

digital

MAYNARD

# DIGITAL THIS WEEK



Volume 9 Number 7

April 12, 1982

## Sales gears internal recruitment plans

You have been successful in your job at Digital. You know the products, the technologies or the markets. Your skills are needed! Why not consider getting involved directly with Digital's customers and join Digital's Field operations.

U.S. Area Sales is soliciting internal candidates for sales career opportunities available all over the U.S. An extension of the existing Field Sales Development Program, which has been in existence for five years, it will be offered to an increased number of internal candidates.

The U.S. Area represents 21 percent of Digital's employee population with 3,000 in Sales, 6,850 in Field Service and 1,600 in Software Services. The balance includes educational and administrative functions.

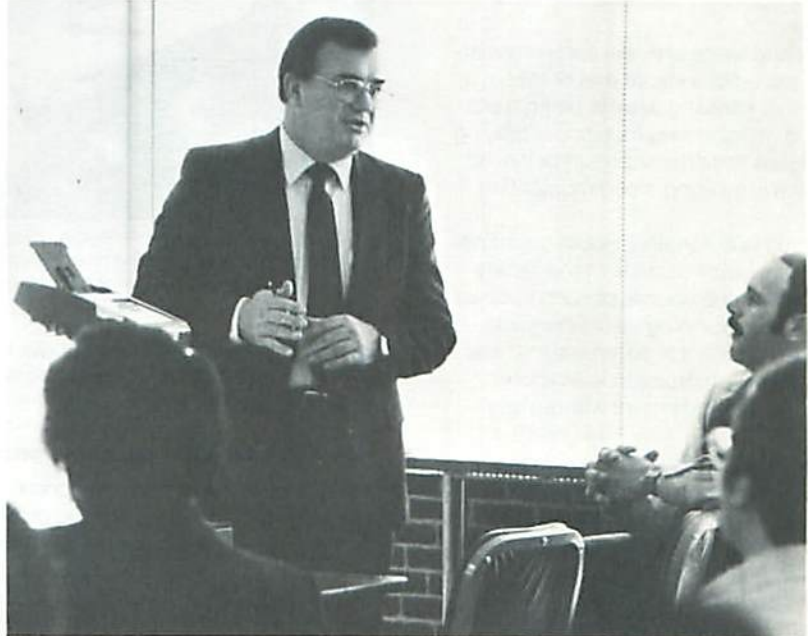
They are now running a series of Field Career Days at all Digital facilities to introduce employees to career opportunities in sales, field service, software services and pre-sale-software support.

These fields offer technical, administrative and manufacturing personnel transferable applications for their present skill sets in specific markets served by the Field Sales organization. These opportunities should be contemplated as an extension of employees' existing careers at Digital, a chance to build on their present expertise.

Mike Rogosin, manager of the Field Sales Development Program, said, "The intention of this new approach to internal placement is to augment the flow of qualified people into the field force in the years to come. Employees can start planning now for their career transition."

Field Sales Development is gearing their efforts and modifying their training and recruiting programs to meet the needs of internal candidates with little or no sales experience. Employees enjoying the business and technical side of their present work may welcome the experiences of customer contact and selling Digital products. In turn, Digital will be able to offer customers the special knowledge engineers, manufacturers and engineers have to offer about our products.

The minimum criteria for applying for the program are a bachelor's degree or two years computer industry experience for each uncompleted college year. The college level computer science courses must



Joe Zercoe, sales manager for the Technical Group, was the first speaker on the snowy inauguration of the Field Sales career day at Acton on April 6.

also be completed.

A sales training program will be offered to successful applicants. Intensive training sessions on products, markets and sales

skills are included. Lasting approximately six to nine months, depending on the candidates experience and performance, the *continued on page 3*

## Bill Johnson named Vice President

Bill Johnson has been named a vice president by Digital's Board of Directors, effective June 1, 1982. Bill joined Digital in 1973 and has completed a series of successful assignments, including manager of Diagnostic Engineering, technology director of Central Engineering and manager of Software Engineering.

Prior to joining Digital, Bill spent ten years in a variety of senior engineering positions with Raytheon, EG&G and Honeywell. He holds BSEE degree from Penn State University (1963), and from Northeastern University an MSEE (1966) and an MBA (1971).

According to Gordon Bell, vice president, Engineering, "This promotion is intended to recognize Bill's significant contributions to Digital's success to date, to further strengthen his important role and to express our confidence in his leadership for the future."



Bill Johnson, vice president

## Teleconferencing closes the gap

How can you travel at 186,000 miles per second, but never leave Maynard? Try teleconferencing.

Digital has now in full operation teleconferencing between Maynard and Merrimack. The two-way, full motion, color video communication system is available to all groups in the company.

The process is similar to that of a television studio. Each conference room is equipped with automatic cameras and television monitors. A camera transmits the speaker's image and words to the monitor in the other conference room. When the speaker is finished, his or her picture stays on the monitor while people at the other end respond.

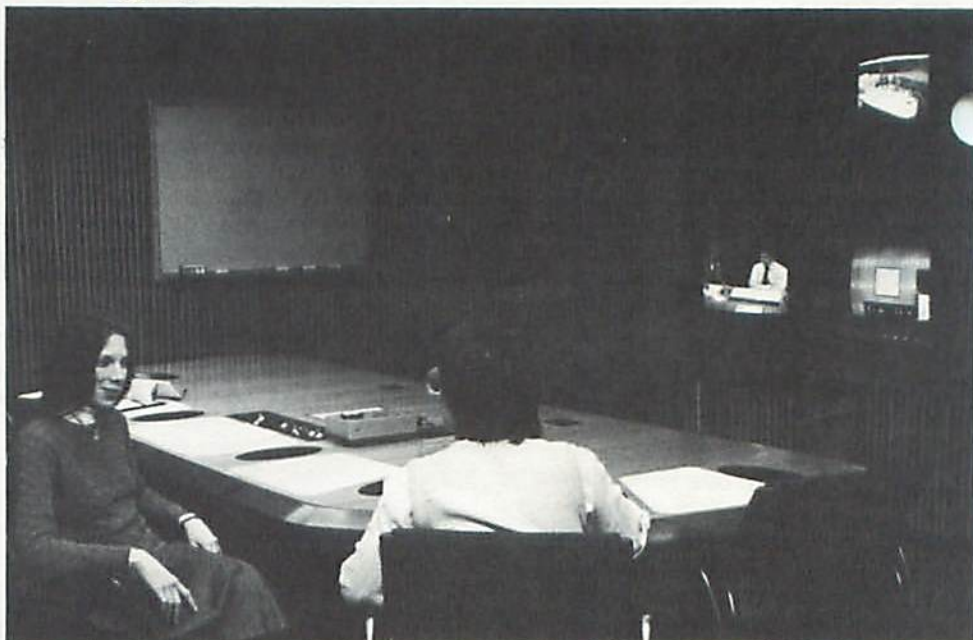
A black and white preview screen assisting in the set up of a visual presentation, a color monitor showing what is being transmitted, and an incoming monitor displaying the prominent speaker or presentation, all help make the meeting a communication success.

Everything is automatic. Room coordinators help familiarize users with the facility and with any of the special options such as video-taping or planning visual presentations. The equipment is so simple that just a few minutes of instruction is all a user needs to run the equipment without any help.

The conference table at each location can seat six participants, but the room holds up to 20 people. Recessed table-mounted speakers and ceiling speakers for people standing in the rear are totally voice activated through a microprocessor. The system can be locked into the main speaker as not to disrupt the presentation with too much camera movement.

The room has full graphics capabilities for transmitting transparencies, reports, graphs, video tapes, physical objects, easel presentation and drawings on the white board. The entire meeting can be video taped.

What elements can cancel or postpone a meeting? The weather, the transportation,



Sharri Magid, Teleconferencing Program manager, (left) and Donna Reidy, Mill operations coordinator, demonstrate the new teleconferencing facilities in a meeting between the editor of DTW and Karen Rhine, editor of New Hampshire Views. Visible on screen is Karen and Jay Gray, MK coordinator.

lack of time or space? What about last minute meetings? Meetings can often be set up for the same day.

### How Digital uses video conferencing

Many repeat users book the rooms for entire mornings using a revolving door format to their meetings. So people can walk in and out to join in the specific parts of the meeting relevant to their work, which could not happen in a traditional set-up with transportation and time as crucial factors.

Teleconferencing has been found to work best for routine meeting and information sharing. It is a good management tool. Support staff are able to attend, and managers can spend more time in the office, not on the road between New Hampshire and Massachusetts.

Teleconferencing is a very adaptable medium, and groups find newer ways of using it each day. It has been used in product reviews, critiquing engineering schematics, as a marketing tool, for question and answer sessions and in problem solving for customers in Massachusetts with product groups in New Hampshire and vice versa. Demonstrations are available. There is no bumping and no charge with a first-come, first-served schedule basis.

To schedule a video conference by booking the rooms at both Merrimack and Maynard, please call DTN 8-264-CONF. The video room at the Mill, the Transporter room, is located at Building 4-2, just below the Corporate Library. The Merrimack end, the Newport Room, is at MK1-2.

"For more information regarding video teleconferencing development, contact Sharri Magid, Teleconferencing Program Manager, DTN 273-3203, VR5-1/W2."

## How to refer a new customer...

"Digital employees are our best sales people. And we want to make it easier for them to refer new customers to our sales force according to Mike Marshall, New England District sales manager.

The New England District (NED) invites employees to call the Customer Assistance Desk with referrals to new customers.

By calling **DTN 8-274-6645** or **617-273-6645**, the appropriate sales representative will be put in contact with the prospect you have discovered.

So, if you know of someone who is looking for a computer or computer product, give the NED Customer Assistance Desk a call, and they will follow up on the lead.

## Time change for sale of stock

Effective May 3, 1982, Investor Services is changing the time that sell requests must be received by their office for selling stock held on the Statement of Ownership. Sell requests must be received by 12 noon Eastern Standard Time (EST) in order for the stock to be sold the following business morning. Sell requests received after noon EST will be treated as having arrived the following business day and will be sold two business mornings later.

When requesting a stock certificate, the request must also be received by noon EST in order for the stock to be issued the next business morning. For further information call Rhonda MacGillivray (DTN 223-3436) or Vicky Egan (DTN 223-2060).

### DIGITAL THIS WEEK

#### Editor: Christine Medeiros

Send stories, photos, ideas or suggestions to DTW, PK3-1/K23 or call the editor at DTN 8-223-5042. Ads must be submitted in writing to Marketplace, PK3-1/K23. Please direct all Marketplace inquiries to Jennifer Hawes at DTN 8-223-2261.

Digital This Week is published every other week by the Corporate Employee Communication department of Digital Equipment Corporation for the Employees in the Greater Maynard area.

## Employee Communication to distribute survey this month

about one week, the Corporate Employee Communication will distribute a questionnaire to help identify strengths and weaknesses in the way employees get information about Digital's plans, policies and decisions. They need employee opinions in order to help improve this type of communication and, to reinforce the need for employee feedback, have named the questionnaire "Expressway."

Every employee can't be asked to fill out the questionnaire because of the expense and the time commitments which would be required. Therefore, about 4,000 people in the U.S. will receive questionnaires based on a formula which sorts the Personnel Master File by employees last names and randomly selects every ninth name. Only permanent full-time employees who have been with Digital for at least one month will

be included in the sample.

"All responses will be confidential," says Anne Kreidler, manager of the department. She adds, "We won't ask employees to put their names on the surveys. Some questions about each employee's background and position will be asked, however, so we can determine if different parts of Digital have different opinions of employee communication."

Expressway will be distributed in the interoffice mail within the next two weeks. Surveys for Terminal Manufacturing employees chosen in the sampling will be mailed into their homes. All responses must be mailed interoffice in the supplied, preaddressed envelope.

Results will be made available after the information has been analyzed.

## Sales gears internal recruitment plans

*continued from page 1*

whole program is "performance" oriented with RESULTS the measure of success just like the sales experience itself at Digital.

The first Field Career Day was held at the Acton plant, AC, on April 6. The series, scheduled over the next six months, will be publicized at each site. It is anticipated that continuing internal recruiting will become a normal part of the Field Sales Development Program.

Preregistration is mandatory. If seating is filled, but others still show interest, the ca-

reer day will be repeated. Seating is limited only for the effectiveness of the presentation. A coordinator will be assigned for each site.

Contact your personnel representative or Bill Baker, U.S. Area Employment, for more information or to register for a career day. U.S. Field Sales Development will use Personnel, field managers and training staff as a clearinghouse for applicants.

If you are not interested, pass the word onto a friend at Digital.

## Larry Portner to head Corporate Planning

Larry Portner has joined the Office of the President as Vice President, Corporate Planning, reporting to Win Hindle, vice president, Corporate Operations.

Larry joined Digital in 1963 as a programmer. Since then, he has held a succession of key management positions in Software Engineering and was chief architect of that organization. He was named Vice President, Software Development in 1974 and became Vice President, associate head of Engineering in 1979.

In the official announcement, Win Hindle said, "Larry has made significant contributions to Digital's success throughout his stay in Engineering and we look forward to his contributions in this new assignment."

## External hiring restricted

The Operations Committee has restricted all external hiring. The hiring restrictions were established in response to current economic conditions and in an effort to provide employees, who are available for reassignment, every opportunity for placement within the company. External employment offers made prior to the restrictions will be honored.

"The hiring restrictions will help us to make the best use of our talented work force," Vice President of Personnel, Shel Davis said. "As our business changes, so do the needs of various parts of the company. We want to make sure groups that are now growing take advantage of the potential and experience of employees who are or will be available for reassignment. We also feel external hiring constraints provide an excellent opportunity for the internal growth of our employees."

Internal transfers are not affected by the restrictions. The restrictions affect external hiring for all full time, part time and summer positions. To protect the company's long-term interests, the college hire program will continue. "We view the college hire program as a prime source of talent for the future and an essential part of our long-term strategy," Shel said.

Digital's Employment people will focus their efforts on the placement of internal candidates. "Even before the hiring restrictions," said Chuck Poe, U.S. Employment manager, "qualified internal candidates were given priority consideration over external applicants. The restrictions help reinforce our employment policy." U.S. Employment is currently looking at other ways to aid in the placement of internal candidates including a resource center where both employees who might be available for reassignment and employment people could find job listings and employee listings. "Once we have pinpointed our needs, we will put plans in place to meet those needs," Chuck said.

If you or someone you know is interested in opportunities in sales and can answer yes to questions 1 and 2 below, fill out this card and return to Bill Baker, U.S. Area Employment, PK3-1/C29.

NAME \_\_\_\_\_ CURRENT POSITION \_\_\_\_\_

1. Do you have a bachelor's degree or equivalent computer industry experience (2 years for each year of college not completed)?

YES \_\_\_\_\_ NO \_\_\_\_\_

2. Have you taken two or more semesters of computer science courses (or equivalent experience)?

YES \_\_\_\_\_ NO \_\_\_\_\_

3. How long have you worked for DIGITAL? \_\_\_\_\_

4. How many total years have you worked in the computer industry or a DEC Market? \_\_\_\_\_

Address and Phone Number where you can be reached for more information.

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

## Summer registration for B.U. announced

Metropolitan College of Boston University offers two summer sessions at the Acton/-Boxboro Regional Junior High School (16 Charter Road). Courses meet two nights a week from 6:00 - 9:30 p.m.; computer science courses three nights a week from 6:00 - 9:00 p.m. Tuition is \$300 for non-lab courses and \$375 for lab courses. A \$30 non-refundable registration fee will be assessed. At registration, Digital employees are required to make a deposit of 25 percent of tuition and fees, and sign a promissory note for the remainder. Students who are not Digital employees must make full payment or use the College's Deferred Payment Plan.

Computer and Terminal Access to the PDP-11/70 housed at the Lincoln-Sudbury Regional High school will be available to non-Digital employees. The terminals may be used Monday through Friday from 5:00 - 10:00 p.m. and Saturday from 10:00 a.m. - 5:00 p.m.

### Courses offered Summer Session I May 17 - June 26: (There will be no classes Memorial Day, May 31)

BE310T1	Self-Assessment and Career Planning	T,TH	Goodman
BE320T1	Managerial Psychology	M,W	Schuster
CS101T1	Introduction to Computers	M,W,TH	Tammi
CS108T1	Intro. to Computing and PASCAL (lab)	M,W,TH	Rogers
CS301T1	Information Structures (lab) (Prereq: CS208 or CS218)	T,W,TH	Kitson
ME401T1	Managerial Economics I	M,W	Wiggins
MK301T1	Marketing Management	T,TH	Unger
SOS45T1	White Collar Crime	T,TH	Meehan

Registration for Summer Session I will be held on May 17 from 2:00-4:00 p.m. in the PK-3 cafeteria at the Parker Street plant and from 5:00-6:30 p.m. in the lobby of the Acton-Boxboro Regional Junior High School. Students who officially withdraw from courses on or before Tuesday, May 25, will receive a 100 percent tuition refund; no refunds will be issued after that date.

### Courses Offered Summer Session II, June 28 - August 7; (classes will not meet on July 5, 1982).

CS208T1	Advanced Algorithms & PASCAL (lab) (Prereq: CS108)	M,T,TH	Boyd
CS782T1	Management Information Systems (\$420- Consent of Advisor)	M,T,TH	Dyro
ME402T1	Managerial Economics II	M,W	Wiggins
OM301T1	Operations Management (Prereq: MA105 and MA107)	T,TH	DeVeau
PS261T1	Social Psychology	M,W	Bromley

Registration for Summer Session II will be held on June 28 from 2:00-4:00 p.m. in the PK-3 cafeteria at the Parker Street plant and from 5:00-6:00 p.m. in the lobby of the Acton/Boxboro Regional Junior High School. Students who officially withdraw from courses on or before Tuesday, July 6, will receive a 100 percent refund; no refunds will be issued after that date.

**Accelerated Program.** Metropolitan College offers an accelerated program for adults who have been graduated from high school for at least 5 years and who have engaged in their own education during that time. The program is based on the premise that people who have not attended formal college may continue to learn through reading and other educational experiences. All applicants must take a four-hour qualifying examination covering the humanities, social sciences, and natural sciences. A written essay is also included in the exam. Students who qualify for admission to the program enroll in three specially designed year-long seminars which may be taken sequentially or concurrently. The seminars take the place of 16 freshman-sophomore courses. The qualifying exam will be administered on May 17 and 18, from 3:00-5:00 p.m. in the PK-3 cafeteria. The cost is \$15.00.

If you have questions about the summer schedule or accelerated program examination, please call the Off-Campus Programs Office at 353-2982.

## Blue mail procedures are updated

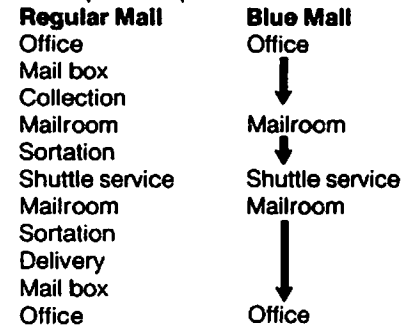
Blue Mail has always been considered the fastest mode of interoffice mail. The procedure allows the sender and receiver to participate in the transportation process avoiding several mailroom steps.

But it is only effective when the sender advises the addressee of the time of arrival so they may collect it at the destination mailroom.

Under the old procedure, mailrooms at facilities without a routine shuttle service would call Blue Mail receivers. But in reality, only 31 percent of Blue Mail processed is collected by the addressee. So, mailrooms will no longer notify addressees when Blue Mail is received.

Also, to save administrative steps, the Blue Mail form will be changed to only one part, and mailrooms will no longer maintain file copies.

Blue Mail is the fastest mode of interplant mail if it is used correctly. It can save six steps in the process.



## Information session on middle managers development program

Steve Allen, professor of management at Babson College, will be coming to Digital on April 21 to describe the Consortium for Executive Development. Professor Allen will answer any questions on the development program for middle managers. And recent participants of the program from Digital will be on hand to discuss the curriculum.

This residential program was developed exclusively for Consortium member companies including Eli Lilly, Digital, North American Philips, Norton and Perkin-Elmer. It is offered only once a year with a limited enrollment.

All interested "managers of managers" may attend. For more information, please call Pauling Richard at DTN 8-223-5518. Professor Allen will be available between 9-10:30 a.m. at the Corporate Auditorium at PK3-1.

## May seminars from Ed Services

To register for the following courses, please call the Seminar Registrar at DTN 249-4949.

### Real-Time Computer Applications: A System Design Seminar

In environments where industrial processes require continuous monitoring or where scientific experiments collect large quantities of data, many substantial pay-backs are possible using real-time computer systems. This application seminar focuses on critical issues relating to the design of these systems. In lectures based on actual experience, the seminar leader presents the fundamental concepts of real-time system design. Issues addressed include selection of system components, characteristics of data flow, and formulation of design specifications. Attendees should have previous computer experience and should have been involved with at least one major project--not necessarily a real-time system.

May 11-13, Maynard

### Applied Networking

This networking seminar (three days) focuses on providing an integrated computer communication mechanism for distributed processing. It builds on the concepts, tools, and techniques presented in the popular seminar, "Networking: Design and Implementation of Computer Communication Networks." It explains current network topics and technology by in-depth, interactive discussions. Topics covered include:

- Local Area Networks
- Packet Switching
- Protocol Design Specification and Verification
- Network Architectures
- Network Interconnections
- Network Performance Evaluation and Capacity Planning

Prerequisite: Attendance at seminar, "Networking: Design and Implementation of Computer Communications Networks," or equivalent experience.

May 10-12, Maynard

### Introduction to Datatrieve-11

This seminar will teach attendees to use Datatrieve-11, a powerful data base, query, maintenance package, and data base report writer in just three days. The seminar will cover many important features of Datatrieve-11 and demonstrate its ability to give you:

- faster response to one-time queries
- new applications without the need for large programming staffs
- powerful record selection with subsetting capabilities
- flexible output, including generation of complex reports, complete data lists,

lists of single fields, single items from a data set, totals, costs, averages, and minimum and maximum of particular items.

This seminar has been carefully designed to maximize learning. Each section combines lectures, labs, and exercises which allow you to understand and utilize the various functionalities of Datatrieve-11.

May 5-7, Bedford

### Executive Computing for the Non-Data Processing Manager

At this unique three-day seminar, participants will gain an in-depth understanding of how to get things done utilizing BASIC computer language. This seminar is designed for the manager and assumes no data processing background. Participants will have an opportunity to solve problems in a wide range of management applications, including finance, manufacturing, decision making, and marketing. The result: executives who understand how to get behind the numbers and get the job done.

May 12-14, Bedford

## Revised Secretarial Reference Manual is now available

Office Education has added two new chapters to its *Secretarial Reference Manual* (SRM). Responding to the most common questions that have come up on the department's hotline (DTN 223-9428), the editors have included information about the availability of the Law Department's services and various Digital communication resources (media services, creative service and photographic services.)

The SRM is a policies and procedures notebook with instructions on the use of company forms. Its purpose is to provide detailed information to secretaries about conducting business with other internal groups. It is usually updated yearly.

For a copy of the manual, send a memo with your name, badge number, cost center, DTN, location and your cost center manager's printed name and signature to Rosie Rosenzweig, PK3-1/B11. Please indicate whether you only need the revised text material (\$50) or whether you want both the new binder and the new text material (\$60).

## Digital promotes National Library Week

April 18-24



"A word to the wise--library" is the theme of this year's National Library Week celebrated from April 18 to 24. Digital's librarians encourage employees to enjoy and use libraries all year long and learn more about the library services available here at Digital!

Site libraries are located at Colorado Springs, Hudson, Marlboro, Maynard, Merrimack, Nashua/Spitbrook, Salem, Santa Clara, Tewksbury and Westminster. They hold subscriptions to various journals, newspapers, technical reports, reference books in the field of computing, engineering, education, business administration, math, management and Digital literature and manuals as well as information on competitors.

The libraries at Digital are collectively identified as the Digital Library Network (DLN). Supporting all the individual site libraries, the group provides centralized library software development and information purchasing services. DLN is part of the Engineering Support Services and is based in Hudson, HL2-3.

Site librarians work with users at their locations customizing services to give employees quick access to technical, job-related information. The libraries share resources through a newly developed, online, union catalog of their book collections. They plan to add journals, audio-visual materials and technical reports to their data base.

For more information on how the network can be applied to your needs, please contact Joyce Ward, DLN manager, at DTN8-225-5914. Your site's library staff is always available to tell you more about the services offered at your facility.

# THE MARKETPLACE



## CARS

- '74 TOYOTA CORONA, 4spd, 4dr, AC, AM/FM cass, 25mpg, dependable, \$1800, Steve, PK223-7006
- '80 MERCURY ZEPHYR, 2, 2-tone, snows, auto, AC, AM/FM, 38Kmi, \$4900 firm, Mike, PK223-9073
- '78 TRIUMPH SPITFIRE, stored in winter, \$5500, Kevin, UP278-4386
- '72 BUICK LESABRE, 78Kmi, new Diehard, uses reg gas, \$400, Betty, 223-9202
- '73 VW BUG, std, reliable transportation, \$950, Dick, MR231-5483
- '72 SAAB 99E, no rust, dents, mech perfect, driver seat worn, \$1500, B/O, Ed, PK223-2793
- '74 BUICK APOLLO, 350 V8, AM/FM cass, F70 white letter tires, \$1800, Ralph, CF251-1098
- '75 DODGE DART, slant 6, 100Kmi, little rust, exc cond, \$1500, Gail, PK223-2100
- '75 LANCIA BETA, 5spd, frnt whl dr, AC, AM/FM, 51Kmi, Koni shocks, new disks, \$1800, Max, MR231-6875
- '80 FIAT STRADA, 10Kmi, AM/FM cass, 5spd, frnt whl dr, sunroof, \$4800, B/O, Jon, NR234-4202
- '80 CHRYSLER CORDOBA, AC, PS, PB, cruise cntrl, 4new rads, 33Kmi, tilt whl, \$5600, Polly, ML223-8794
- '69 BUICK LESABRE, exc running cond, new batt, alt, water pump, \$450, Bill, ML223-8076
- '73 OLDS CUTLAS, small V8, auto, AC, AM/FM, low miles, vinyl roof, new tires, brakes, \$1750, Bill, 221-5228
- '76 FORD COUNTRY SQUIRE WGN, PS, PB, PW, AC, gd cond, \$800, Elsa, PK223-2036
- '75 SUBARU GL, 2dr, AM/FM, 5spd, radials, 86Kmi, 26 mpg, exc cond, \$1200, Mike, IC269-2083
- '75 CHEVY NOVA, 6cyl, AC, 90Kmi, \$950, Bob, 223-1850
- '76 CHEVY MALIBU, low miles, AM/FM, AC, exc cond, \$2800 firm, Grace, AC232-2336
- '78 FORD PINTO SEDAN, 71Kmi, auto, 2dr, AM/FM, 4cyl, new brakes & carb, \$2300, Debbie, 234-4608
- '81 CHEVY PICKUP, 6cyl, auto, PS, PB, AM, 16Kmi, radials, shortbed, \$6000 firm, Ann, AK246-2354
- '80 TOYOTA COROLLA TERCEL, 2dr, AC, auto, 21Kmi, hatchback, exc cond, silver, \$4800, Vlad, 279-5439
- '81 HONDA ACCORD, 4dr, PS, PB, AM/FM, 30Kmi, green metallic, \$7500, B/O, Diane, MR231-4545
- '77 PONTIAC LEMANS STA WAGON, 6pass, AC, PS, PB, AM/FM, exc cond, \$2200, Bette, NR234-4960

'74 AMC HORNET, hatchback, 6cyl, auto, AC, PS, PB, 89Kmi, no rust, vry gd cond, \$950, Ava, HL225-4253

'78 CHEVY CAMARO, 35Kmi, auto, PS, PB, AC, AM/FM, 2 snows, \$5500, Sandy, ML223-2634

'81 FORD ESCORT, 4cyl, 18Kmi, AM/FM cass, 4spd man, white, rustproofed, \$4800, Dan, NR243-4977

'81 HONDA CIVIC 1500DX, 5spd, AM/FM cass, 40mpg, 34Kmi, white, tan int, \$5200, Linda, UP278-4344

'77 PONTIAC LEMANS, red w/wht vinyl roof, AC, new brakes, one owner, wht int, \$2995, Dotti, 231-4895

'78 PLYMOUTH SAPPORO, fully loaded, exc cond, \$4500, Chuck, UP278-4433

## RECREATIONAL VEHICLES

'73 14' Windflight, AMF sailboat, comp w/sail, asking \$900, B/O, Marcia, 231-7441

OUTBOARD MOTOR, 115hp Merc, '73, long shaft, gd cond, \$1150, Dick, ML223-2390

'78 16' Manatee w/25 hp, CB, depth finder, AM rad, Coast Guard equip, \$3500, Charles, ML223-8666

'78 23' AMF Paceship sailboat, 4hp Johnson, main, jib, 150 multi-colored Genoa, \$12500, Rod, 234-4724

14' Chrysler Fibreglas Tri-Hull, w/Holsclaw tilt trailer, \$400, Sheryl, BU249-4218

## RENTALS

CONDO, N. Andover, 3levels, 2bdrms, 1 1/2 bath, AC, patio, \$515 includes heat, Don, 247-2440

HOUSE, Ayer, 3-4brdm, dead end st, near lake, garden, avail June, no pets, \$600+util, Erick, 772-0024

APT, Marlboro, 3brdm, 1 1/2 bath, frplcd lvng rm, all appliances, lrg yard, \$675, Don, 223-3989

COTTAGE, lakes region, NH, 2brdm, beach, \$225/wk July-Aug, \$200/wk, June-Sept, Bill, 276-9014

APT, C Cod, fully equipped, slps 3-4, 10mins to beach, \$195/wk, Roger, 223-2703

HOUSE, York Beach, ME, 3brdm, 2mins to beach, July-Sept: \$350/wk, Larry, 223-5955

COTTAGE, Hlsboro, NH, slps 4, fully equipped, \$200/wk, \$95/wkend, Susan, 231-6147

HOUSE, York Beach, ME, slps 8, \$275/wk, Nancy, 223-5710

CONDO, Brookline, 2brdm, heated, near T, porch, parking, dishwasher, avail 5/1, \$615, Leslie, 223-4914

CONDO, Lake Winni, NH, 2brdm, 2bath, slps 8, pool, tennis, 5mins to beach, Evelyn, 223-8495

TWNHSE, 2brdm, 1 1/2 bath, AC, gs ht, washer/dryer, pool, avail May, \$500+util, Susan, 223-1236

ROOM, Boylston Cntr, furnished, near Rt 140, kit privileges, non-smoker, \$35/wk, John, 231-6281

## FURNITURE

DRESSER & MIRROR, antique walnut finish drsr w/ mirror attached, \$125, exc cond, Linda, TW247-2834

BEDROOM SET, antique, dbl sz frame w/hdboard, huge drsr, drsr w/mirror, \$500, Jean, OF274-6650

BEAN BAG CHAIR, extra large, black vinyl, \$30, Carol, PK223-5490

KITCHEN CHAIRS, 4, yellow, heavy rod iron, well-padded, \$50 firm, Lesley, 249-4042

BEDROOM SET, full/queen, drsr, 2mirrors, \$250, B/O, COUCH, 90", burnt orange, \$75, Paul, TW247-2547

KITCHEN SET, formica, 2 drop leafs, 4 chairs, \$100, Rosemarie, BU249-4290

HIFI CABINET, Akai, walnut w/glass doors, still in carton, \$120, firm, Sujit, HL225-5951

STEEL DESK & FILE CABINET, both for \$50, you move, Peter, LK226-7170

KITCHEN SET, table & 4 chairs, gd cond, \$75, Paula, ML223-2423

DINETTE SET, oval smoked glass table w/4 leather swivel chairs, \$350, Pat, 249-4059

"RYA" AREA RUGS (2), 4x6, 9x12, matching blue/grn pattern, contemp style, \$75, Barbara, ZX253-2418

LIVING RM SET, 6' couch, 2 chairs w/ottomans, 2 end tables, slp covers, \$650, Judi, 223-5843

MATTRESS & BOX SPRING, full size, exc cond, \$50, Susan, ML223-6986

BUNK BEDS, dark pine, w/mattresses & ladder, 2lrg drawers, Marey, 234-4027

MODERN SOFA, 90", just needs slpcover, \$35, Marie, QI280-7309

## MISCELLANEOUS

LINCOLN ELEC BASS GUITAR, Tour Spirit Bass Amp, Yamaha Acoustic, 2cases, \$480 all, William, 223-3520

DUAL 1215 TURNTABLE, base, dust cover, less cartridge, gd cond, \$25, Scott, PK223-8673

BOBBY MAC CARSEAT, exc cond, \$25, Rich, MR231-6438

WOOD/COAL COOK STOVE, 1920, cast iron, 6plate, 2 top cabinets, oven, \$500, Bob, LW247-2913

ENGLISH RIDING BOOTS, womens sz 6 1/2-7, w/tabbed boot tops, exc cond, \$30, Martha, AK246-2395

PHASE LINEAR 400, stereo power amp, 200 w.p.c., walnut cabinet inc, \$400, Ted, HL225-6038

WOODSTOVE, Leyden Husky, insert for fireplace, lyr old, \$550, B/O, Linda, MR231-6747

CB RADIO, Panasonic, 40channel, exc cond, like new, \$100, Ron, 223-7099

BIC 981 TURNTABLE, w/Stanton 681 EEE cartridge, exc cond, \$75, Paul, ML223-6191

GE PORTABLE DISHWASHER, \$150, sofa & chair, \$75, console stereo, \$100, frplcd screen, \$10, Gail, 282-2028

SNOWTIRES, A78-13, on rims, \$25/pr, Candlestick phone, \$25, 14" snare drum, \$100, Jacqui, 234-4686

HP-80 CALCULATOR, Hewlett-Pakcard, financial calculator, \$55, Ev, ML223-3841

HEATHKIT COMPUTER, H11A Computer, WH-27 dual d. drive, H-19 video term, more, \$3500, Ted, 223-7496

CAMERAS, Leica II 90mm lens, \$170, (2) Rollei 2 1/2 x 2 1/2, \$100 ea, gd cond, Larry, 225-6040

ELEC GUITAR, Lark Les Paul copy, new tuning keys, ebony w/wht trim, \$80, B/O, Cathy, ML223-3012

Type or clearly print your ad and send to Marketplace, PK3-1/K23. Ads are published on a first-come, first-served basis for Digital employees. The full name, location and all seven digits of the employee's DTN number must be submitted with the ad.

Category .....

Item .....

Description (include price) .....

DTN telephone number Location .....

Name .....

first

last

## IEEE meeting announcements for April

"Graphical Image Generation" is the topic of a joint meeting of the Worcester IEEE Computer Society and the Boston Chapter ACM SIGGRAPH on Tuesday, April 20. Dr. Mark Ohlson, of the Computer Science Department at WPI is the speaker. He will examine the recent history of image generation, review the state of the art today exploring the relationships between graphic image hardware and software and what effect current research might have on future graphics products. A video tape of 3D modeling will be shown.

The meeting is at the Sperry Research Center, off Rt. 117 in Sudbury, and starts at 7:30 PM.

A technical seminar, "An Introduction to Bitmap Displays," with Ned Forrester, of Digital's Terminals and Workstations Group, will be presented by the Worcester IEEE Computer Society, on Thursday, April 29, at 7:30 PM in the Mt. Washington room at the HL2 plant (off Rt. 85) in Hudson, Mass.

Bitmap displays have begun to replace alpha-numeric (cellular) displays in many applications as they allow a greater variety of images. Fundamental video and bitmap concepts will be introduced, with several implementation examples drawn from industry and university development.

For more information, call Ed Perkins at N 225-6463.

## COMPUTER CORNER

Find out how to cut down on commuter costs by contacting the Commuter Transportation Department, DTN 251-1525.

Call the following DTN numbers to join these routes.

### Vanpools To Northboro

From Waltham, Lexington, Belmont and surrounding areas via Maynard, DCV #105, Mel LeBlanc, 234-5069.

### To Maynard

From Allston, Brookline, Newton, Helen Paskaley DCV #98, 258-4071

From Belmont, Watertown, Waltham line, Ed Sypek DCV #90, 223-4353 or Mark Lohr, 223-7272

From Burlington, Route 128 area, Jim Byrne DCV #23, 223-4168

### To Maynard/Stow

From Manchester, Merrimack, NH to Mill, Parker Street and Stow, Ollie Baker DCV #69, 223-7370

## NEWS BRIEFS

### Deadlines for DTW

The next four issues of Digital This Week and deadlines for submitting stories are:

April 26 issue-April 15 deadline

May 10 issue-April 29 deadline

May 24 issue-May 13 deadline

June 14 issue-June 3 deadline

### Hockey League holds annual banquet

Digital's Eastern Massachusetts Hockey League will hold its annual banquet on May 7. There will be award presentations and music as well as a three-course dinner with a choice of either Scrod or Tenderloin Tips. The banquet will be held at the Holiday Inn, Marlboro, Mass., (junction of Rts. 10 and 495) and begin at 7 p.m. Tickets are \$8 per person or \$15 per couple.

Orders may be requested from your team manager or from Rick LaFlamme, PK3-2/S53. Please indicate number of tickets, choice of dinner, team, home phone and address, mailstop and DTN. Orders must be in by April 26.

### Mill power shutdown planned

Due to the high voltage distribution project, there will be a shut down of the Mill's electrical system from 7 a.m. on April 17 through to 7 p.m. on April 19.

Areas not affected are Building 2, Buildings 6A, 6B, 6C, Building 10, Building 12, Building 22 and Building 23.

### Shuttle schedule extended

The current shuttle schedule, dated December 28, 1981 to March 26, 1982, has been extended to April 23, 1982.

### Carpools To Stow

From Littleton, Groton, RIDER ONLY, Doreen Whalen, 223-8743

### Forming Vanpools To Bedford, MA

From Boston, Henry Tucker, (617) 276-7415

### To Hudson, MA

From Allston, Brighton, Boston, Peter Gaston, 225-5873

### To Marlboro

From Nashua, NH area, Bob Kulak, 231-6730

### To Stow

From Allston, Brookline, Terri Dedman, 223-5365

From Arlington area, Sue Karash, 223-5617

### Vietnam-era Vets meeting

The next meeting of the Vietnam-era Veterans' support group will be May 10. The guest speaker will be Andrea Dennison, a specialist on Post Vietnam Stress Syndrome in relation to the family. Watch for more information in the next issue of DTW.

### Got your codes crossed

Corporate Mail Systems reports that the following location codes are being confused by internal mailers:

AZ - Riyadh, Saudi Arabia, Field Service

with

AA-Southwest Acquisition Center, Phoenix, Arizona

PF - Computer Store, Phoenix

PJ - RECO, Phoenix

PN - Terminal Manufacturing Plant, Phoenix

PX - S.W. District Office, Phoenix

TG - Terminals Product Group, Phoenix

TR - Manufacturing, Tempe, Arizona

TU - Branch Office, Tucson, Arizona

Don't cause delays in mail delivery. Double check the location code. The Digital Telephone Directory lists all location codes.

Also, NA, for the Manufacturing Plant in Natick, Mass., is being confused with NK, the Computer Store in New York, N.Y.

### Next Monday is a holiday

April 19 is the location holiday for all Massachusetts facilities with the exceptions of Boston and Springfield.

### Petty Cash workshop

Corporate Employee Disbursements is offering a workshop to educate and to communicate the operations of Petty Cash to its users.

The agenda of the workshop includes the fundamentals of the Employee Expense Vouchers and Advances as well as guidelines to Digital's Policies and Procedures in relation to expense vouchers. A question and answer period concludes the program.

This presentation is meant to establish better communications and create more efficient service between Employee Disbursement and secretaries, managers, and all employees who frequent Petty Cash.

The two-hour presentation is given by appointment at your location. Groups should be no less than six, but individual consultations are available upon request. All questions and requests should be directed to Beth Noonan at DTN 251-1873.

## Employee Activities has new procedure for ordering Red Sox tickets

The following Red Sox games are being offered to Digital employees, some are at a discount rate. Checks must be made payable directly to the Boston Red Sox and sent with an order form to the DEC Recreation Association, P.O. Box 310, Maynard, Mass., 01754. Ticket orders must be received one month prior to the date of the game you are requesting tickets for. Remember to order early as tickets will be sold on a first-come, first-served basis.

Please use a separate order form for each game.

### RED SOX VS DETROIT

Wednesday, June 23rd, 1982  
7:30 PM  
TICKETS: REGULAR: \$5.75  
EMPLOYEES: \$4.75

### RED SOX VS KANSAS CITY

Saturday, July 17th, 1982  
2:00 PM Afternoon  
TICKETS: \$5.75  
(NO DISCOUNT)

### RED SOX VS CHICAGO

August 6th, 1982  
7:30 PM  
TICKETS: REGULAR \$5.75  
EMPLOYEES: \$4.75

### RED SOX VS SEATTLE

Friday, September 3rd, 1982  
7:30 PM  
TICKETS: \$5.75  
(NO DISCOUNT)

### RED SOX VS CLEVELAND

Wednesday, September 15th, 1982  
7:30 PM  
TICKETS: REGULAR: \$5.75  
EMPLOYEES: \$4.75

### RED SOX VS NEW YORK YANKEES

Monday, September 27th, 1982  
7:30 PM  
TICKETS: \$6.25 (Upper box, right field)  
(NO DISCOUNT)

### Sunnycroft Ponderosa Ranch Resort, Walkill, New York

"You don't have to ride to enjoy ranching"  
Employee Activities offers employees a special package dude ranch weekend including:

Round Trip transportation from Parker Street (Leaves 7 a.m.)

Six meals, all you can eat

Two nights lodging

Hayrides, dancing, tennis, swimming,

Horseback riding, indoor & out with free lessons

Rifflery, trap shooting, archery

Volleyball, basketball, rollerskating, bocce & more

Dates: May 14-16 or May 21-23

Price: 4 in a room \$145.

3 in a room \$160.

2 in a room \$175.

children under 15 sharing with 2

adults \$95.

(All taxes and tips included.)

Please write names of guests on ticket form and indicate date you wish to attend.

ORDERS MUST BE RECEIVED BY APRIL 30.

## Tennis anyone?

Get out your white shorts and restring your racket. The Digital Tennis League begins another season on May 17 and new members are encouraged. The league includes a doubles division and both a men's and women's singles competition. Matches are played at the convenience of the two or four participants at a mutually agreeable court. The season consists of two sessions of approximately 6 weeks each and a single elimination ladder at the end of the season culminating in the championship matches and awards the first weekend in October.

For a registration form send your name and mail stop to the Digital Tennis League, MLS-3/Box B. Registration deadline is May 7. Players who participated last year will automatically receive a registration form in the mail. Submitted by Pam Hansmire (223-5217) and Connie Sherman (246-2325).

## Softball League adds new division

The Digital Softball League is adding a new division this year. Any individual wishing to join a team please fill out the following application. All applicants must be sent to SOFTBALL LEAGUE, PK3-1/C38 by April 26.

Name \_\_\_\_\_

DTN \_\_\_\_\_ Mailstop \_\_\_\_\_

MAYNARD SOFTBALL LEAGUE

### Cruises

Includes, 4 meals daily, salt water pool, deck sports, cabaret show, casino, disco, movies, duty free shop, gym, sauna. "Superior room accommodation at minimum accommodation rates."

Make reservations by calling DTN 223-2699 or by coming by the Employee Activities Office (PK3-1 Pole 9B) on April 14 from 9-4.

### ALL RATES PER PERSON

		Twin	Triple	Quad.	Port Tax & Service
May 14th, 1982 - OVERNIGHT	STD	\$60.	\$55.	\$50.	\$7.50
Cruise to NOWHERE		85.	70.	65.	7.50
Departs 5:30 p.m. Boston					
Two Nights	MIN	\$160.	N/A	N/A	\$11.50
Cruise to NOWHERE	STD	175.	140.	125.	11.50
May 15, 22, 24*		195.	155.	135.	11.50
Departs 4:00 p.m. Boston					
May 17th, 1982	MIN	\$395.	N/A	N/A	\$27.00
5 Nights	STD	445.	390.	360.	27.00
Cruise to BERMUDA		495.	420.	385.	27.00
Departs 2:30 p.m. Boston					

\* Departs Providence - 9:30 p.m.

### CLIP AND SEND

Use a separate form for each event. (Make photocopies, if necessary).

Event \_\_\_\_\_ Date of Event \_\_\_\_\_

I understand that if the allotment of tickets has been sold out, my money will be refunded. I have enclosed a stamped, self-addressed envelope with my home address.

Number of Tickets \_\_\_\_\_ Check enclosed for \$ \_\_\_\_\_

Name \_\_\_\_\_

Mailstop \_\_\_\_\_ Badge No. \_\_\_\_\_ DTN \_\_\_\_\_

Home Address \_\_\_\_\_

State and ZIP Code \_\_\_\_\_

Make check payable to DEC Recreation Association and forward with this coupon to:  
DEC Recreation Association, PO Box 310, Maynard, MA 01754.