

digital

MAYNARD

DIGITAL THIS WEEK



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June 14, 1982

DECnet Phase IV

Digital announces Ethernet program

Digital is the first major computer vendor to announce a multi-year program to incorporate Ethernet protocols into its networking architecture, DNA (Digital Network Architecture), and to offer a full range of supporting products. Concurrently, the company announced plans to develop a computer-based system that will connect DECnet computer networks to IBM's SNA computer networks.

In order to implement the Ethernet and SNA Gateway programs, Digital is also announcing Phase IV of DNA. This phase enables a fourfold increase in network nodes, inclusion of network virtual terminals, network management facilities for local area networks (LANs), and independent support for communication servers. DECnet users therefore will have the largest selection of communications options in the in-

dustry: communicating via Digital's Data Communication Message Protocol (DDCMP), X.25 and Ethernet, or to SNA networks.

Additionally, Digital's commitment to Ethernet protocols and SNA access into DNA includes development of different communication servers. These servers link: terminals and other EIA devices to a

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People and products brought out the best in Digital



You can take Digital computers anywhere. And Spectrum proved it. Three 18-wheelers transported over 70 pieces of equipment at total of 18,000 road miles. Seated on terminal is Doug Towle, marketing manager. Clockwise, Bruce MacDonald, United Van Lines, and John Gwinn, Gil Tardiff, Bob Paradise, and Gerry Stricker, all of Digital.

The largest traveling presentation in Digital's history, "Spectrum" combined the excitement of a road show, the tradition of a seminar and the informality of a trade show. Digital said it was a "showing of our colors," because the whole spectrum of Digital's products and services were on display for the first time.

With the corroboration of 22 product lines and services, the roadshow was not only big in size but in complexity.

Starting out from Boston in February, they had eighteen shows ahead of them. Sixteen in the U.S. Two in Canada. Three eighteen-wheelers drove a total of 18,000 miles in 13 weeks with a modest crew of thirteen, technicians from Salem Manufacturing in New Hampshire, to set-up, cable and power over 70 on-line systems at each roadshow.

Equipment on hand included a VAX-11/750 and a VAX-11/780, DECmates, PDP-11s, line printers and dozens of video terminals. It took seven hours to set-up and five to break down. Doug Towle, marketing programs manager said, "We had more equipment in these showcases than Digital had at the National Computer Conference (NCC) last year."

The by-invitation-only seminar for customers and prospects, which attracted 1200 at its Boston inaugural opening, started out as a Technical Group project focusing on VAX but was expanded to include 22 product lines and service groups. Total attendance in North America was over 12,000.

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NE Region Sales training focuses on DECmate trainers

Digital primes its sales trainees for the office automation market

It's a new market, a new customer. And Digital's Northeast Regional Sales training staff is starting out their sales trainees with new ideas and a complete working knowledge of office automation.

As a phase of the Field Sales Development Program (FSDP), sales trainees, regardless of product line affiliation, will attend a seminar on the fundamentals of DECmate I. Starting in the first quarter of the new fiscal year, all FSDP trainees must learn how to demo a DECmate and sell it to their district team to graduate.

Bob Hughes, Northeast Region's sales manager, speaking at the "Discover DECmate seminar held in Merrimack this month, said, "We are trying to establish early in their career with Digital the habit of learning not only the concepts of how to sell the product, but learning the product itself. In a tough competitive environment like the Northeast Region, everybody can sell concepts.

"Very few people can take a concept, put the product on the customer's desk and convert the product into a benefit that solves the customer's problems. You have to convert the enthusiasm for the product into a solution for the customer. Enthusiasm and confidence come from being able to operate that system. Learn all the features, so you can turn around and convert that feature into a benefit."

Digital has had a traditionally technical sales force selling to data processing companies, research institutions and universities. With the announcement of the new series of office automation products, the sales force needs a re-education. Bob said, "We cannot continue to train only those sales reps affiliated with the Small Systems product line. It just does not make sense to ignore any opportunities to spread the word about our new products."

Experts from Sales Training and Digital's



Bob Hughes, NE Region's Sales manager.

retail stores led sessions on the operation, demonstration and possible applications of DECmate I. The first focused training on one product, the DECmate I seminars will be translatable into DECmate II, the Professional 300 series and Rainbow systems when available.

The Northeast region's new headquarters in Burlington, Mass., will house a special self-paced office automation learning center complete with equipment.

Graduates of the seminar, now Office Automation Experts, go back to their districts to share what they have learned with the other sales reps. This includes a demonstration for unit and district managers. Added to the criteria of FSDP training will be all current and newly announced products.

Digital releases Ethernet

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network (terminal servers), DECnet networks to DECnet networks (routers), and DECnet networks to other networks (gateways).

According to Bernard J. Lacroute, group manager, Distributed Systems Group, these announcements reaffirm Digital's commitment to distributed data processing. "We believe today Ethernet provides the most viable approach for solving lower-level protocol requirements of local area networking. The coupling of Ethernet technology with field-proven higher level protocols of DNA permits users to distribute their systems in local and long haul networks, effectively and reliably. The products are being developed now, and many companies in the computer industry have endorsed its Ethernet approach as the one they want to incorporate in their products.

"Our new DECnet/SNA Gateway system will enable DECnet users to connect their computers into the realm of IBM. These users will soon have the ability to tap the resources of IBM mainframe computers while keeping their minis available for distributed applications," he said.

The initial implementations of Phase IV DECnet will be on the VMS operating system for VAX-11 superminicomputers and the RSX-11 operating systems family for UNIBUS[®]-based PDP-11 minicomputers. Over the next three years, Phase IV DECnet will also support the DECSYSTEM-mainframes and the recently announced Professional 300 series of personal computers. Phase IV DECnet for VAX-11 and PDP-11 systems is scheduled to be available in mid-1983 and early 1984 respectively.

Incorporation of Ethernet in Phase IV DNA enables network planners to configure powerful local area networks that can be tied to remote computer systems via standard DECnet links. Digital's first Ethernet hardware products will be the DEUNA, a UNIBUS communications controller; Ethernet cables, and transceivers.

A PDP-11-based minicomputer system that will act as a gateway to interface DECnet to IBM's SNA networks is scheduled to be available in early 1983.

Employee Stock Purchase price announced

The buy price for the Employee Stock Purchase plan was announced as \$64.50 on June 1, 1982. The Fair Market Value was \$91.31 on December 1, 1981 and \$75.75 on May 28, 1982. The employee purchase price is based on the lower price less 15 percent. The employees who purchased stock for the December payment period made 17.4 percent on their investment.

Statements of Ownership and Stock Certificates were mailed the first week of June to employees who participated in the December payment period. The rollover

amount will show in paystubs the second week of June.

Employees who are participating in the June payment period had their first deduction taken from their pay on Thursday, June 3.

The Supplementary Contribution for the June payment period will be \$64.50 and will begin on July 5, the seventh week of the new payment period.

Over 21,000 employees purchased 314,000 shares of Digital common stock.

DIGITAL THIS WEEK



Editor: Christine Medeiros

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

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

1982 Spectrum wrap-up

People and products brought out the best

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The three internal service organizations led for their outstanding contributions were:

Creative Services who created the graphic theme of the roadshow repeated in all printed materials, invitations, displays, posters that were produced.

Media Services, who created the multimedia presentations for all the different product line presentations and provided the crew.

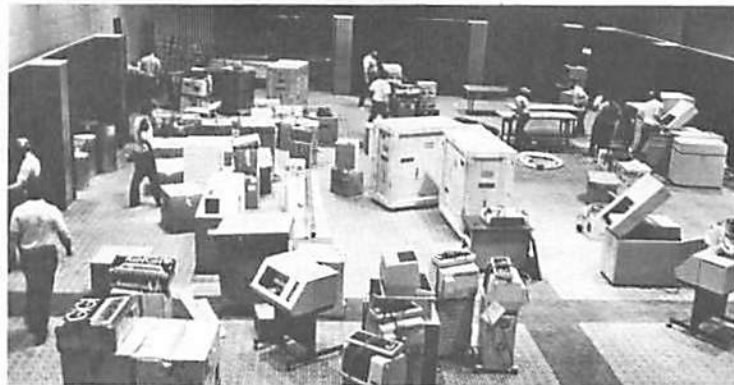
Salem Manufacturing whose technicians kept the show on the road.

Trade show representatives at each seminar were essential in investigating technical requirements of exhibits and hotel facilities. While Corporate Meeting Planning prepared contracts, handled negotiations and other details.

Through a committed and coordinated Sales effort, there was a qualified audience for each show to see the solidarity, range and compatibility of Digital products and people during a time of economic instability. Digital is a different kind of computer company.



*Cindi Cowles
Diana Giles, Tina Martine,
Tom Kenney, Gil Tardif, Gerry Stricker,
Dave Brancolini, Gary Lamy, Bob Paradise, John Gwinn
Joe Miccile, John Andrews, Bob Giles, Joe Perreira, Tom Hoyt
Spectrum's crew recreate the seminar's logo*



BEFORE - Crew begins to uncrate and prepare showcase in Atlanta, Georgia.



AFTER - Seven hours later, customers fill the hall.



Greg Miller, of Bedford's Media Services, readies the fifteen projectors used in the Spectrum's multimedia presentation.

Creative services awarded for Spectrum graphics

The graphics repeated in all the Spectrum Seminar series won first place in the Business Professional Advertising Association competition. Phil Francis, Fred Martins and Carol Obrion were the art directors for Marlboro and Maynard who worked on the project. Production artists and staff included John Celona, Ann Heinonen, Lynn Marion, Janet Roussa, Bob Spreat and Scott Williams.

Ed Services releases the Professional Computer Education Series

Professional Computer Education Series is a new line of video-based packaged courses designed primarily for business professionals and nontechnical computer users. It offers three levels of generated computer education unrelated to any specific hardware products and can be applied to all systems and applications.

Level 1 courses offer an overview of computer concepts, applications and programming principles. Level 2 courses provide an introduction to specific subject areas, such as data communications and data base management. Level 3 is more advanced, examining state-of-the-art application and design issues.

The courses are specially designed to build computer confidence, improve decision-making skills concerning computer operations and increase the efficient use of computer resources.

The Series is not a curriculum in the traditional sense, but rather a group of independent educational modules. The learning sequence is unrestricted; students can move freely from one level to the next according to their job experience and educational needs.

Each course is a self-paced package of videocassettes with supporting reference books. The instruction is application-oriented, featuring case studies and interviews with subject experts.

The following six courses in the Series are now available:

Level 1

Introduction to Computers in Business -

A nontechnical introduction to how computers are used as a business management tool.



TECHNICAL SEMINAR SERIES

HALL OF THE WHITE MISTS
HUDSON, MASSACHUSETTS

June 15 - 3 pm

Digital Panel - 2nd of Network Series

"Local Area Networks: Current Installation and Development Activities"

June 17 - 10 am

Don Ward, Stanford

"Optimizer" and "Capacitance Model"

June 18 - 10 am

Richard Newton, Berkeley

"Future of VLSI: Observations in the Industry"

June 21 - 10 am

James Frankel, Harvard

"The Architecture of Closely - Coupled Distributed Computers and their Language Processors"

June 25 - 3 pm

Mike Gordon, Cambridge University

"A High Level Language for Describing Synchronous Digital Behavior"

June 29 - 10 am

Lou Cohen, Digital

"Japanese Quality Technology and Software Engineering"



Computer Applications in Business: 10

Examples - A practical approach to acquiring a computer system, analyzing business needs and evaluating the cost effectiveness of computerization.

Level 2

The Manager's Introduction to Data

Communications - A nontechnical user's perspective of communications hardware, systems and services in banking, retailing, manufacturing and other industries.

Understanding Data Base Management

- A management perspective on the nontechnical aspects of data base capabilities that can help a company expand the versatility of its data resources.

Project Life Cycle: Structured Software

Development - A six-phased approach to business application software development for use in planning, managing and controlling the system development process.

Level 3

Networking: Design and Implementation of Computer Communications Networks

- A video adaptation of Digital's popular seminar of the same name examining the fundamental theory and concepts of computer networks.

All of the courses in the Professional Computer Education Series have been researched and produced by a team of Educational Services professionals. For more information on the Series call DTN 249-4282 or write Educational Services Marketing, BU/E55.

Add to your Skills

Registration is open for Office Education/Educational Services workshops in June. At the time of publication, there are openings for all of the classes listed. But many of them do fill up quickly, and it may be necessary to schedule you for a class at a later date.

Adventures in Attitudes June 28 (PK)

Basic Word Processing (3 days) June 28-30 (BU) (PK)

Basic WP for Managers/Supervisors (2 evenings) June 22-24 (PK)

Cost Center Expense Reports June 22 (PK)

DEC/SEC Procedures June 24 (PK)

EMS I (half day) June 17, 18, 30 (PK)

How to Dictate (half day) June 25 (PK)

Intermediate Word Processing June 21, 22 (PK)

Intro to Word Processing (half day) June 30 (PK)

Number Skills (5 days-2 hrs/day) June 28-July 2 (PK)

Office Use of DECsystem-10 (3 days) June 21-23 (PK)

Secretary/Manager Team Building June 30 (PK)

TECO June 23 (PK)

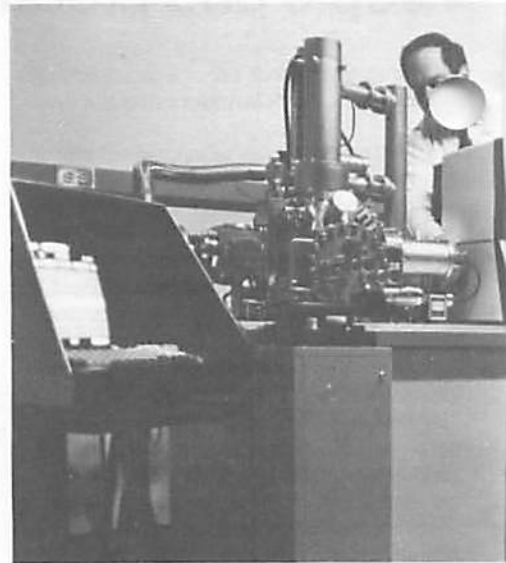
Terminal Typing (5 days-2 hrs/day) June 28-July 2 (PK)

Time Management for Secretaries June 25 (PK)

Understanding Style July 6, 28; Aug. 2 (PK)

To register, send a memo with your name, badge number, cost center and cost center manager's signature to Registrar, PK3-1/B11 or contact the training coordinator at your facility. For additional information, call DTN 223-5820 for word processing/technical courses or DTN 223-2872 for all others.

Components Tech Lab



Scanner Auger Microprobe-Senior Engineer Richard...
tem during the installation at the Components Techn...
Digital. To find out if SAM can help you, contact Rich...

The Components Technology Laboratory, through its Analytical and Surface Electron Microscopy group, now offers a full range of Scanning Auger Microprobe Analysis Services, Manager J P Keller announced.

The Auger instrument implements one of the leading electron microscopy techniques currently available for materials characterization. It also offers significant advances in analyzing the first few atom layers (10-20 Angstroms) of the sample surface using a very small sample spot (500 Angstroms diameter beam). Simultaneous ion etching and Auger analysis yields composition depth profiles.

expands



... makes final adjustments on the SAM detector system in the Lab at NR5. Analysis time is now available to all at DTN 234-4935.

Virtually all fields of research, engineering, manufacturing and quality control where chemical/physical problems exist benefit from this instrument by its ability to identify elements from Lithium (Z=3) to Uranium (Z=92). Specifically this instrument can help to answer questions regarding such problems as Corrosion, Contamination, Degradation, Fatigue, Cracking, Erosion, etc., in the fields of Semiconductor, Electronic, Metallurgy and Interconnect.

To find out if Scanning Auger Electron Microanalysis can help you resolve your problem, contact Richard Flutie, NR5/B4 DTN 234-4935.

Sales Training opens employees orientation course

Do you want to know more about the company that "Changes the Way the World Thinks?" Sales Training invites employees to attend the "Corporate Orientation Program." This course is a two-day non-technical program for Digital employees who have been with the company at least two months.

The course offers an overview of Digital's history and evolution, organizational structure and products. It also deals with the corporate philosophy, basic computer fundamentals, competition, field organization and internal resources to help employees understand this large corporation.

Classes are scheduled bi-weekly in Woburn and Merrimack. The program costs \$300, including lunch and refreshments. It runs from 8:30 to 4:30 both days, with a hands-on computer lab on day two. Call Maria Buehler, Dales training registrar, to register at DTN 245-5234.

Summer seminars from Ed Services

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

Design of Applications under VAX/VMS

This highly interactive four-day seminar focuses on application design approaches maximizing the use of the hardware and software. Three case studies of typical customer applications, data acquisition, process control and transaction processing, show how to exploit system features to achieve efficient design solutions for each application. Upon completion, attendees will thoroughly understand the interrelationship between system hardware and software functionality for design.

Prerequisites: The attendee should have attended "VAX/VMS Utilities and Commands" and should have a working ability to program in VAX-11 FORTRAN/MACRO August 10-13, Newton, Mass.

Real-Time Computer Applications: A System Design Seminar

In environments where industrial processes require continuous monitoring or where scientific experiments collect large quantities of data, many substantial paybacks are possible using real-time computer systems.

This application seminar focuses on critical issues relating to the design of these systems. In lectures based on actual experience, the seminar leader presents the fundamental concepts of real-time system design. Issues addressed include selection of system components, characteristics of data flow, and formulation of design specifications. Attendees should have previous computer experience and should have been involved with at least one major project—not necessarily a real-time system.

July 19-21, Boston, Mass.

Introduction to Datatrieve-11

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

- faster response to one-time queries
- new applications without the need for large programming staffs
- powerful record selection with subsetting capabilities
- flexible output, including generation of complex reports, complete data lists, lists of single fields, single items from a data set, totals, costs, averages and minimum and maximum of particular items.

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

July 19-21, Bedford, Mass.

Advanced Datatrieve Applications

This seminar is for Datatrieve-11 users who would like to use its advanced functions. Seminar topics include design of domain and record definitions and use of procedures, tables, validations and views. Other advanced features to enhance use of the interactive query language are the use of the report writer, maintenance of dictionary fields and maintenance of domains with evolving applications.

Prerequisites: "Introduction to Datatrieve-11" seminar or equivalent. August 2-4, Bedford, Mass.

PASCAL as a Second Language

This two and one half-day seminar for all persons interested in using PASCAL as a structural programming language presents an overview of the features, syntax and semantics of standard PASCAL. It covers standard data types, data structures, control mechanisms, procedures and functions. The seminar will present a thorough overview of the language. Project managers, systems analysts and managers and programmers will be especially interested in this seminar.

July 26-28, Boston, Mass.



SPECIAL NOTICE

In an attempt to catch up on the backlog of marketplace ads, DTW is asking employees not to submit any more ads for the rest of the quarter. We have accumulated enough listings to fill the next issue. Any ads submitted after this notice will be returned.

CARS

- '76 DATSUN B210, 2dr hatchback, 30mpg, some rust, aqua, \$1800, B/O, Holli, 274-6749
- '76 TRIUMPH SPITFIRE, exc cond, AM/FM, maroon w/tan top & upholstery, \$2500, Maureen, 236-2396
- '75 AMC GREMLIN, std, gd cond, new tires & battery, 24mpg, \$1200, Andrea, 280-7446
- '81 MAZDA RX7S, 5spd, AM/FM, toronado silver, \$9000, B/O, Vicki, 223-6737
- '80 CHEVY MONZA HATCH, 4cyl, 4spd, 34Kmi, \$4500, Phil, 234-4086
- '80 MAZDA RX7-GS, 5spd, sunrf, gd cond, Irish, 231-6411
- '76 OLDSMOBILE CUTLASS SUPREME, 350, V8, 2dr, AC, AM/FM, GD COND, \$1500, Wolfgang, 263-4628
- MONZA HATCHBACK, V6, PS, PB, AM/FM, 70Kmi, new tires, snows, rims, \$3450, Betsy, 223-3042
- '75 CHEVY LUV PICKUP, 95Kmi, new tires, shocks, exh, nds minor work, \$850, Denise, 234-4402
- '81 FORD COURIER, 4cyl, std, 5Kmi, fog lights, snows, exc mpg, mint cond, \$5900, B/O, Robert, 279-5257
- '73 CHEVY IMPALA, auto, 4dr, AC, PS, PB, AM/FM, \$995, Brian, 247-2028
- '79 PONTIAC FIREBIRD, V6, 40Kmi, new shocks, tires, AM/FM, rustprf, \$5300, B/O, Peter, 234-4232
- '76 GRANADA GHIA, 4dr, V8, PS, PB, PW, AC, AM/FM, other options, \$2500, Steve, 223-5222
- '80 FORD FIESTA, 31Kmi, 4spd, AM/FM, 39 mpg, decor pkg, exc cond, \$4000, B/O, Robert, 276-9178
- '72 PONTIAC LEMANS, V8, 2-tone, auto, new tires, gd cond, \$500, Brenda, 223-5458
- '81 TOYOTA SR5 PICKUP, 5spd, sports pkg, longbed, 11Kmi, stereo, 25/38mpg, \$8350 firm, John, 223-2308
- '71 FORD COMET, V8, auto, 80Kmi, reg gas, gd cond, \$600, Cathy, 223-3170
- '76 BMW 2002, vy gd cond, Michael, 223-3406
- '75 DODGE CORONET, 9pass wgn, rf rack, PS, green, \$600, Gordon, 223-8791
- '78 CAMARO, 6cyl, auto, 53Kmi, AM/FM, wire whls, white w/red int, \$4500, B/O, Cheryl, 223-9833
- '74 AMC HORNET, new brakes, exhaust sys, Donna, 223-7193
- '76 DODGE ASPEN, 4dr, 45Kmi, AM/FM, AC, PS, PB, auto, exc body, \$2500, B/O, Leslie, 223-8139
- '67 MUSTANG, runs well, gd cond, nds chrome, \$1500, B/O, Thomas, 236-2383
- '78 TOYOTA CELICA CPE, 5spd, grn, exc cond, B/O, Yeng-Fong, 223-6688
- '74 CAMARO, 4spd, 350 V8, AM/FM, exc running cond, \$1200, B/O, Bobbi, 223-1961

MOTORCYCLES

- '81 KAWASAKI 650CSR, black on chrome, 1000 miles, mint cond, must sell, \$2500, B/O, Maryann, 223-6642
- '78 HONDA 550K, 4cyl, black w/back rest, 2300 miles, like new, \$1300, Nolen, 234-4163
- '77 SUZUKI GS750, new in '78, Shori FM-2 fairing, Dyna III ign, blue, exc cond, \$1595, Larry, 223-2621

- '80 HONDA 900 CUSTOM, driveshaft, windshield, air shocks, K&G lugg&backrest, \$2900, B/O, Paul, 279-5356
- '78 YZ 250, gd cond, \$850, Charles, 223-7411
- '67 441C.C. BSA VICTOR, new clutch&cables, manual & wrenches, gd cond, \$700, B/O, Tom, 246-2417
- '76 CAN-AM, TNT-250, on/off rd, low miles, never in competition, w/accessories, \$450, Jonathan, 225-4994
- '78 YAMAHA 650SE, black, 7Kmi, 2helmets, chain&lock, exc cond, \$1700, Dave, 280-7241
- '68 HONDA 450, runs gd, spare engine, \$450, Hank, 249-4769
- '78 HONDA CB-550K, burg, exc cond, new tires, rack, 13Kmi, \$1400, Tim, 225-4859
- '80 SUZUKI GS550E, 1300mi, crash bar, windshield, lugg rack, backrest, \$1995, Jamie, 223-8367
- BULTACO MATADOR, 250cc motocross, nds work, gd price for gd bike, \$200, Bill, 221-5488
- '80 SUZUKI GS550L, 1800mi, absolutely mint, \$1850, B/O, Ray, 223-6682

MISCELLANEOUS

- SHERWOOD INTEGRATED AMPLIFIER, 70watts/channel, loaded w/options, asking \$260, Jayne, 249-4987
- SWING SET, 6-legged, 5piece, gd cond, \$25, Howard, 231-5235
- TRS80, Level I, 4K w/data anal & game software, \$290, Bill, 231-5122
- COLOR TV, Heathkit GR2000, nds new picture tube, \$100, B/O, Tom, 231-7479
- ALUM DOORS (2), 1" thick, 2'8" x 6'8" and 3' x 6'8", gd cond, B/O, Tom, 223-2168
- POOL ACCESSORIES, 3/4HP pump, \$125, 55lbs HTH chlorine, \$55, ladder, \$10, skimmer, \$5, Bert, 278-4209
- HUDSON, MA, 8rm ranch, 3-4bdms, lge LR, frplc, gas ht, nice lot, \$75,000, Donald, 223-3734
- BOYLSTON, MA, condo, 6rm twnhse, 1-1/2 baths, gar, AC, priv wooded setting, \$60's, Patti, 225-5346
- STOW, antique farm hse, 2bdms, \$62,000, Debbie, 231-5046

- KINGFIELD, ME, apt hse, 4units, 14miles to Sugarloaf, wood/elec ht, \$40,000, Winston, 231-6998
- STOW, 8+rm garr col, 2.5ac, quiet, ht: \$800/yr, walk to cons land, swim, tennis, \$119,900, Bern, 223-7146
- HARVARD, bldg lot, 5.3 acres, perced, sept plan, rdy to build, southern exp, \$39K, Pete, 278-4021
- HILLSBORO, NH, yr-round cott, 4rm, elec&gas ht, on lake, near skiing, \$24,500, Joan, 245-5317
- AYER, condo, 3bdms, 1-1/2bath, laund, patio, DW&disp, wall-to-wall, \$55,000, Abby, 251-1720
- SHIRLEY PARK, mobile home, 4-1/2rms, some land, tool shed, exc cond, \$18,500, Yvonne, 223-8244
- MARSTON MILLS, hse lot, 1/2 acre+, Cape Cod, Rt. 149, \$10,000, Tillie, 282-2125

RENTALS

- COTTAGE, Craigville Beach, slps 6, fully equipped, \$325/wk, Anna, 223-8568

FURNISHED ROOM, Nashua, near Rt 3, kitch priv, non-smoker, F, \$50/wk, Sharon, 223-4551

LAKEFRONT COTTAGE, Antrim, NH, 2bdms, boating, swim, fishing, June-Oct, \$225/wk, Walt, 223-6788

ROOM, Marlboro, kitch, bath, AC, pool, prkng, heat, hot water, \$130/mo, Edward, 225-5103

CONDO, Waterville Valley, NH, 3bdms, slps 8, pool, golf, fully equipped, \$350/wk, Dan, 223-2643

LAKEFRONT COTTAGE, Lakes Region, NH, 2bdms, June-Sept, \$200/wk, July-Aug: \$225/wk, Bill, 276-9014

APT, 4rm, couple pref, no pets, avail 6/1, \$375/mo includes heat, hot water, gar, Marie, 276-9365

CONDO, Framingham, 5rm, full bsmt, AC, pool, washer/dryer, \$500/mo inc heat, Romaine, 223-9065

COTTAGE, Hampton, NH, 2bdms, slps 5-6, porch, walk to North Beach, Aug: \$320/wk, Gereda, 231-6769

ROOMMATES

- HOUSEMATE, non-smoker, 1lrg house, Lancaster, \$250 includes everything, Diane, 223-0916
- ROOMMATE, F, 2bdms apt, Westboro, \$165+ half utils, avail 6/1, Joan, 231-4351
- HOUSEMATE, M/F, 2bdms condo, Concord, \$375, no dep, no lease, non-smoker, Robin, 223-8549
- ROOMMATE, M/F, to find & share 2bdms apt near Hudson, Roger, 225-6311
- HOUSEMATE, M/F, share 3bdms house, Billerica, w/pool, \$250-utills, Hany, 249-4041
- ROOMMATE, 3bdms ranch, Milford, MA, near I495, MR, WZ, \$225+half utils, Joe, 223-8668
- ROOMMATE, F, non-smoker, furn home, S. Nashua, \$250 includes utils, Pat, 274-6518
- ROOMMATE, F, lux 2bdms apt, Marlboro, \$225+utills, pool, tennis, sauna, Deanna, 279-5525
- HOUSEMATE, Westford, conv to Conc, Acton, Maynard, \$275 includes utils, Mark, 251-1068

SPORTING GOODS

- WEIGHT BENCH, high weight wood bench, bar, plates, dumb-bells, \$19, Neal, 257-1210
- SCUBA TANK, 72", w/J-value & boot, 2hose regulator, US Divers backpack & hydro, \$125, Gary, 223-6030
- GOLF CLUBS, starter set, 3 5 7 9 irons, 1 & 3 woods, putter, bag, gd cond, \$30, Janet, 234-4828
- PING PONG TABLE, regulation, 1-piece plywood top, removable legs, can deliver, \$25, Tom, 223-2579
- SKI RACK, Barre crafter's best, roof mount, med-large cars, exc cond, \$40, B/O, Andy, 223-2220
- BICYCLE, girl's 26" AMF Roadmaster, 3spd, gd cond, \$35 firm, Kay, 253-2568
- CANOE, Grumman 18' alum, 4HP Johnson, gastank, all accessories, 2yrs old, \$950, Bill, 223-3016
- BICYCLE, boys 21" Motobecane 'Nomade', new alloy derailuers, steel rim whls, \$180, Bob, 249-1715
- POOL TABLE, 4 1/2' x 9', 3piece, 1" slate, custom-built, 1yr old, exc cond, \$825, Norman, 221-5556
- BICYCLE/CAR RACK, 27" Schwinn 10spd, orange, w/rear rack, \$50, car rack, \$10, Lenny, 247-2298
- CUSTOM GYM EQUIP, hvy welded tubing, bench press, lat/tricer mach, squat rack, Kathy, 223-9250
- BICYCLE, woman's 10spd, CCM, hardly used, exc cond, \$100, Bettianne, 223-3155
- GREAT CANADIAN CANOE, 13', wide beam aluminum, w/paddles, \$200, Dennis, 225-5108
- BICYCLE, ladies Huff, 10spd, 26" whls, 20" frame, mint cond, \$85, Lois, 257-1174
- LARGE TENT, no poles, \$35, Anna, 562-6190, after 6

COMPUTER CORNER

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

Call the following DTN numbers to join these routes.

VANPOOLS

To Maynard

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

From **Belmont, Arlington**, Morgan Robinson DCV #68, 223-7409

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

From **Worcester**, Mary Keezer DCV #36, 223-8447

From **Lowell, Andover, Tewksbury**, Ross Morgan DCV #66, 251-1302

From **Woburn**, Bill McAllister DCV #11, 223-5209

From **Worcester** (Lincoln Plaza) to Parker Street and the Mill, Bill Keefe DCV #58, 223-8845

From **Brookline, Jamaica Plain**, Chris Pasztor DCV #81, 223-7265 or Marsha Tapia, 223-8503

From **Amherst, NH**, Doug Ryder DCV #29, 223-2513

From **Westboro, Shrewsbury, Northboro, Southboro**, Vic Hamburger DCV #87, 223-8441

From **Brockton, Dedham**, DCV #106, Harold Woods, 223-5686

To Stow/Maynard

From **Manchester, Merrimack, NH** to Mill, Stow and Parker Street, Ollie Baker DCV #69, 223-2747, or Jack Cohen, 223-7638

From **Belmont, Watertown, Waltham** to Parker Street, Mill and Stow, Ed Sypek DCV #90, 223-4353, Mark Lohr, 223-2470

From **Burlington area**, Bruce Judson DCV #130, 276-9232

From **Hudson, Nashua, NH area**, Gene Stringer DCV #25, 223-2970

To Woburn/Wilmington

From **Maynard**, (7:00-4:00) Jack Toto DCV #44, 284-3239

To Bedford/Burlington

From **Fitchburg, Leominster area** including Ashby, Lunenburg, Shirley, Clinton, Chuck Powers DCV #82, 283-7432

CARPOOLS

To Maynard

From **Nagog, Acton** to Parker Street, **Worcester ONLY**, Jan Ziemke, 223-9797

From **Grafton Street, Worcester**, Guy Richard, 223-9602

From **South Shore Plaza**, Joan McAuliffe, 223-4455



NEWS BRIEFS

Deadlines for DTW

The next four issues and deadlines for submitting articles are:

June 28 issue-June 17 deadline

July 19 issue-July 8 deadline

August 2 issue-July 22 deadline

August 16-August 5 deadline

Please note that there is a two-week period between the last June and first July issues.

Change in B.U. session

The Operations Management Course, OM301T1, will not be held on Tuesdays and Thursdays, but Mondays and Wednesdays. The course is taught by Professor DeVeau during the second summer session.

Travel guidelines updated

Updated Business Expense guidelines have been published in the Personnel Policy and Procedures Manual, dated May 17, 1982. Employees who travel internationally will be interested in the updated information.

Calling new site in Westboro

The walk-up drive, Westboro facility will have Direct Inward Dialing as of June 14. If you are calling from a non-DTN (Digital Telephone Network) number, dial 617-870 plus the four digit extension. To call the receptionist, the new number is 617-870-2111. The location code is YW.

CARPOOLS

To Marlboro

From **Newton Square, Worcester**, Peter Sharp, 235-3281

To Stow

From **Framingham**, Dot Lilliott, 276-9358

FORMING VANPOOLS

To Stow

From **Allston, Brookline**, Terri Dedman, 223-5365

From **Arlington area**, Sue Karash, 276-9081

To Westboro

From **Fitchburg, Leominster Area**, James Kalagher, 292-2088

To Marlboro

From **Worcester**, Veronica Tate, 279-5593

To Nagog Woods

From **So. Shore, Quincy, Brockton, Weymouth**, Harold Woods, 223-5686

Hudson is DCU's 13th branch

Digital Credit Union (DCU) opened its 13th branch in Hudson this May. The office will be a full service branch and is located near the cafeteria between the old and new facilities.

Betty Jane Ray, formerly at DCU Marlboro, is acting branch manager. Nancy Durand, who was eastern Massachusetts representative visiting myriad Digital sites, is head teller. Paul Tynan has been transferred from Parker Street to the new facility as teller.

Hours of the new branch will be 8-4, five days a week.

Vietnam-era vets meet

The next meeting of Vietnam-era vets at Digital will be on June 30 at 6:15 p.m. at the TOEM Classroom at Parker Street (PK3-1, pole 25E). A speaker on job attitudes is tentatively planned. All are welcome. For more information call DTN 223-9395 or DTN 223-3784.

IDEA Step II update planned

Engineering Technical Training is planning an IDEA Step II Update course. The update will present IDEA users with the new IDEA software coming out of CAD (Computer Aided Design) Engineering. To place your name on the waiting list, please call or write, Joy Tucker, DTN 223-9710, ML4-2/E90.

Digital sponsor art exhibition

The exhibition "Super Realism" from the Morton G. Neuman Family Collection is now being shown at the De Cordova Museum in Lincoln, Mass., through June 20. The exhibit brings 31 super-realist works from the Chicago-based private collection.

Digital has provided partial support for the presentation through a sponsorship program with the New England Foundation for the Arts. The program enables galleries, libraries and museums to exhibit works and special collections they would not ordinarily be able to sponsor. Contributions from Digital will assist art institutions throughout the six New England states.

Employees may obtain a pass to the De Cordova Museum from the Corporate Employee Activities department at Parker Street.

Softball benefit games



John Singleton, Digital Marlboro, and Ed Warren, of Stow, warm up for the Easter Seal Softball Marathon held on June 12 and 13. John manages the Marlboro team which participated in the marathon with six other Digital teams.

On June 17, the Maynard Modules Production Softball team will play WROR Radio in a charity game to benefit the Jimmy Fund. The game will be held at 8 p.m. behind the Bronx Lounge on Rte. 20 West in Marlboro.

Digital invited to Festival of the Future

Experimental art, futuristic fashions, freeze-dried ice cream, robots and hi-tech video systems will all be a part of one of the most exciting festivals being presented by DeCordova Museum in Lincoln, Mass.

Scheduled for June 26 and 27, the "Festival of the Future" showcases a continuous program of music, dance, video technology, artists' demonstrations, crafts exhibits and activities for all ages. During the two-day celebration the DeCordova's 30-acre park will be transformed into a futuristic setting focusing on the life in the 21st century.

Regular admission is \$4. Corporate membership passes are available allowing employees the discounted price of \$3.50. DeCordova has also provided Digital with 2 for 1 passes making it possible for two people to attend for the price of one. Number of passes available are limited (first come, first served) and may be obtained from Corporate Employee Activities, PK3-1. Saturday hours of the exhibit are from 10 a.m. to 6 p.m.; Sunday hours are 12 to 6 p.m.

Digital holds special sale for employees

Beginning July 1 Traditional Products in conjunction with Corporate Contributions will offer packaged computer systems to Digital employees at minimal cost.

Employees may purchase a system consisting of a PDP-11/150, video terminal and line printer for as little as \$975.00, software included. There will be several different packages available for purchase and employees may request information through the following methods:

- Send a memo to Employee Purchase Sale (internal mail stop QL) stating your name, badge number and your internal location code and mail stop; or
- TWX the above information to RCS

code TPLN, Employee Purchase Sale.

No phone calls will be accepted regarding information; you must either send a memo or TWX Traditional Products.

You will receive information on what is available as well as a quote request form to return if you are interested in purchasing a system. In order to allocate the limited number of packaged computer systems available for sale, all employees who return a quote request form by August 2 will automatically be entered in a lottery to be held August 3. Employees whose names are drawn on August 3 will be notified in writing that they are eligible to purchase one of the available systems.

June 18 is last day of enrollment period

Don't forget. If you want to change your medical coverage from the John Hancock Medical Plan to a Health Maintenance Organization (HMO), or vice versa, now is the time to do it. The annual enrollment period ends on June 18. This is the only time during the year that you have an opportunity to reevaluate your medical coverage and make a change (unless you move into or out of an HMO service area).

If you are eligible to join at least one HMO, you should have received a personalized statement comparing the HMOs you may join to the John Hancock Medical Plan. In making any decisions about changing your coverage, be sure to consider the costs for each plan, the accessibility of HMO medical facilities to your home, and the different benefits offered by each plan.

Many HMOs have multiple health care facilities scattered throughout a large geographic area. In the greater Maynard area, for example, there are five HMOs offered and each has more than one facility.

Fallon Community Health Plan has locations in Worcester, Auburn and Westboro.

Harvard Community Health Plan has facilities in Braintree (opening October 1), Cambridge, Kenmore Square, Medford (opening July 1) and Wellesley.

Matthew Thornton Health Plan's facilities are in Nashua and Merrimack, New Hampshire.

Multi-Group Health Plan is comprised of Acton Medical Associates, Dedham Medical Associates, General Medical Associates in Weston, Southboro Medical Group, South Shore Medical Center in Norwell and General Medical Associates in Boston with satellite facilities in Littleton and Westboro.

Rhode Island Group Health Associates has three facilities located in Providence and Warwick, both in Rhode Island and Plainville, MA.

Check with your Personnel office or the HMO you are considering for the complete address of that HMO's facilities.

Be sure to get all the information you need before the final enrollment date of June 18.

DCU announces new certificate

Digital Credit Union (DCU) announced a new Ultimate Certificate that will replace mini, maxi and money market certificates.

For just a \$200 minimum members may earn rates comparable with money market funds; interest is compounded daily and paid quarterly. Unlike money market funds, however, the Ultimate Certificate is fully insured by the National Credit Union Administration, a federal agency.

Rates will change weekly, but the certificate will hold the rate at the time of purchase until maturity. All certificates will mature in six months.

DCU is increasing its rate on its split rate checking. Originally, if members had more than \$3,000 on deposit, all money earned 12 percent. If deposits fell below \$3,000, all money would earn 6.5 percent. Now, instead of a 12 percent maximum rate on the larger deposits, the rate will fluctuate with the money market funds.

Called Ultimate Checking, the account combines features from both money market funds and NOW accounts: high dividends, convenience, payroll deduction, funds insured by a federal agency and no minimum withdrawal requirements.

To apply for either the Ultimate Certificate or the Ultimate Checking Account, visit any DCU office.