-Bit Computer Systems	H100/MV	10
July 12	Site Preparation	H501	3
July 18	ECLIPSE MV/7800 Series Field Maintenance	H158	5
July 20	Diagnostic Operating System User	H101	3
July 25	Introduction to Data General 32-Bit Computer Systems	H100	10
July 25	ECLIPSE MV/10000 Field Maintenance	H168	5
July 25	ECLIPSE MV/15000 Field Maintenance	H178	5
Aug 8	ECLIPSE S280 Field Maintenance	H180	5
Aug 8	Disc 10 MB (6045 Series)	H203	5
Aug 8	AOS/VS for the Hardware Specialist	H209	5
Aug 15	Introduction to Data General 32-Bit Computer	H100/MV	10
Aug 22	DC/PC*I Network Manager	DC240	5
Aug 29	ECLIPSE MV/8000 Field Maintenance	H128	5
Aug 29	ECLIPSE MV/20000 Field Maintenance	H188	5

CEO Courses

Date	Course Title	Number	Days
July 11	CEO 3.0 User (Including CEOwrite)	OA302	5
Aug 2	CEO DRAWING BOARD & WORDVIEW	OA151	1.5
Aug 16	CEOWrite & CEO CONNECTION	OA154	3
Aug 29	CEO 3.0 User (Including CEO Word Processing)	OA163	4

Software Courses

Date	Course Title	Number	Days
July 7	CLI Macros	S161	2
July 18	RDOS User	S200	5
July 25	AOS & AOS/VS User	S209	5
July 25	XODIAC System Manager	S220	3
Aug 1	AOS/VS System Manager	S219VS	5
Aug 3	INFOS II Database Design & Analysis Workshop	S406	3
Aug 9	CEO System Manager	S221	3
Aug 15	AOS/VS System Operator Using SMI	S224	5
Aug 15	AOS/VS Operator Training	SH109VS	5
Aug 17	Using MS-DOS (Part 2)	S146	2
Aug 29	DG/SQL Utilization & Design	S317	5

Technical Seminars

Date	Course Title	Number	Days
July 4	Rev. 3.0 for System/Office Managers	SM526	2
July 11	XODIAC Internal Structures	SM431	5
July 12	AOS/VS New File System Conversion	SM530	4
July 13	C Language: An Introduction	SM131E	3
July 13	DG/SQL Design & Performance Workshop	SM520	3
July 20	Managing an AOS & AOS/VS Data Center	SM505	3
July 25	RDOS System Programming	SM304	5
Aug 1	Artificial Intelligence: A Programmer's Guide	SM502	3
Aug 1	Recovery Workshop: Techniques for System Crisis Management	SM529	2
Aug 9	AOS/VS System Performance Workshop	SM412	4
Aug 9	AOS/VS New File System Conversion	SM530	4
Aug 15	C Language: An Introduction	SM131	3
Aug 23	AOS/VS Systems Performance for System Managers	SM524	3
Aug 23	DG/PC*I Systems Programming Tips, Techniques, and Pitfalls	SM525	3
Aug 23	AOS/VS New File System Conversion	SM530	4

Helicopter Service Updates Schedule

Starting today, Data General's helicopter will operate on the following schedule. Service is available to all employees traveling on company business on a first-come, first-served basis. The traveler's cost center is charged \$45 for trips between Westboro/Southboro - Durham/Portsmouth and between Durham/Portsmouth - Westbrook, or \$75 for trips between Westboro/Southboro - Westbrook.

To make reservations call Corporate Travel in Westboro at extension 232-HELI (232-4354). Passengers must be at the Helipad five minutes before scheduled departure time for a loading and safety briefing. Unless delayed by weather, flights will depart precisely on time, or earlier if all scheduled passengers are boarded.

Passengers desiring to depart/arrive at Southboro may do so by advising the reservationist. Actual departure time may be a few minutes before or after the scheduled time shown for Westboro/Southboro.

Mail and packages may be left in the mailbox at each helipad for delivery. Senders should check with Corporate Travel to ensure that the scheduled flight is going. It is the responsibility of the sender to arrange for pick-up at the destination. The pilot will deliver the material to the appropriate mailbox, but they are not serviced by the mailrooms. Any package weighing more than five pounds must be pre-arranged for delivery with Corporate Travel.

Passengers will be requested to provide their weight when making a reservation. This is important information that is used to calculate aircraft weight and must reflect the passenger's "traveling" weight, including briefcase, packages, etc.

Westboro/Southboro To Durham/Portsmouth (Monday, Wednesday, Friday Only)

Departure	Arrival
7:30 a.m.	8:03 a.m.
9:00 a.m.*	9:33 a.m.
12:30 p.m.	1:03 p.m.
3:30 p.m.	4:03 p.m.
5:00 p.m.*	5:33 p.m.

Durham/Portsmouth To Westboro/Southboro (Monday, Wednesday, Friday Only)

Departure	Arrival
8:07 a.m.	8:52 a.m.
9:37 a.m.*	10:22 a.m.
1:09 p.m.	1:54 p.m.
4:07 p.m.	4:52 p.m.
5:37 p.m.*	6:22 p.m.

Westboro/Southboro To Durham/Portsmouth (Tuesday and Thursday Only)

Departure	Arrival
7:00 a.m.	7:33 a.m.
12:00 p.m.	12:33 p.m.
4:00 p.m.	4:33 p.m.

Durham/Portsmouth To Westboro/Southboro (Tuesday and Thursday Only)

Departure	Arrival
8:49 a.m.	9:34 a.m.
1:51 p.m.	2:36 p.m.
4:37 p.m.	5:22 p.m.

Westboro/Southboro To Westbrook (Tuesday and Thursday Only)

Departure	Arrival
7:00 a.m.	8:14 a.m.
12:00 p.m.	1:16 p.m.

Westbrook To Westboro/Southboro (Tuesday and Thursday Only)

Departure	Arrival
8:20 a.m.	9:34 a.m.
1:22 p.m.	2:36 p.m.

Westbrook To Durham/Portsmouth (Tuesday and Thursday Only)

Departure	Arrival
8:20 a.m.	8:45 a.m.
1:22 p.m.	1:47 p.m.

Durham/Portsmouth To Westbrook (Tuesday and Thursday Only)

Departure	Arrival
7:37 a.m.	8:14 a.m.
12:39 p.m.	1:16 p.m.

* Supplemental flights that will operate **only** if the previous flight is filled, and if the helicopter is not committed to other tasks. In most cases, passengers on these flights will not be confirmed until the day before the flight.

MARKETPLACE**FREE**

Kittens , 6 wks old, 2 blk/white females, 3 gray/white males; (401) 568-4158 (Pasacoag, RI).

WANTED

Roommate , to share 2-bdrm apt, 10 min. to Webo, \$400+/mo; 820-9760 (Framingham).

Roommate , female, non-smkr, 25+, to share 2+ bdrm home in Newton or surrounding area, 872-5777 (Framingham).

Rabbit hutch , 473-7411 (Milford).

Housemate , to share lg. 3-bdrm house, garage, near mjr rts, \$320/mo. + 1/3 util, 872-8089 (Framingham).

2 Roommates , to rent 3 bdrm house in Framingham; 870-7120 (Marlboro).

FOR RENT

1-Bedroom apt , new, 6 acre private setting, non-smkrs, no pets, \$600 + util; 393-3913 (Northboro).

N. Framingham condo , 2-bdrm, pool, tennis court, \$750/mo; 877-4215 (Framingham).

Marlboro , 3-4 bdrms, non smkrs, prof. couple preferred, \$1000/mo + util; (518) 523-9430 (Lake Placid).

Orr Island, ME , off Portland coast, 4-bdrm, private cottage, ocean view, cable, heat, avail 7/9 - 7/16, \$550; 898-3399 (Westboro).

Onset beach , cottage, 2-bdrms, enclosed porch, showers, walk to beach & town, \$250/wk, 529-6528 (Upton).

W. Hyannisport , 3-bdrm, 2-bth, 5 min to beach, avail 6/88 - 9/88, \$600/wk, min. 2-wk rental, 798-3497 (Worcester).

Bourne , 2-bdrm house, 100 yds to beach, pool, play ground, \$450/wk for June; \$550/wk for July & August, 222-0883 (Attleboro).

Scarboro, ME , Pine Point, 2-bdrm cottage, 300 yds to ocean, \$400/wk; (207) 284-9636 (Maine).

Martha's Vineyard , group rental, need members, 4-bdrms, 3.5 bths, sauna, w/d, 353-0224 (Edgartown).

White Mtns , NH condo, 2-bdrm, 2-bths, pool, tennis, 325-0092 (W. Roxbury).

Waterville Estates , summer rental, slps 6, indoor/outdoor pools, tennis, \$350/wk; (603) 329-6499 (New Hampshire).

Loon Mtn Village , NH, 3-bdrm twnhse, 2-bth, tennis, wkend/negtbl, 7/14-19, \$225; \$450/wk; 384-3292 (Wrentham).

Franconia, NH , White Mtns, rental, slps 6-8, \$300/wk; 366-7810 (Westboro.).

West Yarmouth , cottage, 3 min. walk to beach, deck, inside shower, \$350/wk; 835-6327 (W. Boylston).

Waterville Valley, NH , twnhse, slps 8, 2-bths, sports center, \$950/mo, \$375/wk, \$225/wkend; 687-7489 (Methuen).

Marco Island, Fla , Eagle Cay, frnshd 2-bdrm condo, 2 pools, \$500/wk, 6/19-10/31; 369-4685 (Concord).

West Dennis , yr rnd 3-bdrm, 2-bath, minutes to Bass river & ocean, June-Aug., \$595/wk; 583-8294 (Brockton).

Gloucester , summer rental, turn of century house, close to harbor & beaches; 332-5433 (Newton).

Conway, NH area , summer rental, wtrfrnt, boat slip, 4-bdrms, 2-bths, May & June, \$400/wk; July & Aug., \$750/wk; 263-4745 (Acton).

Summer Chalet , 3-bdrms, 2-bths, frnshd, walk to private beach, \$275-\$325/wk; 696-6065 (Milton).

Dennisport , yr. rnd, 3-bdrm, furnished, 7/10 mi. to beach, \$595/wk, \$395 off season; 562-3274 (Hudson).

Sunrise Lake, N.H. , chalet, yr rnd, slps 8, \$45/day mid-wk; \$65/day wkends, \$325/wk; 286-2653 (Revere).

S. Yarmouth , 2/10 mi. to ocean, 4-bdrm, 1-bth, \$525/wk, 5/88-10/88; red. rates May, June, Sept.; 568-0897 (Hudson).

Dennisport , yr rnd, 3-bdrm, 2/10 mi. to Sea Street beach, \$550/wk, up to 7/9 and after 8/13; 533-2184 (Medway).

Dennisport , walk to beach, 3-bdrms, 2.5 bths, \$900/wk, available up to 7/9 & after 8/27; 533-2184 (Medway).

Dennisport , efficiency w/patio, 2/10 mile to beach, \$325/wk or \$225/wk off-season; avail. long wknds, 435-3794 (Hopkinton).

Dennisport , 2-bdrm duplex cottage, deck, 1/10 mile to beach, \$460/wk or \$295/wk off-season; 435-3794 (Hopkinton).

FOR SALE

Summer toys , 12' Alcort mini fish, \$750 w/new sail; Honda CB360T, 12K mi., \$650; Mistral competition wind surfer, \$700; 839-7625 (Grafton).

'75 Open Road camper , 21' , slps 8, \$2000/BO; 32' Owens cabin cruiser, needs some work, \$4000/BO; 667-5529 (BillERICA).

Items , golf clubs w/bag, starter set; new 35 mm camera; B&D hedge trimmer; BO, 655-3034 (Natick).

Items , Wayside raquet/swim membership, \$350; raquetball equipment; pick-up truck alum. cap, full-size, \$100; 562-0946 (Hudson).

Townhouse/Condo , Boylston, near 290/495, 2-bdrms, den, 1.5 bths, central a/c, new deck off dining area, new carpet, garage, \$122,900; 366-9767 (Westboro).

Townhouse/Condo , 7-rms, 2-bdrms, finished bsmnt, 1.5-bths, deck, pool, tennis, close to mjr rts, 15 min. to Webo, must sell, \$99,900/BO; 755-3003 (Worcester).

19' Roberts fiberglass sloop , 1' keel, slps 4, 3 sails, 4 hp Johnson, trailer, 4 yrs old, \$5500; 529-4068 (Upton).

Condo , 2-bdrms, lg lvngrm, w/w, pool, tennis, a/c, near mjr rts, \$105,900; 327-8190 (Chestnut Hill).

Lot in Shrewsbury , S. Quinsigamond Ave, \$85,000; 839-7777 (Grafton).

Framingham , 2-bdrm condo, top floor, w/w, a/c, pets ok, \$86,900; 655-3679 (Natick).

Car seat , Century deluxe, 2 mos. old, \$35; 881-4437 (Ashland).

Items , G.E. a/c, 5000 btu, \$75; JVC dual stereo cass. & tuner, \$50; 339-6213 (Mansfield).

Utility trailer , wood box on Ford axel, \$75; 865-4934 (Millbury).

Lane hope chest , mahogany, fan design, claw feet, cedar lined, asking \$250; 883-3771 after 6:00 p.m. (Blackstone).

Pine waterbed , king, w/heater, \$75; 429-7075 (Holliston).

'86 Bayliner , 16 ft., 85 hp O/B, cuddy cabin, AM/FM/cass., full canvas, trailer, never in salt water, asking \$8000; 286-2653 (Revere).

40" Parker lawn sweeper , 2 yrs old, push or pull behind tractor, \$85; 838-2872 (Berlin).

Catamaran , AMF trac-14 sailboat, Harken hardware & Pryde sails, on trailer, ready for water, \$1400; 791-9382 (Worcester).

Items , gold velvet chairs, \$225/both; black & gold Boston rocker, \$75; 754-5692 (Shrewsbury).

16' Side-winder , fiberglass sail boat w/trlr, \$900; master class 315 sailboard w/5.4 raf sail, \$375; 486-8523 (Harvard).

N. Framingham condo , 2-bdrm, pool, tennis, \$106,000; 877-4215 (Framingham).

N. Framingham Colonial , 2.5 yrs young, 3-bdrms, 1.5 bths, att. garage, walk to tennis courts, \$229,900; 877-4215 (Framingham).

Modern condo , 3-bdrm, 35 min. from DG Webo, will assist w/closing costs, \$75,000; (401) 647-2978 (Rhode Island).

'72 Silverline boat , 16' , red w/white interior, 188 hp, V8, w/power trim & trailer, \$5000; 865-4814 (Sutton).

Southboro , 8-rm colonial, 3-bdrms, 1 acre, 2 car garage, sun rm, frplcd lvngrm, \$269,000; 485-2783 (Marlboro).

N. Grafton/Westboro , 3 yr old custom contemporary, 3-4 bdrms, 2.5 bths, frml dining rm, lvngrm, eat-in kitchen, garage, 1 acre, \$234,900; 839-9537 (Grafton).

'87 Hy-Line 32' premier travel trailer , a/c, deluxe furnishings, bthrm, roll-out antenna, 20' awning, \$13,000; 529-6558 (W. Upton).

'86 Stingray , 17.5 ft, Merc. 140 I/O, mooring cover, canvas, AM/FM/cass, CG pkg, w/'86 Calkins galv. trlr, \$8200/BO; 879-4030 (Framingham).

Items , 24' pool, used 1 season, \$500; 11 hp tractor w/mower & snow thrower, \$750; deep fringe UHF/VHF antennas, amp, rotor, tripo masts, \$80; utility trailer \$120; (603) 749-1150 (Rollinsford, NH).

AUTOS

'57 Greyhound bus camper , engine intact, needs restoration, B/O; 562-0946 (Hudson).

'76 Chevy Impala , new radiator & tires, \$775; 384-7815 (Wrentham).

'80 Toyota Tercel , 2-dr, auto, front whl drive, AM/FM/stereo cass., \$1400; 842-0730 (Shrewsbury).

'81 Honda CM400 , custom, 9200 mi., cruise, helmet, new chain, \$600; 883-8775 after 5 p.m. (Blackstone).

'84 Olds custom cruiser wagon , 9-passenger, V-8, a/c, mtd snow tires, 74K mi., \$5500; 839-2867 (Grafton).

'84 Dodge Charger , 5-spd manual, 4-cyl, AM/FM, front whl drive, rust prfd, 48K mi., 435-3794 (Hopkinton).

'84 Dodge Daytona turbo , extended warranty, 23K mi., a/c, alarm, \$6250/BO; 898-2929 (Westboro).

'85 Olds Calais , a/c, auto, new tires, white w/red, \$5900; 842-0730 (Shrewsbury).

'86 Olds Calais , loaded, \$8600/BO; 568-1280 (Hudson).

'87 Monte Carlo SS , white, 15K mi., loaded, extended warranty, chapman, cover, \$12,700/BO; 480-7123 (Marlboro).

'87 Mitsubishi/Plymouth Colt DL , 4-dr, auto, grey, AM/FM/cass, alloy whls, 30+ mpg, 1' mi., \$5599/BO; 755-0464 (Worcester).