

digital

MAYNARD

DIGITAL THIS WEEK



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VT200 establishes new standards in video terminals



The VT200 family, Digital's newest video terminals

The right product, in the right place, at the right time is the marketing philosophy which allowed Digital to define the industry standard when the VT100 video terminal family was introduced five years ago. But in the dynamic computer industry, even standards must evolve.

With the VT200 family introduced this week, Digital advances its own standard to meet the demands of the more sophisticated business and professional computer user. Four factors indicated the need for a new video terminal family: access to new technology; new awareness of human factors ("ergonomics") in computer design; competition in the marketplace; and the need for additional functionality in new markets. The VT200s are well designed, carefully produced products with all the features and functions to support professional applications.

The VT200 family members maintain the functionality of the VT100 family. Yet each is specifically designed to operate in virtually every industry.

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Myths dispelled

DECmate II: The office workstation comes of age

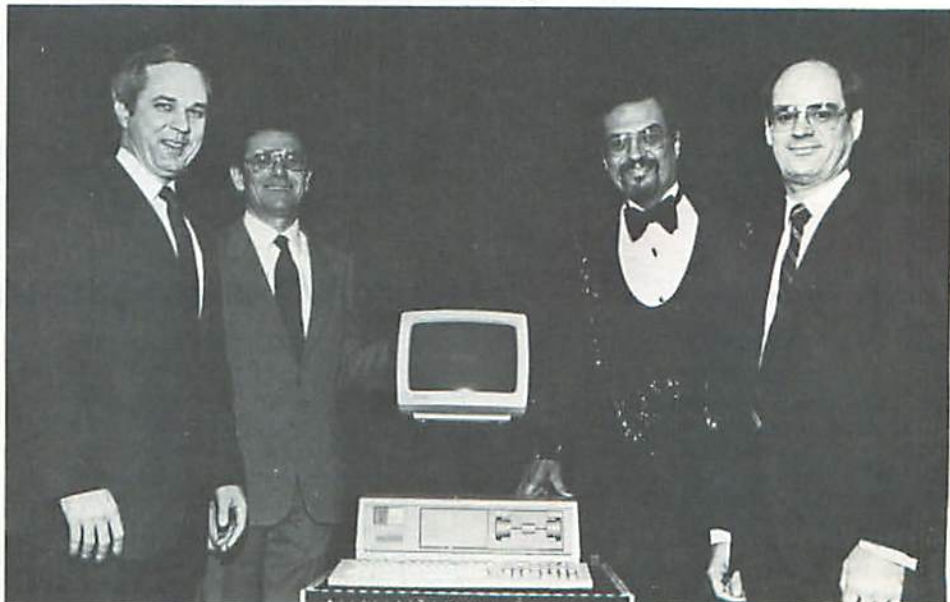
Digital dispelled myths surrounding the DECmate II and formally introduced the DECmate Office Workstation at a "Perception Reception" for consultants, customers and the media held in October.

With the help of Harry Blackstone, world renowned illusionist, the DECmate was demonstrated as a multi-function, fully integrated computer system rather than simply a high-quality work processor.

Four criteria were depicted as necessary for any basic workstation: high quality word processing, personal computing, communications and total integration of these characteristics. Blackstone illustrated the workstation aspect by drawing an analogy to person in three parts of the human body: the head representing word processing, the hand — data processing and feet — communication. Most vendors' systems are able to meet one or more of these criteria.

By joining the three parts of the person back together, Blackstone explained how integration of the three parts is necessary

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Harry Blackstone, world renowned illusionist, levitates a DECmate Office Workstation as Jim Gallagher (l.), DECmate Marketing manager; Henry Ancona, Product Group manager, Office Information Systems (OIS) and Mark Roberts (r.), Market Programs manager, OIS look on.

Adopt a smoker during Smoke-out



The American Cancer Society's Great American Smoke-out will be held nationwide on November 17. This year's theme is "Adopt a Smoker." A smoker is "adopted" by a non-smoker who helps the smoker quit for 24 hours. The non-smoker may also give up something in support of the smoker.

Health Services both at the Mill and Marlboro are prepared to help smokers quit. The day before the Smoke-out, November 16, in the Mill Cafeteria Conference Room from 9:00 a.m. to 3:00 p.m., Mill Health Services will have "no smoking survival kits," literature with tips to help you quit, a lung display and a carbon monoxide analyzer. Those who pledge to quit will be eligible for a turkey raffle on the day of the Smoke-out at 3:00 p.m. For more information call DTN 223-3000.

At the Marlboro Cluster Health Services, survival kits will also be available for all interested "quitters."

A Smokers Hot Line will be established to offer encouragement during the day. Call DTN 231-6444 for further information or assistance.

Warning: Smoking may be hazardous to your work

Young (under 35 years of age) cigarette smokers are twice as vulnerable to acute respiratory infections as non-smokers, and their infections are likely to last longer and be more severe according to a recent year-long study published in the *Journal of the American Medical Association*.

The study included 900 men and women smokers and non-smokers with an average age of 30, who were seen in ambulatory care centers at Beth Israel, and Brigham and Women's Hospitals in Boston.

Smoking appears to play a major role in lost work time because of acute respiratory tract infections such as colds, sore throats, swollen glands and chest congestion. National studies show that such infections result in more than 100 million lost work days each year. The cost to the economy is in the billions of dollars.

Although the role of cigarette smoking in chronic respiratory disease such as bronchitis, emphysema and lung cancer has been well documented, very little work had been done prior to this study on the relationship between smoking and the common cold.

To help you, Health Services will provide "I Quit Smoking Survival Kits," administer ecolyzer tests to check the carbon monoxide levels in your exhaled breath, and show the film, "The Feminine Mistake."



This new information may serve to stimulate interest in anti-smoking programs. Your support is requested during the Great American Smokeout on November 17. If you are a non-smoker, adopt a smoker for a day and help her/him to stop. The PKO Cluster Health Services will be presenting programs in all of the cluster sites during the week of the Smokeout.

SMOKEOUT PROGRAM SCHEDULE

SITE	DATE	TIME	PLACE	DETAILS
PKO3	11/17/83 Thursday	10:00-3:00	Cafeteria	Continuous ecolyzer test, film shown at 10 a.m., 11 a.m., 12 p.m., 1 p.m., 2 p.m.
MSO	11/14/83 Monday	10:00-3:00	B13 C/R	Program details to be posted in the facility
CF01	11/15/83 Tuesday	1:00-4:30	State House C/R	Program details to be posted in the facility
CFO2	11/15/83 Tuesday	9:00-12:00	Charlotte Dickens C/R	Program details to be posted in the facility
VRO3	11/16/83 Wednesday	1:00-4:00	Bell C/R	Program details to be posted in the facility

Check with your Health Services for further information.

HOTLINE for Smokeout - DTN 223-7980 or DNA 223-4598.

For information regarding Smoke Cessation Programs, call your Health Services or DTN 223-4595.

DIGITAL THIS WEEK



Editor: Barbara Lovely

Send stories, photos, ideas or suggestions to DTW, CFO2-3/K23 or call the editor at DTN 251-1307. Ads must be submitted in writing to Marketplace, CFO2-3/K23. Please direct all Marketplace inquiries to Jennifer Hawes at DTN 251-1308.

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.

Quality Forum planned for winter

FORUM 84: QUALITY is being planned for February 6 to 10 at the Sheraton Dunfey in Hyannis. This will be a conference for Digital's engineering groups to focus on all aspects of quality in our products.

The conference needs professional papers, exhibits, and demonstrations for presentation at the conference. Papers will be included in the conference proceedings. Contributions are solicited on quality "success stories" — actual experiences with Digital products where significant quality goals were attained or significant improvements in quality were achieved.

Topics of interest include (but are not limited to) value engineering, built-in test, test strategies for the field, and design for automation.

If you are interested in submitting a paper or demonstration, please notify Dee Stewart as soon as possible (mail stop APO-2/D4, on ENET "LEHIGH::STEWART," on EMS "DIANE STEWART"). Abstract and detailed outline of papers or demonstrations should be sent to Dee Stewart by November 18. You will be notified of acceptance by November 28. Final papers are due by December 19.

Digital's office solutions beat competitors at AMF

Digital recently "outsold" the competition in a six-way race to automate the corporate headquarters of American Machine and Foundry, Inc. (AMF) in White Plains, N.Y.

"Superior products and an impressive office strategy focusing on integrated products, support and price-performance," is how AMF vice president of corporate MIS, Brad Hosmer and his staff characterized Digital's office solution. He explained that the Fortune 500 international manufacturer of products from golf balls to industrial machinery chose VAX over systems offered by IBM, Wang, Hewlett-Packard, Burroughs, Prime and Harris.

AMF's office configuration centers on a VAX-11/750 with four megabytes of memory, ALL-IN-1 extended; and languages FORTRAN, COBOL, ADE, BASIC and TDMS. Peripherals include 32 terminals and RAB0, RA81, RL02 disk drives and a TU80 tape drive and a P27 line printer.

The company recently placed an order for DECmates and Rainbows.

ALL-IN-1 will provide a variety of office management functions for AMF's corporate legal departments, patent office, finance, human resource, payroll and other corporate support offices.

Steve Saaf, Digital account manager, explained that AMF's patent department will use ALL-IN-1 to track patent and trademark inventory. Its legal department will use calendar scheduling while spreadsheet analysis, using SUPERCOMP-Twenty[®], will serve AMF's finance department.

Other applications include intelligent data entry and distributed applications for insurance coverage; group insurance premiums editing and stock option processing.

Steve credits "team spirit" for the win noting, "We conducted several seminars on personal computers and office automation and loaned the customer office equipment during the six month sales cycle. We had the appropriate office literature to help us sell. We had the best products, support and commitment to solving the customer's business problems.

"The customer is particularly impressed with the flexibility of both DATATRIEVE and ALL-IN-1, particularly because ALL-IN-1 allows integration of other third party software," Steve said.

SUPERCOMP-Twenty is a trademark of Access Technology, Inc.

Century 21 standardizes on Pros

Across the U.S. and Canada, a Digital personal computer will soon be the Century 21 real estate broker's standard work tool as North America's largest real estate firm implements a multi-million dollar office automation plan.

The project, expected to bring Digital \$50 million in business over five years, calls for delivery of some 1,700 Professional series personal computers to Century 21 franchises during the first phase of the computerization plan.

The long-range plan calls for a personal computer network linking independently owned and operated Century 21 brokerage offices in North America. Currently there are 6,500 Century 21 offices in the U.S. and Canada.

The Professional, equipped with real estate application software by AMS RealStar, Inc., out-distanced other vendor offerings

in quality, networking capabilities and customer support services throughout North America, according to Paul Beltis, director of communications for Century 21.

"Digital understands our overall office automation goals and has the products and commitment to help us accomplish these objectives," Peter Beltis noted, adding, "The response from Century 21 offices is overwhelming."

Among RealStar programs available to Century 21 brokers are: office sales and commission tracking, including sales balance, commissions, projected cash flow, cash and profit analysis, investment analysis and loan amortization, word processing; sales prospecting system; client follow-up, advertising expenditure evaluations, access to computer-based insurance and syndication services.

VT200 Series terminals *Continued from page 1*

VT200

The VT220, a monochromatic text-only terminal, provides the same popular features of the VT100's. Some of these features incorporated into the VT220 and other VT200 family members include split screen, bidirectional smooth scroll, 80- and 132-column display, advanced video features, double height/double width characters, normal and reverse video, and non-volatile memory to store set-up selections. Yet the "footprint" and general size of the VT220 is dramatically smaller without sacrificing screen size (12 inches).

Many other features enhance the new Digital video terminal standard, including a non-glare screen filter, plain language set-up menu in English, French, or German, and 15 programmable function keys. The VT220 includes the LK201 low-profile keyboard, providing more functionality plus the most current human engineering features. These offerings position the VT220 as a high quality text terminal for the office environment, as well as many other areas such as education and manufacturing.

VT240 Series

The VT240 and VT241 video terminals, or the VT240 series, enhance the capabilities of the VT220 with sophisticated business graphics output. The VT240 displays monochromatic graphics on a 12-inch screen; the VT241 displays four-color graphics (out of a palette of 64 colors) on a 13-inch screen. The VT240 series provides a resolution of 800 by 240 pixels. The terminals support two graphics protocols — Digital's ReGIS and Tektronix's[®] 4010/4014 — enabling it to interface easily with a wide range of systems and software. The VT240 series operates easily

at 9600 baud for data communications applications. A serial input channel supports data input from an auxiliary device such as a printer, digitizer or wand.

An optional integral modem supports auto answer/auto dial capability. This allows the VT240 series and a telephone to share the same communications line. When the integral modem is installed, the operator may dial his host computer directly from the keyboard or select from one of two telephone numbers stored previously in non-volatile memory.

All three VT200 family members include a variety of improvements, including 20mA and EIA interfaces, multinational character set, built-in printer port, and monitors available with white, green or amber phosphors. A CRT saver feature automatically blanks the video screen after 30 minutes of non-use, restoring the display instantly at the touch of a key without the loss of any data. Selective erase supports forms data entry, "erasing" the data and leaving the form intact on the screen for the next entry. The VT200s are all available in word processing versions to support Digital's office products such as All-in-1 and DEC-Mail. Local echo, universal power supply, and downline loadable character set complete the description of VT200 functionality.

The VT200 line is a family of engineering firsts for Digital. It is among the first product families to incorporate such an extensive set of user friendly features, allowing the user to customize the terminal to his individual application.

KUDOS

Jack Shields, vice president group manager, has been elected to board of Directors of the Computer and Business Equipment Manufacturers Association (CBEMA) during its fall conference. CBEMA is a trade association which represents the interests of high technology businesses.

Jeff Kalb, vice president, LSI, was recently honored with an IEEE award for outstanding contributions to ICCD '83, the IEEE International Conference on Computer Design: VLSI in Computers.

Jack Moore, project manager, U.S. Area MIS, was named "An Outstanding Young Man of America," and awarded a plaque based on his contributions to the development of order processing systems and for his leadership as president of the Boston College MBA Alumni Association. The award was given by the Boston College MBA Association.

Digital funds Easter Seals Programs

A recent contribution made to the Massachusetts Easter Seal Society, specifically funds its Swimming Programs and Stroke Clubs. Twenty-nine of these programs are located in areas surrounding Digital sites, which means that employees and their families have access to these services.

The Easter Seal Swimming Programs offer disabled children and adults opportunities to experience the freedom of movement only the water can provide. Since the late sixties, 8,000 handicapped individuals have discovered the joy of moving about in the water, and some eventually try competitive swimming! Imagine the sense of accomplishment for disabled teens whose swimming experiences progress from never having entered the water, to being a member of a swim team. The Easter Seal Society makes this happen, and Digital helps!

Thirty-six stroke clubs across Massachusetts, sponsored by the Easter Seal Society, help to meet the emotional needs of stroke-disabled individuals and their families. These clubs provide information, mutual support, and socialization to victims of stroke. There are also several separate groups for young adults, aged 16 to 35, who have suffered stroke or head injuries. Digital has helped to make these clubs reality.

Digital seeks to sponsor organizations which provide services in communities where a high concentration of Digital families reside. Gifts of cash or equipment to programs such as the Easter Seal Swimming Programs are made in support of health care and handicapped organizations under Digital's Corporate Contributions Program.

In the driver's seat for United Way



Pete Cavanna, Dick Newton and Bob Barnes pose with Pete's Formular Vee race car which was displayed in Westboro's lobby to raise money for the United Way.

To encourage employees at Westboro and Natick to pledge to the United Way, Dick Newton, a sourcing specialist for advanced technology and United Way coordinator thought of a "sporting" way to get employees' interest. He arranged to have Pete Cavanna's Formular Vee race car to be placed in the lobby. Pete is manager of manufacturing engineering at the Natick plant.

Employees pledged money on the number of laps completed at time trials at Lime

Rock Park in Connecticut. To make it an all out Digital effort, Pete's crew was made up of Bob Barnes, manager of storage technical operations, Dave Desmit, senior manufacturing engineer, and Keith Baines, a technical documentation coordinator.

With money riding on every lap, the drivers raised over \$1000 in pledges from the plant's employees to go to United Way. Digital will match this as part of the matching gifts program.

DECmate comes of age... Continued from page 1

before the workstation can be fully functional.

With integration — the key to the workstation announcement — Digital highlighted two features that make integration possible on the DECmate: WPS Convert and Easycom. With these features Harry Blackstone then formally announced the DECmate Office Workstation to the audience.

WPS Convert, a recent enhancement to DECmate's CP/M[®] industry standard software, allows the user to merge CP/M files with documents created on Digital's WPS word processing software.

Easycom, announced at the press event as part of the WPS Verson 1.1, allows the user to gain access to a variety of other department and organizational databases (such as ALL-IN-1), and transmit data and documents automatically with just two or three key strokes.

"The DECmate Office Workstation truly represents the cornerstone office product for the future," says Jim Gallagher, DECmate Marketing manager. "People must be comfortable using their own workstation to automate everyday functions. The DECmate Office Workstation meets the needs of users at the departmental and organizational levels."

Digital has also restructured DECmate software pricing to make a full-function system more affordable, offering a package consisting of full WPS and CP/M for less than the sum of the parts. This package, coupled with other software products such as Multiplan[®], a program used for financial analysis; the Dow Jones News/Retrieval[®], an external database for news and stock quotations; Daisy-aids Graphics[®] and WESTLAW[®], an external legal database, combine to make the DECmate a price/performance leader in the office automation marketplace.

"DECmate gives users the flexibility they need," says Gallagher. "And since it provides the user with a computer system that can be fully integrated into departmental and organizational systems, DECmate II becomes an integral part of Digital's Office Automation Architecture for today and tomorrow."

*CP/M is a registered trademark of Digital Research, Inc.
MULTIPLAN is a trademark of Microsoft Corporation.
Dow Jones News/Retrieval is a trademark of Dow Jones & Company.
Daisy-Aids is a trademark of Escape Computer Software, Inc.
WESTLAW is a registered trademark of West Publishing Company.

THE MARKETPLACE



PLIANCES

SPACE HEATER, gas, 35,000 BTU, fan-forced air, \$200, Dave, 223-2381

DISHWASHER, Sears, under counter, working, \$50/BO, Sheila, 223-1747

GAS DRYER, Fridgedaire, largest capac. energy efficient, exc cond, \$176, Susan, 276-9109

CARS

'69 GTO CONVT, 4spd, 400 eng, new tires, brakes, shocks, no rust, from CA, \$3800, Jeanne, 257-1126

'77 FORD GRANADA, auto, 6cyl, mint cond, AM/FM, rear defg, new exh, brakes & more, \$2600, Brian, 269-2255

'82 FORD ESCORT, 4dr, cloth seats, 12Kmi, red, good cond, \$3800, Carol, 225-5082

'79 VW SCIROCCO, 1 owner, 57Kmi, sunrf, AM/FM stereo cass, frnt whl dr, exc cond, \$5500, Mary, 251-1074

'79 CUTLASS SUPREME, 46Kmi, AC, AM/FM cass deck, exc cond, 6 cyl, \$4500, Lisa, 249-4054

'74 260Z, recently restored, mint cond, 70Kmi, AM/FM cass, new wheels, \$4500, Russ, 225-4196

'80 AMC CONCORD, 2dr, AC, PB, PS, auto, 60Kmi, runs & looks exc, 4 new tires, \$3500, Kevin, 289-1169

'82 CHEVETTE, 4spd, 4dr, AM/FM, 10 mos old, 14Kmi, dk blue w cloth int, \$4500/BO, Chet, 225-6608

'78 AMC GREMLIN, 2dr, V6, FM stereo, recently painted, 46Kmi, vy gd cond, \$2000/BO, Robert, 236-2613

'79 VW RABBIT, 2dr, 4spd, AM/FM stereo, 2 extra tires, 57Kmi, exc cond, \$3650, Ceil, 288-6114

TOYOTA TERCEL SR5, htchbck, 5spd, sunrf, AM/FM stereo, rustprf, Chapman lock, \$6100, Bob, 223-6851

'79 MERCURY MONARCH, PS, PB, AC, AM/FM stereo, new exhst, tires, vry gd cond, \$3000/BO, Kim, 231-6979

'81 FORD SHORT VAN, 6cyl, std/ovrdrv, conversion started, exc cond, \$6295/BO, Art, 225-5417

'73 MONTE CARLO, PS, PB, cass player, new brks, tires, vry gd cond, \$1200, Jean, 223-2678

'80 HONDA ACCORD, 4dr, AC, high performance stereo, sunrf, 49Kmi, exc cond, \$5800, Glenn, 251-1064

'78 FORD FAIRMONT, 2dr, auto, 6cyl, PS, PB, AM/FM, gd cond, \$2200, Stella, 223-6029

'72 GMC TRUCK, 3/4 ton pick-up, wooden bed, work truck, \$300, Lisa, 235-3485

'83 BUICK SKYHAWK, t-type, PS, PB, AC, alloys, tilt, rear defg, 5spd, 7Kmi, \$8500, Steve, 231-5695

'77 VOLARE WAGON, 94Kmi, 1 owner, snows, rack, \$1500/BO, Simone, 245-5305

'72 OLDS DELTA 88, fine cond, 1 owner, well maint, 50Kmi, must be seen, \$2200/BO, John, 223-7570

'73 DATSUN PICK-UP, runs well, but needs lots of work, \$300/BO, Derek, 225-4811

'39 CHEVROLET COUPE, running and driveable, many new parts, \$3000, Dick, 223-6468

'80 VW SCIROCCO, frnt whl dr, AM/FM cass, AC, rear defg, 28-35 mpg, 4spd, \$5800, Sandy, 223-6532

'75 TOYOTA COROLLA WAGON, 139Kmi, some rust, lots of new parts, runs great, \$750/BO, Mac, 203-8512

'80 CAMARO Z28, auto, 65Kmi, PS, PB, AM/FM, dk blue, blue int, 1 owner, exc cond, \$5700, Pat, 251-1429

'65 CORVAIR CORSA, convt, the most collectable Corvaire, 4spd, white/blk top, \$3500, Joe, 229-6202

'81 FORD MUSTANG, htchbck, sunrf, AM/FM cass, PS, PB, 4spd, exc cond, \$4500/BO, Carol, 278-4762

'80 PLYMOUTH ARROW PICK-UP, 4cyl, AM/FM cass, 5spd, exc running cond, \$3150, Karen, 249-4725

FURNITURE

SLEEPER SOFA, Hi-Riser, steel spring frame, \$90, dinette set w 6 chairs, white, \$130, Al, 247-2533

LOVE SEAT, light blue print, vy gd cond, colonial style, \$150/BO, Jan, 223-9740

SOFA BED, queen size, modern, tan/black/white, \$100, John, 279-5430

DEN SET, 3 piece maple, \$150, Boston rocker, \$50, Donna, 288-7609

DOUBLE BED, mattress, box spring, \$25, Arlene, 278-4406

BAR STOOLS, two black padded stools, no backs, \$25, Gerry, 279-5783

BEDROOM SET, queen size, lrge armoire, nightstd, 2 mirrors, triple dresser, \$800 firm, Lesley, 249-4042

LOST & FOUND

LOST: SWEATER, child's size 6 white zippered sweater at Canobie Lake, Tom, 281-5753

LOST: 1 ROLL FILM, Kodak VR200 35mm film at Canobie Lake Park on 10/8, Ralph, 231-5974

MISCELLANEOUS

PINBALL MACHINE, Heath Kit/Brunswick, full size, exc for family rm, \$450, Bill, 285-6124

PLAYER PIANO, old, needs restoration or can be used for parts, \$200/BO, Rosemary, 292-2285

TYPEWRITER, Olympia, electric, heavy duty office type, \$250, Phyllis, 234-4422

SLIDE PROJECTOR, GAF with 50x50 screen, exc cond, barely used, \$100, Fred, 223-2281

CAR RADIO, Panasonic, AM/FM stereo, \$75/BO, Kathy, 223-6831

US POSTAGE STAMPS, unused, avg 1893 Columbian & 1898 trans-Mississippi issues, Mike, 249-1722

RADAR DETECTOR, 6 mos old, exc cond, \$60, Vlad, 225-4805

CAMERA, Chinon 110 pocket camera, auto wind, built-in flash, \$25, Nancy, 288-6465

LEATHER COAT, mens size 46, \$70, Suzan, 223-5584

TIRES, two 195x75x14 Vista radial tires, summer-winter tread, used only 6Kmi, \$95, John, 279-5372

VT55, w copier option, list is \$5300, BO over \$1000 or trade for older camper trailer, Rick, 242-2565

SNOW TIRES, (2) P185x13 steel radial WWS mounted on GM J-car (5 lug) rims, \$150, Larry, 234-4786

POOL TABLE, Brunswick "Commander" Professional, 8', exc cond, \$500, Harry, 236-2415

ANTIQUA TOY DUMP TRUCK, 1930s, \$30, Linda, 278-5463

SNOW TIRES, (2) P195/75 R14, mounted on rims, gd cond, David, 229-6235

ATARI 2600 home video, like new, special joystick, 14 cartridges, \$199, Mary, 234-4642

COMPUTER SYSTEM, PDT-11/150, W/VT-62, RT-11 op sys, 2 8" drives, \$700 firm, Peter, 279-5476

SNOW TIRES (2), Dunlop steel belted radial, P185/75 R13, used 2 winters, \$60, Patty, 288-6577

PDT-11/150, package E with VT62 & Decwriter IV, all software & books, \$800, Felix, 249-4713

WOOD/COAL BURNING STOVE, Chapee, 18K BTU, \$175/BO, Kathy, 225-5738

WEDDING BAND, gold filigree w approx. 1/2 ct diamond, orig \$1100, asking \$500, Linda, 278-4653

WOVEN WOOD SHADES, 1 pr, approx 32" x 56", natural wood tone, orig \$110, asking \$45, Linda, 278-4653

TAPE DECK, Sony TC-366, 3 head, reel to reel, includes 50 tapes, like new, \$125, Bruce, 245-5264

SKI PASSES, two adult passes for Stowe, all day, must be used by 12/31, \$12.50 ea, Bob, 288-6929

DESIGNER SUITS & DRESSES, sizes 8-12, all in vy gd cond, reasonable prices, Heather, 278-4291

FORMAL CHINA, Noritake, raised gold on cream, service for 12, 7 piece setting, \$600, Pat, 277-7198

SNOW TIRES (2), GR70-15, steel belted, whitewall radials mounted on GM rims, \$60/BO, John, 247-2174

MOTORCYCLES

'76 Honda CJ360, 12Kmi, custom seat, orig owner, garaged, gd cond, not registered, \$395, Neal, 277-7300

'80 Honda CX500C, skirted windshield, eng guards, new tires, travel trunk, \$1400, Robert, 221-5373

REAL ESTATE

SUDBURY, 8rms, 2frplcs, 24'x19' fam rm, attached 2 car gar, breezway, & more, \$168K, Mary, 223-5471

SHREWSBURY, 3bdrm, colonial w attached gar, quiet neighborhood, \$85.5K, Richard, 234-5300

RECREATIONAL VEHICLES

'72 SEAFARER SLOOP, 31 ft, fully equipped, VHF, RDF, knot, log, 4 jibs & main sail, \$26500, Bill, 223-7232

RENTALS

SKI CONDO, Loom Mtn, 4bdrm, 4bath, sauna, club house, \$700 reg wk, \$900 vac wk, Hank, 223-2246

APT, Shrewsbury, 2bdrm, tennis ct, sublet for 6 mos, heat & h water incld, \$475/mo, Paula, 234-4556

RESORT CONDO, Hollywood, FL, slps 4 adults, beach, extras, avail Dec 24-Jan 7, \$1000/wk, Bill, 274-6853

SKI CHALET, N. Conway, 3 bdrms, avail 12/1/83-4/1/84 monthly, wkly, wk-ends, Dino, 231-4477

HOUSE, Orange, MA, 2bdrm, river front, gas heat, avail 11/1-12/1, \$350-\$400/mo & utils, Sally, 241-4337

TRAILER, Clinton, 4rms, 2baths, private wooded setting, adults prefd, \$450/mo, Walter, 236-2356

ROOMMATES

ROOMMATE, F, to share 2 bdrm condo, rte 20, Marlboro, exc cond & loc, \$175 & 1/2 utils, Susan, 279-5436

HOUSEMATE, West Boylston, laundry/kitchen priv, non smoker, quiet, \$50 wkly, Lori-Jeane, 223-4405

ROOMMATE, F, responsible, 20s-30s, 3 bdrm, \$140 per mo incld heat, DEC van to MRO, UPO, Mary, 231-7604

ROOMMATE, prof person to share w 2 women 3 bdrm, 2 bath, \$335/mo incld utils, no pets, Ann, 225-5258

ROOMMATE, to share 9 rm home in Fitchburg, near rte 2, \$210/mo, non-smoker, clean, Don, 276-9873

SPORTING GOODS

SKIS, K2 710 Comp's, 190 cm w Look N77 bindings, vy gd cond, asking \$165, Peter, 247-2282

WANTED

APT, in Clinton, Leoninster area, married couple seeking small, low rent, immed occ, Cheryl, 223-9074

APT/HOUSE, SF parent w 1 child, Burlington area, looking for same, female only, Jean, 277-7178

SNOW BLOWER, heavy duty in working cond, Arnetta, 231-7183

DRUMMER, for serious jazz band, Marty, 223-3446

CELTICS TICKETS, three tickets for any home game between 12/22 & 1/16, Chad, 232-2359

GAS PARLOR HEATER, and gas stove with heater, will pay \$300 for both, Renee, 279-5680

SMALL HOUSE to rent, Acton area, young couple w 2 children, for 2 wks, late December, Sophie, 223-6812

BOWLERS, for DEC Maynard candlepin, Tues, 5:30pm at Kelly's Lanes, Maynard, Lou, 276-9285



NEWS BRIEFS

Deadlines for "Digital This Week"

Deadlines for *Digital This Week* have been established to help you plan events and publicity around certain editions of the paper. Deadlines don't pertain to Marketplace which is first come, first served. The next four issues and deadlines for *DTW* are:

Nov. 28 issue - Nov. 16 deadline
 Dec. 5 issue - Nov. 24 deadline
 Dec. 19 issue - Dec. 7 deadline
 Jan. 23 issue - Jan. 11 deadline

Stock Plan reminder

All non-participating employees who wish to enroll for the payment period beginning December 1, must submit an enrollment card to Investor Services no later than Nov. 21.

The payment period which began June 1 will end on November 30. All stock will be purchased on December 1. The purchase price can be obtained from local Personnel offices or through the touch tone system on December 1.

Toy for Tots drive to begin

The Maynard Employee Activities Committee will again sponsor the annual "Toys for Tots" drive for the holiday season in early December. The drive is held at Digital sites to collect new toys for underprivileged children. More information will be available in the next issue of *Digital This Week*.

Time to evaluate health care

The annual enrollment period for U.S. employees who are considering a change in health care plans will run from November 28 to December 16 this year. During that time, individuals now covered by the John Hancock Medical Plan can transfer to any approved HMO (Health Maintenance Organization) within their geography, while those belonging to an HMO can switch to another approved HMO or to the Hancock plan.

Employees who live in a geography where there is no approved HMO will automatically retain their enrollment in the Hancock Plan.

Every employee who currently belongs to an HMO or is eligible to belong will be receiving in the mail a personalized statement, titled "Your Choices for Health care," that describes the scope of care and the cost features of each HMO he or she is eligible to join. The statement will also list care and cost provisions of the Hancock Plan so that individuals can compare options and make an informed choice.

Instructional T.V. comes to Hudson

In January, Northeastern University will offer instructional televised classes at Hudson towards a master's degree in Electrical Engineering with a specialization in Computer Engineering and Communication/-Signal Processing. Other graduate courses in Mechanical and Industrial Engineering will also be offered. In the future, Lincoln College will also have courses transmitted to Hudson through Instructional Television Fixed Service.

On Tuesday, Nov. 15 at 9:00 a.m., representatives from Northeastern will be in the HL02 Cafeteria to give a presentation of their program and to answer questions. For more information contact Lisa Kleman, DTN 225-4091, WAFER::KLEMAN.

Can you carry a tune?

DEC Carolers are beginning their seventh season of rehearsals. They are looking for employees who'd like to help them spread cheer during the holiday season. This year, there are two groups — one in the Hudson area and one in Maynard. Employees from all locations are invited to join.

For more information call Lisa Kleman (Hudson area) DTN 225-4091 or Barry Bonner (Maynard area) DTN 223-4256.

Maynard Toastmasters present speeches

The Maynard area Toastmasters will host two club member speeches and several impromptu topic speeches on Wednesday, November 16 from 12:00 noon to 1:00 p.m. in the Mill Board Room (ML02-2). Dave Foster will speak on "Nuclear Energy: A Review of its Real Track Record" and Karen Rhine will talk on "Communicating with your Adolescent."

All employees are invited to see how Toastmasters can help in career and personal development. Call Donna Guest, DTN 223-5116 or Ruth LeBlanc, DTN 223-5706 to reserve a place.

Shrewsbury facility opens

The new Shrewsbury facility opened on November 7. This facility is located at 333 South Street, Shrewsbury, MA, 01545. The location code for the facility is SHR and the external telephone number (617) 841-3111. The DTN is 237 plus the four-digit extension.

The following groups will be moving to Shrewsbury during November and December.

November occupants
 Storage Systems (SS) Personnel
 SSD Support Services
 Small Systems Manufacturing Reliability

Computer Museum offers unique gifts

Computer chip tie-tacs, chocolate Rainbows and t-shirts sporting computing luminaries Ada Lovelace and Pascal are among the exclusive gifts available through the Computer Museum. They also have a new 1984 Computer Era Calendar with full-color reproductions of computer chips. To receive a free holiday catalog, write the Computer Museum Store, MRO2-1/A4.

AS&G employee discount changed

The old Accessories and Supplies Group discount of 60 percent for employee purchases is no longer in effect. All Spares, Accessories and Supplies products, printers and software are discounted to employees at 50 percent effective October 1. The new Employee Purchase Order forms and Personal Computer Brochures will be available at PSA locations shortly. This new order form replaces the old A&SG employee order form. For more information contact Linda Edwards, DTN 264-2595.

News from Metpay

If you wish Metpay to go to the Massachusetts Registry of Motor Vehicles to register your automobile, motorcycle, truck or trailer, Metpay must receive the renewal no later than Friday, December 9. Should you not receive your renewal application from the Registry by December 1, contact your Metpay representative.

Where to call for telecommunications

Maynard Telecommunications and Mill Network Services are now known as Maynard Communication Services. All trouble calls and questions relating to data, voice and telephone credit card requests should be directed to the new Customer Order Desk. The number of the Customer Order Desk is DTN 223-2420.

SS East Test Engineering
 Customer Service System Engineering
 AMT

SSE Component Engineering
 Electronic Storage Devices
 Educational Services
 SS New Products Purchasing
 Small Storage Systems

December occupants
 SSD Support Services
 Small Systems Manufacturing Reliability
 Storage Technical Operations
 Storage Systems Advanced Development
 Advanced Development Heads

COMPUTER CORNER

Find out how to cut down on computer costs by contacting the Computer Transportation Department, DTN 223-7029

Call the following DTN numbers to join these routes.

VANPOOLS

TO NAGOG/MAYNARD

From Amherst, NH, Doug Ryder DCV #67, 288-7606

TO MAYNARD

From Leominster, Fitchburg (7:30-4:00), Peter Morin DCV #65, 223-3242

From E. Pepperell, Groton, Littleton, Harry Aikens DCV #16, 223-9435

From Billerica, Bedford, Al Roemer DCV #74, 223-9408

From Worcester, Auburn, Shrewsbury, Jack Dowing DCV #117, 223-3201

From Jamaica Plain, Allston, Brookline via Route 9, Tony Santos DCV #64, 223-6666

From Peabody, Phil Baxter DCV #105, 223-1961

TO MAYNARD/WEST CONCORD

From Marlboro/Hudson to PK and CF, Bob Johnson DCV #18, 251-1945

TO MAYNARD/ACTON (ACO)

From Merrimack, NH, Lou Snider DCV #50, 223-7718

TO ACTON/MAYNARD/STOW

From Methuen, Salem, Andover, Tewksbury and surrounding area, Ken Noyce DCV #109, 223-3559

TO STOW/MAYNARD

From Worcester, Shrewsbury, Denise Moran DCV #36, 223-3088

TO TEWKSBURY/S. LAWRENCE/AND-OVER

From Framingham area via ROUTES 9 and 495, Brian Gordon DCV #87, 289-1075

TO WILMINGTON/WOBURN

From Maynard (7:00-3:30), Miyoko Winch DCV #44, 236-2244

CARPOOLS

TO BEDFORD

From Cochituate area to Crosby Drive, Cynthia, 249-4060

TO NORTHBORO

Ride needed from Maynard, Pat Dunningan, 234-4030.

TO SHREWSBURY

From Brookline, Ravi Joshi, 223-5210

FORMING VANPOOLS

TO MAYNARD

From Leominster, Fitchburg (8:15-5:00), Melissa Breault, 223-6503

TO SHREWSBURY

From Maynard, Serge Martel, 276-9340
From Brookline, Newton, Ken Yee, 223-4504

From Allston, Cambridge, Brighton, Boston, Darrell Hartwick, 292-2156

From Townsend, Leominster, Mike Herman, 223-8897

From Stoughton, Joe Gomes, 233-2225

Low End Business Center gets products to customers

The Low End Business Center plays a key role in making sure that Digital's customers get the personal computers, printers, and video products they need on time, in sufficient numbers, and with the high quality that they expect.

LEBC, which was formed about a-year-and-half ago, evolved from the former Terminals Products Group Manufacturing organization. Headquartered at Marlboro's Mt. Royal facility, its 150 people work in five different groups: Materials, Management Information Systems (MIS), Operations, Finance & Administration, and Quality.

Working with Manufacturing, as well as the six area management centers, engineering groups such as Rainbow, DECmate, and Professional Base Product Marketing, and the Applications and Industry Channels (AICs), LEBC assesses the total worldwide demand for the personal computer, printer, and video products, and generates a materials plan based on forecasts provided by these groups.

This plan, once finalized, is used to acquire sufficient numbers of these products from Digital's Manufacturing organization. LEBC stores these products in its Springfield, Massachusetts and Phoenix, Arizona warehouses, where they are ready for immediate shipment — directly to Digital customers, retail stores like Computerland and Entre, Digital's own Business Centers, the Installed Base Group, and the Internal Equipment Group's warehouse in Contcook, New Hampshire.

LEBC's role goes well beyond analyzing equipment needs and ordering equipment, however. LEBC also plays a big part in

making sure that Digital ships solid, reliable products to its customers all over the world.

Working closely with Manufacturing's own Quality people, LEBC monitors product quality very closely, and takes measures to solve problems before products come into customers' hands. LEBC also makes sure that upgrades and enhancements to existing Digital products are implemented smoothly.

Thus, in their day to day operations, LEBC has to look at the total Digital picture: past, present, and future.

"It's both satisfying and exciting to work in LEBC because we're a people-oriented organization," says Vin Maietta, who leads the materials organization for LEBC. "It's people talking to people — working issues and using all of our talent and energy to get our products out. We're so close to this process that everyone in the group knows how important our contribution is."

LEBC now has a number of job openings that employees may wish to explore. "It's a chance," says LEBC manager Dawn Greeley, to "work at the leading edge of this important part of Digital's business."

The group needs demand managers, senior planners, new product managers, programmer/analysts, order administration specialists, accountants, and senior financial analysts to help to get Digital's quality products out into the marketplace. Employees interested in any LEBC positions should contact Dick Russell, Mt. Royal Site Personnel Consultant, at DTN 278-4324, UP01-1.

Marlboro EAP looks at alcohol advertisers

In observation of alcohol and drug awareness month, the Marlboro Cluster Employee Assistance Program will show the film "Calling the Shots," during the week of November 14. The film describes how advertisers deliberately disguise the warning signs of problem drinking and falsely link alcohol to the qualities — happiness, success, sexual fulfillment, prestige, athletic ability, creativity — that alcohol abuse diminishes and destroys. Feel free to bring your lunch. There will be a short discussion after the film.

November 15 MRO1

DEC 20 Room 11:30-12:30

November 16 MOO

Conf. Rm. 2 & 3 11:30-12:30

November 17 Franklin

Cafeteria 11:15-1:15

November 18 UPO

Customer Conf. Rm. 12:00-1:00

For more information contact the MRO Cluster EAP, DTN 231-5438.

Communication casebook solves mysteries

A new four-color guidebook presents a fun approach to solving problems in data communications in the form of cases, clues, and solutions. Digital's line of modems, acoustic couplers, and intelligent communication processors are featured, and are described in detail in the closing section of the guidebook (titled "The Evidence"). The casebook proceeds from examples of simple data communication problems to the more complex, describing a typical situation and how it may be solved. Examples and definitions help the newcomers to understand communication options available in a variety of situations. For a free copy of Digital's Guide to Data Communications, send requests to the Installed Base Group, DECdirect, MKO1/W83.

Stow holds Fun Run to benefit United Way



Dick Joseph holds the distinction of running both the most laps (20) and collecting the largest number of pledges times the most laps.



Betsey Bacon ran the most laps (17) in the women's division. Carter Lyman runs along side her. Linda Krysieniel collected the most laps times time pledges in the women's division.



This year, Stow's on-going aerobics class Heart Beat danced for the United Way. Barry Bonner and Connie Montague collected the most points for United Way (pledges times dances).



Close to 80 employees participated in the Fun Run and Heart Beat Aerobics for United Way collecting more than 1500 pledges.

TICKET SALES

Shrewsbury Christmas Party

When: December 3

The Shrewsbury Employee Activities Committee is sponsoring its first Christmas Party on Saturday, Dec. 3 at the Chez Ami Supper Club on Rt. 9 in Westboro. There will be a full course dinner, live entertainment, door prizes, dancing, a visit from Santa and much more. Employees may bring guests.

Tickets are on sale now or \$10 per person and can be purchased from the following people:

Dave Covell, YWO, DTN 292-2225
Rhonda DiMartino, YWO, DTN 292-2271
Donna Sarrasin, YWO, DTN 292-2275
Rita Pennie, NAO, DTN 233-2211 ext. 18
Linda DiTullio, OGO, DTN 276-9325
Theresa Cash, MLO, DTN 223-4074

Internal Test Symposium set for February

The second annual Internal Test Symposium (INTESM II) will be held on February 28, 29, and March 1 at the Sheraton Tara in New Hampshire.

The first morning will consist of tutorials on specialized test topics to reach newcomers and review the basics and philosophy of test and automatic test equipment (ATE). Instructional information will be disseminated on in-circuit testers (ICT) and dynamics high speed functional testers (DHSFT), testability rules, artificial intelligence, networking and software tools. In the afternoon, invited vendors of test hardware and software will present non-commercial research papers on their efforts to advance the state-of-the-art.

The next two days will be devoted to INTESM's theme of "Test Technology: Needs and Challenges — Leading Digital into the Future." Two technical sessions will be run in parallel in the morning and afternoon of both days.

Dick Ringleb is the steering committee chair. Jeannie Flynn has been named INTESM II program coordinator. All correspondence and inquiries can be directed to her at APO2/C14, DTN 289-1770.

Registration forms will be prepared and distributed according to an existing INTESM mailing list. If you wish to be added to the list, please contact Jeannie Flynn.

Rainbow group moves

The Rainbow Business Group has moved from Marlboro to a new facility on 30 Porter Road in Littleton, (location code LJ02). The DTN is 282 plus the four digit extension. The outside number is (617)486-2111.

Outside callers should dial 486 plus the four digit extension.