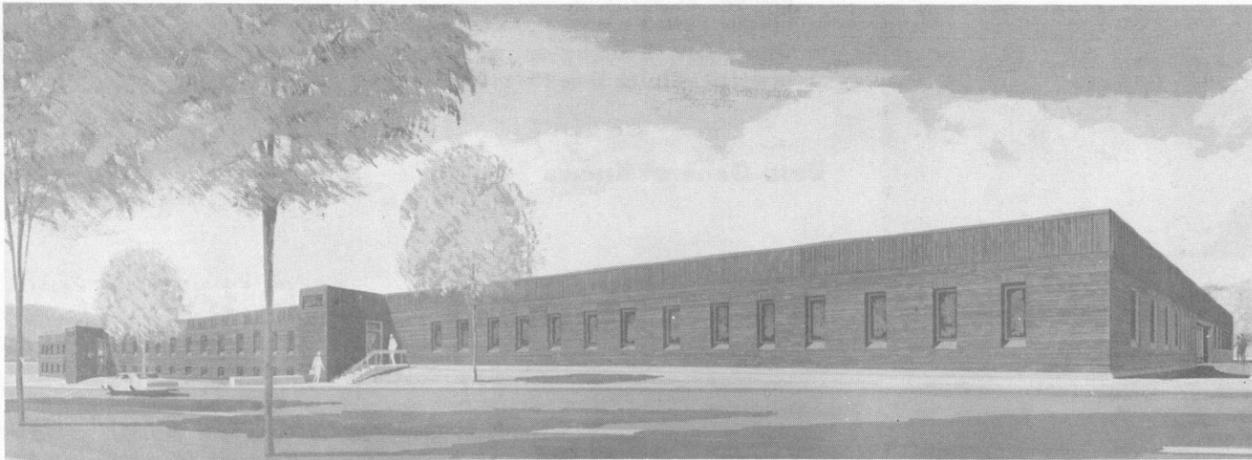


INTERFACE

Vol. 2 No. 6 - February 26, 1976



Data General has signed a \$4.9 million contract with The Carlson Corporation of Natick to construct its administrative headquarters on Route 9 in Westboro. Ground breaking is scheduled for March with completion by November. "The new building has been designed with flexibility and energy conservation in mind," states Larry Donovan, property management director. "An open space concept used in all our buildings will be continued. Tinted glass, extensive insulation, carpeting throughout, suspended ceilings, zoned heating and cooling and zoned lighting will provide for both comfort and wise use of energy."

Vietnamese Find Their Way At Data General

The ordeal of fleeing one's homeland for a new country, climate and lifestyle has obvious difficulties. Hopefully, the trauma has been tempered for at least five Vietnamese refugees who found jobs at Data General-Southboro.

The Nguyen family - Dung, Nga and Cam - and the Uong's - Hoan and Phu -

are apparently making the adjustment, enjoying their jobs and settling comfortably into their new "hometowns."

Dung, a machinist in the metal fabrication area of Building 5, came to Southboro last November through the aid of the Pilgrim Congregational Church. His mother Cam and sister Nga joined him in January. They are assemblers in the printed circuit board assembly area at Building 4.

"We came here," explains Nga, "because the family wants to live together." Nga's father, an engineer, remains in Vietnam.

Cam, a quiet woman who lets her children do the talking, speaks right up when asked about the weather. "It's very cold," she exclaims.

Hoan Uong, also a printed circuit board assembler, admits the weather is cold but sees the bright side too. "The snow is beautiful," she says. Hoan and her brother Phu live in Upton.

Phu, is learning his way around the automatic insertion area of printed circuit board assembly. Known as Tony to his coworkers, Phu had completed one year of technical college in Vietnam and hopes to continue his education in



Phu Uong, called Tony by his coworkers, is quickly learning all the operations in the automatic insertion area of PCB assembly.

the United States.

Nga is preparing to enroll in high school courses to complete her already started senior year and Dung hopes to return to school to further his college education in business.

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Vietnamese

Westbrook - A Vital Link In Data General Operations

To the casual visitor in April 1975, Data General's Westbrook, Maine building could have just as easily been the beginning of a warehouse or a tennis club. It was a big, new, freshly scrubbed and painted shell waiting for something to happen. Today, there's no doubt! The 134,000 square foot building has been transformed into a busy and efficient computer assembly plant. Early February employment of 100 people is now expected to double within a few weeks.

"We had the advantage of time," remarks plant manager Dan Nigro. "We were involved as the building was going up. And, growing slowly at first, we had the opportunity to study every process before setting up lines and procedures."

Joe Denehy, the plant's manufacturing manager and one of the few "transplants" from Southboro, explains: "Even processes carried on successfully in Southboro were improved upon as we dismantled them and forced ourselves to rethink each step."

Departments

Three basic areas make up the Maine operation- mainframe assembly, peripheral assembly and warehousing. They are supported by manufacturing engineering, production control, accounting, facility maintenance, and personnel.

Mainframe assembly was the first operation established at Westbrook. Two-lines served by a common preparation area now turn out everything from NOVA®1200 through ECLIPSE® to the DCU 50 communications controller and NOVA 3.

Peripheral assembly includes a line for CRTs plus assembly areas for mag tape units, paper tape readers and punches, cassettes and diskettes.

The warehouse at Westbrook is the newest department. Presently being completed it will meet the need for storage and eliminate much of the crunch at Building 5's warehouse.

Links

Maine can best be understood as one of several links in the chain of operations that take sheet metal, blank boards and components from raw material to finished computer systems. Its growth depends on customer demand. The people at Westbrook can only assemble what other DG employees supply. Likewise, the bringing together of all elements of a system for shipment from Southboro depends on efficient production at Westbrook.

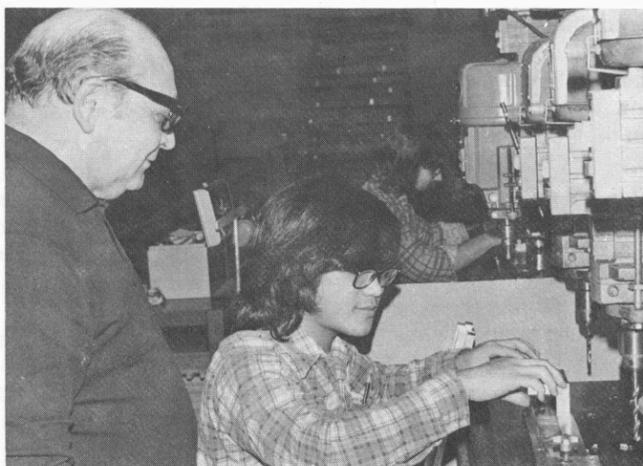
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Maine



Hoan Uong of Building 4's PCB assembly area says she likes New England's "beautiful snow."



Mother and daughter, Cam and Nga Nguyen, work side by side in the PCB assembly area of Building 4.



"Make sure Tony gets in the picture," said Dung Nguyen. Tony Morazzio is supervisor for Dung, a machinist in the metal fabrication area of Building 5.

Marty Gliva Named First Resident Sales Manager

A new position - resident sales manager - has been established to help develop management talent and better serve "remote locations" within North American Sales. First to be assigned the new responsibilities is Marty Gliva, a three-year sales veteran for the company in Minneapolis.

"The position creates growth and development opportunity for our sales engineers," explains Vice President Dick Weber. "On a smaller scale than the district level, the resident manager will be responsible for administration, sales forecasting, and personnel recruitment, training and supervision."

Resident manager offices will be established as needed in areas more than 100 miles from the nearest district or regional office. The Minneapolis office, part of the Midwest Region headquartered at Chicago, serves customers in Minnesota, North and South Dakota, Iowa, Nebraska, Kansas and portions of Wisconsin, Michigan and Missouri. Marty reports to Regional Manager Jim Morrissey at Chicago.

Marty "cracked the last frontier" for Data General in the United States as he introduced NOVA in this territory three years ago. From ground zero, he achieved Million Dollar Club membership from sales in the nine state area.

"After reviewing the first quarter results and forecasts, I expect to see this area produce multi-million dollar results in the near future," predicts



Marty Gliva

Marty.

Before joining Data General, Marty tackled the same region for Honeywell Computer Controls division for five years. He has also been a manager of electrical engineering for Harper-Wyman in Chicago and a free-lance consulting engineer. He holds a BS in electrical engineering and has worked toward his MBA at the University of Chicago.

productive inhabitants of the United States and a desire to continue their schooling.

As with millions of Americans before, no matter how great the opportunity these Vietnamese people will always have an affinity for their homeland. It was probably best expressed by Dung, who on the birth of his daughter stated: "I hope to return to show her (Vietnam). It is a very beautiful country and I will be sad for her if she cannot go back. I am very happy to see her born in this country and grow up here."

Vietnamese Continued From Page 1

The change in lifestyle can't be easy. But the Data General employees who formerly called Saigon their home manage to smile a lot, enjoy new friends and talk of happy events such as the birth of Dung's daughter two days after Christmas. They also look forward to self improvement as evidenced in an anxiousness to become

Patents: The Inventor's Way of Staking A Claim

Ben Franklin surely let it be known when he made a unique discovery. Recording the facts resulted in continued recognition, even 200 years later.

In the gold rush days, prospectors staked their claims and protected themselves by registering their finds.

Today, patents establish, record and protect the claims of inventors. Nearly four million patents have been issued in the United States alone. Famous inventors who used the patent system to the benefit of themselves and society have included Alexander Graham Bell, Thomas Edison and the Wright Brothers.

"Data General encourages its employee-inventors to seek patents," explains Joel Wall, company patent attorney. "We communicate on a detailed technical level with our engineers and scientists in reviewing their ideas and engineering notebooks to determine areas of patentability."

Definition

A patent can be defined as a contract between the government and the inventor. The government promises the inventor that for a period of 17 years it will prevent others from making, using or selling devices covered by a valid patent. In return, the inventor agrees to permit the government to disclose the invention on the part of others and thus promotes technological progress. In many cases, inventors assign their patents to a company.

Procedure

It usually takes about two years for the U.S. Patent Office to examine a patent application and issue a patent. The office employs patent examiners, technical personnel who specialize in a particular art. The Patent Office determines whether or not the claimed invention is new, useful and non-obvious to one of ordinary skill in the particular art. During this consideration the Patent Office keeps the drawings, specifications and claims secret.

Important

"It is important for a company's employees to be aware of the patent system," states Joel. "Employing the patent system to protect a company's proprietary and patentable ideas promotes the future growth, competitiveness and security of that company. We shall provide further information about this important activity by publishing vital statistics on Data General Corporation patents and inventors in INTERFACE."



IT'S UNANIMOUS! Batch is a bitch! And the Accounting department knows! In "uniform" at Southboro are (left to right) Lois Evans, Carol Bishop, Vi Demetre, Joyce Berger, Henry Wilson, Marge Ackley, Sue Singer, Peter Vermouth, Jean Hanson, Evie Dumas, Phyllis Wagner, and Gloria Dec. Stooping and comparing the back and front of the t-shirts are (left) Chuck Leveille and Dick Stanhope.

Data General Knows

Batch Is A Bitch

Batch processing IS something to bitch about. And, Data General's way of getting that fact across has been something to cheer about.

The "Batch Is A Bitch" corporate ad has brought heavy positive response in the form of customer inquiries, made an impression on magazine readers, provided additional enthusiasm among already fired-up sales engineers, and turned on more employees than ever to DG's marketing approach to the data processing market.

Message

Most people are familiar with the batch processing type of computer operation. A day's work or total operation is fed into the computer and an updated paper printout is produced. The work is often done overnight with reports delivered in bulk the next day. Data General's ad promotes our on-line systems for operational jobs like product distribution and manufacturing control which demand up-to-date reports whenever needed. Speaking of the people DG's systems serve, the ad states: "anytime they want to know the status of a specific job, they can just ask the computer. Instead of making them search through reams of print out, it tells them just what they want to know."

Measured in terms of reader recall of

the ad and the number of potential customers who took the invitation to "stop batching" and write for more information, response has been very impressive, according to Carol Hetzel, Data General's advertising manager.

In a reader recall survey, **Fortune** magazine measured the impact of all ads in its September, 1975 issue. The percentage of people who recall seeing the one page, black and white "Batch," ad was higher than all but one other full page, 1 1/3 page and 2 2/3 page black and white ads. It equalled the "pull" of full page color ads.

Enthusiasm

The sales force, armed with a door opening ad, quickly requested reprints. Anxious to capitalize further on the catch phrase, they sought more and were offered T-shirts which were shipped by the dozens.

The shirts quickly caught the attention of others and the offer was extended to DG employees resulting in a couple of hundred more orders. The accounting people in Building 4 at Southboro apparently caught the spirit more than any other group as they coordinated a "Batch" T-shirt day on which everyone got the message: "Batch Is A Bitch" and "Data General Knows."

The Corps Needs A Few Good Men . . . And Women

The corps is Data General's foreign service. Quite often, professional positions become available outside the United States which require Data General to look beyond that immediate country for qualified applicants. Stateside employees who want to be considered for such openings should talk with their supervisor or Field Personnel Manager Don Bateman at Southboro.

Generally, foreign openings require fluency in a second language and an ability to easily adapt to change. For example, there's an opening now at Sao Paulo, Brazil for a systems specialist. The person filling the post will have at least 1 to 2 years experience with strong software

capabilities and ability to speak, quickly learn or relearn a romance language, preferably Portuguese or Spanish.

"Besides professional advancement and opportunity, there's some good selfish reasoning for a person willing to pick up and head off to a remote location," said Don. "It's an opportunity to experience different cultures and visit places that tourists often dream of. There are also tax advantages, more responsibility than in equivalent U.S. assignments and opportunities for more responsible positions after return to the U.S."

For those who think a foreign assignment might be in their future, call or write Don in Southboro.

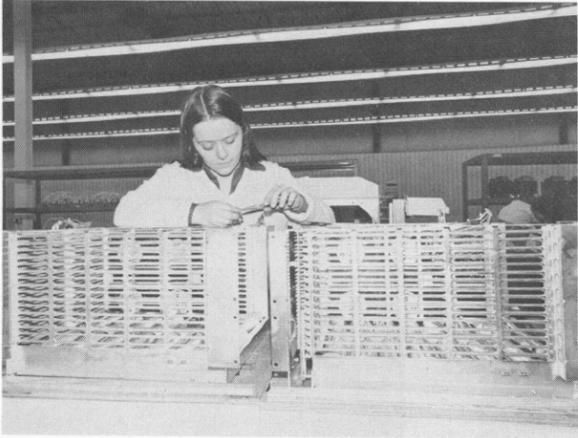
Maine

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In this issue, INTERFACE is attempting to convey the spirit found at Westbrook. The recent buildup in the number of employees has not altered the enthusiasm of the "pioneers" who came on board last April. The increased activity has been matched by pride which keeps the plant as clean and bright looking as it was last spring. The quality of the work and the quantity of the work attests to both the talent and dedication of its people.



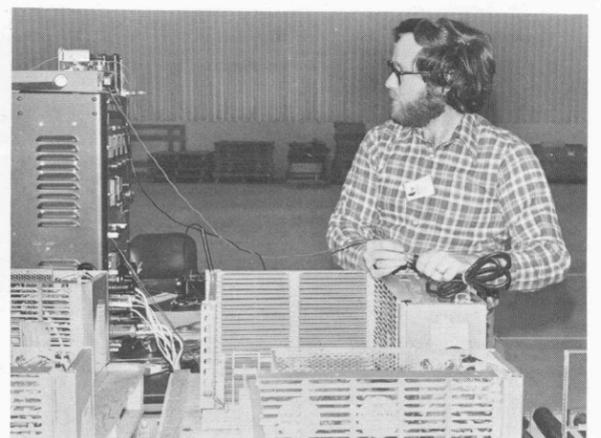
Communications is important. Plant manager Dan Nigro (center) discusses operations with (left to right) accountant Jack Bartleson, manufacturing manager Joe Denehy, peripheral assembly manager Marshall Hall, and production control supervisor Bob Ramsey.



Putting it all together on the ECLIPSE line is Anita Hardy.



Mary Gilpatrick, one of Westbrook's first employees, performs final operations on mainframe assembly.



Larry Pritchard tests an ECLIPSE CPU on the mainframe assembly line.



Testing is an integral part of all manufacturing processes at Data General. Lois Stolz inspects just assembled mag tape units.



Working together helps develop the best methods. Engineer Lester Watkins (left) and assemblers Gary Marshall and Doris Nadeau discuss the assembly of paper tape readers.



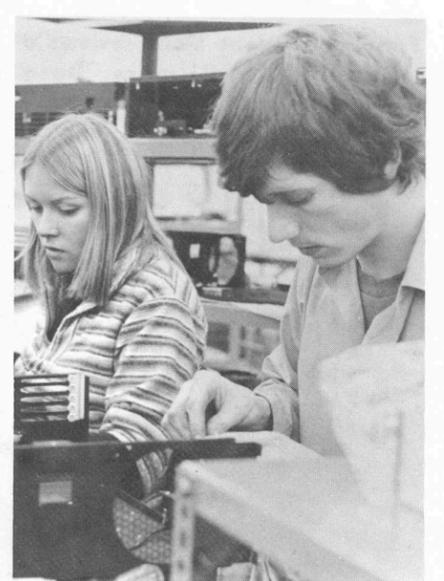
Kirk Rheinlander (right), one of the original technicians at Westbrook, instructs one of the recently hired employees, Norris Dale, in methods for testing cassette units.



In the preparation area which serves both mainframe assembly lines, Jean Seymour performs capacitor prep.



Assembling DCU 50 communications controllers are (left to right) Blanche Pettengill, Ellie Meikle and Rachel Chase.



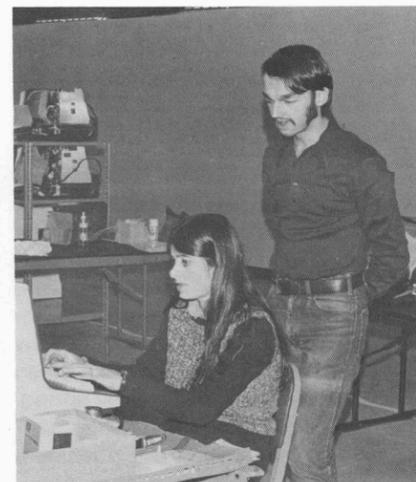
Preparing chassis for the assembly line are Tom Brown and Joan Milliken.



Eva Smith prepares transformers for cathode ray tubes (CRTs).



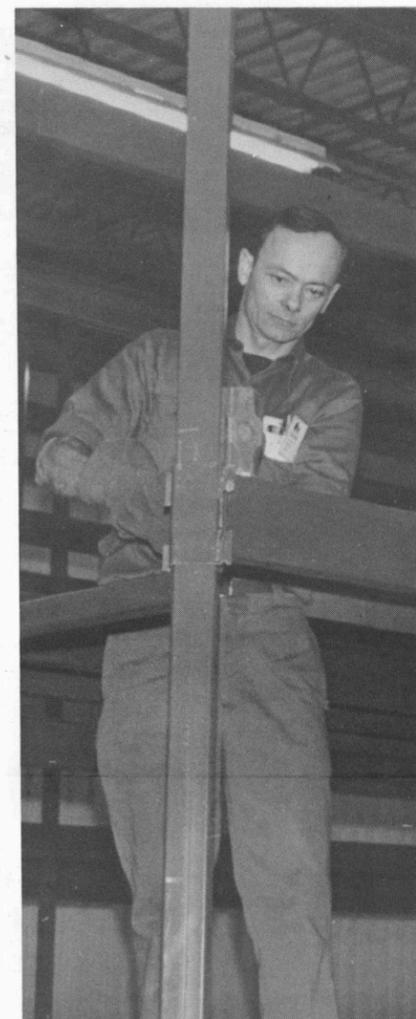
Lloyd Allen (left) and Howard Farr test CRTs.



Julie Mallock and Neal Morrison perform final inspection on CRT.



CRT displays units are in the chassis prep stage with Alsenia Smith performing the operations.



Pounding things into shape is Dick Barton. With the help of Chuck Richardson and Dick Harrison and the guidance of plant engineer Keith Thompson, Dick is constructing the Westbrook warehouse.



Personnel's Diane Libby reviews a job application with Personnel manager Bob Gilmore. Data General-Westbrook has been doubling its workforce in recent weeks.



Cost accountant Bob Costa provides part of the administrative support needed at DG-Westbrook.



The friendly voice of receptionist/operator Rose St. Cyr greets callers to Westbrook.



Shipping product to Southboro are (left to right) Jay Dupre and helper Bob Frankl.

After Hours

Making 'Em Like They Use To Is His Speciality

Whatever inspired him to begin renovating his dad's 1921 Chevy truck in 1960 he'll probably never know, but for Tony Gulbankian it was the beginning of a most interesting hobby!

Single, 30, and working for DG's Traffic department since January 1973, Tony spends a lot of his spare time researching information on what made the first cars "tick" and looking for original parts. Since the Chevy, Tony has made anew seven vintage cars. He has kept two -- a 1909 International Harvester pick-up truck and a 1919 Ford. These he exhibits at antique car shows throughout New England.

"The older the car the harder it is to find parts," said Tony. "Every nut and bolt must be authentic," he continued, "the judges really get under that floorboard and check."

Tony's trophy collection is impressive. Among the eleven trophies he has received for the 1919 Ford are "Most Original," "Best Looking," and "Best Condition." The Ford has been viewed at the annual Plymouth, N.H. Fair and several New England Antique

Car Club shows. Perhaps the most unusual competition was to see whose vintage car could climb Mount Wachusetts -- the Ford did!

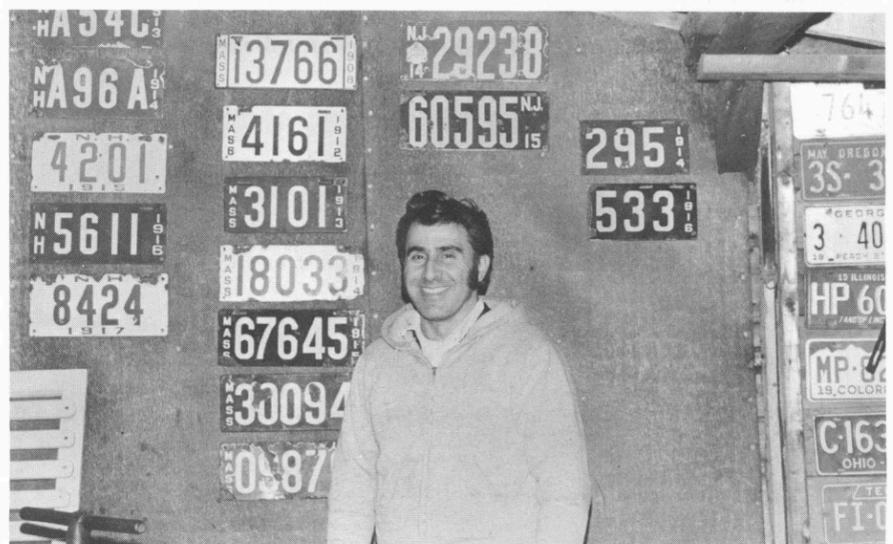
Is all this enough to keep Tony busy? As one might suspect, the "granddads" came with old license plates. One thing led to another and Tony began collecting them. His collection of over 500 plates includes the Soviet Union, Nova Scotia, most of the United States and Massachusetts' plates since 1903!

Where do you look for parts, plates and cars? "It's not unusual for an old farm's barn to be stocked full of odds and ends a farmer never got around to dumping or felt like temporarily collecting," said Tony. "That's where I do a lot of looking." Tony also places ads and keeps in touch with fellow collectors throughout the country.

What are his plans for the New Year? Well he just might be keeping in the "Spirit of '76" if he accepts Boston's invitation to drive his 1919 Ford in the Fourth of July Bicentennial parade!



PROUD OWNER Tony Gulbankian keeps his 1919 Ford in top condition. You can tell by his smile that his hobby brings him a lot of pleasure.



Tony Gulbankian's barn wall has a lot of history on it with a collection of auto license plates back to the days when they first appeared.

Editor's Note: This new Interface feature - After Hours - deals with the interesting activities of Data General's people. Your suggestions for articles are always welcome. Call Mike Murphy (x2363) or Shirley Bender (x2733) at Southboro.

Product Note

Floating Point Processor Fortran IV Supports

Fortran IV-equipped DG computers can now use the high speed hardware floating point processor to speed-up user program execution.

"Until now, the floating point processor was supported by Fortran 5, Data General's most powerful high-level, globally optimized programming language," said Jit Saxena, software marketing manager. "Now customers

with Fortran IV systems can use our hardware floating point to speed up program execution."

The processor, one of the fastest in the industry, operates in parallel with the central processor to perform high-speed single-precision and double-precision arithmetic up to 15 digits of precision.

Morris Freed Wins Ecology Award

Morris Freed's entry in the annual competition of the Society of Packaging and Handling Engineers had a lot going for it. In addition to being judged tops in the multi-function package category, the computer program tape tray Morris designed was given the special "Quality of the Environment Award."

The paperboard program tape tray

was produced at about 30% of the cost of the injected molded polystyrene tray that was formerly used. The addition of graphics by George Ward of Data General's advertising department gave the box a company identity. It also allowed for easier use of the trays. These factors led to the first award.

The Quality of the Environment Award took into account the additional factor that paperboard is a recyclable and replenishable resource as compared to the oil-based polystyrene.

Morris' trophy is on display in the Building 4 lobby at Southboro.



Greetings from the secretaries at Santa Ana-Becky Gallagher (left), a native of the Santa Ana area joined Data General last November. Ann Elliot, a native of London who has been with Data General for more than a year, came to America four years ago and is now working toward citizenship.



INTERNATIONAL FLAVOR-It was an even break - five and five - between international and domestic systems engineers for a recent training class at Southboro. Seated (left to right) are Tom Ryan of Orlando; Hal Voegel of Palo Alto and Larry Taylor of Glasgow, Scotland. Standing (left to right) are George Sipe of Blue Bell, Pa; Rene Patthey of Lausanne, Switzerland; Ernest Oeser of Bad Soden, Germany; John Trezona of Melbourne, Australia; Mike Wingstrom of Chicago; Bruno von Rotz of Zurich, Switzerland; Ted Duncan from El Segundo; and Jim Perry, systems training specialist at Southboro.

We're Expanding And So Is DG Mail

Data General is growing . . . and so is the quantity of the company's incoming and outgoing mail. Our mailroom postage meter records an average of \$2,000 a week compared with \$150 a week in 1970! That reflects increased costs and daily volume.

Our well-known mailroom employee Kitty Canastar has been with DG over 6 years and can recall "that sorting and delivering the mail used to be only part of my job. Now it's full time for four people!"

A fast and efficient mailing operation saves time, cuts costs and is an asset to good company communications. Here's what you can do to help economically move the thousands of pieces of mail that must be sorted and delivered daily.

To Speed Mail:

- Use mail station numbers.
- Use employee's full name.
- Print clearly.
- Deliver mail to neighboring departments yourself.
- Notify mailroom of terminations or moves to new locations.
- Include full name and address when mailing to field offices.
- Inform outsiders of your mail station number.
- Seal packages and bulky envelopes before sending (no staples please!)
- Eliminate extra envelopes by "bulk" mailing when several items are going to the same person or department.
- Eliminate incoming "junk" mail by requesting removal from mailing lists.
- Do not send personal mail.

To Save Money:

- Catch the 3 p.m. "bulk" mailing from Southboro to all field offices.
- Use small white envelopes instead of "heavy" inter-office envelopes between field and Southboro locations.
- Eliminate excess weight by letting the addressee make the "extra" copies at his end.
- A phone call to ask a question can be cheaper (saves paper, clerical time, postage).
- Don't **insist** on air-mail, special delivery, certified or registered mail. Ask the mailroom staff for the best way. In most cases regular mail is the fastest and cheapest.



"SORTING BY NUMBER" saves time according to mailroom personnel (front to back) Chris Buxton, Helen Padula, Kitty Canastar and Cyndi Basiner. Each slot is labeled with a mail station number designating the building and area location of each department. All employees have to do is use them!



A FOUR MONTH TRAINING program for Fernando Salles (left) and Eduardo Cunha (right) began with new hire orientation and technical instruction on NOVA[®] line processors and standard peripherals. The next step is basic software instruction. On the job training will include two weeks at DG Framingham's field service depot and two weeks at the Waltham sales office. Then, back to Southboro for ECLIPSE[®] systems training.

IT'S SUMMER IN BRAZIL

"Brrr! . . . was probably the first reaction of the two new field service engineers for DG's Sao Paulo office when they arrived in New England this January. Fernando Salles and Eduardo Cunha, both natives of Brazil, South America, are at Southboro for a four month training program.

They plan to return in April -- spring here, but winter there! Temperatures in Brazil now are just the opposite of New England ranging from 80° to 90°. As New England is warming up in April, Brazil's temperatures will begin averaging 40°. It's going to be a long winter guys!

Prior to joining Data General last September, Fernando was a field service engineer for Digital Equipment Corporation at Sao Paulo. He has also been associated with Burroughs Corporation in Brazil. Fernando is presently working towards a B.S. in Computer Science from Mackenzie University at Sao Paulo.



In the Old West, Northwest that is, Marshall Rick Bennett manages to gather everyone back at the ranch (in Seattle?) for a meeting. One recent day, the "gang" posed for this family picture. Kneeling (from left to right) are sales engineer Ed Fredrickson, sales engineer Dave Gilbert and field engineer George Domaniecki. Standing are field engineers Bill Stover and Chuck Wheeler, secretary Liz Larson, sales engineer Terry Lindeman, Rick, systems engineer Jim Raisio, secretary Norma Girias, and sales engineers Kurt Lynn, Lauren Rudd, Tom Stuteville and Sam Presley. Rick said "posters will be available." Wanted posters?

Eduardo, who is in the U.S. with his wife and seven-year-old son, is not a newcomer to the United States. He and his wife Regina lived in Maryland

for ten years. Eduardo was a systems engineer for Westinghouse Transportation Division at Sao Paulo before coming onboard in January. He has

also been a design engineer for Engro, an instrumentation company in Brazil. He received a B.S. in Electrical Engineering from Johns Hopkins University in Baltimore.

INTERFACE

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