

digital

MAYNARD

DIGITAL THIS WEEK



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U.S. Sales managed in three Area Centers

Three Area Management Centers, which incorporate existing U.S. Area Regions, have been created to manage Sales in the U.S. Each Area will be responsible for geographic sales, revenue plans, backlog management, and the consolidation of all operational goals and tasks. They will also be the primary link with Manufacturing for product forecasting and order administration. The Management Centers will report to Jack Shields, vice president, group manager.

The Centers will help the Sales function target opportunities and propose plans. They will also help Sales execute strategic marketing plans for implementation by the Sales function and provide geography-specific support programs.

The three Area Management Centers will be located in the Greater Maynard area. They will consist of the seven existing U.S. Sales Regions, as well as other functions to carry out the assigned tasks. No changes are planned at the Regional Sales level.



Dave Grainger

One of the three Area Centers will consist of the Western, Southwestern and Central Regions, as well as the U.S. Area Distribution Group. Dave Grainger, most recently U.S. Area Field Service manager, is responsible for the Western and Central States Area.

The second Area Management Center will include the Mid-Atlantic and Southern Regions, and will be responsible for the Government Products Group, which is largely concentrated in this geography. Harvey Weiss will manage the Mid-Atlantic/Southern States Area. Most recently Harvey was manager of the Government Systems Group.



Harvey Weiss

The third Area will consist of the New York/New Jersey and Northeast Regions. Chick Shue will manage the Northeast States Area. The Communications Industry Group, which is largely concentrated in this geography will report to Chick Shue, who was most recently Regional Sales manager of the New York/New Jersey Region.

Operations to move from product groups

Business Operations that were previously part of the product groups will be moved to the Area Centers. This includes revenue plans, backlog management and product forecasting. Owen Brown, who is on temporary assignment from the Technical Volume Group, will manage the transition.

According to Owen, "Until the end of June at the latest, each Center will be aligned with specific product groups to en-



Chick Shue

sure that the FY83 planned revenue levels are achieved and that customer satisfaction is maintained. This temporary alignment will aid recruiting for positions in the Management Centers. Each Center will give first consideration for new jobs to the staff of its assigned product groups.

"This targeted recruiting is intended to ensure that the Centers make full use of the operational skills of product group employees, focus on the achievement of the FY83 business plans and minimize the changes for our employees," Owen said.

Hotlines established for tax questions

The following phone numbers are 1983 "hotlines" for W-2 Tax Withholding Form questions:

Digital Stock	223-3489
Relocation	223-3051
All Others	223-8622

Please call these lines only for information concerning your W-2 forms from Digital. For help with your Federal and State returns, see a professional tax accountant as Payroll Administration cannot help you.

COMPUTER CORNER

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

Call the following DTN numbers to join these routes.

Vanpools

To Maynard

From Marlboro, Hudson, Joyce LaMotte DCV #18, 223-7180

From Tyngsboro, Lowell, Chelmsford, Westford via Route 27, Charles Wellington DCV #14, 223-3570

From Methuen, Lawrence, Andover, Tewksbury, Salem, NH to Acton (ACO) and Maynard, Ken Noyce DCV #109, 223-3643

From Peabody, Phil Baxter DCV #105, 223-6385

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

From Fitchburg, Leominster, Tony Membrino DCV #43, 223-9494

To Maynard/Littleton

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

From Brockton, Dedham, Ron Cohen DCV #106, 229-6042

To Maynard/Stow

From Burlington, Lexington, Woburn area, Bruce Judson DCV #65, 276-9232

From So. Shore Plaza via Route 128, Houghton Pond, St., Bartholomew's, Needham, Derek White DCV #34, 276-9071 or Rex Howard, 276-9801

From Brighton, Brookline, Newton, Helen Paskaley, DCV #98, 258-4071

To Nagog

From Weymouth Center, Houghton Pond, Canton, St. Bartholomew's Church, Needham, Harold Woods DCV 68, 288-6378

DIGITAL THIS WEEK



Editor: Barbara Lovely

Send stories, photos, ideas or suggestions to DTW, PK03-1/K23 or call the editor at DTN 8-223-5042. Ads must be submitted in writing to Marketplace, PK03-1/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.

To Marlboro

From Arlington via Route 2, Dick Belmont DCV #41, 231-4356

From Canton, Norwood, and Route 95 South via 495, Bruce Seich DCV #51, 231-5913

To Tewksbury

From CCS Nashua, NH, Rick Hennessy DCV #63, 247-2798

To Tewksbury, S. Lawrence, Andover

From Framingham area via Routes 9 and 495, Brian Gordon DCV #89, 289-1075

Carpools

To Maynard

From Brookline, Brighton area, Ken Der, 223-1981

From Marlboro, Lillian Zakarian, 223-5516

Forming Vanpools

To Andover

From Newton and adjacent area, Carl Shine, 289-1478

From Derry, NH, Tom English, 289-1085

To E. Concord/W. Concord

From South Shore Plaza, Braintree and St. Bartholomew's, Needham, beginning Jan/Feb, John Romeo, 223-3687

To Marlboro

From Athol, Templeton, Gardner, Westminster, Ray Grossman, 231-7503

To Westboro/Northboro

From Cambridge, Allston via Mass Turnpike, Audrey Hartman, 292-2179

Lunch time seminars examine women and alcohol

Elizabeth Cheever, Executive Director of To Your Health, an alcohol primary prevention center in Worcester, will discuss women and alcohol during lunch hour seminars in February. She will talk from 11:45 to 12:45 on Feb. 3 in the Corporate Conference Room (PK03); and on Feb. 10 in the Wildwood Conference Room (HL02). The program is one of several alcohol awareness programs sponsored by the Greater Maynard Area Employee Assistance Program. Feel free to bring your lunch.

For further information on personal problems or health issues about alcohol use or abuse, and alcoholism, call the Greater Maynard Area EAP on DTN 223-4439 or 493-4439, or write to PK03-1/K44.

Export Services presentation available

The Training and Education department of Export Services has a free three-hour presentation called "U.S. Export Regulations and Their Impact on Digital Business" available to groups interested in learning more about export regulations.

The U.S. Government has expressed increasing concern over the exchange of U.S.-origin technical data. Since forty percent of Digital's business is international, knowledge of the export laws and the means for legal compliance is vital to many groups.

Presentation topics include an overview of U.S. export controls; types of licenses used to export Digital products; responsibilities for compliance with export laws; and the export hold.

Contact Export Services on DTN 223-3113 to arrange for a presentation or to attend one of the scheduled presentations at Parker Street.

Add to your Skills

Registration is open for Office Automation/Educational Services workshops for February. 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. **Note: All courses are held at PKO unless otherwise noted.**

Advanced DECword 7-9 FEB

Advanced Word Processing 1, 7, 9, 1, 14, 21, 23 FEB

Basic DECword 21-23 FEB

Basic Word Processing 2-4, 7-11, 16-18 FEB; 28 FEB-4 MAR (PKO); 31 JAN-4 FEB; 14-16 FEB (MRO)

Basic WP for Managers/Supervisors 4, 21, 22 FEB, (PKO); 10, 21 FEB (MRO)

DECword for WPS-8 Users 2 FEB

EDT 4, 18 FEB

EMS I (half day) 2, 3, 8, 10, 17, 22, 28 FEB

EMS II (half day) 3, 9 FEB

Intermediate Word Processing 3, 8, 15 FEB (PKO); 7, 9, 22 FEB (MRO)

Intro to Computer Concepts 4, 15 (PKO); 10, 28 (MRO); 11 FEB (BUO)

Keyboard Techniques (2 hours daily) 7-11 FEB

RCS (half day) 7 FEB

WPS to EMS (half day) 1, 14 FEB

WS200 System Manager 2, 10, 15, 23 FEB (PKO); 8, 17, 23, 28 FEB (MRO)

To register, fill out a DME/OA Internal Enrollment Request, available through your local stationery store or personnel office, and send it to: Registrar, PK03-1/B11.

Ed Kramer named vice president, Technical Group

Ed Kramer has been named manager of the Technical Group. He replaces Win Hindle, vice president, corporate operations, who was responsible for the Technical Group on a temporary basis. Ed will report to Ken Olsen, president, and be a member of the Operations Committee.



Ed Kramer

Ed joined Digital in 1967 as a Sales/Application engineer in the New England District. Since that time, he has been responsible for the PDP-12, PDP-15, and Laboratory and Medical Data Product Groups. Ed became vice president of the Digital Components Group in 1978. In 1979, he was appointed vice president, U.S. Area Sales, a position he held for the past four years.

John Alexanderson heads new Installed Base Market Group



John Alexanderson

John Alexanderson has been named manager of the newly formed Installed Base Market Group reporting to Jack Shields, vice president, group manager. This new group consists of the Accessories and Supplies Group and the Traditional Product Line. It will also include a new Add-On Product Group which will provide a companywide marketing focus for selling additional products to Digital's installed customer base. Wayne Furman will assume responsibility for the new Add-On Product Group.

John Alexanderson was most recently manager of the Accessories and Supplies Group. Before that he was Northeast Regional Sales manager. He began his career with Digital in Sales in 1969.

Jerry Paxton named Corporate Sales manager

Jerry Paxton has been named manager of Corporate Sales. Jerry will have worldwide responsibility for new product introduction, sales training, support, sales methodology, international account management and the sales program for the function.

For the past three years, Jerry was National Accounts Program manager. Prior to that, he was U.S. Area manager, Northeast Region and District Sales manager, Philadelphia District. He joined Digital in 1970.



Jerry Paxton

Carry-in service, convenient and economical



At the Parker Street Terminals SERVICENTER, Barbara Chisholm (left), fills in repair forms for Lisa Crawley.

Digital's internal customers now have a new type of service to choose from for their terminals. Users at or near facilities with a Terminals SERVICENTER may lower their service costs by bringing their equipment to a SERVICENTER for repairs. The charge is a fixed rate per repair instead of a monthly service fee.

By reducing the cost of having a Field engineer on site and eliminating travel time, customers can save up to 50 percent of normal on-site service, according to Bud Lewis, Terminals Branch Field Service manager for the Greater Maynard area and Southern Mass. One fixed fee covers all parts and labor for each terminal repaired.

Terminals SERVICENTERS are currently located in Hudson, Stow and Parker Street. Plans call for SERVICENTERS to open in Marlboro, Tewksbury, Andover, Merrimack and the Mill within the next few months.

Normal turn around time is 24 hours. Most SERVICENTERS are open 8:15 a.m. to 5:00 p.m.

"Carry-in service will not replace service contracts but it is a convenient, economical alternative for some departments — particularly those with a large number of terminals or for employees with terminals at home," Bud says.

Carts may be borrowed at the SERVICENTERS to carry terminals which weigh about 30 pounds. In the future, the centers will be equipped to handle the personal computers, in addition to other new products which are introduced by Digital.

Customers who would like to change to carry-in service should contact their local Terminals Field Service office for more information.

Internal Sales Development Program

'If you can sell yourself, you can sell our computers'

When Jose Colon joined the Internal Sales Development Program (ISDP), he was ready for a career change. "I had been with Digital for a number of years, most recently as a data center manager. I wanted to try something new. The challenge of sales has always intrigued me. I think of it as problem solving for customers instead of employees," Jose explains.

Marcia Abbott joined ISDP because she liked the idea of being "on the front line." "Sales is exciting, demanding and challenging but the rewards are there. Because sales is so quantitative you find out immediately how well you are doing," Marcia says. Before ISDP, Marcia was a technical writer with New Product Marketing but had been interested in a career in sales for some time.

Getting closer to the business was Rick Wacholz's reason for pursuing ISDP. Rick, who was a Senior Employment consultant in LSI, says, "As a recruiter, I was always selling Digital as a place to work. I wanted to be on the other side and sell our products. This program provides me with a terrific opportunity."

Rick, Marcia and Jose are members of the first class of Digital's Internal Sales Development Program which began late in November. During the next year, some 450



"Sales is a challenge. It's being part of the front line. You find out how your doing immediately," says Marcia Abbott, ISDP trainee.

employees shows the strength of Digital's commitment and trust in its employees," says Mike Rogosin, manager of ISDP.

Employees will leave the program at different Sales levels depending on their background and how well they do in training. Training is a combination of classroom lectures, labs, role playing, presentations and workshops held in Marlboro, Merrimack and Boylston. They also spend time

and selling skills. "I'm exhausted at the end of the day but we'll be well prepared for the field. Because of the mix of the group we are also learning a lot about Digital from each other," she says.

According to Mike Rogosin, the qualities they look for in candidates are: "good communication skills — good listeners as well as talkers; an understanding of what a career in sales encompasses and a commitment to pursue it; and a demonstrated interest and initiative with computer technology including a minimum of two semesters of computer science, a technical background or equivalent technical experience."

Most trainees will have to relocate. Candidates interview with Sales managers prior to being accepted into the program, so that they know where they will work when training is completed. Jose is going to the Cleveland, Ohio office; Marcia will be in the Northeast Regional Sales Office in Burlington, Mass.; and Rick will be in the Connecticut Office.

Anyone interested in ISDP should attend a Field Day to understand what sales and



"I think it's a great program. It makes a lot of sense to train people to sell who use and understand Digital's products," says Rick Wacholz, ISDP trainee.

employees will go through the program which will help Sales meet its staffing plans for FY84 with well trained personnel for field offices throughout the U.S. To date 90 employees are in the program. Recruiting is underway now for the remainder of the positions.

"The decision to make a considerable investment to retrain and relocate employ-

ees in their field offices which are chosen prior to beginning the program. They progress through three training modules on selling skills, products and markets/industries. Programs can last from about three to nine months depending on the individual's skills.

Marcia Abbott describes the training as a good combination of product, classroom



"I'm learning to listen to people and figure out how to solve their problems. That's what sales is about," says Jose Colon, ISDP trainee.

the program is all about. Blue posters reading, "If you can sell yourself, you can sell our products," list Field Days around the company. The next ISDP Field Day will be held Fri., Jan. 28 at PK03 in the Corporate Conference Room with two sessions: 8:30 a.m. and 10:00 a.m.

If you're unable to attend either session send a resume to Don Purves, U.S. Area Employment, PK03-1/C29 for more information.

Ed Services offers workshops

Inspection Moderator's Workshop

A two-day Inspection Moderator's Workshop is now offered once a month at the Bedford Training Center. Attendees may include engineers selected by their managers and anyone who wants to learn about inspections in depth.

Formal inspections are conducted in the presence of peers, rather than supervisors, so managers are not moderators. However, managers may wish to attend this workshop in order to better understand the inspection process.

Attendees will be trained to conduct overviews, train inspectors, lead Formal Inspections, and report results.

There are no prerequisites for the workshop, but it will be helpful if the attendee is capable of leading a meeting, has achieved an appropriate level of maturity, and is experienced within the Digital environment. Moderator trainees should also be willing and able to act as inspection moderators for their own groups, and from time to time, for other groups.

For more information, contact Milt Boyd via the Engineering Network at Metoo:-:SWN, on DTN 381-2265 or by mail at ZK02-3/R56. Upcoming dates for the workshop are: Feb. 9, March 9, April 13, May 11 and June 15. To register, contact Ed Services Registrar on DTN 249-4670.

Software Quality Workshop

In this two-day interactive workshop, students will develop a definition of software quality; learn how software quality interacts with Digital's business goals; and learn how to plan for, measure, and achieve software quality goals.

The workshop is intended for project leaders, supervisors, and programmers, but anyone involved with developing or delivering a software product will benefit from the course.

The Software Quality Workshop is being offered on the following dates: February 3-4, March 3-4, April 6-7, May 4-5, and June 8-9 at the Bedford Training Center.

Software Testing Workshop

This three-day workshop utilizes discussion, lecture, and experiment to examine the nature of testing, explore the power and limitations of current testing methods, and consider how to test all aspects of a product throughout its development.

As a result of attending this workshop, participants will be informed of sources of assistance in designing and executing product testing strategies within Digital, be able to match the appropriate level of testing to different situations, and develop the

Offerings from Ed Services Seminars

For more information or to register for the following courses, call the Seminar Registrar, BUO/E58. Software Services employees should contact their Software Services Registrars.

Executive Computing for the Non-Data Processing Manager

At this three-day seminar, participants will gain an in-depth understanding of how to get things done utilizing BASIC computer language. This seminar is designed for the manager and assumes no data processing background. Participants will have an opportunity to solve problems in a wide range of management applications, including finance, manufacturing, decision making, and marketing. The result: executives who understand how to get behind the numbers and get the job done.

February 23-25, B-200, Bedford

Real-Time Computer Applications: A System Design Seminar

In environments where industrial processes require continuous monitoring, 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. Attendees should have previous computer experience and should have been involved with at least one major project — not necessarily a real-time system.

March 8-10, Parker House, Boston

Design of Applications Under VAX/VMS

This four-day seminar focuses on application design approaches that maximize the use of the hardware and software involved. 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.

Prerequisites: The attendee should have attended "VAX/VMS Utilities and Commands" and should have a working ability to program in VAX-11 FORTRAN/MACRO or similar experience on another system.

March 8-11, C-201, Bedford

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; and
- flexible output.

March 9-11, B-200, Bedford

ability to state statistically meaningful quality goals.

This workshop builds on the Software Quality Workshop, with heavier emphasis on practical techniques. It is offered monthly at the Bedford Training Center and can be scheduled at other locations if the demand justifies it. The Employee Education Course Schedule contains a schedule of these workshops. For more information about their content, call Milt Boyd, Workshop Coordinator, Methods and Tools Group, at DTN: 381-2265.

The Software Testing Workshop is being offered: Feb. 14-16, March 14-16, April 18-20, May 16-18, June 20-22 at the Bedford Training Center.

To register for either workshop contact the Ed Services Registrar on DTN 249-4670.

DME announces seminars

Digital Management Education of Education Services in Bedford announces the following Greater Maynard area seminars with February openings:

Key Financial Concepts	Feb. 8, 15
Project Management	Feb. 23, 24
Skills Assessment	Feb. 7, 14, 21, 28
Secretary/Manager Communications	Feb. 22
Presentation Skills for Impact	Feb. 2, 3, 16, 17

All of these courses will be held at the Bedford Training Center, with the exception of the Project Management, which will be held in Boylston.

For more information, contact the course registrar at DTN 249-1882.



APPLIANCES

REFRIGERATOR, w/frost-free freezer, like new, \$300; 2 air conditioners, \$75 & \$40, Maggie, 234-5142

ELECTRIC STOVE, Hotpoint 30", white, 4 burners, oven, broiler, gd cond, \$100, B/O, Lynn, 249-4561

REFRIGERATOR, Whirlpool side-by-side, 7yrs old, exc cond, \$250 firm, Herb, 284-3210

CARS

'74 CHEVY VEGA, auto, new tires, only 63Kmi, \$595, Jim, 234-4140

'74 VW BUG, orange, gd cond, manual trans, 4 good tires, 2 snows on rims, \$1800, Frank, 249-4895

'79 MERCURY MONARCH, auto, AC, PS, PB, AM/FM, exc cond, Kim, 231-6979

'72 CHEVY VEGA, 4cyl auto, 90Kmi, runs gd, some rust, dependable 2nd car, snow tires, \$275, Kolar, 225-5739

'60 CHEVY PICKUP, Apache 10, body gd, engine nds work, new tires, black, w/cap, \$600, Denise, 265-1505

'82 NISSAN SENTRA XE, htchbck, 5spd, 7Kmi, lots of options, like new, \$7000, Dick, 234-4579

'70 VW, eng rebld, 17Kmi, 2 new frnt tires, nds generator, not in best shape, \$175, Scot, 234-5218

'78 MAZDA GLC DELUXE, 5spd, AM/FM, 42Kmi, vy gd cond, \$2900, Debbie, 231-6929

'79 VW RABBIT, 48Kmi, reg gas, AM/FM cass, std trans, beige, \$3900, Harold, 223-5637

'79 MAZDA RX7, 4spd, AM/FM, spoke hub caps, gd cond, asking \$6200, Pat, 258-4068

'76 MUSTANG, 4cyl, 4spd, clean, dependable, gd cond, \$1950, B/O, Denise, 231-4034

'79 DATSUN 210, 4dr, 4spd, Blaupunkt stereo, rustprf, polyglycoat, snows, 34Kmi, \$3600, Steve, 251-1688

'81 GRAND PRIX, PS, PW, AC, cruise cntrl, AM/FM, 4 new radials, gd cond, \$7195, B/O, Barbara, 223-5539

'80 FIAT STRADA, hatch, auto, AC, AM/FM, 19Kmi, tach, perf cond, \$4600, Paul, 231-4834

'79 MERCURY CAPRI, auto, AM/FM, 4cyl, new radials, exc cond, \$3900, B/O, Frank, 223-8970

'71 VW SUPER BEETLE, blue, AM/FM, new tires, body gd, runs well, nds heater box, \$300 firm, Frank, 231-4899

'81 HONDA PRELUDE, auto, AM/FM cass, elect sunrf, 21K mi, rustprf, red, \$6500, B/O, Elliott, 279-5288

FURNITURE

MAPLE BDRM SET, lamp, \$300; contemp table, 4 chairs, \$175; antique NY state tble, \$175, Maggie, 234-5142

TEA CART, brass finish, glass shelves, 30L x 16W x 32H, \$95, Frank, 223-9878

ORGAN, Lowrey console, 88 keyboard, partial rhythm section, stool & music inc, \$300, Herb, 284-3210

MAPLE HEADBOARD, Ethan Allen, king sz, exc cond, steel frame inc, \$175, Don, 225-4607

LOWREY ORGAN, Spinnet, exc cond, \$1000, Barbara, 223-4225

MISCELLANEOUS

COLOR TV, 13" Hitachi CT1302, Color-lok, orig \$350, hi-quality color, \$225, Jonathan, 223-9254

STEREO PRE-AMP, Sony TAE-5450, 1 yr old, great specs, \$250, Bill, 223-9053

CAMERAS, Nikon F2S Photomic Professional, \$400; Nikkor 135mm, \$115; Nikkor 105mm, \$125; John, 225-6281

TI-99/4A COMPUTER, w/extended basic cartridge & memory system, mint cond, \$300, Greg, 247-3202

ATARI-SEARS VIDEO COMPUTER, w/paddles & joysticks, Combat tape inc, 1 yr old, \$50, Mary, 231-5587

DIAMOND RING, oval, .56 carats, 14K yellow gold, 6wht gold prongs, valued: \$2280, \$1400, B/O, Susan, 231-5402

SINCLAIR ZX81, microcomputer, 16K RAM, all interconnection cables, \$100, Tom, 279-5416

SNOW TIRES (2), Sears Dynaglass, B78-13, studded, w/Toyota rims, \$35, Don, 225-4607

LAWN MOWER, \$75, Maggie, 234-5142

TURNTABLE, Philips 312 belt-driven, heat sensitive, fine cond, \$50, John, 223-7570

GUITAR, Sigma 12-string acoustic DM12-5, made by Martin, exc cond, \$450, Rick, 223-7709

TRS-80 COLOR COMPUTER, 32K, ext basic, 1 yr old, joysticks, cassette, games, \$550, Bruce, 248-4616

BAND EQUIPMENT, bongos, tambourine, mike stand, boom stand & more, all perf cond, neg, Marlene, 231-7846

WOOL PONCHO, Icelandic wool, cowl neck style, never worn, one sz fits all, B/O, Lorraine, 223-4920

SKI OUTFIT, down jckt, bib pants, wool sweater, hat, sz med, grey & burgundy, \$75, Anna, 223-5344

CAMERA, Polaroid 600 Series Sun camera, still in box, orig \$39, \$25, B/O, Jack, 223-1239

AQUARIUM, 25 gal, all accessories, cover w/light, heater, iron stand, etc, \$75, Denise, 265-1505

OLYMPUS OM-1 CAMERA, w/50mm 1.8, 28mm 2.8, 75-150 zoom, filters, gd cond, \$300, B/O, Kerry, 231-7100

RIMS & TIRES (2), Cougar XR-7 Midnight Chamois gold whls, \$65, Don, 231-6068

SNOW TIRES, glass belted radial, studded, BR78-13 on GM rims, B/O, Andy, 223-5619

LEATHER JACKET, misses sz 8-10, rust color, zip-out lining, top qual, exc cond, \$59, B/O, Marie, 276-9365

OSCILLOSCOPE, Hewlett Packard 1200, 500Khz, single trace, dual input, w/manual, \$200, Dan, 231-5866

STAMP COLLECTION, US mint & used singles, includes some Columbians, C1-6 Airs, B/O, Arthur, 273-3133

DIGITAL ALARM CLOCK, blue read out, new, \$7, Bill, 223-0472

TURNTABLE, BIC 960, belt drive, automatic, w/Shure cartridge, exc cond, \$80, Jerry, 231-4632

FILTERS, Hoya 62mm Skylight 1B, yellow K2, polarizer, mint cond, make offer, George, 259-3771

RTTY GEAR, HAL CT2100, KB2100, 9" Sanyo scope, cables, manuals, complete pkg, \$750, Bob, 231-6704

OLD COINS, lrg US cents, dates 1816-1856, vy gd cond, your choice, \$8ea, Jack, 223-5339

MEN'S LEATHER COAT, sz 46, quality styled mid-length, \$90, Suzan, 223-5584

REAL ESTATE

EVERETT, std 2-fam dwelling, 5+6rm apts, 1st flr apt available, 2 car gar, \$94.5, Louise, 283-7485

SUGARBUSH, VT, 3brdm condo on mt, 2baths, furn, slps 8-10, rental program avail to buyer, Fred, 279-5527

EAST DENNIS, 6rm ranch, 3brdm, yr round, 2 yrs old, \$67.9, Richard, 223-4228

LONDONDERRY, NH, 11rm Victorian, 3-story barn, 20x40 pool, cabana, 2+ acres, \$115K, Carole, 221-5340

HUBBARDSTON, MA, 2.5 acres of land, view Wachusett, surveyed, solar potential, \$10K, Betty, 259-3775

RENTALS

APT, 7rm, in Concord, garage, \$500/mo + utils, Lynn, 276-9972

VACATION COTTAGE, Mt Lakes, NH, 3brdm, 2bath, htd, 1/2 hr to Loon, Cannon, fully equipped, Phil, 235-3363

ROOMS, avail to co-op students, Needham, off Rt 128/9, Anne, 278-4515 before noon

APT, 4rm, in Concord, 2nd flr, prof single/couple pref, no pets, garage, \$410 + utils, Hagos, 223-8160

VACATION HOME, N. Conway, NH, slps 8, fully applanced, 2baths, frpic, nr ski areas & town, Kevin, 279-5530

APT, sublet, Stoneham, MA, 2brdm, 1 1/2 baths, eat-in kitch, outdoor pool, nr 93, \$650, Nancy, 224-2254

APTS (2), Hudson, 3rms ea, 1st flr: \$310, 2nd flr: \$275, + utils, prkng, yard, residential area, Fred, 251-1223

ROOMMATES

HOUSEMATE, M/F, share 2brdm house in Marlboro, \$250 + utils, Rocco, 231-4489

HOUSEMATE, non-smoker, 2brdm duplex, Shrewsbury, lrg LR, kitch, bsmt, \$200 + 1/2 utils, Chuck, 231-7607

HOUSEMATE, share lrg comfortable lakefront home, many extras, \$250+, Brenda, 278-4392

HOUSEMATE, non-smoker, 3brdm cape, Stow, 5min to ML, \$300 + 1/2 utils, Bill, 223-5681

HOUSEMATE, M/F, non-smoker, 8rm ranch, lakefrnt, Marlboro, furn, \$275 + 1/2 utils, Jude, 225-4622

HOUSEMATE, M/F, 3brdm, Lexington, \$275 + utils, Betsy, 251-1846

HOUSEMATE, M/F, prof non-smoker, contemp near 495, Pike, sports, \$250 + 1/2 utils, Mike, 231-6716

SPORTING GOODS

SKI BOOTS, women's sz 9, Munari downhill, \$20, Ellen, 223-1859

10-SPD BIKE, Univega Sport Tour w/extras, 23lbs, \$600 value, \$400, Cheryl, 223-9274

WEIGHT SET & BENCH, 35lb plastic set w/bar & du bells, bench press, \$70, B/O, Michael, 223-5100 aft

GIRLS BIKE, Sears 1 spd, 26-28", in gd cond, B/O, Lou, 231-5473

SKIS, 175cm Fisher aluminum, Salomon bindings, like new, women's 6 1/2 Lange boots, \$95, Tom, 288-6592

MARKETPLACE PK03-1/K23

Type or print clearly. Ads are published on a first-come, first-served basis. The full name and 7-digit DTN number is required. Home phone numbers will not be printed.

CATEGORY _____

ITEM _____

DESCRIPTION _____

PRICE _____

DTN _____ LOCATION-M/S _____

NAME _____

first

last (only 1st names are printed)



NEWS BRIEFS

Deadlines for "Digital This Week"

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

- Feb. 7 issue - Jan. 27 deadline
- Feb. 28 issue - Feb. 17 deadline
- March 14 issue - March 3 deadline
- March 28 issue - March 17 deadline

VT180 owners' group to form

Several employees who have purchased VT180 computers through the employee discount program have expressed interest in forming a VT180 Computer Owners' group.

The purpose of the group is to share information, experiences and individually developed software. The group will serve as a "clearing house" of information for other owners.

Anyone interested in being included in a VT180 group should send a memo with their name and mailstop to VT180 Owners Group, Ken Campbell, ML01-4/F13.

Marlboro plans blood drive

Marlboro will hold a blood drive on Thurs., Feb. 10 in the MR03 Oaks Room from 9:00 a.m. to 2:45 p.m. Call DTN 231-7800 for an appointment.

Vietnam Vets Group holds meeting

Frank Barber will address the next Vietnam Vets Group meeting about putting the Vietnam experience into a positive perspective. The meeting will be held on Feb. 16, ML05 Cafeteria at 6:00 p.m.

This is part one of a two part series. Part two will be held on March 30. For further information contact Paul Senecal, DTN 223-9395, Ted Levine, DTN 277-7126 or Frank Alla, DTN 223-9878.

IDECUS schedules seminars

Internal DECUS will be scheduling day-long seminars on topics of interest to the Digital user community each month throughout the winter and spring. Seminar announcements will be sent to employees who complete the internal DECUS Seminar survey form. To obtain a copy of the survey, call DTN 231-4418 or 231-4332, or send an EMS to Nancy Wilga, Seminar Series Coordinator.

DTW to move

As of January 28, all correspondence to *DTW* should be addressed to West Concord 2 (CF02-3/K23). This includes Marketplace advertisements and article ideas. The new telephone number for the editor of *Digital This Week* will be DTN 251-1307. The DTN for Marketplace will be 251-1308. The outside telephone number is 264-1307.

Marlboro creates JOBS Hotline

Marlboro's Employment Organization has established a hotline to provide employees with up-to-the-minute information about current openings within the Digital Marlboro area. The numbers to call for the hotline are: DTN 231-1236 for exempt positions; and DTN 231-1237 for non-exempt positions.

Bike Club welcomes new members

The Digital Bike club will hold a welcome meeting for new members on Tues., Feb. 1 at 7:00 p.m. in the MR03 cafeteria. For more information contact Kathy Norton on DTN 234-4541.

Computer Club looks at VT180s

The next Computer Club program will address topics related to the installation and programming of the VT100 based personal computer and demonstrate applications. The talk will be from 6:00 to 7:30 p.m., Tues., Feb. 8 in the Mill cafeteria conference room (ML05-4). For more information contact Alex Aderer at DTN 223-4203.

New Office Reference Manual available

The FY83 edition of the *Office Reference Manual*, formerly the *Secretarial Reference Manual*, is now available from Office Automation. A new chapter explains how to order and install computer equipment and information has been included about the use of Digital's logo.

To order, send a memo to Maryan Jarriss, PK03-1/B11, including your name, badge number, cost center and your cost center manager's signature.

TSS Technical Seminar

Series

Hall of the White Mists
Hudson, Massachusetts

TENTATIVE SCHEDULE

- Feb. 2 - 10 a.m.
Thermodynamic Properties and Crystallization Kinetics of Amorphous Silicon and Germanium Produced by Ion Implantation
Ed Donovan, Harvard University
- Feb. 3 - 10 a.m.
A Precision Curvature - Compensated CMOS Bandgap Reference
Bang-Sup Song, UC Berkeley
- Feb. 4 - 10 a.m.
Thin Silicon Films for Microelectronic Applications
Rafael Reif, MIT
- Feb. 4 - 2 p.m.
Japan's Fifth Generation Computers Project
Ehud Shapiro, Weizmann Institute
- Feb. 7 - 2 p.m.
Computer Art
Harold Cohen, Computer Museum's Mural Artist
- Feb. 9 - 2 p.m.
Silicon Contact Technology
Chung Yu Ting, IBM, T.J. Watson Research Center
- Feb. 11 - 3 p.m.
Disney Imagineering
Jamie Robertson, Epcot Engineering of Disneyworld
- Feb. 15 - 10 a.m.
Programming Concurrent Prolog
Ehud Shapiro, Weizmann Institute
- Feb. 16 - 9:30 a.m.
HyperVAX Project
Dave Orbits, Digital
- Feb. 23 - 10 a.m.
Self Test Techniques for VLSI
Jim Clary, Research Triangle Institute
- Feb. 24 - 10 a.m.
CIS Interconnect Strategy
Krishna Saraswat, Stanford University
- Feb. 25 - 10 a.m.
DADO
Sal Stolfo, Columbia University

For updated information and mail-stop changes, call Gretchen Nace at DTN 225-5057.

New Petty Cash hours for Greater Maynard area

Corporate Employee Disbursements announces new hours for Petty Cash Offices to accommodate relocations in the Greater Maynard area. Additional hours have been divided into four facilities to assist employees wishing to process expense vouchers.

Parker Street

9:00 a.m. to 3:30 p.m.
Monday through Friday

Powdermill Road

9:00 a.m. to 12 noon
1:00 p.m. to 3:00 p.m.
Tuesday and Friday

West Concord II

10:00 a.m. to 12 noon
1:00 p.m. to 3:00 p.m.
Wednesday and Friday

Virginia Road

10:30 a.m. to 12:30 p.m.
1:00 p.m. to 2:30 p.m.
Monday and Thursday

Metpay survey indicates customer satisfaction

Results of the survey administered in August to 2000 randomly selected participants in the Metpay program indicate that of the 1140 who returned questionnaires, 90 percent were either satisfied or very satisfied with the Metpay program. The payroll deduction feature, where the employee is able to spread the total annual automobile and homeowner premium over a 52 week period without any service charge, was cited as the program's most valuable asset. Employees also favored the convenience of an on-site Metpay office, registry service, premium discounts in Massachusetts and program sponsorship by Digital as reasons for taking advantage of the services Metpay offers.

Areas for improvement mentioned in the survey include frequency of visits by the Metpay Representatives to remote facilities, more information provided about different types of coverages offered by Metropolitan, account information, information about rate changes and competitive rates in states other than Massachusetts. Additionally, service by the claims department and in particular the time it takes to be contacted by a claims adjuster were cited as areas for improvement. This information will be used in the efforts to improve the Metpay program and assure that Digital has the best available service.

Based on this survey, the vast majority of Digital employees are pleased with the Metpay program and the on-site services it provides.



TICKET SALES

Lake Placid Weekend

Weekend includes: round trip transportation via motorcoach, departure from various Digital locations, two nights accommodations, two buffet breakfasts, one candle light buffet dinner, shuttle service to Whiteface Mountain and Olympic sites and more.

When: March 11-13

Where: Lake Placid Club Resort

Cost: \$103 per night quad. occupancy
\$119 per night double occupancy
\$35 for children 12 and under.

Orders must be received by Feb. 11.

Order forms may be obtained from your local Employee Activities office.

Godspell

When: Thurs., Feb. 10 at 8:00 p.m.

Tickets: reg: \$14
employees: \$12.60

or Sun., Feb. 13 at 2:00 p.m.

Tickets: reg: \$16.50
employees: \$14.85

Where: Charles Playhouse (directly behind Shubert Theatre).

Orders must be received by Jan. 27.

1983 Flower Show

When: March 12 to March 20

Where: The Bayside Exposition Center in Boston

Tickets: reg: \$6.00
employees: \$4.00

Tickets may be used any day of the show. Children under 12, when accompanied by a parent, are admitted free of charge. Orders must be received by Feb. 28.

Forms may be obtained from your local Employee Activities Office.

Golf league opens registration

The DEC Golf League is now accepting applications for the 1983 season. Applications will be accepted on a first-come, first served basis until the roster is filled.

Deadline for registration is March 4, and applications must be accompanied by full payment of dues, \$20 per full-time member. A refund of \$10 will be made to those who apply for full-time membership but become alternates because of lack of space

on the roster. Alternates are entitled to full-time member benefits at outings and the annual banquet.

Checks should be made out to DEC GOLF LEAGUE and sent with the application form below to the league secretary, Mary Donahue at MRO2-3/M38. This year greens fees will be \$5 per match. League competition begins May 2 at Stow Acres Country Club, Stow, Mass.

Annual dues of \$20.00 are to accompany this form. The application will not be processed without the dues. Checks are to be made payable to "DEC Golf League," stapled to the back of this application, and mailed to Mary Donahue, MRO2-3/M38.

Name _____ DTN _____ LOC/MS _____

- Determine your flight handicap and 9 hole scoring ranges are listed in the right hand column of the chart below.
- Indicate (one flight only) your choices of playing time and night by: a.) Circling your first choice b.) Marking (with X) your second choice.
- Do not request a partner. The League will provide you with one.
- Please answer **all** questions below.

Night	Times	Handicap (Scores)
Mon.	4:15 only	Flight A
Tues.	4:15 only	
Thurs.	4:15/5:15	1 thru 7 (36-43)
Mon.	4:15/5:15	Flight B
Tues.	5:15 only	
Thurs.	4:15/5:15	8 thru 4 (44-50)
Tues.	4:15/5:15	Flight C
Wed.	5:15 only	
Thurs.	5:15 only	15-24 (51-60)
Fri.	4:15 only	

Additional Information

- I can only play those times indicated above - Yes _____ No _____
- If no, my third choice is _____ Day at _____ Time _____
- If there are no openings left except for Friday I will play Friday. (C flight only)
Yes _____ No _____
- If all openings are filled I will play as an alternate. Yes _____ No _____