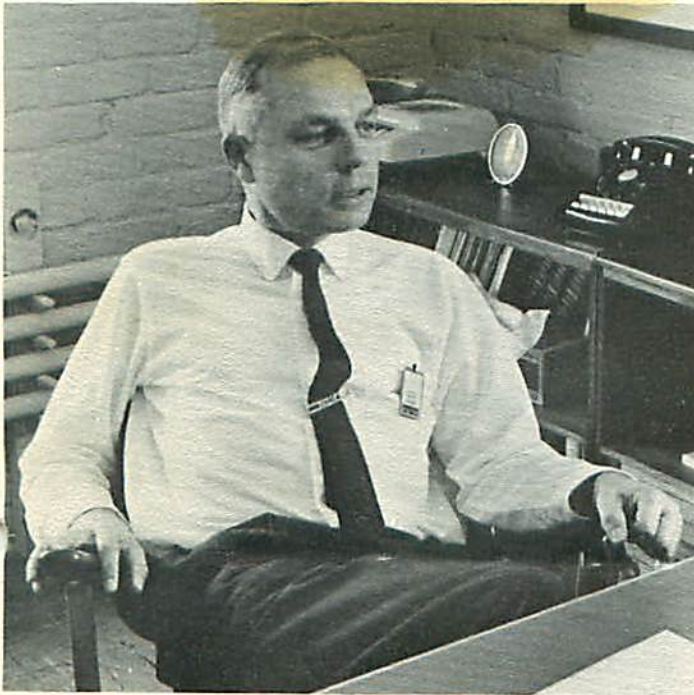


Harry Mann Becomes Digital's New Treasurer



President Ken Olsen has announced the election of Harry Mann as our new Treasurer. As chief financial officer, he is responsible for the financial and accounting functions of the Company, and other related administrative activities.

Mr. Mann was formerly Vice President and Comptroller of Walter Kidde & Co., Inc. of Belleville, N.J. Prior to this, he served as an Assistant Plant Engineer for General Foods Corporation, Hoboken, N.J.

He is a past president of the Financial Executives Institute (Newark Chapter), and has served on several of its national committees. He is currently a member of the Board of Trustees of Stevens Institute of Technology.

He holds an M.S. degree in Industrial Management and an M.E. degree with distinction in Mechanical Engineering, both from Stevens; and is Past President of the Institute's Alumni Association.

Listed among his hobbies are choral singing, music, and gardening.

Mr. Mann and his wife Edwina now reside in Sudbury. They have three children: Richard, 23; Nancy, 21; and Linda, 16.

DEC Sales Meeting Has International Flavor

Digital's mid September Sales Meeting had an international flavor, as representatives from DEC offices around the world were in attendance.

DEC Sales Manager Ted Johnson said that the meeting was the largest of its type ever held here. Generally, sales meetings will be held on a quarterly basis. "The meeting represents a significant step in the merging of our foreign offices and domestic force into one sales organization," commented Ted. "It gave foreign salesmen a good opportunity to become more familiar with the way we conduct the sales program in the United States," he added.

DEC's product line managers addressed the group, and outlined our general marketing plan for the future. The salesmen were also briefed on the various areas of support they could count on from the home office.

The General Sales Meeting was held at the Old Mill, in Westminster, Mass., and other sessions, including a tour of Module Production Area B, were held at the plant here in Maynard.

Mike Ford covered one of our important application areas, typesetting. He went into the history of computer-aided typesetting, and explained our Worcester Telegram and Evening Gazette installation.

Continued On Page 7

PDP-6 Training Course Hailed As Success

Nineteen Digital salesmen and sales office managers attended the company's first PDP-6 Sales Training Course, held at the Old Mill in Westminster, Mass. The four day course (Sept. 13-16) offered comprehensive sessions, starting at 9 a.m. and lasting to 10 p.m.

Theme of the Seminar was: "Get to know both technical and sales aspects of the PDP-6."

Three Teletype consoles were on hand for demonstration purposes. Authorities from several DEC departments presented material on the PDP-6 hardware and software and such diversified subjects as time sharing, quality control in manu-

Continued On Page 7

DEC Employees Report Varied Vacation Fare



Response to the questionnaire on DEC employees' vacations wasn't very encouraging numerically, but proved quite interesting.

The number of round trip miles varied considerably, from the short 200 mile vacation to New Hampshire by Ann Marie Fasulo to the 9,100 mile jaunt of Deborah Hawkins which covered eight countries.

Deborah reports a gondola ride in Venice, walk through the Flea Market in Amsterdam, trip to the Sistine Chapel, walk along the Seine River, Boat Ride in the Blue Grotto Caves, and snowball fight 20,000 feet up in Switzerland.

Brenda Perry confined her vacation activities to the Northeast, but still traveled 4,000 miles during her trips to the Worlds Fair, Cape Cod, and Connecticut.

Ginny Saunders and Sandy Beatty also went North for their vacations. Sandy enjoyed horseback riding, water skiing, sightseeing and such at Lake George, N.Y., while Ginny spent her Labor Day weekend at Quebec City, Canada Participating in a variety of activities.

Then too, there was the "vacation" enjoyed by Paul Scriven, who saw five states and two countries....on his way to a couple of weeks annual field training with the National Guard. As activities, at Camp Drum, New York, Paul lists mortar practice, night maneuvers, and a military parade.

Tech Publications Writer Shares His Mexico Trip

AN AMERICAN IN MEXICO

by Joan P. and Charles W. Braunhardt

Already one of the great vacation capitals of both North and South America, and rapidly gaining international fame, Mexico City - located 7,000 feet up in the heart of the Sierra Madre mountains - offers much to both the experienced and novice traveler.

Mexico City, although modern and much like any American city, abounds with pleasant reminders of its centuries-old culture cropping up here and there. Inexpensive but excellent tours are conducted throughout the city, and the visitor may select tours of the National Cathedral and National Palace, the University of Mexico with its beautiful colored-stone mosaic walls (tuition for residents is a mere \$16.00 per year), Chapultepec Castle where the French Emperor Maximilian and his wife Carlotta resided, the Museum of Anthropology, the centuries-old pyramids and Tula ruins, Floating Gardens, bullfights, numerous Cathedrals with gold-leaf hand-carved altars, and much, much more.

Trips to Cuernavaca (a command post used by Cortez), Taxco (capital of Mexico's fabulous silver industry), and Acapulco (a huge seaside resort), all to the west of Mexico City, are available for the more adventurous. The road to these towns winds over treacherous mountains where a 300 foot drop from pavement to the valley floor below is not uncommon. Elevation is between 5,000 and 11,000 feet, and for those not caring to drive or ride the mountain road a more level toll road may be used with no sacrifice in scenery.

But even with the numerous attractive side trips, Mexico City itself remains the greatest attraction. The Folkloric Ballet describes, in brilliant color and unsurpassed splendor, the history, customs, and traditions of the Mexican people.

The enormous Museum of Anthropology costs only 24¢ per person (8¢ on Sundays) for each four hour period, and you see the entire history of Mexico in this one museum.

For the gourmet the city offers numerous first-class restaurants offering international cuisine at half the price of comparable U.S. restaurants. Mexican hotels offer lower prices, neater rooms, better food and service, and a far more pleasant atmosphere than the brassy American-managed hotels. As for the summertime climate, the crystal-clear mountain air of Mexico City remains at a comfortable 72 degree temperature.

Unknown to many people, the official name of the country is Estados Unidos Mexicanos - the United States of Mexico - and is comprised of 29 states plus the Federal District, or Mexico City. There is almost no language barrier since many people in this Spanish-speaking nation also speak English, which is now a required school subject. Nor is there any problem converting dollars to pesos, the national decimal-based currency. Mexican hotels, banks, and businesses are well accustomed to exchanging currencies and, unlike some foreign countries, will give you an honest exchange of 12.49 or the maximum 12.50 pesos to the dollar.

The Mexican people are courteous at all times, not because they are looking for a big tip but because they want all visitors to their country to like them. Unfortunately, many American visitors tend to return this courtesy with a grossly superior attitude which annoys our neighbors "South of the Border." Perhaps the most significant contribution to international good will we at Digital can make is to demonstrate the same attitude of mutual respect toward foreign nationals that we show to our fellow employees - the same attitude that keeps the many diverse personalities in our company working together effectively.

New Module Production B Boosts FLIP CHIP Capacity



Continuous Flow -- Module Production B assembles modules in a highly mechanized, continuous line of four conveyor-fed sections. Shown here is the second section, where transistors and other multi-lead components are inserted by hand. In the foreground is the automatic soldering machine.

Digital's new Module Production Facility, Module Production B, is running in high gear. Located on the ground floor of Building 4, it is assembling and testing the 20 highest-volume FLIP CHIP Modules required by our combined computer and module sales...and doing so at a record rate of speed!

Meanwhile, Module Production A has been concentrating on production of the 120 types of FLIP CHIP Modules needed in smaller quantities. As a result, production has been up considerably on these modules, too, generally the newest, most complicated, and most specialized types.

Module Production B makes more widely used modules, those which sell by thousands each month. The minimum order which is produced in Module B, in fact, is one thousand.

As to complexity: if detailed handwork is required, the order generally goes to Module A. Boards using many transistors, coils, or potentiometers, for example, with leads that must be hand inserted, are not suitable for the assembly techniques developed in Module B.

Module B assembles modules in a highly mechanized, continuous line of four conveyor-fed sections.

In the first section, four machine operators insert diodes, capacitors, resistors and other tubular, two-lead components into etched, drilled boards.

Transistors and other multi-lead components are inserted by hand in the second section, the assemblers making use of a new pressure-holding jig to position components while trimming and crimping leads. As the last step in the second section, the boards are machine soldered.

Degreasing follows soldering, and then the assembly girls in section three perform inspection and touch-up operations. Another new aid developed here to help the inspectors detect possible troubles is the light box, which reveals the shadow of the etched wire on the back of the board while the front is being examined.

In the fourth section, the boards, until now handled four-up or as "quads," are cut into single cards, handles are attached and numbered, and modules are tested automatically and packaged in clear plastic envelopes by a new machine. This step completes the flow along the assembly line.

Repairs are made at side benches when faults are detected during the assembly operation and at the automatic testing station when electronic faults occur.

The module types being built in Module B are those containing high proportions of diodes, capacitors, and resistors, since these components can be inserted by machine. In some cases, board layouts are revised to position all the components of each type in a straight row.

As new modules move into the high-volume category in response to demand by module customers and our own computer and system-building departments, they are re-examined to determine whether new layouts would make them more suitable for assembly in Module B. New components are also studied to find those which will help us to produce our modules more economically and make them more useful to the customer.

The establishment of Module Production B has already boosted FLIP CHIP capacity to more than 30,000 modules each month. This boost in supply, combined with a continuing rise in sales, paints a bright future for Digital's modules and those who build them.



Final Touch-Up -- Mary Colombo applies final touch-up to a FLIP CHIP Module. Looking on is her supervisor, Gloria Porazzo. Over 55 girls work in Module Production A.

Digital's Annual Fall Outing F

The rains threatened but never came...in fact there was nothing to dampen the spirits of Digital employees, family, and friends who enjoyed a variety of activities during our 1965 outing, at Camp Ararat.

The softball game attracted so many players that at times you could spot six outfielders on each team. Others were seen during the course of the day, playing badminton, volleyball, horseshoes, and football.

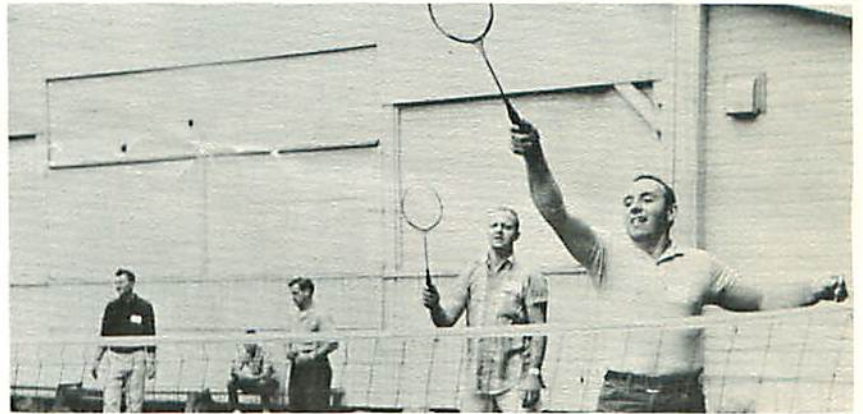
Children were in stiff competition for first, second, and third place ribbons in sack races, tugs of war, and three legged races. The pie eating contest attracted children and grownups alike.

Amusement rides, puppet shows, good food and plenty of it...there was something for everyone, and everyone seemed to enjoy it.

And after a concert by the Maynard Community Band, DEC's own Ed Mayall completed the day's fun with his square dance calling. Ed called more difficult numbers for the experienced dancers, and taught a few to the beginners.



atures Activities For Everyone



Stiff Tournament Play At Digital's Golf Outing



Digital's Golf Outing -- As you can see, DEC golfers enjoyed a good day for playing the links and handsome trophies to reward their efforts during the 1965 summer season.

Digital's Annual Golf Outing last month at the Pinecrest Golf Course featured a chicken barbecue, trophies to the three winning teams in regular season play, and 19 winners in stiff tournament competition played during the course of the day.

The Digital golfers were divided into three flights for tourney competition.

In Flight One, Jim Davis posted the low gross score. The three winning net scores were garnered by Ken Pierce, 1st place; Bob Maroney, 2nd; and John Rodenhiser, 3rd. Driving contest winner was Fred MacLean, while Jim Davis took the hole-in-one competition.

For Flight Two, low gross was turned in by Earl Cain. Low net scores were posted by Jim Wengler, 1st; Don Zereski, 2nd; and Bill Lee, 3rd.

Tom Erickson won the driving contest, and John Stephnowicz came closest in the hole-in-one competition.

Flight Three, low gross winner was Ron Chestna; while low net scores were reported by Bob Daigneault, 1st; Herb Norton, 2nd; and Ron Wilson, 3rd.

In the non-league guests tourney, Win Hindle posted the low net score (using Callaway handicap).

Golf balls were awarded for prizes, as another successful Digital golfing season came to a close.

Winter Bowling Starts-- Summer Result Reports

Digital's Winter Bowling League started this month, and will last until some time in April of next year. The League meets Tuesday nights at Tutto's Bowling Alley.

Right now, the Digital bowlers are looking for substitutes; and any employee interested should contact one of the committee members; Ed Simeone, Jim Sullivan, Bob Lemon, Nancy Funderburk, or Jan Buscemi.

Summer Roll-Off Results

In the Digital Summer Bowling League Roll-Off, held last month, the team of Charles Mantel (Captain), Derrick Chin, Jim Sullivan, and Susan French won a hard-fought battle for the championship. They bested the quartet of Marilyn Cunningham (Captain), Bill Scales, Paul Alizio, and John Peicher.

Since other commitments made it impossible for Charles Mantel and Susan French to compete, their average was used to determine the scoring.

The championship team was the winner in the second half of Digital's summer bowling season. Marilyn Cunningham's squad was the winner in the first half. Roll-Off results were determined by total pin fall for three strings.



Bob Bocek Opens New Rochester Office

A new sales office has been opened in Rochester, N.Y., to service the New York State Area.

The Rochester Office--located at 455 Empire Boulevard--becomes the twelfth United States sales outlet on Digital's growing list. We also have foreign subsidiaries in Canada, Germany, France, England, and Australia.

Robert P. Bocek of Maynard, has been selected to open the new office, which will handle sales and service for such major Digital computer users as the University of Rochester, Syracuse University, General Railway Signal Company, Rensselaer Polytechnic Institute, and the Cornell Aeronautical Lab.

Bocek, an Electrical Engineering graduate of Union College in Schenectady, formerly worked at Digital as an Applications Engineer, and served as an Electronics Design Engineer with General Dynamics, in Rochester and Raytheon Corp., in Bedford, Mass.

Telephone number for the new office is A716-482-2310.

New Equipment Orders Highlighting The News

University of Rochester

An on-line time sharing computer system for experimentation with its new Emperor Van de Graaff Accelerator has been ordered by the University of Rochester in New York from Digital. Delivery is scheduled in January 1966.

The system will be used by the university's Nuclear Structure Research Laboratory for time-shared computation and on-line data acquisition for several nuclear experiments. Major elements of the system are PDP-6 and PDP-8 computers and a new intercommunication subsystem.

The PDP-6, which integrates the equipment and programming needed for time-sharing use, will serve the computation needs of several groups of researchers in the Structure Laboratory and will perform on-line analyses of experimental data taken and sorted on the PDP-8.

Battelle-Northwest

A high-speed data acquisition system has been developed by scientists at Battelle-Northwest, Richland, Washington, for initial use in a planned series of nuclear reactor containment system experiments.

The system, or multianalyzer, will serve as a high-speed data logger and pulse height analyzer in work being performed at the Pacific Northwest Laboratory which Battelle operates for the Atomic Energy Commission.

DIGITAL SALES MEETING Cont. From Page 1

facturing, sales support from Maynard, preparation of proposals, peripheral equipment, system configurations, and how to sell against the competition.

Mike also announced two other developments: (1) the ANPA Research Institute will soon devote a monthly bulletin to one of our typesetting installations, and (2) in mid October, he will give a talk on typesetting by computer to a group of newspaper production men at the New England Mechanical Conference, in Boston.

The company now looks forward to an even more comprehensive sales effort as a result of the meeting, which was, in fact, a familiarization session to better inform Digital's U.S. and foreign salesmen with marketing plans, product applications, company policies, and our new product line organization.

PDP-6 TRAINING COURSE Cont. From Page 1

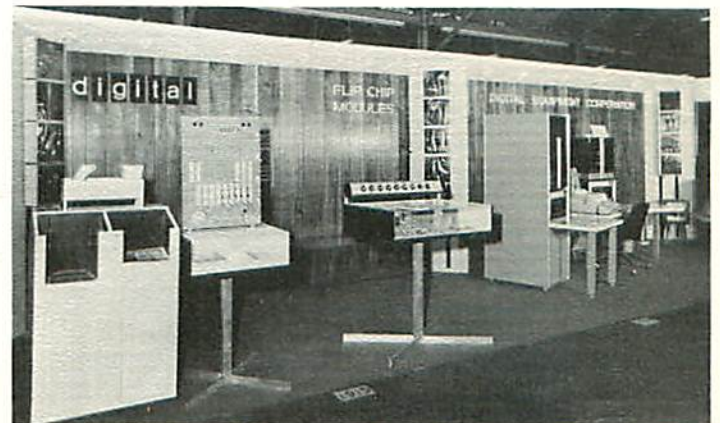
Digital Vice President Harlan Anderson addressed the group, and Mr. Martin Ellis, a consultant from MARCOM, reviewed the methods being used to investigate markets for large computers.

A humorous note in the curriculum occurred the last night of the session, when professional entertainer Bill McDonald was introduced to the group as the Head of Data Processing at NASA. So skilled was the highly researched "double talk" with which he opened that it took a while for the audience to realize it was all a joke.

Prizes given for the top three scores on the course's final examination went to (1) Ron Smart, Australia; (2) Geoff Finch, England; and (3) Jim Burley, Maynard.

Representatives from all Digital's Foreign subsidiaries, Germany, France, Australia, Canada, and England attended.

After the course concluded, PDP-6 Marketing Manager Pres Behn said: "The session seems to have been a success. Test scores indicate that most salesmen learned what they needed to know, and this is due in no small part to the effort contributed by the many DEC people who acted as instructors."



Before the Show Opened -- The only time we could get a good photo of Digital's Western Electronic Show and Conference booths was before the show opened. During WESCON, a continuous flow of interested prospects mingled among (l to r) Digital's literature display, Logic Laboratory, FLIP CHIP Modules, and PDP-8s. The show was held last month in San Francisco, Calif.

SEPTEMBER ANNIVERSARIES

Eight Years

Harlan Anderson
Kenneth Olsen
Stanley Olsen

Six Years

Loren Prentice
Madeline Tracey

Five Years

Nancy Labowicz
Marion Murphy
Vera Silva
Brad Towle
Barrett Prichard

Three Years

Fay Gee	Stefan Mikulski
Patrick Greene	Robert Oakley
Frank Grudinski	Edmond Pruett
Winston Hindle	Nancy Survilas
Lawrence Kearney	

Four Years

Annie Bickford	Mildred Gibson
Denice Caron	Velma Grasseler
Florence Elwin	Lorraine Hendley
Veijo Epailys	Michele Moore
Margaret Chauvin	May Raynor
Richard Flaherty	Gloria Rego
Harriet Fouratt	Mildred Rigney
Dorothea France	

Two Years

Raymond Baum
Janet Buscemi
John Culkins
Robert Daigneault
Clair Lombard
Nancy Funderburk
Fred Haefner
James Hastings
John Jorgensen
Aimo Kangas
Thomas Karpowski
John Larkin
John Leng
Elsie Oliver
Sarah Peterson
Virginia Roche
Donald Vonada
Carlton Vose

One Year

Georgiana LoMaglio
Phyllis Rudnick
Anne Casey
Paul Pileeki
Robert Bezokas
Jean Hanagan
Jonel Sutton
Dorothy Allen
Robert Pate
Norma Darling
William Freer
William Fries
Everett Hatch
Robert Kudera
Anthony Padula
Edward Maxwell
James McPherson
Donald Witcraft
Elfriede Jacobi

NEW FACES AT DIGITAL

Paul Stapel	Maynard	Module Assembly	Nancy Ganoë	Marlboro	Module Prod. B
Russell Moser	S. Acton	Sm. Computer Prog.	Elizabeth Dickinson	Chelmsford	Module Prod. B
Mary Smith	Ayer	Module Prod. B	Patricia Cripps	Nabnassett	Module Prod. B
Leonard Contrastano	Littleton	Field Service	Leotis Blake	Bolton	Module Prod. B
Ann Marie Duval	Fitchburg	Accounting	Marion Bartlett	Marlboro	Module Prod. B
John Doerrler	Littleton	Field Service	Veronique Turner	Marlboro	Module Prod. B
Arlene Gintner	Ayer	Module Prod. B	Rachel Mafera	Sudbury	Module Prod. B
Norman Anderson	Maynard	Accounting	Joan McInnis	Stow	Module Prod. B
Phyllis Boxill	Ayer	Module Prod. B	Angela Fraticelli	Leominster	Module Prod. B
Rebecca Cuddy	Maynard	Module Prod. B	Dora Hallett	Maynard	Module Prod. B
Gina DiMarzio	Leominster	Module Prod. B	Enis Engel	Stow	Module Prod. B
Maria Froias	Shirley	Module Prod. B	Jeanette Bourgeois	Maynard	Module Prod. B
Richard Krachune	Hudson	Module Prod. B	Janet Kendall	Maynard	Module Prod. B
Gertrude Nill	Ayer	Module Prod. B	Karen King	Ft. Devens	Module Prod. B
Thelma Nuland	Calif.	Sales (S.F.)	Mary Wegiel	Stow	Module Prod. B
Peter Shebak	Littleton	Module Prod. B	Diane Linton	Hudson	Module Prod. B
Lillian Tremblay	Leominster	Module Prod. B	Jeannine LaFortune	Marlboro	Module Prod. B
Marga Balyeat	Shirley	Module Prod. B	Gay Achilles	Marlboro	Module Prod. B
Carolyn Brooks	Maynard	Accounting	Pauline Frantz	Ft. Devens	Module Prod. B
Renate Beauregard	Lowell	Module Prod. B	Ellen Lowell	Hudson	Module Prod. B
Kathleen Conrad	Maynard	Module Prod. B	Ruth Hunter	Sudbury	Module Prod. B
Lieselotte Crain	Shirley	Module Prod. A	Marguerite Paul	Maynard	Mech. Eng.
Teresa Holmes	Maynard	Module Prod. B	Margaret Poe	Ft. Devens	N.E. Sales
Joan Kilpatrick	Littleton	Module Prod. B	Judith DeMambro	Maynard	Module Prod. B
Vincent Marshall	England	Module Prod. B	Betty Landrith	Alabama	Module Prod. B
Harry Mann	Sudbury	Sales (England)	Lillie Cook	Ft. Devens	Sales (Huntsville)
Anita Mulcahy	Groton	Accounting	Gloria Fiamingo	Bolton	Module Prod. B
Frank Murgida	Saugus	Drafting	Catherine Fitzpatrick	Marlboro	Module Prod. B
Patricia Napolitano	Maynard	Quality Control	Margaret Mikrut	Maynard	Module Prod. B
Norma Surprenant	Littleton	Module Prod. B	Ada Little	Littleton	Module Prod. B
Barbara Schleyer	Hudson	Module Prod. B	Gloria Staples	Ayer	Module Prod. B
Anita Tetreault	Sudbury	Module Prod. B	Dorothy Betz	Ayer	Module Prod. B
Jean Rota	Marlboro	Module Prod. B	Betty Grant	Hudson	Module Prod. B
Karl Aromaa	Maynard	Module Prod. B	Candance Hammond	W. Acton	Module Prod. B
William Ferrara	Framingham	Sales	Helen Sanders	Marlboro	Module Prod. B
Beviah Ryan	Hudson	Final Test			Module Prod. B
		Module Prod. B			