

digital

MAYNARD

DIGITAL THIS WEEK



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October 8, 1984

DECmate III word processor, LQP03 printer introduced

Digital introduced the DECmate III word processor in New York City on October 1, announcing the immediate worldwide availability of the Taiwan-manufactured system.

The new DECmate, introduced at the Info '84 trade show along with the LQP03 letter-quality printer, is designed for people who handle large amounts of text, but who also need full communications ability and key office applications. Its features include a significantly smaller system unit and lower price than the DECmate II office workstation, and is Digital's first system of any kind engineered and manufactured in Taiwan.

The DECmate III's system unit measures 12 inches long, 11 inches deep and five inches tall. The system includes two 5-1/4 inch floppy diskette drives, monitor, keyboard, and WPS word processing software, and retails for \$2,695. In quantities of 100 or more, the price is \$2,100 per system.

In addition to English, WPS software and country kit keyboards are available in French, Spanish, German and Italian. Software adaptations are also offered in four Scandinavian languages.

Available options include an integral modem and an auxiliary processing unit (APU). The modem communicates at either 300 or 1200 baud and has both auto-answer and auto-dial capabilities. The APU contains a Z80A microprocessor[®] which allows the DECmate III to run optional DECspell software as well as a variety of



The new DECmate III word processor is Digital's first system engineered and manufactured in Taiwan.

CP/M[®] based office support applications such as Multiplan[®] and DECmate-DBMS.

The DECmate III word processor is designed to complement the DECmate II office workstation. The latter supports either a second dual disk drive or a hard disk with a master menu and graphics for increased storage and performance.

"The DECmate III word processor fits right into the family," says Jim Gallagher, manager of the Office Workstation Group.

"It provides professional word processing and a cost-effective link to ALL-IN-1 inte-

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Telecommunications Industry Marketing group formed

Digital has formed a Telecommunications Industry Marketing Group to focus marketing efforts on strategic worldwide telecommunications companies, equipment manufacturers, and new network services companies. Such companies include European PTTs; U.S. telephone operating companies; telecommunications manufacturers like Northern Telecom and Rolm; network services companies like GTE Telenet, MCI and Western Union; and larger telecommunication conglomerates such as GTE, ITT, Siemens and AT&T. Digital has long been a leader in supplying products and services to this industry.

This new group has responsibility for defining product and application requirements, and for marketing and promoting all appropriate Digital products and services to this industry. It also has the task of analyzing and proposing new marketing op-

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Manufacturing Operations changes announced



Kevin Melia has been appointed Manufacturing External Resource manager, reporting to Bill Hanson, vice president, Manufacturing Operations.

Reporting to Kevin in his new position

will be Ray Michel, Distribution manager; Paul Mantos, Materials manager; and Frank Atter, Demand and Supply manager. Also reporting to Kevin as well as to Ron Payne, manager, Corporate Purchasing, is Pete Seuffert, Corporate Purchasing man-

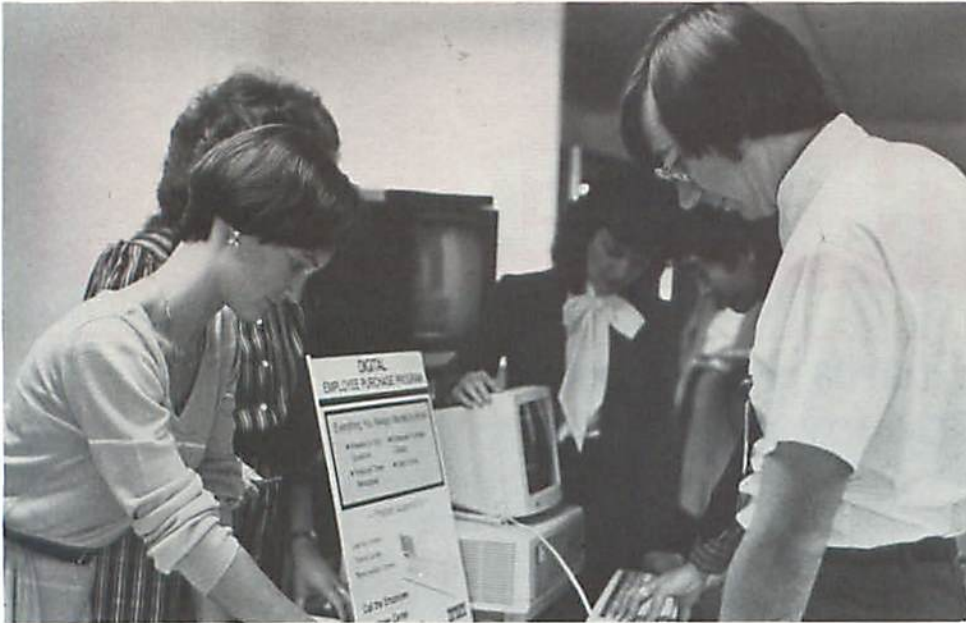
ager, Inventory Purchasing.

Concurrently, Dan Infante, Manufacturing Controller, will assume additional responsibility for the Manufacturing Processes which originally was the responsibility of Kevin Melia.

Functional roles from the Business Center that previously reported to Kevin, such as Management Information Systems, Finance and Personnel, will now be handled by the Area Manufacturing Managers.



Dan Infante



(l-r) Sally Stebbins, Marketing manager for the Employee Purchase Program, explains to Tim Kingsley, Senior programmer analyst, how he can buy a personal computer during a demonstration day held recently in West Concord.

University of Washington receives combination of grants from Digital

The University of Washington has announced that it is undertaking a cooperative program with Digital to develop innovative computer applications in higher education. The agreement with Digital will provide the university with a combination of grants and provide discounts towards future purchases, up to a potential value of \$15 million made over the next three years.

Initially, the agreement will provide the university, which is located in Seattle, with 40 Digital personal computers and a matching grant that will enable it to obtain two Digital VAX computers.

The agreement sets up a mechanism for the university to submit proposals to Digital for developing instructional software, as well as software for linking computers through local and campus-wide networks. Approved projects will be eligible for support from Digital through matching equipment grants.

The program is designed as the Isis pro-

gram. It is aimed at providing computer literacy and learning tools for non-traditional users as well as sophisticated networks of small, medium, and large computers for researchers and advanced students.

"We are most pleased to implement this agreement," said Digital's Dave Grainger, vice president of West and Central States. "Digital believes the University of Washington will continue to be a leader in computing within the educational environment."

"Digital is increasingly committed to developing quality instructional software for use in campus-wide computing environments," said Digital's Bob Trocchi, manager, Education Computer Systems. "Our continuing partnership with the University of Washington is a sound investment in the future of educational computing."

During the three-year program, key personnel from the University of Washington and Digital will meet periodically to exchange information on the network design and computer developments. While the university will retain title to any course materials that are developed within the program, Digital may license and distribute the materials.

Learn SAMNA on the Rainbow

SAMNA® (1 day)

Learn how to use the word processing capabilities of SAMNA on the Rainbow using the CP/M operating system. The student will be able to create, edit, format and print a finished copy quickly and efficiently. The course is presented in a combination of lecture/lab exercises with the emphasis on the student getting as much

International travelers must abide by Import/Export regulations

Employees traveling for the corporation to countries outside of the United States including Canada, must get Import/Export documentation for material being carried by them. This is the same documentation that is required as if they shipped the material via the Distribution Organization.

To abide by Import/Export documentation regulations, forms required by the U.S. government and the importing country must be completed. The corporate policy is to limit the use of hand-carried material due to the risks involved, both to the corporation and the individual, from inadequately documented material found during custom checks. These risks include seizure of the material, fines, penalties and criminal prosecution. Sufficient advance planning is needed to allow for shipment of material via normal channels.

In the event of an unavoidable need to hand-carry material, the traveling employee must properly complete a shipping/billing authorization (SBA) form. The following information must be provided on the form: complete ship-to address, quantities, part numbers, descriptions and an explanation of the transaction. Each line item should also include the Maynard List Price (MLP), if available, or an estimated value. The SBA form must also have an authorization signature from the cost center manager. This form is then used by the documentation group in the Employee's facility or a facility nearby to complete all Import/Export documents required.

If the material will be brought back to the U.S., there are additional forms that must be completed for U.S. Customs prior to leaving the United States. Upon re-entry to the U.S., arrangements must be made for clearing this material through U.S. Customs.

Employees should allow at least three days before departure to complete the Import/Export documentation process.

For more information, contact the Customs Department at DTN 288-5221.

DIGITAL THIS WEEK



Editor: Jane Littlejohn

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.

"hands-on" experience as possible.
November 1, 29

To Enroll

Please fill out the OA Internal Enrollment Request, available in the OA Catalog or on flyers, and mail it to the OA Registrar, PKO3-1/B11. For further information, call the Registrar at DTN 223-5820 or 223-2872.

SAMNA is a trademark of SAMNA Corporation.

Dick Farrahar named Engineering and Manufacturing Personnel manager

Dick Farrahar has been named Personnel manager, Engineering and Manufacturing, responsible for all Personnel activities in these organizations. He reports to Jack Smith, vice president, Engineering and Manufacturing, and John Sims, vice president, Corporate Personnel.



Dick Farrahar

Dick has been with Digital since 1970. He spent six years in the Field Organiza-

tion working with sales, new products and Personnel with the Central Region. Dick also spent two years as Manufacturing Personnel manager in Westminster and was worldwide Personnel manager for Computer Systems Manufacturing for five years. For the past two years, he has been Personnel manager for Marketing and Finance/Administration, and has served as a member of the Personnel Management Committee.

He holds a BA from Merrimack College and a MA from Catholic University in Washington, D.C.

Ralph Gillespie appointed manager of the Government Manufacturing Group

Ralph Gillespie has been named manager of the newly-formed Government Manufacturing Group, Mid-Atlantic and Southern States Area Manufacturing, reporting to Abbott Weiss, Area Manufacturing manager.

In his new position, Ralph will be responsible for planning and executing complex, non-standard government project business for all areas of the United States.

A Digital employee for eight years, Ralph's most recent assignment has been as manager of the Low-End Business Center. Previously, he was Boston Plant manager for two years and nine months. His experience at Digital includes Quality and

Engineering Operations Management in

Westminster and Albuquerque. This past year, Ralph chaired Digital's task force responsible for the Applicant Tracking System for the National Urban League Convention.

Before joining Digital, Ralph did government project work at Ampex. He holds an associate's degree in electronics from the Air Force School of Electronics and a Business Law degree from Los Angeles City College.



Ralph Gillespie

Dave Copeland named CAEM Product Development group manager



Dave Copeland

Dave Copeland has been named manager of the newly created CAEM Product Development group, effective October 8. He will be responsible for CAEM market group engineering including the CIM Engineering group, and product management for all other CAEM development activities. Dave will also manage the program for joint development activities between CAEM and Manufacturing. He will

report to Peter Smith, vice president, CAEM, and function as a member of Bill Johnson's staff.

A Digital employee for four years, Dave's most recent position has been as Site Engineering manager for the Large Vax Engineering group.

Before joining Digital, he worked in various software development management and senior consultant functions at Ford Motor Company and as a Computer Center Director at Broome Community College and Broome County. Dave holds a BS degree.

DEC24 services available to IEG customers

In a new cooperative venture, the Internal Equipment Group (IEG) and DEC24 are now offering the services and benefits of DEC24 to IEG customers.

Designed originally for the exclusive use of revenue customers, DEC24 offers off-the-shelf delivery of personal computers. IEG will call in an order to DEC24 and delivery can be expected within a week of order submission.

Currently, DEC24 has Professional, Rainbow and DECmate personal computers available. For most application software, IEG customers should still go

through the Software Distribution Center in Northboro.

To take advantage of this delivery process, fill out an Internal Order Form and Capital Appropriation Request and submit with the appropriate signatures to IEG at VRO3-3/E7.

If a product ordered is not available through DEC24, customers will be notified and informed when to expect the item from IEG's regular sources. In any case, IEG and DEC24 guarantee that a workable system will be sent.

For information, call DTN 273-3515.

Employee Stock Purchase Plan enrollment

All non-participating employees who were hired on or prior to June 1, 1984, are eligible to participate in the Employee Stock Purchase Plan.

The next payment period begins December 1, 1984. To participate, obtain a prospectus from your local Personnel Office.

To enroll, complete the pre-addressed Enrollment Card provided on the back page of the prospectus.

All enrollment cards **must** be received in Investor Services **no later** than November 21, 1984, in order to begin participation December 1, 1984.

IDECUS sponsors fall symposium

The fall 1984 Internal DECUS Symposium will be held at the Sheraton Conference Center in Boxborough, Mass. on Wednesday through Friday, November 14-16. Symposium programs are being mailed the week of October 8.

This fall's symposium features keynote speakers Bel Cross, Corporate DIS Manager, on Wednesday morning; and Rose Anne Giordano, Vice President, Large Systems Marketing, on Thursday morning.

Amy Wohl of Amy D. Wohl and Associates, an office automation consulting and publishing firm, is Friday's featured guest speaker.

There will be over 70 sessions for employees to attend ranging from product updates to new techniques and technologies.

To help attendees select the sessions of most interest to them, many sessions have been grouped within major topic tracks. These topics include: DECtalk, Document Preparation Tools, Information Management, Integration (of VAX and DECsystem-10s and DECsystem-20s), Manufacturing, Networking, Personal Computing, Videotex, and VAX/VMS V4.0.

A large exhibit hall will feature booths staffed by personnel from product, service, and technical support groups. Demonstrations will be on-going in many booths. Descriptions of sessions and exhibit hall booths are included in the Symposium Program (see below).

Employees must pre-register by November 9. There will be no walk-in registrations allowed. Registration forms will be included in the Symposium Program. Please register early; seating is limited. Only full-day registration will be available. However, employees may want to consider the exhibit hall-only registration option.

For more information, contact the IDECUS Office at DTN 273-3383, or at (617) 264-3383.

Digital introduces 'SAVE' investment and savings benefit for employees

Digital has just introduced a new employee benefit called SAVE for Salary Accumulation Vehicle for Employees. This savings and investment plan becomes effective on January 1, 1985.

In order to take advantage of the benefit, employees have to enroll in SAVE. Information about the program has been sent to employee homes, along with a security code and instructions for enrolling by touch-tone telephone. The actual enrollment kit was distributed through interoffice mail.

Employees who have not received a statement or enrollment kit, should contact their local Personnel office. If you haven't received a security code, notify Investor Services.

To allow discussion and answer questions about the plan, meetings are being held at Digital facilities throughout the U.S.

Following are answers to some of the more commonly asked questions about the savings and investment plan.

General

Q: WHY IS DIGITAL INTRODUCING THE NEW PLAN?

A: Your future financial security is important, and Digital is committed to helping employees build retirement income. Historically, Digital has been providing a pension plan and paying half of your social security taxes. But, these two benefits were never meant to replace 100% of your income. The primary responsibility for your long-term savings rests with you. Now through SAVE, Digital is providing you with a vehicle that offers the potential for substantial long-term savings along with current tax breaks that you wouldn't otherwise have. Plans like this are available only through employers.

Also, this is a good *time* to introduce the new plan. Recent changes in federal tax laws allow employees to save on a before-tax basis for their future security. It is one more way to help assure an adequate retirement income.

Q: WHY IS DIGITAL WAITING FOR IRS APPROVAL ON SAVE?

A: The IRS has to approve SAVE in order for us to offer it as a benefit. To get IRS approval, the plan has been designed to meet all the government's requirements. We submitted the plan in June, and we are still awaiting government approval. Although very unlikely, if any plan changes are required to obtain or maintain IRS approval, you will be notified.

Q: WHAT ARE THE ELIGIBILITY REQUIREMENTS?

A: There are no age or length-of-service requirements. All full-time and part-time U.S. employees are eligible to participate in SAVE. Temporary employees are not eligible.

Q: WILL MY CONTRIBUTION TO SAVE AFFECT MY OTHER BENEFIT PLANS?

A: No. There will be no effect on your other Digital benefits such as life insurance, disability income, pension, ESOP, the Employee Stock Purchase Plan and social security. What's more, Digital has no plans to change your pension or other benefits as a result of this new plan.

Q: WHY IS THERE NO COMPANY MATCH ON SAVE CONTRIBUTIONS?

A: Basically, there are two reasons. First, we regularly review all our benefits in terms of employee needs and in terms of what the competition is doing. Right now, we feel that the Digital package is where it should be in terms of those factors. Our judgment is that the plan can be a successful addition to our benefit package in its existing form. Also, it's a cost issue. We don't feel that adding company dollars is the best use of Digital's resources at this time. Apple, Control Data, Data General, and Honeywell are examples of other organizations that have decided on the approach we've taken.



Taxes

Q: WHAT WILL THE COMPANY REPORT ON MY W-2 FORM, FOR TAX PURPOSES?

A: Your W-2 form will show your gross earnings after *subtracting* your contributions to your SAVE account. That figure will determine your taxable income for federal income tax purposes. Depending on state law, this lower amount may also appear for state income tax purposes. Most states permit 401(k) deductions.

Q: IS SOCIAL SECURITY BASED ON GROSS OR AFTER-TAX INCOME?

A: Gross income.

Q: WHO CAN I TALK TO FOR ADVICE ON THESE TAX MATTERS?

A: Because tax laws can be complicated and do change from time to time, you should talk to someone who's up-to-date on them. A lawyer, banker, financial counselor, tax expert, or accountant can help you take advantage of any tax savings you qualify for. It is inappropriate for anyone from Digital to give you such advice.

Investment Options

Q: IS THERE ANY INFORMATION AVAILABLE ON FUND PERFORMANCE TO HELP ME DECIDE WHERE TO INVEST MY SAVINGS?

A: Each of the four funds is described briefly in the enrollment kit. Prospectuses and financial reports on funds B, C and D are also available at the SAVE meetings, from Personnel or directly from the Vanguard Group. The Vanguard Group's telephone number is 1-800-532-7025 nationwide except Pennsylvania and 1-800-362-0530 in Pennsylvania. More current price information on funds B, C and D — that is, Vanguard's Prime Portfolio, Windsor Fund and Explorer Fund — is listed in the financial pages of your daily newspaper under mutual funds. From time to time, certain magazines publish articles that rate the performance of mutual funds, including those managed by Vanguard. You may want to do some research on your own.

Q: HOW WILL I KNOW WHAT MY ACCOUNTS ARE WORTH?

A: Twice a year, you'll receive a statement from the Plan Administrator showing what's gone into and come out of your account. Starting March 15th, 1985, you'll be able to use the touch-tone telephone system to get an update on your account balance. Balances will be updated monthly.

Contributions

Q: BY HOW MUCH WILL MY WEEKLY TAKE-HOME PAY BE REDUCED IF I CONTRIBUTE TO SAVE?

A: You can estimate that weekly amount in two steps. First, find the amount you would set aside each year based on the percentage (2% to 3%) you want to contribute. You can find this amount by looking at your personalized statement or the calculator wheel in your enrollment kit. Second, divide this annual savings amount by 52.

The reduction in your weekly take-home pay would actually be less than this amount. That's because part of that money would have been paid in taxes if you had not contributed it to SAVE. How much of that money would have been paid in taxes depends on your tax bracket.



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 Market-place, which is first come, first served. The next four issues and deadlines for *DTW*:

Oct. 22 issue — Oct. 10 deadline
 Nov. 5 issue — Oct. 24 deadline
 Nov. 19 issue — Nov. 7 deadline
 Dec. 3 issue — Nov. 21 deadline

Swim volunteers are needed

Volunteers are needed to work on a one-to-one basis with physically disabled adults in a swim program co-sponsored by the Massachusetts Easter Seal Society and the Minuteman Chapter Red Cross.

The program is offered at the Bedford Veterans Administration Hospital Pool on Spring Street. Classes are adapted to meet the needs of each swimmer. Adult classes will run from 9:30 to 10:30 a.m. Volunteers will, at all times, be supervised by a trained water safety instructor. A volunteer training session will be held on October 13.

For more information on becoming a swim volunteer, contact the Easter Seal Society at (617) 482-3370.

Metpay offices closed Columbus Day

All Metpay offices in the New England area will be closed Monday, October 8 for the Columbus Day holiday.

Employee Purchase Program catalog is available

The first edition of the Employee Purchase Program catalog is available for all employees and their families. The catalog is a shopping guide for products that are immediately available from the warehouse. It also includes terms and conditions of the program, instructions on how to order and an employee purchase order form.

A partial listing of the products in the catalog includes: personal computer systems including Rainbow 100B, 100+, DECmate II, Professional 350, printers, Digital Classified Software products, accessories and supplies.

The catalog includes only those products that are available "off-the-shelf." Products not featured in the catalog can be ordered by employees at reduced prices, but delivery and availability will vary by product.

Employees will receive copies of the new Employee Purchase catalog through inter-office mail. Additional copies may be obtained at local Learning Centers.

Meac sponsors third roller skating party

The Maynard Employee Activities Committee (meac) is sponsoring its third roller skating party on November 13 at the Roller Kingdom on Route 62 in Hudson, Mass. Free admission tickets will be available for all participants.

Nutrition program at Stow

Stow Health Services will hold the second segment of their four-part series on nutrition currently being offered free of charge to all interested employees. Joan Salge, R.D., M.S. will present a lecture on "High Blood Pressure and Diet - What's the connection?" on October 11 from noon to 1 p.m. in the Health Fit Room. In addition, the Stow cafeteria will feature a "Halt the Salt" day on October 25.

Correction

The meac Arts and Crafts Fair will be held at the Maynard Elks Club on Saturday, November 10 not Sunday as listed in the September 24 issue of *Digital This Week*.

Advanced Studies scholarships for Digital dependents

Digital dependents living and attending high school in Massachusetts are eligible to receive scholarships for the Massachusetts Advanced Studies Program and those in New Hampshire may obtain scholarships for the St. Paul's Advanced Studies Program.

These six week summer programs are designed for exceptional high school students between their junior and senior years with the intention of providing the best possible preparation for college admission. During the program, students learn to cope with a college workload in a boarding environment, while receiving a complete program of college and career guidance.

The Massachusetts Advanced Studies Program (MASP) is a residential program held at Milton Academy in Milton, Mass. Students may only apply through their local public or parochial high school (students attending private high schools are not eligible). The selection process begins in September of the student's junior year, and if a student is nominated by their high school, an application will be forwarded to the student by MASP. Of the 400 recommendations submitted, MASP will choose approximately 250 students to attend.

The St. Paul's Advanced Studies Pro-

Marlboro Activities Committee holding flea market

The Marlboro Activities Committee is holding a flea market at MRO3 on October 20. Rain date is October 21. Sign-up forms are available by calling Eleanor Malcolm at DTN: 278-4285.

Boylston opens new Sales Communication Center

The Sales Training facility located in Boylston has recently opened a new Sales Communication Center for use by students attending Sales Training programs, the sales force throughout the area, and other interested Digital employees.

The library has publications including Sales and Competitive Update, Digital Press, Software Product Descriptions, Training Seminar catalogs, pre-course study materials and the latest brochures, handbooks, and data sheets on Digital products and a myriad of audio visual cassettes.

Jody Shea is the Sales Communication Center Specialist in Boylston. For more information, contact Marguerite Shaw at DTN 245-5270.

gram is a residential program held at St. Paul's Academy in Concord, New Hampshire. Students are recommended by their high schools but any 11th grade New Hampshire student who wishes to apply may do so by contacting the St. Paul's Advanced Studies Program admissions office at (603)225-3341. Each applicant is interviewed individually and approximately 200 students are selected to attend. St. Paul's application deadline is November 1.

Students for both programs are accepted on the basis of high school grades, the recommendations of principals, counselors and teachers, aptitude tests, and, in the case of St. Paul's, a personal interview. No applications through Digital are necessary for either program; dependents of Digital employees are identified through MASP and St. Paul's applications processes.

Digital pays the total tuition for any employee's child attending either program. Application fees, books, lab fees and spending money are the responsibility of the student.

Any questions regarding the Massachusetts and New Hampshire Advanced Studies Programs should be directed to Judi VonDohlen, Corporate Community Relations, at DTN 223-5320.



APPLIANCES

DISHWASHER, portable Sears, can go in-the-counter, butcher block top, \$100, B/O, Catherine, 225-6369

ELECTRIC DRYER, Maytag, can be coin operated, \$75, B/O, Claire, 279-5854

WASHER/DRYER SET, Kenmore hvy duty, used 1yr, maint agreements, almond, \$590, B/O, Marjorie, 289-1163

GAS DRYER, G.E., 2yrs old, white, \$175, MaryAnn, 225-4554

FREEZER, 21.2 cu ft Gibson freezer, exc cond, \$400, Ken, 279-5755

AIR CONDITIONER, 10K BTU, Edison, exc cond, \$100, Mary, 617-897-9578 aft 6

STOVE, antique cast iron cook stove, gas w/wood box converted to gas log, lt green, \$300, Henry, 231-5338

REFRIGERATOR, gd working cond, handle needs minor work, \$40, B/O, John, 279-5372

CARS

'81 DATSUN 510, 4dr htchbck, auto, AC, AM/FM, rustprf, rear defog, new tires, \$5200, B/O, Barb, 223-4291

'84 FORD ESCORT, 2dr, auto, AM/FM, AC, 15.5K, rustprf, killswitch, exc cond, \$7300, B/O, Beth, 276-1365

'80 MAZDA RX7-GS, auto, sunrf, AM/FM, exc mech cond, blue, \$7500, Robin, 289-1057

'78 CHRYSLER TOWN/CNTRY STA WGN, gd SB tires, loaded, nds body work, \$2250, Dick, 225-4687

'81 GRAND LEMANS SAFARI WGN, AM/FM, AC, PS, PB, rf rack, rear defog, 66Kmi, \$5250, Bob, 275-6232

'83 TOYOTA CELICA GT, 2dr lftbck, 5spd, 26Kmi, AM/FM, rustprf, cruise cntrl, \$8500, B/O, Judy, 278-4247

'65 MUSTANG, 6cyl, 4spd, eng/trans re-blt 10Kmi ago, red, exc cond, \$4800, B/O, Art, 282-2411

'75 DODGE DART, 4dr, auto, AM/FM, slant6, new eng + radials, one owner, \$950, B/O, Robin, 259-3878

'72 CHEVY NOVA, auto, 6cyl, 85Kmi, reliable, nds muffler, \$400, Carl, 289-1072

'77 DATSUN 280-Z, 80Kmi, AM/FM, AC, no rust or rot, gd cond, \$3500, B/O, Norm, 231-7873

'77 HONDA ACCORD, htchbck, 5spd, re-blt eng, gold, \$2000, B/O, Robin, 223-2894

'76 CHEVY EL CAMINO, 3spd manual, PS, PB, no rust, new radials, maroon, \$2100, B/O, Wayne, 223-6634

'75 DODGE COLT SEDAN, 4dr, auto, 65Kmi, AM/FM, exc cond, little rust, vy gd cond, \$1000, B/O, Carol, 221-5337

'79 FORD LTD II, PS, PB, AC, AM/FM, sunrf, 62Kmi, great cond, \$3300, B/O, Lili, 293-2211

'81 F150 PICKUP, 3spd std, 37Kmi, 7tires, AM/FM-8 track, 6100 GVW, 2WD, \$5600, B/O, Allan, 231-4898

'77 DATSUN B210, 2dr, std trans, AM/FM, rear defog, body not great, exc mech cond, \$975, David, 292-2227

'76 GREHLIN, auto, 2dr, rustprf, AM/FM, exc, snows inc, runs exc, \$700, Patrick, 279-5998

'81 LTD, white walls, AC, mint cond, \$3500, Mike, 236-2548

'74 TOYOTA COROLLA, 4spd, AC, new tires + brakes, reliable, \$500, Dave, 229-6731

'74 MERCURY CAPRI, 4cyl, 4spd, 2000cc, 120Kmi, nds struts+ball joints, eng gd, \$300, B/O, Scott, 229-6521

'78 FORD MUSTANG II, 2dr, 4cyl, 4spd, one owner, 50K mi, AM/FM-tape, brown, exc cond, \$2700, Joan, 292-2551

'83 BUICK LESABRE LTD, 2dr, V6, 20Kmi, loaded, white w/blue landau, velour int, \$9000, B/O, Steve, 288-6843

'40 CHEVROLET, completely orig, many new parts, drive anywhere, \$4500, Paul, 243-2218

FURNITURE

LOVE SEATS, plaid, colonial style, \$125ea, Ralph, 223-4649

SLEEPER SOFA, 82", rust-brown-tan striped, in gd cond, \$250, Carrie, 231-6602

SOFA + 2 CHAIRS, contemp, gold-beige, velvet, BXSPRING/MATT, king sz, B/O, Jocelyn, 225-5607

MISCELLANEOUS

ATTACHE CASE, woman's, leather, w/strap, orig \$85, used once, \$50, Steve, 223-7354

WOOD STOVE, Franklin, cast iron, gd cond, \$150, B/O, Neil, 247-2975

SPEAKERS, Sonab OA14A loudspkrs, omni-directional, 8 OHM, \$300; 17" Sony TV, Dave, 289-1944

SHOES, red+wht pumps, w/knot, sz 7; black satin sandals, sz 7, orig \$40ea, \$15ea, Lisa, 223-1902

LOUDSPEAKERS, by Klipsch, La Scala spkrs, 45-17,000 HZ, fully horn-loaded, \$1100, Spencer, 275-6224

SERVICE MANUAL, for all '78 and '79 Toyota Celicas, \$10, John, 223-3491

TI 99-4A HOME COMPUTER, programmed cass recorder, 2 blank tapes, still boxed, \$100, Sharon, 223-8246

CARPET, new, 100% cotton, Keyserl, made in Turkey, 4x6, never used, \$1200, B/O, Juanita, 232-2317

CAMERA, 35mm Canon Ftb, manual, 50mm 1.8 lens, case, 2x Vivitar teleconverter, \$150, Bill, 249-4535

COAT, sz 12, brown suede, fake fur trim, mid-thigh, belted, \$40, Maggie, 293-2221

SPEAKERS, Infinity Column II, crisp, clean sound, orig \$700, \$350, B/O, Michael, 289-1671

STOVES(2), Jotul woodstove, \$350; Franco coal stove, \$450; both used 1yr, William, 225-5186

POLAROID AUTO PROCESSOR, 35mm, make instant color + B&W slides, brand new, \$65, Tom, 223-2366

FIREPLACE SCREEN, brass, mesh curtain, fits 37"W x 24"H, \$35, John, 289-1477

WOOD STOVE, Temp-Wood, only 2yrs old, exc cond, \$250, Roger, 231-4232

LAWN MOWER, Toro, 4HP, self-propelled, rear bag, cost \$500 in Aug, now \$460, B/O, Bruce, 276-9105

WOOD STOVE, imitation Jotul, used 2 seasons, looks bad-works good, you haul it, \$30, Velda, 229-6247

MOTORCYCLES

'81 HONDA CB650, low miles, black, exc cond, \$1500, B/O, Woody, 288-6137

'80 SUZUKI GS450, 8Kmi, sissy bar, garaged, red, mint cond, \$900 firm, Dick, 292-2159

PETS

YELLOW LAB, 7mo old male, purebred, AKC, all shots, \$250, Vin, 273-3547

REAL ESTATE

PITTSBURG, NH, 6 wooded acres, w/2rm camp, scenic, price negotiable, Neil, 223-5595

BERKSHIRE LAND, Clarksburg, MA, 11.5 acres, on Rt8, 2 springs, trout river, \$18K, neg, Derrick, 239-5208

JOHNSON, VT, 2.37 acre building lot, near Stowe, hill-side, water+elec there, \$12K, Fred, 225-4084

WESTMINSTER, 6rm split, 3brdm, DR, liv rm w/frplc, eat in kitch, deck, \$79.9K, Ray, 221-5492

NOVA SCOTIA, 50 acres, woods+fields, conv to ferry, boating, fishing, shopping, \$15.5K, Rick, 242-2565

RECREATIONAL VEHICLES

LASER II, w/main, jib, spinaker, trapeze, new shrouds, exc shape, minimal use, \$2300, Rick, 251-1861

'84 HEGREGOR, 25', fully equipped, ready to sail HP eng + trailer inc, \$10K, Dan, 231-6576 aft 3

CAMPER, Coleman Valley Forge pop-up, slps6, stove, cooler, heater, screen hse, \$2200, B/O, Brian, 289-1075

BOAT, 14' aluminum, Mercury 4.5HP, Dilly trailer, galvanized, will tilt, \$850, Phyllis, 223-6881

RICHARDSON CABIN CRUISER, 30', twin Chrysler engs, galley, head, slps5-6, \$5K, B/O, Carole, 221-5340

'77 ATCO TRAILER, slps6, 31', \$10K; '75 COACHMAN CAMPER, slide-on, slps6, \$3500, B/O, Liz, 223-4437

RENTALS

HOUSE, Stowe, Vt, slps6, private, fully equip, wd stove, beaut views, wk/wkend/seasonal, Joan, 249-4610

HOUSE, Maynard, 11rm, 5brdm, 2bath, lg kitch, 1yr lease no pets, ideal for group, \$1200, Jean, 257-1327

CONDO, Hudson, 2brdm, 2bath, LR, DR, delux kitch appl, deck, gar, wshr/dryer, \$700/mo, Laurie, 223-3674

HOUSE, Hudson, 3brdm cape, 1 1/2 bath, porch, gar, quiet area, part furn, 10/1, \$800/mo+utils, George, 223-6020

SKI CHALET, Wht Mtns, NH, 3brdms, 2bath, frplc, slps6, Loon, Cannon, Mittersill, \$425/wk, Marcia, 231-5141

TIMESHARE CONDO, Bolton, Vt, LR, 2bath, kitch, frplc, peal foliage: avail 10/14-22, \$450, Tim, 231-4607

TIMESHARE TWHSE, LakeWinnepesaukee, 2brdm, 2bath, balc, all comforts, 10/20-27, \$550, Sonja, 234-4607

APT, Northboro, 2brdm, LR/DR, 1st flr, new kitch, WW, pool, heat/hot wat inc, Dec 1, \$650, David, 237-3144

HOUSE, Burlington, 7rms, 3brdm, 2bath, 1 car gar, \$900/mo+utils, Joe, 223-1150

CHALET, N. Conway, slps7, 1 1/2 bath, fully furn, view, wkends: \$125, Cornel, 247-2066

CARIBBEAN VILLA, U.S. Virgin Islands, maid, pool, car, Barbara, 273-3314

ROOMMATES

M/F, spacious 2brdm Worcester apt, hrdwood flrs, \$162+1/2utils, Kris, 223-2366

M, non-smoker, 25, looking to share apt, Chelmsford-Westford, w/ M/F non-smoker, \$2-300/mo, Doug, 223-1471

M/F, non-smoker, share 2brdm ranch, Waltham, nr 128 & Pike, quiet, self-directed, \$150+utils, Ken, 223-5195

M/F, 40+, share 3brdm Northboro house, \$300/mo, utils inc, Betty, 278-4258

SPORTING GOODS

EXERCISE BIKE, Sears, 655mi, orig \$109, exc cond, \$60, B/O, Carol, 234-4406

BICYCLE, ladies Sears Free Spirit, 5spd, \$50, Joanne, 245-5214

COMPOUND BOW, Ben Pearson Shadow, 55-70lb, 31" draw, 50% letoff, removeable quiver, \$110, Guy, 282-2589

BIKE, men's CCM 10spd, \$75, Bettianne, 226-7118

ROLLER SKATES, Precision, sz 7, like new, white skates, yellow whls, \$10, Paula, 231-7260

BICYCLE, BMX Mongoose, w/3pc Ultra Dyno cranks, new tires, mint cond, \$275, Paul, 273-3519

BICYCLE, girl's Raleigh 3spd, 21", 26" whls, green, vy gd cond, \$60, Bill, 231-4785

WANTED

RACQUETBALL PLAYERS, women, for Thurs nites at Granite Racquet Club, Acton, Elaine, 234-4408

HARP, for beginner harpist, Brenda, 251-1260

GR-2000, for parts, reas price, Paddy, 269-2118

TYPEWRITER, electric, IBM or Royal, ASAP, Nancy, 276-8427

MG TD or TC, price established by condition, Rod, 238-3362

Technical Seminars

This is an integrated calendar of seminars HLO, MRO, TWO, APO, LTN, ZKO, and MLO.

Unless otherwise indicated seminar locations are as follows:

- APO Gold Room
- HLO Hall of White Mists
- LTN Cafeteria
- MRO Dec 10/20
- TWO Cafeteria
- ZKO Babbage Aud.
- MLO Mill Caf. Con. Room
- APO 289-1226 ERIE::CARMEAN
- HLO 225-5057 HUDSON::EMCDONALD
- LTN 229-6242 PHENIX::JPOTTER
- MRO 231-5097 KL1031::CSMALL
- TWO 247-2643 BERGIL::SLINN
- ZKO 381-1057 ZEKE::CONDON
- ZKO 381-8346 ZEKE::MHURLEY
- MLO 223-6262 MILRAT::PRUITT

- Oct. 11 3:00-4:30 TWO**
Udaya Shankar / University of Maryland
Time Dependent Communication Protocols
- Oct. 12 11:00-1:00 APO**
Dennis Hebert
How to prepare and make a technical presentation for a major conference (Video)
- Oct. 12 10:00 HLO**
Ibrahim Hajj / University of Ill.
"Switch Level Simulation"
- Oct. 15 3:00 HLO**
De Musicus / M.I.T.
"Image Processing"
- Oct. 17 10:00-12:00 APO**
Camille Sahely, P&DS
Packaging technology on a Sperry 1100/90 mainframe computer
- Oct. 17 8:30-12:30 MLO**
Miki Kearney and Debbie Fillmore / DECsim group Hudson
DECsim
- Oct. 18 10:00 HLO**
Frank LIN / Digital
"ESD Protection - The Achilles Heel of

- VLSI/ULSI Chips"*
Oct. 18 2:00-4:00 ZKO
An Overview of LISP
Speaker: Richard Hart
The talk will emphasize features of systems in the area of artificial intelligence, symbolic mathematics, and systems programming. (Video)
- Oct. 24 3:00-4:30 TWO**
Bob Twiddy / Group Engineer Manager for European Network Engineering
ISDN and Communications of Tomorrow
- Oct. 25 10:00 HLO**
John Brown / Digital
"Microde Hardware Tradeoffs of the Scorio in CPU"
- Oct. 26 3:00 HLO**
Allen Dewey / U.S. Air Force
"VHSIC Hardware Description Language (VHDL) Development Program"
- Oct. 26 10:30-12:00 MLO**
John Manzo / Corp. HW Eng Process
Managing Complexity - A Competitive Imperative
- Oct. 30 10:00 HLO**
Keith Gutfreund / Digital
"Hercules: Automatic Test Generation for Scan Designs"
- Nov. 8 2:00-4:00 MLO**
Ned Forrester / Video and Terminals Maynard
The Dragon Chip Set
- Nov. 15 9:00-12:00 MLO**
Kerry Bensman / Rainbow Group Littleton
The Product Development Cycle - The Rainbow
- Oct. 19 9:00-10:00 and 10:30-11:30 A.M. 1:00-2:00 and 2:30-3:30 P.M.**
One day - four one hour lectures.
NII Quaynor - MRO
The Design and Programming of Multi-processors
- Oct. 25 2:00-3:30 P.M.**
Bob Glorioso
High Performance Systems

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 ACTON (AKO) MAYNARD**
From Amherst, NH, Doug Ryder DCV #63, 288-7606
- TO ACTON (AKO) MAYNARD**
From Salem, NH, Rick Jaeger DCV #138, -6120
- TO ACTON (AKO)/MAYNARD/STOW**
From Townsend, Groton area, Brian Buda DCV #118, 276-9532
- TO MARLBORO**
From Nashua, NH, Westford, Jim Mahan DCV #67, 231-4446

- From Worcester,** Bruce Roseen DCV #89, 231-6001
- From Watertown, Newton,** Ron Lusk DCV #119, 231-7157
- TO MAYNARD/STOW**
From Burlington, 128 area, Jim Byrne DCV #108, 223-4168
- From Allston, Brighton, Brookline, Newton,** Terri Dedman DCV #105, 223-4286
- TO MAYNARD**
From Peabody, Phil Baxter DCV #107, 223-1961
- From Nashua, NH,** Bob Cormier DCV #123, 275-6232
- CARPOLS**
- TO SPITBROOK**
From Cambridge, Lance Simon, 381-2638

DECmate III . . .

Continued from page 1

grated office systems. It demonstrates Digital's commitment to product and systems compatibility."

LQPO3 printer

The LQPO3 is a low-cost, daisywheel printer that delivers high-quality text. The full-character impact printer has an expanded 130-petal daisywheel which provides one symbol per spoke rather than two, eliminating carriage shifting.

Print wheels for multinational characters, scientific/mathematical symbols and other special characters are available. The LQPO3 prints 25 characters per second (cps) in 10-pitch Shannon text and 34 cps in 12-pitch triple-A text.

New features also include an easy-to-use ribbon cartridge and "soft touch" push-button controls for feeding paper. The new printer can accommodate fanfold, multi-part, pre-printed or plain sheet paper up to 12 inches wide on a standard friction feed.

The printer costs \$1,395 per unit. Sheet feeder or bidirectional tractor feeder are optional. The LQPO3 is designed for use with all of Digital's personal computers, word processors, workstations and shared systems.

Z80 microprocessor is a trademark of Zilog, Inc. CP/M is a trademark of Digital Research, Inc. Multiplan is a trademark of Microsoft, Inc.

Telecommunications . . .

Continued from page 1

portunities for Digital in the fast-growing telecommunications services market.

Until a manager is named, Bob Schmitt, manager, Communications Marketing, will serve as acting manager of Telecommunications Industry Marketing. The new group reports to Bob Hughes, vice president, Business and Office Systems (BOS) Marketing, which also includes Office and Information Systems Marketing and Engineering, DECtalk Marketing and Communications Marketing.

Digital Information Systems offers Network User course

October 29 - November 2 Bedford

Designed for network users, application programmers, and systems and network managers, this 5-day course introduces the basic features and programming techniques of DECnet networks. Basic user utilities, file manipulation, remote command terminals, transparent and nontransparent intertask communications are some of the topics. The important concepts of logical links and network management are also presented.

Prior to taking this course the student should have completed the VAX/VMS Utilities and Commands Course and the Network Concepts-SPI Course.

To enroll, call the DIS Registrar at DTN 249-4670.

Learn about Digital's personal computers

Digital wants its employees and their families to know as much as possible about the company's personal computers. To help meet this goal, an Employee Purchase Program Open House for Massachusetts and New Hampshire employees and their families will be held on Monday, November 19 and on Tuesday, November 20 from 6 to 9 p.m. at the Sheraton Boxboro.

Rainbows, DECmate IIs, and Professional 350 personal computers will be demonstrated and available for use by employees. The program for the open house includes many activities so employees and their families can learn about the products and decide which one fits their needs. The Employee Purchase Program will have an order desk nearby ready to take employee orders and a cash and carry software sales bar for pre-holiday shoppers.

The exhibit hall at the Sheraton Boxboro will reflect typical environments of home users including a home study and children's bedroom. In addition, there will be a small business and future products area.

Project 50/50 computer camp sets computer excellence as third-year goal

Computer excellence is the third-year goal of the Project 50/50 computer education camp, which is sponsored by Digital and the French River Teacher Center. The computer education camp, introduced in 1982, received validation by the National Commission on Excellence in Education for the first year and has since been used as a model for computer camps throughout the United States.

To develop computer excellence, third-year students will concentrate on creating a town with businesses, where student teams will develop business software packages, answer employment ads and interview for jobs, and run businesses with their computers. The students in the third-year program, to be implemented next summer, have all completed the first two years of the program.

The idea for the computer education camp, Project 50/50, was developed by Lou Horner, group Personnel manager with Computer System Manufacturing, who realized that not all students are provided equal opportunities to prepare for the field of high technology. According to a Stanford University study, 90 percent of students enrolled in computer camps nationwide are white, 75 percent are males and 80 to 85 percent are from middle and upper class families. Therefore, Lou proposed the idea of having a camp that requires at least 50 percent of its participants to be minorities, female or economically disadvantaged people.

Lou says, "In the first year, students participating in the two-week camp spent 30



November 19-20, 1984
6-9 pm



Two sessions will be held during the open house to give an overview of the capabilities of the three systems and a question and answer period will follow. There will be break-out sessions to review specific software packages and sales representatives will be circulating throughout the hall.

An array of supporting services for the personal computer purchaser will be present and employees may speak directly

with representatives from field service, software service, peripherals and supply group, the Digital Credit Union, Learning Centers, and the Employee Purchase Program. Refreshments will be available.

Invitations for the open house will be sent to employees through the interoffice mail during the month of October.

Employees must register for the open house. For more information on the open house, call DTN 251-1231.

percent of their time learning to become computer literate, and 70 percent of the time on life coping skills. The second year, the ratio was reversed with students concentrating on computer competency. For the third year, they will be spending 90 percent of their time on computer excellence by integrating all of the software applications they have learned."

This past summer, Digital gave awards to 13 students for the most outstanding software packages. In addition, at this year's camp some students decided to build radios which required them to read schematic drawings, identify components and do wiring and soldering, Lou says.

Each year 180 high school freshman join the program as other students cur-

rently taking part in the camp matriculate to the next level. Next year when the program will be operating at full capacity, 5 students and between 40 to 50 teachers will be participating. Students and teachers are required to reinforce what they learn by attending weekly computer classes at their own schools during the school year.

Digital funds 75 percent of the program and the balance is paid for with state grants obtained by the French River Teacher Center. Approximately \$1 million worth of computer equipment, donated by Digital over the past six years to the Oxford Schools, is used for the computer education courses. During the course of three years, the program costs Digital approximately \$150,000.

CAEM announces BASEWAY software for integration on the factory floor

Digital's Computer-Aided Engineering and Manufacturing (CAEM) group and the company's Software Services organization have announced its BASEWAY manufacturing software product set for integrating shop floor information with manufacturing applications.

The BASEWAY product set follows several years of successful custom project manufacturing software installations at Fortune 500 companies. BASEWAY software allows for the integration of industrial controllers such as programmable controllers, robots, numerical control machines, terminals and bar code readers with manufacturing application software.

The BASEWAY product set consists of

three software components: the BASEWAY Application Bus, the Shop Floor Gateway, and the Programmable Device Support application package. These three components give users the ability to communicate to and from shop floor devices, translate specific information from industrial controllers to the host computer, and upload and download programmable controller programs while comparing and documenting them.

The BASEWAY product set helps manufacturers improve quality control, reduce scrap and rework, reduce operating costs and expand factory automation capabilities. The BASEWAY software operates on Digital's VAX and PDP-11 computers.