

Digital Continues Expansion

Plans for new manufacturing plants in Westfield and Leominster, Mass., the latest steps in Digital's continuing growth program, were announced at press conferences in Westfield, Maynard, and Leominster, May 22 and 23.

At the various press meetings, President Ken Olsen and Vice President Stan Olsen cited Digital's growth record which has required substantial increases in manufacturing space each year for several years. They pointed out that the current plans are a continuation of this pattern.

They also explained that the new manufacturing facilities would not affect the level of our activities in Maynard. The company expects to occupy an additional 38,000 square feet of space in the Maynard Industrial Park within the next few months.



(Above) Westfield Mayor John Palczynski, seated, views a plan of Digital's projected manufacturing plant. Standing, left to right, are: Harold Martin and William Mann, representing the owners of the property, President Ken Olsen, and Corporate Counsel Ed Schwartz.



Signing lease agreement for the 60,000 square foot plant in the Leominster Industrial Park is Manufacturing Vice President Pete Kaufmann. Left to right, standing, are: Corporate Counsel Ed Schwartz, Leominster Mayor Ralph Crossman, Industrial Development Commission member Clarence Daniels, and Joseph Spound of the Orangewood Development Corporation, which owns the building.

Announced at the press conferences were:

-The signing of an agreement to lease a 60,000 square foot building, now under construction and scheduled for completion in October, in the Leominster Industrial Park.

-The signing of an agreement to purchase a 240-acre site on Route 202 in Westfield, Mass., for the construction of a 150,000 square foot plant.

-The signing of an option to purchase a 137-acre site near Route 2 and Harvard Street in Leominster for a 250,000 square foot plant.

(Below) One of the highlights of the Maynard Conference was a "Faith in Massachusetts" award to DEC from Massachusetts Governor Francis Sargent. The presentation was made in Maynard to Vice President Stan Olsen by Massachusetts Commissioner of Commerce Theodore Schulenberg.



Editor's Note:

In response to increased reader interest in the Company, its products and markets, we hope that the enclosed DIGITAL NEWSLETTER will increase your understanding of your rapidly expanding world at Digital Equipment Corporation. The DIGITAL NEWSLETTER will come to you at home each month along with your copy of ON LINE.

The European Sales Operation Grows

Take 12 different ingredients, each with its own degree of individuality. Selectively blend in the right mixture of home grown, seasoned manpower. Mix carefully for five years and serve as a genuinely international dish and you have the recipe for the exciting growth of Digital's European sales operation.

This successful formula is being carried out by Jean Claude Peterschmitt after being initiated by John Leng, former European Regional Manager and now Western Regional Manager.

Although DEC activities are conducted in 12 European countries, such functions as accounting, personnel, advertising and sales promotion, and training have been centralized. Such centralization has insured a smooth working unit which is helping to build a solid image of Digital as a major computer manufacturer and not just a group of loose fitting sales offices.

"We operate as a truly international company", says Jean Claude, "even offering equal employment opportunities to people from all countries. If a person can speak the language of the country in which he wants to work, we are prepared to hire him regardless of his nationality."

"We operate the whole operation as one unit," he commented. "This places us at the forefront of European business. Very few companies work this way," he added.

Digital's growth in Europe is keeping pace with growth elsewhere, and expansion continues. New subsidiaries have been established in Switzerland at Geneva, and Italy at Milan, and new offices have been opened or are being planned in London and Birmingham, England, and Frankfurt, Germany.



European Manager Jean Claude Peterschmitt snips the ribbons of DEC's new office in London. Left to right are: U.K. Manager Geoff Shingles, London Office Manager, Geoff Finch, Jean Claude, and secretaries Frances Akerman and Lesly Wallis. The office, with a staff of 20, serves 60 percent of U.K. customers and almost 160 computer installations.

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The European Regional Office, which has been located in the U.K. district office in Reading, has moved to Geneva to provide DEC with a more centralized base from which to operate and to enable it to better cope with European-wide activities.

In addition to Switzerland and Italy, Digital Europe now has offices in Reading, Manchester, and London, England; Paris, France; Munich and Cologne, Germany; Stockholm, Sweden; and The Hague, Netherlands. Stockholm is responsible for sales throughout Scandinavia, while The Hague handles business in Holland, Luxembourg and Belgium. The entire European operation presently employs more than 250 people.

Well over 800 DEC computers have been installed in Europe and the Company recently began manufacturing its computers at its Reading plant.

The Digital computers sold in Europe play as varied and vital roles as those marketed in the U.S. They can be found at Government research centers, Universities, in industry, on ships, in newspaper plants and in many other locations.

In the U.K., for example, Digital's computers have enjoyed strong success in the aircraft industry. The Royal Aircraft Establishment will use a PDP-10 coupled with two PDP-8/I systems to test the Franco-British Concorde supersonic passenger airliner; while another PDP-10 at Rolls Royce Company Ltd., is involved in jet engine testing. A PDP-8/I provides satellite navigation data on board the new luxury liner the Queen Elizabeth II.

CERN (European Center for Nuclear Research) in Geneva has 28 computers of which no less than nine are DEC machines—six PDP-9's and three PDP-8's.

Germany has also been very active in PDP-10 sales with five machines already installed and another two on order. Two of the most interesting installations are at Max Planck Institute in Mulheims where the PDP-10 is involved in Gas Chromatography and Mass Spectrometry work and at the University of Heidelberg where it is used in high energy physics. Physics research has been a very strong market for DEC with computers in other such influential research centers as Aachen, the University of Bonn, the University of Cologne and the Hahn-Meiter Institute in Berlin. A LINC-8 at the Institute for Nuclear Medicine in Hanover is involved in pioneering research in the field of cancer detection.

Benelux, one of the smallest geographical business areas for DEC, has more than 70 of our computers installed or on order. For example, there is at least one DEC computer at every University and Technical High School in Holland.

"These are just some of the ways Digital computers have been accepted in the European marketplace," says Jean Claude. "There are many more, and the outlook for the future is fantastic."

He adds, "The European operation should continue to be a very healthy portion of the Company's business for a long time to come. We have the talented people and the reputation on which to build. We have only just started."

..... While Facilities Continue To Expand In Canada

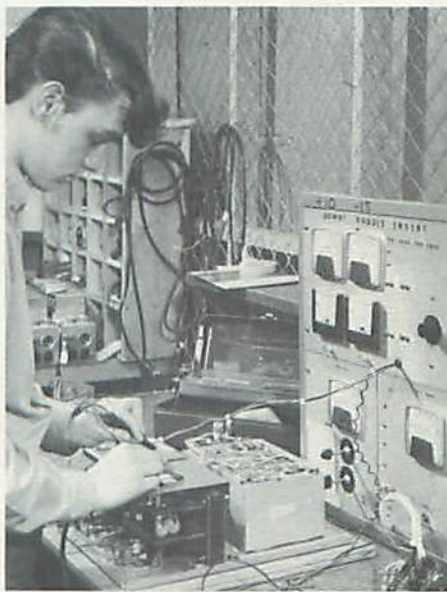
Digital's manufacturing facilities are being expanded at all plants to meet the ever-growing demand for DEC products.

The manufacturing operation at Carleton Place, Ontario, for example, has changed from module manufacture to computer sub-assembly manufacture. Presently, computer logic frames for the PDP-8/I are manufactured in Carleton Place, as well as computer labs, power supplies (except for two models) and cables.



Rick Mead looks on as Marion Walford wires another PDP-8/I logic frame. The wire wrap machine is one of eleven at Carleton Place, all of which are numerically controlled by a PDP-8.

The expansion at Carleton Place has been only one part of a continuous corporate growth plan. "By the end of October '69 we expect to be able to increase our production capability several fold," reports Bert Couillard, Manufacturing Plant Manager.



Ron Runions performing quality control check on power supply manufactured in Carleton Place.

The increased capacity will be used to manufacture logic frames for the PDP-8/L, PDP-9/L and the PDP-15 as well as for increased production on the PDP-8/I logic frames.

To accommodate such a large increase in capacity the manufacturing department moved to a new building giving them 14,000 square feet of floor space in December '68, and then in May of 1969 an additional 11,000 square feet was put into use. Approximately 4,000 square feet of the original DEC building in Carleton Place is still used for manufacturing as well, which means that total manufacturing floor space adds up to 29,000 square feet. The company also holds an option on another 20,000 square feet.



David Devlin and Tony Bartolucci (left) quality control test a COMPUTER LAB. The COMPUTER LAB was designed in Canada and is presently manufactured in Carleton Place.

..... And In Puerto Rico

Digital's San German, Puerto Rico module manufacturing facility is growing by three people daily, and recently passed the 250 employee mark.

The plant occupies over 20,000 square feet, but eventually operations will be moved into a 58,000 square foot building currently under construction and scheduled for completion in January.



Module Supervisors and Group Leaders in San German, left to right, front row: Nancy Acosta, Iris Vazquez, Iris Rivera, Dalila Miranda, Rosa O'Neil. Left to right, rear: Nereida Pagan, Felipa Ruiz, Irma Sanchez, Milagros Hernandez, and Myrthalena Galindo.



Leticia Gregory was Digital's 100th employee in Puerto Rico.

Plant Manager Phil Wood is assisted by Accounting and Personnel Supervisor Jaime Ferra, Manufacturing Supervisor Iris Rivera, and Inventory and Production Supervisor Alain Lascascade.



Adelaide Almadovar recently helped mark a milestone for Digital when she became the company's 200th hire in San German.

The plant has been in operation for a year. Since then production has been increased steadily and by the time the new building is occupied it is expected that the work force will total 350.



Digital's nurse in San German, Maria Rodriguez, examines Margarita Vazquez.

Control Products Group Created

The creation of a Control Products Group to focus attention on the fast growing advanced industrial control systems market has been announced by Vice President Stan Olsen.

The Control Products Group is comprised of four product lines covering three major control needs: Solid state machine control for repetitive processes—PDP-14; systems for numerically controlled machinery—N/C Products; and control modules for a variety of industrial applications—Module Products. The fourth product line, Control Systems, will draw on all product areas within DEC to develop specialized systems for industrial control.

The newly appointed Product Line Manager/Control Products is Al DeVault.

John Holzer, former project manager, has been named PDP-14 Product Manager; Russ Doane, former Module Development Manager, is now N/C Product Manager; Fred Gould, former module sales specialist, has been named Module Product Manager and Marty Gordon, former supervisor of the module applications group is now Control Systems Manager. Each of these product managers will be responsible for overall activities related to their respective products, including development, marketing, and support.

He has been with DEC for three years, originally as Marketing Manager for the Module Product Line and most recently as Product Line Manager/Modules. He will have responsibility for overall activities within the control products group.

Promotions and Appointments

June Anniversaries

Van Diehl has been named marketing manager for the INDAC-8 system. A native of Brazil, he comes to us from Honeywell's computer control division where he was manager of technical support marketing for industrial control systems. He received his bachelor's degree in industrial engineering at the University of Sao Paulo in Brazil and has done graduate work in Holland and Johns Hopkins and Northeastern Universities.



Diehl

John J. Kulik has been appointed Security Officer at the Maynard Plant. In his new position, John will be responsible for safeguarding company personnel, property, and overall supervision of plant security. Prior to joining DEC, he was employed by the Massachusetts Department of Public Safety Division of State Police for 21 years and retired as a Captain.

Alan Pratt has been named District Sales Manager for Japan. Alan has been serving in Japan for several years, most recently as Far East Vice President for Alexander International, and previously for Eutectic of Japan as Managing Director. Born and educated in England he has also worked in Africa, Malaya and Hong Kong. He has considerable experience in mechanical, electrical and aeronautical engineering.

Ken Schlenker has been named Manufacturing Controls Manager with responsibility for facilities planning, manpower and space forecasting, and cost control. He was previously Cost Engineering Manager with IBM in Boca Raton, Florida. Ken received an industrial engineering degree from Lehigh University and a master's degree from New York University.



Schlenker

Al Gordon has been appointed Manufacturing Manager for Digital in Europe. Prior to joining Digital he had spent several years with Beckman Instruments, including a spell at the Beckman plant in his native Scotland.

Myron Myers has been appointed Regional Software Support Manager for Europe. In this position, he will be responsible for providing Digital's European customers programming assistance. Myron came to Digital from Lawrence Radiation Laboratory at Berkeley, California where he was a programming supervisor. He had previous software experience with Shell Development Corp. and N.A.S.A. He has co-authored three articles on programming and holds a bachelor's degree in mathematics from San Jose State College, Calif.



Puffer

Bob Puffer has joined Digital as Manufacturing Engineering Manager with responsibility for production engineering and process engineering. He had been serving as Manufacturing Manager with the Geodyne Division of E.G. & G. Bob is a M.I.T. graduate with EE and Masters degrees.



Slotnick

Dave Slotnick has been appointed the Northwest District Manager in the Western Region. The Northwest District is composed of the states of Washington, Oregon, Northern Idaho, and Alaska. Before joining DEC about a year and a half ago, Dave worked for Litton Industries of Beverly Hills as a staff assistant to a vice president. Previous to that, he was the manager of mechanical engineering for the Computer Products Division of the AMPEX Corporation. Dave holds several patents relating to core memory design and military hardware. He has earned two bachelor degrees, one in psychology, the other in industrial design. He has also pursued graduate studies in industrial management.

11 Years
Ted Johnson
Hazel Patterson
Robert Reed
Jack Smith

10 Years
Mel Arsenault

9 years
James Cudmore
John Dinopoulos
June Oddy

8 Years
David Adams
John Grieve
Chester Johnson
Herb Millman

7 Years
Bill Farnham
Phil Feehan
Joseph Godbout
Annette Rakip
Edmund J. Reilly
Lorraine Scruton
Don Zereski

6 Years
Lawrence Brogan
Carl Gartley
Ed Gianetto
Virginia Jeanson
John Jones
Patricia Murphy
Walter Majewski
Andre Ouelette
Frank Polucha

5 Years
Barry Bornstein
Richard Burton
Robert Clements
James Drew
Robert Dugas
Frank Eagan
Richard Fuentes
David Gross
W. David Guerrero
Douglas Hines
Donald Leighton
Carolyn Mauro
James Milton
William Moldovan
Mario Mummolo
David Nevala
Charles Valentine
John Viscogliosi
Peter Watt
James Wengler
Arthur Zins