



Digital This Week

Volume 15, Number 13

August 1, 1988

Digital reports strong revenue gains for the quarter and year

Digital continued to grow faster, with higher profits, than the computer industry. The company reported higher sales and increased earnings for the fourth quarter of its fiscal year, which ended July 2, 1988.

For the quarter, the company reported total operating revenues of \$3,339,439,000, up 25% from the \$2,669,064,000 of the comparable quarter a year ago. Net income for the quarter rose to \$401,013,000, up 6% from last year's fourth quarter net income of \$377,250,000. Quarterly earnings per share were \$3.08 versus \$2.85 last year.

For the full fiscal year just ended, Digital's total operating revenues rose 22% to \$11,475,446,000 compared with last year's total of \$9,389,444,000; net income reached \$1,305,633,000, up 15% from last year's \$1,137,435,000, and earnings per share for the year were \$9.90 compared with \$8.53 a year ago.

"We are pleased by the strong gains as our growth continued to outpace that of the industry," said Ken Olsen, president. "This performance reflects the growing number of large organizations around the world that are implementing Digital's enterprise-wide computing solutions.

"Demand was seen across the whole VAX family," said Ken. "At the low end, we shipped more than 12,000 workstations during the fourth quarter and 30,000 for the year, thus reaching a leadership position in this rapidly growing market. The MicroVAX 3000 series did particularly well, and over 500 VAX 6200 systems were shipped since their introduction three months ago. At the high end, shipment of VAX 8000 Nautilus systems exceeded 3,000 for the year. The introduction of Symmetrical Multi-Processing (SMP), which provides increased complex application performance, has been

Operating results for the twelve months and fourth quarter

	Years Ended	
	July 2, 1988	June 27, 1987
Product Sales	\$ 7,541,241,000	\$ 6,254,187,000
Service and Other Revenues.....	3,934,205,000	3,135,257,000
Total Operating Revenues	11,475,446,000	9,389,444,000
Cost of Product Sales.....	3,042,172,000	2,532,259,000
Service and Other Expenses	2,426,176,000	1,981,635,000
Total Cost of Sales.....	5,468,348,000	4,513,894,000
Research and Engineering	1,306,543,000	1,010,438,000
Selling		
General and Administrative.....	3,065,555,000	2,253,105,000
Net Interest (Income)/Expense	(105,845,000)	(76,946,000)
Income Before Income Taxes.....	1,740,845,000	1,688,953,000
Income Taxes.....	435,212,000	551,518,000
Net Income	1,305,633,000	1,137,435,000
Average Number of Shares Outstanding	131,922,964	133,305,018
Net Income Per Share.....	\$9.90	\$8.53
	Fourth Quarter Ended	
	July 2, 1988	June 27, 1987
Product Sales	\$2,196,121,000	\$1,775,617,000
Service and Other Revenues.....	1,143,318,000	893,447,000
Total Operating Revenues	3,339,439,000	2,669,064,000
Cost of Product Sales.....	881,199,000	702,913,000
Service and Other Expenses	706,700,000	539,520,000
Total Cost of Sales.....	1,587,899,000	1,242,433,000
Research and Engineering	384,335,000	283,890,000
Selling		
General and Administrative.....	860,041,000	649,836,000
Net Interest (Income)/Expense	(27,520,000)	(17,467,000)
Income Before Income Taxes.....	534,684,000	510,372,000
Income Taxes.....	133,671,000	133,122,000
Net Income	401,013,000	377,250,000
Average Number of Shares Outstanding	130,260,782	132,368,574
Net Income Per Share.....	\$3.08	\$2.85

very well received by our customers."

Jim Osterhoff, vice president, Finance, added: "Our product strategy continues to be well-suited to the marketplace, as evidenced by the enthusiasm for DEC-WORLD '88 in Europe this fall, and the recent positive reaction to the announcement of our transaction processing archi-

ture, DECtp.

"Financially, we continue to perform well and compare favorably with the competition. But we expected to do better, building on our momentum of FY87.

"Our revenue growth is good, and employees should feel proud that their efforts helped maintain our sales momen-

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digital

International focus for five Industry Marketing groups

To deal more effectively with the increasing competitiveness in the computer industry, Jack Shields, senior vice president, Sales, Services, Marketing and International (SSMI) recently outlined a series of organizational changes.

"More than ever, we need to capture market share, grow in our strategic industries and accounts, and increase profitability. Most importantly, we need to set, agree, and execute strategies crisply while maximizing the use of our resources," Jack explained.

"Our goal is to plan by industry and execute by geography and to focus resources along one dimension —the account— and measure return along the other —geography. Profit and loss will be measured on several dimensions: industry, account, projects within an account, channel, and geography. Geographies are responsible for short-term profit and loss."

Five industry groups have been selected to play a leadership role in proposing and setting the global industry strategy. Financial Services, Telecommunications, Discrete Manufacturing, Process Manufacturing, and Government Systems are charged with leading the development of a worldwide plan, in addition to maintaining their current U.S. Industry Marketing responsibility. All other industry groups will remain committed to the plan and strategy for their particular geography.

In order to provide consistent management and implementation of the global industry strategy, the following senior managers are assuming the following responsibilities:



Bob Hughes



Jack MacKeen



Harvey Weiss



Jerry Witmore

Bob Hughes will manage the Financial Services, Media, and General Services Industry groups. He will also be responsible for SSMI Marketing Communications. (Ed Kamins will now report to Bob in this role.) Bob will continue to have cross-industry responsibility for the Consultants and Information Systems group.

Jack MacKeen will manage Telecommunications Industry Marketing. He will also be responsible for Corporate Channels Marketing. Given that distribution management/strategy are the responsibility of the Sales organization, those groups in the current Channels Marketing organization that have provided support to U.S. Sales will transfer to the U.S. Sales organization, and be managed by Jay Atlas. Jack will continue to manage a cross-industry Corporate Channels group which will provide increased leadership in worldwide marketing-partner management, channel development, and corporate channel strategy. He will continue to chair the Channels Strategy Committee. (Dan Latham, the Telecommunications Industry Marketing Director, will now report to Jack.)

Harvey Weiss will manage the Government Systems Industry Marketing group. He will also have cross-industry responsibility for the Installed Systems Marketing group (formerly called PSG) and Products Operations.

Jerry Witmore will manage Basic Industry Marketing. He will also manage the Price/Discount Strategy Committee, with responsibility for leading Digital's global value-added pricing activities.

Software Services and U.S., Europe, and GIA Sales will each present a plan as to how to align the efforts of their organiza-

tions to support the global industry direction. Each will also propose senior members of their organizations to serve as Sales Industry managers and Software Industry/Applications managers to participate in the development and execution of the integrated plan by industry. Each of these senior managers, while reporting to their respective geographic organizations, will be part of the Industry Business Unit team which will be chaired by the industry director.

The concept behind the establishment and growth of Corporate Accounts has proven successful. Corporate Account managers will now report into the geography where the Corporate Account is headquartered. Aligned by industry, these Corporate Accounts represent the keystone accounts in Digital's integrated plan by industry.

Certain of these accounts have been selected as global accounts. The Corporate Account manager will have worldwide responsibility for resource planning and deployment. These account managers will report to a senior host geographic manager in their respective geographies.

The central Corporate Accounts group will continue to be managed by Bill Lynch and will be responsible for resource standards and methodologies for Digital's Corporate Accounts. Bill's group will continue to manage Corporate Visits, the Technology Review Program, the Corporate Leaders' Forum, and other similar programs. The Industry Sales managers representing U.S. Sales to the Industry Business Unit teams will also report to Bill. Bill will report to Chick Shue, vice president, U.S. Sales, in both the Corporate Accounts and U.S. Industry Sales roles. ●



Digital This Week

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"Digital This Week" is published every other week by the Corporate Employee Communication Department of Digital Equipment Corp. for its employees in the Greater Maynard Area.

Twelve senior managers appointed vice president

In recognition of their contributions to Digital and the significance of their positions, 12 senior managers have been appointed vice president. Those appointed are:

Horst Adler, Mid-Atlantic Area Field Service Vice President

Jay Atlas, U.S. Indirect Channels Sales Vice President

John Barrett, European Field Service Vice President

Carol Bayley, Northeast Area Software Services Vice President

Robert Brooks, Western Area Field Service Vice President

Gerald Bryant, Southwest Area Software Services Vice President

Dave Copeland, CIM Marketing and Product Development Vice President

Alan Croll, Mid-Atlantic Area Software Services Vice President

Bob Farquhar, Media Industry Marketing Vice President

Robert Horne, Health Care and Process Industries Marketing Vice President

Donald Philpott, South Central Area Field Service Vice President

Robert Russell, New York Area Software Services Vice President

The following are brief biographies of the five who work in New England:

Jay Atlas joined Digital in 1972 as a Field Service marketing specialist and held several management positions in Field Service. In 1984, he joined the Sales organization as Distribution Sales

Group manager. He currently is responsible for General Business, Reseller Business, and Authorized Distributors in the U.S.

Carol Bayley joined Digital 15 years ago and has held a variety of management positions in the Software Services organization. She has been manager of Northeast Area Software Services for three years.

For the last two years, **Dave Copeland** has been manager of the Computer Integrated Manufacturing (CIM) Group, responsible for marketing to manufacturing organizations, as well as market-focused product and systems engineering. After working in government, education and the auto industry, he joined Digital in 1980 and has held a number of Engineering management positions.

After 27 years in the newspaper business, **Bob Farquhar** joined Digital two



Jay Atlas



Carol Bayley



Dave Copeland



Bob Farquhar



Robert Horne

years ago as director of Media Industry Marketing. He came from "The Oklahoman and Times" in Oklahoma City, Okla., where he had served in a number of managerial and editorial roles.

Robert Horne joined Digital two years ago as director of Health Care and Process Industries Marketing. Previously, he worked for 25 years in the process industries, primarily the chemical industry, at such companies as ICI and Stauffer Chemical. ●

DECtp: Digital's transaction processing environment

Digital's new systems environment, DECtp, integrates the capabilities of such transaction processing elements as databases, monitors and storage systems.

The products were announced at a major news conference in New York City on July 19.

Transaction processing is data moving from the user back out to the database, changing the database and then telling the user the database has been changed properly. Without sophisticated TP systems, services such as automatic teller machines and credit checks at the sales counter wouldn't be available.

The new DECtp products include DECintact, a new high-performance TP monitor; an improved VAX ACMS TP monitor; higher-performance versions of

the VAX Rdb/VMS relational database management systems and supporting software; DEClint software, which increases a VAX system's ability to access IBM-based databases, and the SA600 storage array, a technology-leading disk storage system with nearly double the capacity of storage products used on mainframes.

"Digital has been in transaction processing for a long time and is among the largest suppliers to the market," said Ken Olsen, president. "But our customers are asking us to do more. Our new announcement includes products, support, services, and a strategy for the future that provides customers with the most useful transaction processing capabilities available anywhere."

The DECtp program is designed to

work across Digital's complete range of systems. This allows users to provide as much computing power as each application requires, without rewriting the application. DECtp also facilitates flexible, incremental system growth as users' needs grow. In addition, information from large, already established databases on IBM mainframes can be utilized in the more flexible DECtp environment.

DECtp users can implement TP applications and then exchange data throughout the enterprise. With other vendors' systems, TP often is isolated and can't interact with other applications.

Industry experts generally believe that the TP market is the fastest-growing segment of the business computer market. ●

Carol Burke accepts new position

Carol I. Burke, Corporate Personnel manager, has been named to the position of senior manager, Strategic Relations, reporting to John Sims, vice president, Strategic Resources. This



Carol Burke

position has been created to focus on and promote the contributions Digital makes in the area of people and their work.

In her new role, Carol will be working with other multinational companies, governments, educational and professional organizations to collaborate on major policies and programs regarding people and their work. In addition, she will be defin-

ing and developing an overall Strategic Resources strategy that merges Digital's products and applications with its knowledge and skill in developing people and overall organizational effectiveness.

Carol has been Corporate Personnel manager since 1985. Since joining Digital in 1977, she has held several Personnel positions, including Group Personnel manager in Engineering and Manufacturing and Senior Group Personnel manager in Marketing and Finance and Administration. Carol also has been an organization consultant for school systems. She is a graduate of Furman University, Greenville, S.C., and holds a master's degree from the Harvard School of Education, where she specialized in organization behavior. ●

Bob McGorty named Strategic Resources manager for U.S. Field Service

Bob McGorty, U.S. Field Service Human Resource manager, has been appointed Strategic Resources manager for U.S. Field Service, reporting to Jeff Holmes, Field Service Operations Research manager, and Joe Gaffney, Field Service Human Resource manager.



Bob McGorty

In his new role, Bob will develop techniques to assist the Field Service organization in evolving its current workforce to one which will match the needs of the Field Service organization of the 1990s.

The Strategic Resource Management organization will become part of the recently created Field Service Operations Research Group. It will integrate the efforts of the Field Service Organizational Planning, Learning Technology Management, and Valuing Differences groups into a single organization focused on the future Field Service workforce.

Bob joined Digital in 1974. He has held a number of positions, including GIA Headquarters Personnel manager, site personnel manager for Nagog Park, Personnel manager for Western Canada, and Human Resource manager for the Canadian Field Manufacturing organization. ●

Lee Pledger new U.S. Human Resource manager for Field Service

Lee Pledger, Northeast Area and INDEC Personnel manager, has been appointed U.S. Human Resource manager for Field Service, reporting to Donna Blaney, U.S. Field Personnel



Lee Pledger

manager; Joe Gaffney, Field Service Human Resource manager; and Don Zereski, vice president, U.S. Field Service.

In this role, Lee is responsible for driving the implementation of strategic human resource programs across the U.S. geography for Field Service, for representing the Personnel function on the U.S. Field Service Management Team, and for collaborating with other human resource

managers in the development of overall human resource programs that support the U.S. LRP.

During her 11 years at Digital, Lee has held various Personnel management positions including Staff and Compensation manager for the Burlington, Vt., plant; Plant Personnel manager for the Hudson, Mass., Semiconductor facility; and U.S. Field Employee Relations manager. Prior to joining Digital, Lee held Personnel managerial positions at The New England and the New England Deaconess Hospital.

Lee received a bachelor's degree from Tufts University and completed the Simmons College School of Management Executive Program as a Digital-sponsored participant. ●

DECwindows Enterprise Fair to be held Aug. 23-24

Digital's Software Systems Group (SSG) will be hosting a two-day DECwindows Enterprise Fair at the Old Millyard in Nashua, Aug. 23 and 24. The fair will preview new Digital-designed DECwindows software.

The fair will showcase the wide range of software available in the DECwindows program. Digital employees who work in the Field Support, Sales Support, and Marketing organizations will find the fair

to be of particular interest. This event is designed to highlight the power and significance of the DECwindows program as it applies to Digital's desktop strategy.

The DECwindows Enterprise Fair will present the full breadth of Digital's internally developed DECwindows applications. Digital's operating system platforms, Computer Aided Software Engineering (CASE), Office Productivity, PC Integration, and Artificial Intelligence

user interface capabilities will all be staged and presented as they apply to DECwindows and Digital's desktop strategy.

Attendance on the first day, Aug. 23, is on a reservation-only basis for special and support group programs. On Wednesday, Aug. 24, the fair will be open to interested Digital employees with badge, from 10 a.m.-5 p.m. For more information, please send VAXmail to 2HOT::RAK. ●

The Marketplace

How 'The Marketplace' works

"The Marketplace" is a free service provided by Digital This Week for Digital employees in the Greater Maynard area. To serve as many employees as possible and keep the ads as current as possible, DTW needs your cooperation.

1. When submitting an ad, please include your full name, mailstop and internal DTN phone number.
2. Please submit only one ad at a time. Multiple submissions will not be accepted. Ads will appear only once.
3. Ads must be submitted in writing (hard copy) and sent to Marketplace, CFO2-3/K23.
4. DTW does not print ads for services (babysitting, snow-plowing, etc.) or profit-making enterprises. Ads must be worded clearly, typewritten or printed, and in good taste. DTW reserves the right to edit for space.
5. Ads are printed on a first-come, first served basis, as space allows, regardless of category. Due to the heavy volume of ads, allow four to six weeks for your ad to appear.
6. Ads can be cancelled simply by calling the Marketplace office. If an item has been sold, please cancel the ad so that space can be opened for another listing. If you have any questions about the Marketplace guidelines, call the DTW office at DTN 251-1308.

Seasonal Rentals

WINNI/MERIDITH, 30' from water, cottage, slps 4, lg screened porch, \$400/wk, Kathy, 275-2461

P-TOWN, condo, 1bdr, on water, deck, electric heat, \$575/wk, off season, \$500/wk, Mary, 223-4053

EASTMAN, contemp home, 3bdr, 2ba, beach, boating, pool, c/bhs, golf, tennis, brse nrby, \$500/wk, Bob, 226-3471

HAMPTON BEACH, condo on ocean, 2bdr, wthr/dryr, ac, deck, 2 car prkg, \$600/wk, \$2200/mo, Lori, 276-8632

MARTHA'S VINEYARD, 3 bdr house, slps 7, 10 min to beach, \$800/wk, off seas rates, Tony, 297-6274

N.CONWAY/ATTITASH, condo, 4 seas resort, 2bdr, 2ba, pool, sauna, tennis, \$450/wk, \$1400/mo, Jim, 244-7415

LAKE WINNI/ALTON BAY, wtrfrnt home, 3bdr, 1ba, cable tv, dock, \$650/wk, June-Sept, Carole, 263-6167

VERMONT, peaceful getaway on brook, alpine slide, horseback riding, hiking \$125/wknd, Mary, 234-5249

WHITE MTHS, nr Loon, condo, 3bdr, swim, hike, all rec activities, \$400/wk, Jerry, 264-1916

MARTHA'S VINEYARD, contemp, 3bdr, 2ba, quiet, residen area, nr ferry/beach/shops, \$450/wk, Dan, 234-4855

MARTHA'S VINEYARD, cont, 4bdr, 2ba, tennis, private, \$950/wk inc ferry, Madeline, 237-3399

SEABROOK NH, 3bdr house, lg deck, screened porch, 100 yds to beach, \$650, Paul, 268-3104

WATERVILLE VALLEY NH, condo, 3bdr, fem rm, r/cable, golf, indoor pool, tennis, \$500/wk, Bill, 269-2429

N.CONWAY, chalet, 3bdr, slps 8, furnished, priv bch, tennis, hiking, wk/wknd rates, Diane, 264-7096

MYRTLE BEACH SC, condo, 2bdr, 2ba, 1/2 mi frn bch, furnished, pool, jacuzzi, avail yr rad, Susan, 223-7181

HAMILTON BEACH BERMUDA, lux condo, slp 4-6, pool, balc tennis, avail wk of Aug 20-27, \$650, Tom, 275-3228

LUDLOW VT, Okemo mtn, condo, 2bdr, 2ba, slp 7, tennis, pool, hot tub, nr lake/golf, \$300/wk, Nancy, 297-5316

MTH LAKES, WHITE MTHS, spacious chalet, 4bdr, 2ba, ful equip, tennis, pool, priv lake, \$450/wk, Carl, 223-8907

E. PALMOUTH, 3bdr, slps 6, private beach, dock on inlet, access to ocean, \$600/wk, Ewan, 281-1613

CAPE COD, sailboat charter, 37 foot, sleeps 6, avail week/weekend, Peter, 226-7791

MOODY BEACH NH, 4bdr house, priv beach, compl renov, wthr/dryr, fenced yrd, \$900/wk, Mary, 251-1576

SPOFFORD LAKE NH, cottage, slps 6, rowboat, raft, \$375/wk, avail 7/20-8/7, 8/28-9/11, Nick, 268-3285

LAKE WINNI 4bdr ranch, slps 8, 5 min walk to privt bch, dock, July-Sept, \$450/wk, Mary Lou, 296-4181

CONWAY NH, 3bdr, slps 10, short walk to private bch, exc location, \$300/wk, July-Oct, Anita, 276-8319

HARVICH, 3bdr house, 1.5 ba, walk to beach, monthly rental only, July/Aug, \$2500/mo, Joe, 264-5703

S. DENNIS, 2bdr, slps 6, nr beaches/bikepath, washer/dryer, outdoor shower, \$500/wk, Susanne, 244-6250

DEHNSPORT, condo, 2bdr, walk to beach, avail 3rd + 4th week of August, \$575, Donna, 297-6284

WHT MTHS, twnhse on river, 2bdr, slps 6-8, tennis, pool, c/bhs, \$425/wk, George, 223-8713

FALMOUTH, 4bdr, slps 7.5 min walk to inlet beach, mooring avail, \$495/wk, Jack, 226-2729

WHITE MTHS, Loon area, 2bdr, slps 6, 2ba, avail wk/wknds, ful equip, pool, hiking, Bill, 249-1390

W. YARMOUTH, 3bdr ranch, 1 mi from Seagull beach, slps 6, avail May-Sept, \$650/wk, Pat, 297-5310

FALMOUTH, cottage, slps 6, 100' to salt wtr bch, near everything, quiet area, \$450/wk, Paul, 287-3232

LAKE WINNI, waterfront cott, 3bdr, in Centar Harbor, avail Aug 27-Sept 3, \$600, Clayton, 244-6355

WHITE MTHS, new luxury chalet, 3bdr, nr beach/activ, yet secluded, slps 8, avail May-Oct, Dave, 223-7390

DEHNSPORT, cape cod, 3bdr, slps 6, walk to beach, \$500/wk, Ram, 221-5443

WHITE MTHS, twnhse on river, 3bdr, 2.5ba, loft, pool, tennis, \$450/wk, also wknd rates, Janene, 381-0696

WHITE MTHS, nr glf, sbps, rest, hike, fish, studio cndo, slp 4, pl, whpl, sauna, tpn, \$150/wknd, Lori, 296-4305

N. WOODSTOCK NH, Loon area, nw twnhse, slps 6, tennis, swim, \$250/wknd, \$450/wk, Peggy, 264-6606

TRURO/P-TOWN LINE, studio cottage on beach, slps 4, pool, deck, views, \$550/wk, Ted, 234-4320

FALMOUTH, 2bdr ranch, 1 mi to ocean, family neighborhood, \$425/wk, Herb, 275-2166

N. PALMOUTH, 6bdr cottage, nr beach/plygrnd, tennis, 1.5ba, avail 18-6/9-3, \$750/wk, Janet, 617-563-2417

OGUNQUIT ME, condo, view, pool, tennis, slps 4, June+ Sept \$450/wk, July+Aug \$650/wk, Will, 249-1498

HAMPTON BEACH, woody area, 2bdr, slps 6, 1/2 mile to beach, flpc, \$500/wk, Debbie, 292-2033

MERRIMACK NH, condo, country set, br, den, ba, full kit, gas, all socials, \$675 + util, Art, 275-2157

VERMONT, lakefront cottage, swim, fish, tennis, no pets, \$375/wk, Mike, 239-2220

YARMOUTH, condo, slps 4, water views, beach nearby all amenities, avail wk of Sept 9, Ron, 297-7113

N. CONWAY, 3bdr, 2ba, prime loc, walk to center of town, avail wk/wknd, Denis, 244-6919

SANDELL ISLAND FL, condo, 2bdr, 2ba, furnished, pool, avail 11/11-11/18, \$1200, Pat, 287-3589

NAPLES FL, condo, 2bdr, 2ba, pool, tennis, golf, 2 mi to ocean, 3-4 mos, \$1500/mo, Ann, 223-7503

ORMOND BEACH FL, 4th fl condo, 2bdr, 2ba, pool, nr mnt E. Florida attrc, exc rates, Bill, 225-4803

WHITE MTHS, Loon area, 2bdr, 2ba, slp 6, avail w/wknd, full equip, pool, hiking, Bill, 249-1390

LOON MTH, twnhse, slp 8, full kit, sauna, pool, game rm, wk/wknde, Dick, 226-6571

MARTHA'S VINEYARD, nr harbor, 1bdr, full equip, wash, dryer, sleep sofa, dock, \$650/wk, Poppy, 296-3630

ARUBA, resort, wk of 11/6, slp 4, kitchenette, balcony overlooking ocean, \$500, Debi, 223-3866

FLORIDA, Gulf coast, beachfront condo, 2bdr, 2ba, pool, tennis, families only, \$500/wk, Mike, 239-2220

WHITE MTHS, chalet, 3bdr, close to beach/activities, yet secluded, slps 8, avail May-Oct, Dave, 223-7390

MARTHA'S VINEYARD, 3bdr, 2ba, contemp, whites, water bed, quiet, avail Sept 9-30, \$500/wk, Dan, 234-4855

MARTHA'S VINEYARD, house, ocean view, avail wk of Aug 17, Sept/Oct wks also, 3bdr, Donna, 297-2946

WELLS BEACH ME, condo, 2bdr, nr beach, avail 8/20-9/10, also fall wknds, \$400/wk, Sharon, 296-4453

CHATHAM, cotege, slp 6, private beach, 8/20-8/27, \$750, 9/10 or later, \$400/wk, \$180/wknd, Bruce, 226-2234

MAINTUCKET, 6bdr, sunny, walk to beach + town, avail in fall '88, spring/summer '89, John, 232-2581

LAKE WINNI, condo, all season, slps 6, nonsmkr, Paugus Bay nr Gunstock ski, Linda, 297-4539

SANDWICH, 2bdr, slp 6, 1/2 mi to beach, nr canal, debwthr, wash/dryer, quiet, \$400/wk, Judy, 2344-4366

SUGARLOAF ME, play golf, hrabrtdr, riversaft, 2bdr, 2ba, slps 6, full apt kit, Ester, 289-1402

UNITY NH, nr lake quiet cotege, brooks, decks, phone, cbl tv, hike, swim, \$400/wk, \$225/wknd, Gail, 262-8380

TORE BEACH ME, cotege, 1bdr, on beach, \$360/wk, \$140/wknd, off seas rates avail, Jane, 297-7963

MARTHA'S VINEYARD, house near town and beach, \$350-500/wk, Russ, 176-8216

CHATHAM, fall rentals avail, 3bdr home nr town, exc cond, quiet neighborhood, Jim, 223-6590

N. CONWAY, white mtns, Linderhof chalet, luxury, 3bdr, fully equipped, slps 8, 4 seas, Mike, 225-5126

VERMONT, foliage, 3bdr chalet, \$175/wknd, views, \$3500 full ski season, Dave, 225-4826

N. CONWAY area, fall foliage views, lakefront, 3bdr, 2ba, contemp, \$175/wknd, \$400/wk, Van, 223-2856

MERIDITH NH, Lake Winni, private beach dock rights, 3bdr, 2ba, lr, kit, screen porch, \$550/wk, Tom, 225-4211

MARTHA'S VINEYARD, 2houses, 2bdr, w/w, mod, 1ba, deck, 4bdr, 2ba, laundry, prch, avail Sept 2-9, Lenny, 296-3798

ORMOND BY THE SEA FL, 2bdr hse, slp 4-6, nr beach, close to attrc, \$300/wk, \$1000/mo, Kate, 249-4219

ATTITASH MTH, village condo, 2bdr, 20% discount to DECies, Mike, 223-4651

LAKE WINNI, quiet gtawy, wk/wknd, nr bch shg, mtns, slp 8, 4bdr, 2ba, \$600/wk, \$250/wknd, Mike, 297-7894

GROTON, cottage on secluded lake, 1bdr, slps 4 +, swim, boat, fish, \$300/wk, \$900/mo, Bob, 285-6210

Appliances

REFRIGERATOR, front free, almond, \$200; WASHER/GAS DRYER, Whirlpool, green, \$200, Debi, 288-6625

DISHWASHER, KitchenAid, Superba model, like new, \$200, Al, 223-8571

REFRIGERATOR, old but runs great, free if you can come to Watertown to pick it up, Susanne, 244-6250

GAS DRYER, Sears, 2.5 yrs old, top of line, exc cond, \$195, Sherad, 833-0097

TELEVISION, 21" Zenith color console, \$75, Carol, 268-3539

STOVE, Hotpoint electric, copper color, very good condition, \$100, Bob, 223-3668

FREEZER, Whirlpool, 15.9 cu ft, white, upright, 3 yrs old, \$350, Carol, 223-8432, (508) 337-4540

REFRIGERATOR, 14 cu ft, gold, very good cond, perfect for apt or cott, \$85/BD, Stove, 264-1788

ELECTRIC STOVE, 31" dark brown, window in door, controls in front, good cond, \$75, Ben, 297-5811

continued

Appliances - continued

WASHER, CE, 5 yrs old, very good cond, must pick up in Hudson NH, \$150, Lisa, 276-9369

CONVECTION OVEN, self cleaning, 1 yr old, works great, Ada, 297-2488

Cars

'81 CHEVY CITATION, 4dr, stdnrd, a/c, 77k mi, \$950; '81 CHEVY MALIBU WAGON, auto, 94k mi, \$950, Lee, 223-8812

'83 PONTIAC 6000, V6, ac, 4dr, ps/pb, auto, am/fm st, rear defrost, \$3999, Mill, 237-3498

'86 MAZDA 626, Turbo, 5spd, fully loaded, exc cond, \$11k, Dana, 268-3092

'84 HONDA ACCORD, 3dr hatch, ps, ac, auto, Sony am/fm/cass, exc cond, 42k mi, \$5800, Mel, 223-9720

'84 FIRO, mint cond, wv factory engine, 3000 mi, loaded except air, new tires, \$4500, Lilly, 276-9598

'50 CHRYSLER WINDSOR, 6cyl, 4 dr, needs a little work, exc body, \$500, Dennis, 226-7393

'80 MERCURY ZEPHYR 27, 6cyl, sunf, some surface rust, 126k mi, great cond, \$900/BO, Dana, 226-2419

'68 FORD LTD, red exc cond, V8, all original parts, no rust, nbs tuneup/tires, \$350/BO, Laurel, 276-9421

'85 NISSAN 300ZX, 3spd, exc cond, low miles, loaded, T-roof, warr till 11/30/90, \$11.4k/BO, Lisa, 236-2813

'86 OLDSMOBILE CUTLASS CIERRA, 4dr, options package, exc cond, best offer, Pam, 221-5247

'86 MAZDA RX7, dark red, power roof, 5 speed, am/fm cass, a/c, \$11k/BO, Dave, 226-2027

'77 OLDS DELTA 88, blue/white vin rf, 4 wv tires, cruise, all pwr, air, cass, \$1000/BO, Frank, 297-6065

'87 CAMARO, 5spd, like new, perfect grad gift, \$8995, Tom, 268-3103

'76 BMW 2002, 62k mi, sunf, am/fm/cass, new exhaust/carb, runs great, \$5500/neg, Chuck, 223-2730

'80 FIAT SPIDER 2000, convertible, 5spd, fuel injec, low mileage, exc cond, \$3500/BO, Jerry, 232-2474

'85 FORD CROWN VICTORIA, police car, options, nice commuting car, steal at \$2300, John 293-5875

'85 MERCURY MARQUE, ps/pb, ac, am/fm/cass, \$4000, John, 263-6051

'84 CAVALIER, hatchback, 5spd, sunf, am/fm/ster, good cond, \$2450/BO, Mel, 274-6712

'86 CHEVY CAVALIER STA WAG, 4 cyl, fuel inj, 4spd, am/fm/ster, new tires, 30k mi, \$5100, Bill, 297-7864

'82 CHEVY CAVALIER, 2dr, 4cyl, auto, am/fm, low miles, 1 owner, all good, \$2000, Tony, 225-4589

'86 FORD ESCORT, lt blue, 4cyl, auto, 47k mi, exc cond, \$5000, am/fm, Tricia, 241-4245

'84 TOYOTA COROLLA SR5, sunf, cruise, new mechanicals, 120k hwy mi, \$2900, Bruce, 274-6512

'87 MAZDA RX-7 GXL, pristine cond, 11.3k mi, white/blue int, \$13k, Dick, 223-6430

'83 OLDS CIERRA BROUGHAM, loaded, ac, am/fm ster, plus more, 60k mi, exc cond, \$3999, Steve, 296-4175

'84 FORD TEMPO, 4spd, ac, perfect grad gift, good cond, reliable, 70k mi, 1 owner, \$2850, Sandy, 223-6855

'88 CHEVY CAMARO, coupe, V8, auto, ac, am/fm ster, ps/pb, gold spoiler, 6000 mi, \$13k/BO, Elaine, 223-7089

'79 TOYOTA CELICA, 5 spd, new brakes/muffler, well maint, dependable car, 116kmi, \$1500, Linda, 249-4106

'75 OLDS OMEGA, V8, 4dr, auto, new front brakes, 160k mi, very reliable, \$350, Rocky, 223-0425

'82 NISSAN SENTRA WAGON, white, good cond, 5spd, am/fm, ac, sunf, cloth int, \$1795/BO, Mike, 285-6131

'84 RENAULT INCORE, maroon, 5spd, well maint, 92k hwy mi, recat brakes/tires, \$2000/BO, Terry, 267-3528

'76 TOYOTA CORONA, 5spd, 4cyl, 4dr wagon, 89k mi, exc mech cond, \$750, Bev, 226-7830

'87 SUZUKI SAMARI, convertible, alpine am/fm/cass, 20k mi, 5 yr ext warr, \$7500/BO, Mike, 274-6668

'85 MITSUBUSHI MIRAGE, turbo, 29k mi, am/fm/cass, ac, silver, \$5100/BO, Neg, 224-1573

'79 CAMARO, V8, auto, ps/pb, ac, runs strong, well maint, \$1995, Tom, 274-6648

'81 DATSUN 210D, white, 5spd, 94k mi, am/fm, exc cond, must see, \$975, Kathy, 292-2071

'74 DODGE DART, new tires, new battery, \$300, Sharon, 226-2714

'75 FORD GRANADA, road worthy, recent valve job, runs well, little rust, \$450/BO, Bob, 297-5494

'82 NISSAN SENTRA wagon, 5spd, red, 66k mi, ac, am/fm, new tires/brakes, exc cond, \$3500, Lora, 274-6542

'85 JEEP WAGONER, exc cond, ac, ps/pb, fog lights, V6, am/fm/cass, ext warr, \$10.5k, Fred, 297-3882

'82 TOYOTA COROLLA SR5 SP CPE, mint cond, 74k mi, orig owner, Calif car, 5spd, ac, \$4100, Lori, 226-2530

'80 OLDS CUTLASS SUPREME, 115k mi, blue w/white leand, runs well, \$1500/BO, Jim, 297-4533

'81 MALIBU, wagon, 63k mi, reliable family/utility vehicle, well maintained, \$2400, John, 262-8240

'77 DODGE ASPEN, wagon, 4dr, 6 cyl, auto, 97k mi, some rust, runs well, \$300/BO, John, 296-6743

'67 FORD MUSTANG, 6cyl, auto, 75k mi, restorable, all orig equip, \$1800/BO, Dick, 223-5790

'84 CHRYSLER LASER XR, turbo, auto, sunf, pw/pl, ac, cruise, electric pkg, \$5200/BO, Ron, 291-7229

'87 DODGE SHADOW, blue w/blue int, auto, sunroof, am/fm/cass, exc cond, Debbi, 273-3427

'69 PLYMOUTH BARRACUDA, orig owner, low miles, runs great, ready to go or custom, \$1200, Laurie, 223-3674

'73 CORVETTE, rebuilt, auto, am/fm/cass, ac, ps/pb/pw, tilt, tele, alarm, exc cond, \$9500, Ed, 223-4629

'83 MAZDA 626, exc cond, 4dr, new tires, tuneup, std, grey/black, \$3900, Tom, 244-6571

'83 SUBARU GL WAGON, 4x4, loaded, exc. cond., \$2500, Jane, 226-5535

'83 CADILLAC ELDORADO, all power, loaded, 48K miles, \$9800/BO, Debbie, 245-5328

'79 TOYOTA COROLLA WAGON, new brakes, gd running cond, \$650, Biahna, \$237-3457

'83 NISSAN SENTRA WAGON, auto, 4dr, am/fm, gd cond, \$1500, PAUL, 226-2307

'69 PONTIAC GTO conv., fair cond., nbs work, \$1800, Lea, 289-1259

'85 CHEVY BLAZER S-10, 4x4, auto w/overdrive, clean, low mileage, \$8800/BO, Frank, 297-7129

'79 CHEVY WAGON, ps/pb/ac, roof rack, new exhaust, runs well, Paul, 287-3232

'86 VW JETTA GL, 4 dr, std., stereo, sunrf, great cond, BO, Carolinae, 297-6406

'85 NISSAN SENTRA WAGON, 5 spd, sunrf, rust proof, exc cond, \$4900/BO, Joe, 296-5083

'83 TOYOTA TERCEL, 2dr hatchbk, 4 spd, am/fm, new brakes, \$2150, Joe, 297-5448

'86 PONTIAC GRAND AM, 2dr, auto, cruise, ac, 43K mi., exc. cond., \$8K, Brenda, 244-6422

'83 CHEVY CAVALIER WAGON, am/fm/ster, 46K mi., new tires, \$3K, Vic, 237-2658

'86 MONTE CARLO SS, t-top, cruise, stereo, mint cond., \$12K, Taddie, 244-7587

'86 BUICK LESABRE, 2dr, V-6, 4 spd auto, mint cond., loaded, \$10.5K, Rob, 274-6853

'83 BUICK SKYHAWK WAGON, ac/ps/pb/am/fm/ster, auto, loaded, \$3500/BO, John, 273-3185

'86 BRONCO II XLT, 5 spd, ac/am/fm/cass, cruise, ps/pb/pw/pl, Robin, 244-7763

'85 BRONCO XLT 4x4, 42kmi., 7mo. warranty, loaded, \$12.5K/BO, Joe, 293-5703

'76 FORD VAN, 6 cyl. auto., \$350/BO, Tina, 262-8290

'87 CHEVY C20 VAN, V8, auto, ps/pb, hvy duty susp, \$9K/BO, Sallyann, 223-8954

'85 CORVETTE, auto, ac, Bose, 16K mi, exc cond., \$21.5K/BO, Dick, 251-1457

'67 MUSTANG CONV, 289 auto., Texas car, \$4950, George, 223-4545

'82 VW RABBIT, 2dr, sunrf, exc cond., \$2250, Phyllis, 223-3313

'77 PONTIAC SUNBIRD, auto, ac/ps, orig. owner, stud snows, well maint, Norman, 291-7850

'79 MERCURY MONARCH, 53K mi., orig. owner, reliable, \$795, Joe, 223-3509

'86 CHRYSLER GTS, turbo, 5spd, ps/pb, sunrf, sport susp, more, \$7800, Mill, 244-7769

'84 FORD LTD, 6cyl, auto, 95K mi., ac/pw/ster, \$1000/BO, Buzs, 297-7219

'74 THUNDERBIRD, loaded, exc cond, must see, \$3.2K/BO, Tom, 232-2588

'75 VOLVO, nbs work, will sell as is or for parts, BO, Maddy, 262-8274

'76 VOLVO 245 vgn, std., rf racks, new parts, snow tires, \$1100/BO, Barbara 273-3302

'87 OLDS CUTLASS SUPREME, ps/pb/ac/am/fm/ster, cruise, 12K mi., \$11,850/BO, Candy, 251-1429

'85 PONTIAC FIREO, 5 spd, am/fm/cass/sunrf, 32K mi., \$4500, Wayne, 296-3250

'85 TOYOTA CELICA ST, 5spd, ac/ps/pb, 4 new tires, 64K hwy mi., \$5700/BO, Denise, 297-5032

'82 NISSAN SENTRA, 2dr, 5spd, am/fm/cass, 83K mi., exc cond, \$2000/BO, Uttam, 296-6606

'83 HONDA PRELUDE, 5 spd, pwr sunrf, ac, orig. owner, \$5700, Jim, 226-5504

'84 NISSAN 300Z, 2+2, t-rf, 5spd., ac/am/fm/cass, 40.5K mi., \$10,400, Bob, 226-2431

Furniture

BUNK BEDS, 1 year old, like new, \$150, Debi, 286-6625

PATIO SET/UMBRELLA, 4 chairs w/cushions, 40" round table, 1yr old, like new, \$150, Beverly, 297-2440

SLEEP SOFA, old but in good condition, \$45, Cathy, 262-8302

STUDENT DESK/CHAIR, hand crafted wood, 4 drawers on left, 3 shelves on right, \$50/BO, Steve, 244-6420

PIANO, upright Marshall & Wendall, \$100/BO, Beth, 244-6642

BABY FURNITURE, Child craft crib, changing table, natural color, contemp design, \$200, Karan, 276-8887

SOFA BED, full size, 1.5 yrs old, moving-must sell, \$250/BO, JoAnn, 297-6497

OVAL END TABLE, cherry, Queen Anne, exc cond, \$165, Joyce, 297-2763

WATERBED, king size, dark pine, bookcase, headboard, heater, liner, \$175, Ken, 225-4708

DINING ROOM CHAIRS, 4, contemporary, wicker, good cond, \$180, Mia, 297-5299

DINING ROOM SET, 6 upholstered cane-back chairs, oval table, 1 leaf, very good cond, \$350, Pat, 223-7156

DEACON BENCH, wood, relatively new, 60" long walnut finish, staple lines, \$80/BO, Ruth, 223-3599

ALL FURNITURE, moving must sell, living, dining, bedroom, exc cond, Joella, 276-8302

WATERBED, queen size, soft side support, separate heat/mattress, \$300, Jerry, 251-1082

WATERBED, king size, 2 shelves, 2 sets sheets, 1.5 yrs old, exc cond, \$230, Joe, 244-7549

BUREAU, \$45; 3/4 BED, \$50; DINING ROOM TABLE/CHAIRS, \$95; 2 FRUITWOOD END TABLES, \$395, ADA, 297-2488

SLEEP SOFA/CHAIR, queen size sofa, like new; RECLINER, \$500/BO, John, 287-3758

LEATHER CHAIRS/OTTOMANS, brown stressless, exc cond \$350/aa; SOFA, 90", contemp, \$300, Pat, 247-2236

COUCH/2 CHAIRS, exc cond, best offer, Steve, 223-3966

WATERBED, qu size, soft sided, separate water bags/ heaters, 2yrs old, perf cond, \$500, Sonia, 223-9119

LIVING ROOM SETS, 1 colonial brwn/gld, \$350, 1 cont, grn/gld/wht, \$150, 2 tbls, \$200, Michelle, 226-2008

KING BED FRAME, metal hollywood type, exc cond, \$45, Michael, 223-7210

SOFA/CHAIR, green plaid, gold chair, \$125; OAK COFFEE TBL, \$60; KIT TBL, \$30; DESK, \$30, Natasha, 293-3857

Miscellaneous

STEREO EQUIP, Harmon Kardon speakers, Sharp receiver/tape deck, good cond, \$80, Mia, 297-5299

CAMP STOVE, Coleman, green, 2 burner, white gas, used 1 season, exc cond, \$30, Mary, 297-7604

3 WHEEL BICYCLE, battery powered, lights, can be registered for road, like new, \$1800, Joyce, 268-3552

SEWING MACHINE, Singer Stylist 533, attachments, bobbin, cabinet, storage chair, \$175, Michael, 223-4129

TOOL SET, 41 piece 3/8" socket set, highest quality US made, exc cond, \$35, Sonia, 234-5446

ENCYCLOPEDIA AMERICANA, new, never opened, orig \$1500, asking \$900/80, Marjrie, 287-3341

FIREWOOD, cut, split, \$50; SWINGSSET W/SLIDE, BO; TIRE RIMS; BED FRMS PULL/TWIB; CHAIRS, BO, Nathan, 223-8560

ENCYCLOPEDIA BRITANICA, complete 30 vol set, 15th ed, like new, \$600, Dorothy, 244-6551

CLASSICAL GUITAR/CASE, Martin, excellent condition, \$400, Peter, 223-5339

SPEAKERS, never used acoustic monitor dbIV, prof series, oak cab, 125 watts, \$375, Robert, 226-6022

BRIDESMAIDS COVERS, 2 jade green, sizes 5 & 7, paid \$130/ea, best offer, Diane, 285-6140

SNOW BLADE, 48" wide, with controls, fits riding lawn mower, good cond, \$200/80, Colleen, 223-4849

FISH TANK, 30 gal, lighted hood, stand, heater, \$75, Audy, 247-2333

MASTERS OF THE UNIVERSE collection, gray castle skull, \$15, Snake mtu, \$15, figures, Penny, 381-1137

CAMERA, professional, roliflex, 2.5 x 2.5, very good condition, \$1200, Paul, 223-7122

WHEEL CHAIR, Everest Jennings folding, good cond, \$175, Colleen, 223-4849

EXERCISE EQUIP, D P Gypac 1500, exc cond, \$125, Maggie, 297-4932

BABY GRAND PIANO, Knabe, 1927, 5'3", great sound, exc, just tuned, \$3200, Mary, 234-5249

SNOW BLOWER, 8 hp, snow king, 10 yrs old, needs little work, \$145, Jim, 241-3113

COMPACT STEREO, Sony, am/fm radio, turntable, dust cover, 2 speakers, dorm/beginner, \$50, Rita, 293-5951

CHIPPER/MULCHER, 12A motor, 50" cord, takes branch up to 1", exc cond, \$189, Dean, 223-2240

MOTORCYCLE HELMET, full faced, XL Bell, paint coming off, \$25, Paul, 297-5349

JOINTER, Sears, 6", cast iron, excellent condition, \$150, Bill, 291-0320

CAMERA, Minolta Maxxum 7000, auto focus, 3 lenses, flash, case, warr to 1991, \$550, Art, 223-3003

ENLARGER, Deseler 35mm, everything you need to enlarge 35mm b&w film, \$500, Ray, 226-7411

LAWN TRACTOR, 11hp, 38" cut, auto trans, headlights, elec start, exc cond, Bill, 269-2429

RAINBOW, 64k, dual drives, green monitor, LASO ptr, modem, software, \$500, Audrey, 297-2631

AIRLINE TICKET, Boston - Los Angeles, August 10-17, \$250/80, Diane, 264-3215

YAMAHA DX-21, synthesizer, split kybd, 128 presets, 12 prgrambl voices, case, \$625/80, Amy, 223-5658

SHOWER STALL, \$200/80; ELEC HOT WATER HTR, \$40/80; STORM WINDWS, \$10/ea; SINK, \$25, Gary, 223-3125

JOOD STOVE, Fischer Baby Bear; queen size bed; kit table/chairs, best offer, Norma, 263-6052

PLANTER/BOW MARKER, adjust for all seeds, plants + covers seeds, exc cond, \$50, Colleen, 223-4849

CANCORD PR, Chinook VHS, auto focus, h.q., extra bttry, tripod, carry case, \$875/80, Hugh, 223-5410

D.C HOUSE, oversized, hand made, exc cond, cost 1:50, will sell for \$150, Pat, 223-5347

DRUM SET, 1 pc, cases, drum keys, sticks, stool, good condition, \$250/80, Sue, 2:4-4098

OAK BAR, 1-s ape, 6'3"x2'9", shelf runs length, 3 corner shelves, exc cond, \$250, Jane, 269-2444

VIDEO CAMERA VCR, RCA, 6:1 auto focus, zoom, fully accessorized, remote, exc quality, \$800, Ed, 261-2631

RAINBOW 100A, 256k, 5mb win, monitor, kybd, LASO, stand, software, access, \$1000/80, Don, 226-2384

RAINBOW 100, 832k, dual drives, full option, color monitor, software, \$1200/80, Tai, 281-5745

TRACTOR, Ford, 8n, 27hp, 7' plow, perfect for plowing/landscaping, perf cond, \$2500, Michelle, 237-3684

Motorcycles

HOPEDES, 2 \$100/ea, Faith, 223-7725

'79 SUZUKI GS750E, 4intol exh, k&n fltrs, shoeni faring, superbike bars, exc cond, \$1050, Matt, 294-5700

'80 YAMAHA 850 special, 15k mi, 3cyl, shaft drive, oil cooler, smi jetter faring, \$1000, Dave, 297-6712

'82 YAMAHA XT 125, red Enduro, on/off road, 1k mi, 60+ MPG, mint cond, \$600/80, Karen, 277-7102

'69 HONDA SL350cc, \$300; '75 YAMAHA, \$700; '79 KAWASAKI, 750cc, \$700, Octavia, 268-3595

'79 KAWASAKI KZ400, 12K miles, mint condition, \$700, Ed, 296-4393

'86 HARLEY SPORTSTER 1100, custom seat, easy bar, street pipes, 2 yr warr, mint, \$4800, Linda, 223-9673

'82 YAMAHA XJ650J, shaft driven, exc cond, 6k mi, \$1000/80, Colleen, 223-2985

'83 YAMAHA SECA 400, 5213 mi, gas tank dented, some rust on exhaust, \$550/firm, Cori, 226-7591

'79 KAWASAKI, model 400, 6k mi, \$350/80, John, 226-2695

'76 HONDA CB 500T, good cond, 12.7k mi, \$400, Jim, 272-7161

'87 YAMOTO GT, motorized bike, perfect for teenager now, still in box, \$200/80, Jonathan, 282-1789

'77 SUZUKI GS550, black, 10.7k mi, no rust, new rear tire, very good cond, \$375, Dan, 291-7292

HELMET, Simpson, full mask, Darth vader design, like new, smoke color, \$150, Paul, 223-7122

'78 HONDA HAWK 400, rebuilt motor, new valves, good tires, good starter, \$500/80, Donna, 247-2335

'87 SUZUKI QUAD RACER 250cc, \$2050; '87 SUZUKI EH QUAD 230cc, used 10 hrs, \$1900, Ed, 237-3326

'78 HONDA CB750, 11k mi, easy bar, crash bars, lug rack, good cond, \$900/80, Win, 289-1879

Pets

HIMALAYAN KITTENS, CFP and CPA registered, males, females, \$250, Lou, 223-7493

KITTENS, free, 1 female, 1 male, both black, 7 wks old, very affectionate, Linda, 251-1342

CATS, female, 4 yrs old, calico, spayed, male, 3 yrs old, siamese/persian mix, neutered, Marti, 297-6572

SHARE A HORSE, reg quarter, 15.2 hands, gentle, in Townsend, \$4/day, Alice, 381-1063

FREE, 2 sets of birds, 2 cockatiels, 2 parakeets, cages, no time to care for good home, Dawn, 249-4615

PARROT, African Grey, 5 yr old, talks, sings, stand, cage, \$1000/best reasonable offer, Bob, 223-8995

Real Estate

MAYNARD, 10 rm, contemp, split, 2ba, borders conserv land, \$219.9K, Jack, 337-4175

SHERBURN, 4br colonial, lg fam rm, 2 car gar, gd cond, \$239.9K, Jason, 296-5413

NORTHBORO, ranch, 3bdr, fpic lr, 1.5ba, eat-in kit, cor lot, \$179.9K, Fran, 234-4515

BRIGHTON, 2dr, mod kit, ba, hdwd flrs, deeded storage/ parking indy in best, \$145K, Fredda, 251-1442

BEDFORD, NH, 2contemp Cape, 4bdr, 2ba, 1.5 acres, \$218.9K, Steve, 296-3543

TYNGSBORO, 6ra twshe condo, pool, tennis court, \$107.9K, Dave, 285-6102

MAYNARD, 1735 antique col. house/condo, lac., walk to MLO/PRO, \$185-400K, Al, 225-6445

PRINCETON, land, 2.3 acres, ready to build, nr Mt. Wachusett, asking \$88K, Don, 223-1059

BEDFORD, house lot, 3/4 acre, all permits, nr Concord, \$155K, Josephine, 297-4426

HATICK, 1bdr condo, pool, tennis, many extras, immac., \$113.5K, Marie, 297-2543

N. WALPOLE, 4bdr, 2ba Cape, 1/2 acre, 2 fpic, fam rm, \$249.9K, Norma, 246-1304

GRAVTON, 2bdr condo, end unit, fpic, deck, full app, low fee, \$129.9K, Bob, 296-4120

WORCESTER, 2-3bdr, twshe condo, nr rte 190/290, \$103.9K, Sylvia, 296-3373

LEONISTER, 3lvl, 2bdr, 1.5ba twshe, full appl, pool, \$99K, Boris, 223-3951

GARDNER, 1bdr condo, mod kit, A/C, pool, tennis, more, \$62.9K, Jennifer, 296-4069

NEWTON, 4rm twshe, overlk Charles, conv to T. Pike, Storow Dr., \$139K, Jim, 244-6336

WORCESTER, 2bdr twshe, 1-1/2ba, end unit, pool, nr Rte. 290/20/9/Pike, \$95K, Cindy, 237-2924

MARBLEHEAD, Old Town, 2bdr condo, deeded pkg, \$145K, John, 296-3414

BROOKLINE, 3fam, 3-3-2bdrs, new baths, conv, well maint., asking \$350K, Ravi, 237-3417

LITTLETON, 3bdr ranch, gar, walk to Common, \$163.9K, George, 226-7006

DRACUT, 2bdr condo, full appl, nr maj rte, low fee, \$76.9K, Susan, 282-1337

MARLBORO, 2bdr contemp condo, nr Rte 495/290, must see, \$89.9K, Linda, 223-5544

SOUTHBORO, 8rm col, 3bdr, 1.5ba, fpic lr, fam rm, \$248K, Sharon, 223-4162

WORCESTER, garr. col., 4bdr, 1.5ba, 2car gar., fpic, Jan, 237-3472

LONDONDERRY, NH, 3bdr contemp, post&beam, 2 car gar, exec loc, \$197K, Mike, 223-3532

BELMONT, 3bdr, 1.5ba col., 2 car gar, remodeled, \$389.9K, Sandra, 268-3171

NASHUA, NH, 3bdr garr. col., 1.5ba, 10K sq. ft. lot, \$154.9K, Emilee, 283-7463

NASHUA, NH, 2bdr condo, 1.5ba, \$85K, Tom, 232-2582

DEHHIS, 3bdr ranch, 1ba, fpic, deck, new appl, 1 blk fm Base River, \$130K, Mary, 251-1576

GROTON, 8rm col, farmhoe, 1.5 acres, 1 ba, att gar., \$174.5K, Sheila, 236-2633

GILMANTON, NH, 2bdr waterfront cottage, 1/2 acre, winterized, \$130K, Collette, 381-2882

CAMBRIDGE, condo, 1bdr, deeded pkg, appliances, ac, strg, nr Harvard/Control Sq, \$139.9K, Lee, 249-4298

LOWELL, 2bdr, pool, exc loc, riverside park, 5min to 495/rt 3, \$74.9K, Pat, 223-8117

GARDNER, log home, 2.7 acres, 2ba, 7rm, deck, balcony, brick hearth for wdstv, w/w, \$179.9K, Mike, 226-2371

LUNENBERG, split entry, 3bdr, 1ba, fam rm, corner lot, deeded beach rte, 3yrs old, \$159.9K, Mark, 276-9128

BRAINTREE, ranch, 3bdr, lr, 2 fam rms, finished basmt, like new, \$180K, Said, 223-5051

N. GROTON, renovated older home, 7rms, 3bdr, new kit, 1.5ba, laundry, gar, shed, \$169.9K, Kay, 276-8307

BROOKLINE, luxury condo, deeded pkg, ac, great loc, full appl/socals, \$119.9K, Lori, 276-8632

MAYNARD, condo, 2bdr, end unit, top fl, ac, w/w, dr, exc loc, exc cond, \$111.9K, Lisa, 297-7893

DEHHIS, 3bdr ranch, 1ba, deck, compl renov, new heater, appl, inseal, bch rights, \$130K, Mary, 251-1576

ATHOL, townhouse, 2bdr, end unit, 1.5 yrs old, low fees, \$68.8K/firm, Mark, 276-8332

H. CHELMSFORD, twshe, all gas deck 2bdr, 1.5ba, lg kit, wa/dr hookup, best, strg, \$133.9, Gayle, 244-6745

LEONISTER, 30,000 sq ft, beautiful residential area, town sewer, \$100k, Kathy, 223-3627

continued

Real Estate - continued

CHELMSFORD, ranch, 3bdr, 1.5ba, frplc fam rm, gar, barn
new kit/roof, nr rt3/495, \$178k, Nina, 226-6401

ASHBURNHAM, split, 2-3 bdr, lba, dr, fam rm, full appl,
over fin pos, 1/2 acre, \$118.5k, Evelyn, 223-7148

BROOKLINE, 3 fam hse, 3-3-2 bdr, all new ba, nr good
schools/T, ownr fin pos, \$350k, Ravi, 237-3417

CLINTON, condo, 2bdr, 1.5ba, full appl, patio, gar,
frplc, ac, tennis, pool, exc loc, \$139k, Wanda, 226-2252

WESTFORD, garrison, 4bdr, 1.5ba, 2.7acre, hdwd fl, frpl,
1 ai/495, walk in beat, \$199.9k, Beatrice, 291-8235

S. ASHBURNHAM, 3bdr, many renova, imac, wrkshp, plyrm,
strg, lg deck, prvrt yd, \$119.9k, Gale, 241-3448

MAYNARD, colonial, 2bdr, new kit/appl, quiet area,
completely rehabed, \$172k, Dave 223-8144, after 4

DERRY NH, 2bdr twnhse, 1.5 ba, new w/v, ceramic tile/
kit/bathe, conven loc, \$111k, Gwen, 232-2329

CAMBRIDGE, lbr condo, skilights, roof deck, wash/dryr,
exc loc, nr Harvard/MIT, \$155, Kate, 251-1062

LEOMINSTER, twnhse, 2 yrs old, 2bdr, 1.5ba, frplc, deck
exc cond, quiet, \$114.9, Nancy, 297-7902

BEADFORD, condo, 31vls, 2bdr, 1.75 ba, all gas, low
heating, patio, 2pkgg spcs, \$123k, Millie, 287-3241

Recreational Vehicles

TENT TRAILER, Winrod, great starter camper, good
canvas, storage, cabinets, \$250, Bob, 223-3668

'87 HOBIE CAT, rainbow special, yellow, exc cond,
trailer, accessories, \$3600, Bill, 296-4065

'84 JAYCO TENT TRAILER, slps 8, refrig, 3 burner
stv, used 4 times \$3500/80, Russ, 251-1343

'73 STARCRAFT SUPER SPORT, 16', aluminum, 50hp motor
trailer, canopy, many extras, \$2500/80, Mel, 265-3230

'85 HONDA 3-wheeler, new cond, 350-x model, 6 spd,
little use, \$1200, John, 293-5875

'81 SAILBOAT, 30', Hunter Loran, extra sails, radio,
extras, \$29k, Carolyn, 292-2205

'79 SEA-NYMPH, 17', 70hp mercury outboard, low
hours, trailer/winch, exc cond, Brenda, 296-4798

'85 CATALINA SAIL BOAT, 22', trailer, 3 sails, extra
equip, used 2 seasons, \$7500, Peter, 223-5122

'72 SELF CONTAINED TRAILER, 24', slps 8, new hot
water heater, \$5000, Kevin, 297-5143

TRAVEL TRAILER, Star Craft, slps 8, 4 burner stove,
cooler, exc cond, fully equip, \$1400, Bill, 269-2429

SAILBOAT, 14' Sunfish, good cond, 2 sails, \$ 950,
Mike, 274-6521

'81 VIKING TENT TRAILER, exc cond, slps 5, 2 burner
stove, many extras, \$1500/80, Bob, 226-2176

5TH WHEEL, 22', fan model, self clean stove, nice ba,
gas dc/ac, lg refrig, \$3000, Shirley, 242-2810

'86 SAILBOAT, PEARSON-25, vhf, ds, km, 8hp Evinrude,
in Winthrop MA, exc cond, \$16k, Bob, 267-9705

BOAT, 16' Glastron, 35hp Evinrude, shorliner, galvan
trailer, exc cond, \$2350/80, David, 261-3644

22' SEARAY SRV220, cuddy cabin, 188hp merc i/o,
fbrgle doop V, trailer, \$6500, Everett, 234-4974

'78 VICTORIA BAYLINER, cabin cruiser, ba, ht water,
store, refrig, many extras, must see, Cathy, 221-5356

'81 PEARSON 26, sloop, full complement/sails, slps 4,
us power, moored RI, \$13k, Pat, 297-4712

'85 WINNEBAGO CHIEFTAIN, 27', ac, heat strip, 9100
wt, must sell, \$35k, Frank, 297-5018

Rentals

BRIGHTON, 2bdr, kit, ba hdwd fire, deeded storage/
parking, heat/ht water incl, \$1150, Freddie, 251-1442

MARLBORO, 2bdr twnhse, convenient private loc, lndry
on site, heat incl, \$800/mo, avail Aug, Jan, 297-6879

FRAMINGHAM, 2bdr condo, w/w, full kit, prkg, a/c,
lndry, pool, tennis, BMQ, \$750/mo, Boris, 223-4454

BOSTON, lbr apt, a/c, pool, prkg, secur, near
rte 9 + T, \$695/mo+elec, Vicky, 2233-2642

CLINTON, duplex, 2bdr, 1.5 ba, garg, attic, cellar, w/d
hkups, \$700/mo + util, John, 293-5280

HUDSON, 3rd fl apt, off st pkgg, lg yard, washer, dry,
1st/last + lmo dep, \$410/mo+util, Fred, 297-4455

FRAMINGHAM, condo, 2bdr, top fl, tennis, swim, avail
now, \$625/mo + util, Yung, 287-3371

MILBURY, lg 5 rm twnhse on lake, 2bdr, 1.5ba, frplc, nr
SHR + 190, avail 7/88, \$875/mo, Wayne, 223-6630

LEOMINSTER, 2bdr duplex, nice neighborhood, 1st +
dep, \$650/mo + util, Joanne, 276-9884

HUDSON, 3rm apt, lbr, all gas, parking, exc loc,
\$410/mo + util, avail June, Dan, 262-8356

MAYNARD, 4 rm house, new kit/bath, 3/4 acre,
avail 8/1, \$800/mo + util, Diane, 223-5933

SUDBURY, in-law apt, priv ent, 4 rms + ba, w/v, prefer
1 person, \$600/mo incl util, Evelyn, 223-5353

ACTON, lbr condo, exc loc, ac, d-wsh, w/w, lndry, pool,
tennis, \$850/mo incl ht & ht wtr, Judy, 225-6678

CLINTON, new condo, lbr, full appliance, quiet, cov
loc, \$700/mo, Bob, 234-4949

GRAFTON, new twnhse, 2bdr, frplc, skilights, full appl,
deck, beat, gar, \$875 + util, Alice, 249-1740

MERRIMACK NH, new condo, lbr, spacious country set,
full socials, \$675/mo + util, Art, 275-2157

SALEM NH, condo, lbr, nr DEC fac/schools, avail
Aug 1, \$625/mo incl heat ht water, Solomon, 297-5875

MARLBORO, furnished 2 rm off apt, nice area, July 1,
\$425 + util, Ray, 226-5709/5710,

NORTHBORO, lg upstate apt, 2 entran/sep drive, new
kit, hdwd fls, avail 10/1, \$750+elec, Diane, 296-4419

FRAMINGHAM, lg 2bdr apt, in 2 fam, refrig, dehsh, yd,
prch, pkgg, nonemkr, \$650/mo+util, Paul, 223-1311

FRAMINGHAM, studio w/alcove, cov'd pkgg, top flr,
bal, nr rt 9/30, crpt, ac, \$525/mo, Jack, 223-4516

LEOMINSTER, 3lvl twnhse, 2bdr, 1.5ba, tonnie, pool, nr
rte 2/117/190, \$700/mo + util, Boris, 223-3951

MARLBORO, lbr, renovated barn, nr MRO/HLO/OGO, pkgg,
avail 8/1 or 9/1, \$600/mo+util, Lucille, 293-5379

MARLBORO, lbr, Sheffield Court, like new, avail 8/1,
\$550/mo incl heat, Lin, 291-8061

NORTHBORO, contamp, 3bdr, duplex, renov, w/w, appl kit,
nr rt 20/290/495, avail 8/1, \$925+util, Fay, 234-4877

CHELMSFORD, 4bdr house, close to rt 3/495/129, 2.5
ba, fm rm, \$1150/mo, Jason, 226-2660

CHELMSFORD, ranch, 3bdr, full appl kit, wash/dryr, 1car
gar, nice area, \$950/mo + util, Steve, 273-3179

WORCESTER, young 2-3 bdr twnhse condo, 1.5ba, w/w,
deck, nr 190/290, \$730 + util, Sylvia, 296-3373

N. FRAMINGHAM, lbr, bmt apt, pri ent, w/w, nice loc,
\$475/mo, incl heat+elec, avail 10/1, Dennis, 268-3250

WORCESTER, new duplex, 3bdr, frplc, 1.5ba, near
9/290, no pets, \$850 + util, Arlene, 297-2255

N. BELLINGHAM, 3-4 bdr home, avail 9/1, 1/2 acre, nr
495/90, \$1150/mo + util, Sean, 221-5337

WINCHESTER, spacious room, convenient location, nice
bath, off st pkgg, all util incl, Paula, 248-4164

Roommates

PEPPERELL, w/f, nonemkr, share victorian 2fam, 2acres,
\$400/mo, incl all, Lee, 297-3854

MARLBORO, 2rms, priv ba, kit priv, 1 mt from 495, w/f,
nonemkr, \$450/shr util, Sandy, 223-6855

MAYNARD, w/f, nonemkr, shr hse, 4bdr, nr 2/495/27, wash
dry/frplc, strg, cable, \$275 + 1/4 util, Nat, 226-6052

WASHUA, f, nonemkr, shr 2bdr, 1.5ba, twnhse, ac, strg,
deck pool, avail June, \$400/mo+util, Terri, 282-1731

V. BOSTON, w/f, shr frshd twnhse, 2bdr, 1.5ba, strg,
must like cats, \$400/mo +1/2 util, Jack, 234-4410

CHELMSFORD, w/f, nonemkr, shr 2br, 2ba, condo, all appl
+ socials, \$362.50+1/2 util, Laurie, 226-7439

WESTBORO, nonemkr, professional to share large 4
bedroom house, \$500+util/mo, Tom, 226-2112

SHREWSBURY, w/f, shr house, 3bdr, 2ba, 2car gar, frplc,
w/d, \$350/mo + 1/3 util, Ken, 297-2029

ACTON, w/f, shr 2bdr frshd apt, pool, tennis, avail
7/1, \$395/mo incl heat & util, Steve, 235-0828

NEWTON, 2professionals seek 3rd, 25+, shr 8 rm hse,
no pets, no smkr, \$550/mo+\$30 util, Katy, 276-9620

BOLTON, w/f, respon, shr 3bdr hse, nr 495, \$450/mo +
1/2 elec, Carol, 276-8377

MILFORD, prof f, nonemkr, shr 2bdr condo, pool, tennis
sauna, nr 495/90, \$400/mo inc util, Sue, 237-2571

ACTON, w/f, nonemkr, shr 3bdr multi-level home,
\$275/mo + util, Mark, 273-3495

FRAMINGHAM, m, nonemkr, shr lg 3bdr home, 3ba, w/d, nr
rte 126/9/30/90, \$295+1/3 util, Jerry, 296-6724

HUDSON, f, shr 2nd fl apt, country setting, must like
pets, \$375 + 1/2 util, Wendy, 223-3220

WASHUA, roommate to share 10 rm house, neat +
considerate, \$450/mo incl util, Candy, 249-4488

APT SHARING, f, nonemkr looking to shr apt/twnhse,
Acton/surndg town, Melanie, 223-9720

LEOMINSTER, w/f, shr 2bdr apt, nr rt 2/190/117,
\$250/mo incl heat, +1/2 util, Lisa, 237-3154

ACTON, f, respon, nonemkr, shr 3bdr condo, ht/lndry/
pkgg incl, \$325/mo, avail Aug 1, Maureen, 225-6777

WALTHAM, nonemkr, shr 3bdr duplex, 2ba, off st pkgg,
-ard, 1 mt to 20/128/90, \$330+util, Stu, 291-5154

MAYNARD, shr 5yr old hse, exec area, 3bdr, gar, w/d,
storage, \$400/mo + util, Rick, 297-7468

WESTFORD, f, nonemkr, room in house w/single mother,
kitchen priv, \$350/mo incl util, Jo, 298-1383

STERLING, w/f, shr lg new home, 3bdr, 30 yrs +, no:
emkr, prof, \$450/mo, Ken, 223-4366

Sporting Goods

SAILBOARD, 86, 10'6", W5.3 sail, gaestra comber, nr,ro
adjust mast, boom, exc cond, \$500, Mike, 226-7284

GOLF CLUBS, Wilson LT1200, mens, 3-9 irons, pw, woods
1-3-3 reg shaft, like new, \$225, Brenda, 297-2608

BICYCLE, boys, Schwinn, blue, 20" wheels, good cond,
\$25, Bob, 247-2755

GOLF CLUBS, Lynx predator, 4 woods, 9 irons, finest
qual shafts, like new, Edward, 249-1899

CANOE, 15ft Coleman, never used, assembled, \$250,
John, 296-5102

ROWING MACHINE, new, converts to multi exercise
machine, Rileen 296-4712

TENNIS RAQUET, Prince graphite, 4 1/2 grip, like
new, \$99, Bob, 223-5621

GOLF CLUBS, Hogan Apex II, irons, woods, bag,
\$150, Mike, 297-5785

BICYCLE, women's, 10 speed, 24", excellent cond,
\$60, Betty Ann, 226-2296

BICYCLE, Panasonic Sport DX, men's, 24", 11 spd,
exc cond, \$200, Lisa, 381-0730

BICYCLES, 2 10 spd, 19", 21", good cond, 5 yrs old,
\$45/ea or both \$80, Laura, 251-1944

HISHIKI BIKE, 21" frame, sport model, new, golfer
seat, rack, blue, \$270, Gloria, 245-5265

STRINGING MACHINE, Oliver, for tennis raquets,
like new, \$1000/80, Paul, 241-3481

TENNIS RAQUET, head graphite edge, \$50, Susanne,
276-9191

Wanted

CAPE RENTAL, July-Aug, 2bdr pref, reasonable, short
notice ok, John, 237-3108

AVON products catalog, Steve, 276-8507

ALUMINUM BOAT, any size, Barbara, 226-2213

VIDEO CAMERA/POWER SUPPLY, Hense, 275-3172/3174

SEWING MACHINE, good working cond, Hosetta, 274-6913

Educational Opportunities

Technical seminars

This is an integrated calendar of the Technical Seminar Series (TSS). Unless otherwise indicated seminar locations and contacts are as follows:

APO	Training Center	
DLB5	Cafeteria	
HLO	Hall of White Mists (HWM)	
HLO	Mt. Washington (MTW)	
LKG	LKG1-3 Cafeteria	
LTN	LTN1 Cafeteria	
MLO	Mill Cafeteria Conf. Room	
MRO	Hardware/Software Conf. Room	
SHR	Amphitheater	
ZKO	Babbage Auditorium	
APO	289-1226	ERIE::HANLEY
DLB5	291-8252	ISTG::PARTRIDGE
HLO	225-5244	SHARE::HOLT
LKG	226-7065	DELNI::NAPERT
LTN	293-5230	MSBCS::TURBIDE
MLO	223-3674	MILRAT::OLIAN
MRO	297-5097	HYPER::CSMALL
SHR	237-3258	APOLLO::HEDIN
ZKO	381-1055	UCOUNT::FORBES

August 10, 10 a.m.-noon,
HLO/HWM

"Reliable Large Area Chip Architectures"

Prof. W. Kent Fuchs, University of Illinois

Aug. 16, 10-11 a.m., ZKO-1

"Digital's Massively Parallel Processor (MPP)"

Bob Grondalski and team, Digital

Aug. 23, 10 a.m.-noon, ZKO

"The TAME Project — Towards Improvement Oriented Software Environments"

Victor Basili and Dieter Rombach, University of Maryland

Aug. 30, 10-11 a.m., ZKO

"The Graduate Engineering Education Program (GEEP)"

Janice Ackerman, Digital

Sept. 1, 10-11 a.m., ZKO

"Software Development Environments for Parallel Processing"

Vince Guarna, University of Illinois/Urbana ●

Network Training Program begins Sept. 12

Space is available in the next offering of the Network Training Program (NTP), which begins Monday, Sept. 12, and runs until June 1989. The deadline for applications is Friday, Aug. 19. This is the only offering of this program in FY89.

NTP is designed to help Digital Information Systems meet the critical shortage of skilled personnel to support Digital's internal network environment. The program trains students to become a telecommunications analyst or a network management specialist.

The program has been modified to better meet the needs of Digital's Telecommunications managers. Instead of 20 consecutive weeks of training, the new model will deliver one week of classroom training each month for 10 months. The remaining three weeks of each month will be spent at the student's work site in "on-the-job" training. Thus, in most months, three full weeks are given for the student to work with newly acquired skills.

The Network Training Program curriculum includes training in virtually every aspect of networks, as well as system management and design, negotiation and presentation skills, and financial concepts for telecommunications.

Prospective students should complete the "VAX/VMS Utilities and Commands" course or have equivalent experience, along with having solid basic math skills, analytical ability, computer literacy with some programming and basic financial/business skills.

Applicants will be recommended for enrollment by their managers. The Network Training Program Selection Committee will review the required applicant documentation and interview candidates.

For further information on this program, contact Debbi Lavoie, department coordinator, DTN 273-5427, or Dave Dauphinais, NTP manager, DTN 273-5236. The outside numbers are (508) 371-5427, and (508) 371-5236. ●

DME course offerings for August / September

Digital Management Education (DME) will offer the following courses in August and September.

Date	Course	Location
Aug. 1-3	Business Planning	BUO
Aug. 10-12, Sept. 7-9	Managing Change	MLO
Aug. 10-12	Counseling Skills	BUO
Aug. 17-18	Managing for Breakthrough	WFR
Sept. 12-13	Effective Writing Skills	BUO
Sept. 28-30	BAM (Business Architecture Methodology)	TBD*

* Location to be determined. ●

Clark University information sessions set

Employees who are interested in Clark University's Graduate School of Management can attend three information sessions this month: at the Sheraton Boxboro on Thursday, Aug. 11 from 5-7 p.m.; and in Woodland Hall on the Clark campus on Wednesday, Aug. 17 or Tuesday, Aug. 23 from 5-7 p.m. Those who are interested in beginning the M.B.A. or Master of Health Administration (M.H.A.) program should apply as soon as possible.

For more information, contact Douglas Blackwell, DTN 223-8800, or Lisa Rudin, DTN 237-2527. ●

GEEP seminars to be offered at nine sites

Seminars about the Graduate Engineering Education Program (GEEP) will be offered in August, September and October at nine sites in Massachusetts and New Hampshire. GEEP is a full-time technical graduate degree program. Sponsored by the Manufacturing/Engineering/Product Marketing organization, GEEP participants are fully funded to attend technical graduate degree programs at leading universities.

To learn more about the GEEP — how to apply, the selection process, and highlights of the program's five-year history — plan to attend one of the seminars listed below. GEEP alumni will attend the seminars and will share their GEEP/university experiences.

Date/Time	Location
Aug. 16, 10 a.m.-noon	MLO5-4, Hinchcliffe Conference Room
Aug. 30, 10 a.m.-noon	ZKO1, Babbage Auditorium
Sept. 9, 1-2:30 p.m.	LKG2-2, Freeport Classroom
Sept. 13, 1-3 p.m.	PKO3-1, Maynard Conference Room
Sept. 14, 3-4:30 p.m.	LTN2, Cafeteria
Oct. 4, 9:30-11 a.m.	DLB12-1, Lecture Hall
Oct. 6, 9:30-11 a.m.	MRO1-2, Hardware/Software Conference Room
Oct. 10, 9-11 a.m.	SHR, Amphitheater
Oct. 26, 10 a.m.-noon	HLO1, Hall of the White Mist

For additional information, contact Fran Coyne at DTN 223-7620 (HEIDI::GEEP) ●

WPI slates graduate courses

Worcester Polytechnic Institute (WPI) will offer graduate courses in computer science and electrical engineering at Marlboro High School and at the Massachusetts Microelectronics Center (M2C) this fall. The following three-credit courses are available:

Computer Science

- CS 507 Data Structures (Wednesday, M2C)
- CS 513 Computer Networks (Monday, M2C)
- CS 525A Knowledge Acquisition for Expert Systems (Thursday, M2C)
- CS 541 Software Engineering (Tuesday, M2C)
- CS 542 Database Management Systems (Monday, M2C)
- CS 502 Operating Systems (Thursday, Marlboro High School)

Electrical Engineering

- EE 505 Computer Architecture (Wednesday, M2C)
- EE 500 State-Space Analysis of Linear Systems (Monday, Marlboro High School)
- EE 502 Analysis of Probabilistic Signals and Systems (Tuesday, Marlboro High School)
- EE 511 Electromagnetic Theory (Tuesday, Marlboro High School)
- EE 539G Introduction to Radar and Position Fixing Systems (Wednesday, Marlboro High School)

A special registration will be held Thursday, Aug. 25 in the Hudson cafeteria (77 Reed Road) from 1-3 p.m. On-campus registration will be held Monday, Aug. 29 and Tuesday, Aug. 30 from 6-8 p.m. Tuition is \$270 per credit hour, and may be charged to Master Card or VISA.

For course catalogs or more information, contact the Office of Continuing Education at WPI at (508) 793-5301. ●

MLO, TWO sponsor RPI video program

Maynard Area Engineering Training (MAET) and Education and Training at Tewksbury will add Rensselaer Polytechnic Institute's off-campus graduate education program to their on-site university video education curricula beginning in September. The deadline for application to RPI is Aug. 15.

This program should be especially attractive to graduate engineers interested in pursuing a master's degree in engineering science — manufacturing systems. The degree program offers concentrations in automation, reliability and/or information science.

A master's degree program in computer science is also available through RPI.

In addition to the degree programs, RPI will also offer certificate programs in manufacturing systems, reliability, robotics and automation, information science and computer science.

To learn more about this program, contact Theresa McAllister (MILRAT::MCALLISTER) at the Mill or Norrine Czekanski (PARITY::CZEKANSKI) at Tewksbury. Catalogs, application packages and a listing of courses that will be broadcast this fall are available. ●

CAD/CAE/CAM courses offered

The Unigraphics (UG), VALID and VLS groups of Engineering Technical Training (ETT) at the CAD/CAM Technology Center in Chelmsford have developed a one-week overview course in CAD/CAM/CAE as part of the Manufacturing Technical Training Program (MTTP). ETT also offers other technical training courses in UG, VALID and VLS for managers, designers and technicians in each of the CAD tools.

Enrollment for these courses is on-line. For a catalog or answers to your questions, contact the registrar, Sandy Shahbazi, at DTN 287-3234. ●



Deadlines for 'Digital This Week'

Deadlines for "Digital This Week" have been established to help employees plan events and publicity around certain editions. Deadlines do not pertain to Marketplace, which is first-come, first-served. The next three issues and deadlines for DTW are:

- Aug. 22 issue — Aug. 11 deadline
- Sept. 12 issue — Aug. 31 deadline
- Oct. 3 issue — Sept. 21 deadline ●

DECCA picnic Aug. 13

The Digital Equipment Corp. Chinese Association (DECCA) will hold its annual picnic at Hopkinton State Park on Saturday, Aug. 13 from 10 a.m.-4 p.m. Rain date is Sunday, Aug. 14. Tickets are \$6 per person (\$3 for children ages 4-12). Deadline for purchasing the tickets is Friday, Aug. 5. For more information, contact Jean Wong at MILVAX::YEE_WONG or Vivian Yuan at CSS::YUAN. ●

More 'Nonsense'

To meet employee demand, Hudson's Employee Services and Recreation will sponsor another performance of the comedy "Nonsense." The Charles Playhouse in Boston has been reserved for a 3 p.m. performance on Sunday, Aug. 21. Price is \$18.80 per ticket (regularly \$23.50). Deadline for reservations is Friday, Aug. 5. See your local Employee Services and Recreation department for forms. For more information, contact Lisa Newton, DTN 225-4624. ●

'Cats' tickets available

The hit musical "Cats" is playing at the Shubert Theatre in Boston, and Corporate Employee Services and Recreation has tickets available for a performance on Friday, Aug. 26, at 8 p.m. Orchestra seats are \$36 (regularly \$40). Orders must be received by Tuesday, Aug. 9, and will be honored on a first-come, first-served basis. Order forms are available in employee information racks in Greater Maynard Area facilities. ●

Metpay telephone numbers

The Metpay general information numbers are 242-2772 and 225-4118. Please write these numbers in the July telephone directory under Metpay, page 271. ●

On the move

The following groups are moving from Hudson, Mass. (HLO2) to 450 Donald Lynch Blvd., Marlboro, Mass. 01752 (DLB8). The DTN is 291- plus the four-digit extension. The outside number is (508) 490-8111.

The effective dates of the moves are as follows:

- July 25 — SCG Computer Resources Group
- July 29 — Semiconductor Operations Group Information Technology
- Aug. 5 — Educational Services Development and Publishing (ESDP)
- Aug. 5 — Hudson Human Resource Planning and Development
- University Relations
- Personnel Systems Group
- Compensation and Benefits Organization
- Relocation Department
- Aug. 12 — Materials Program Office ●

'Big E' tickets available

It's time once again for "The Big E," the Eastern States Exposition, which will be held Sept. 14-25 in West Springfield, Mass. This year's attractions include performances by country music stars Lee Greenwood and Louise Mandrell. Tickets can be ordered through Corporate Employee Services and Recreation. The price is \$4 (regularly \$6), and the deadline is Thursday, Aug. 25. Requests will be honored on a first-come, first-served basis. Order forms are available in employee information racks in Greater Maynard Area facilities. ●

Tenpin bowling league forming in Shrewsbury

The Digital Shrewsbury Tenpin Bowling League is looking for interested employees to join the league for the 1988-1989 season. Everyone is welcome. The league meets every Tuesday from 4:45-7 p.m. at Town & Country Bowl, Route 9, West Shrewsbury.

An organizational meeting will be held on Tuesday, Aug. 23, at 2 p.m. in the Celtics Conference Room in Shrewsbury. League play begins Tuesday, Aug. 30. For more information, contact ARGUS::SCHOLWIN, or SCHOLWIN @ IND. ●



Family outings at Canobie Lake Park begin Sept. 11

It's time once again for the annual Digital employee outings at Canobie Lake Park, Salem, N.H. The outings, which begin Sunday, Sept. 11 and continue for five consecutive weekends, attracted thousands of people last year. As always, all rides, games, and food are free.

With the number of attendees growing every year, Corporate Employee Services and Recreation asks employees to request only the number of tickets to which they are entitled. About two weeks prior to the date of the outing, employees will receive a special flyer and a registration form. Married employees are entitled to tickets for their spouses and dependent children. Employees who are single parents may bring their children and one adult guest, and single employees may bring one guest.

Retirees will receive their tickets by mail from Corporate Employee Services and Recreation.

Employees who can't attend their scheduled outing will receive tickets to be used on Sunday, Oct. 16, the alternate date.

Employees must show their badge and tickets as they enter the park. Children 17 years old and under must be accompanied by an adult with a badge.

The outing schedule is below.

Wilmington (ZWO), Woburn (WOO)

Saturday, Sept. 24

Andover (ACT, APO), Hudson, Mass. (HLO), Marlboro (DLB, LMO)

Sunday, Sept. 25

Bedford, Mass. (BUO), Billerica (BKO), Burlington, Mass. (FPO), Hudson, N.H. (QLO), Shrewsbury (SHR), Westminster (WMO)

Saturday, Oct. 1

Franklin (FXO), Marlboro (MET, MRO, RWC, PDM, UPO, IND)

Sunday, Oct. 2

Chelmsford, (CHM, ICO, CTC, CTS), Maynard (BGO, MLO)

Saturday, Oct. 8

Boylston (BYO, HRO), Hudson,

Mass. (HUO), Littleton (LKG), Marlboro (BPO, MOO), Northboro (NRO), Shrewsbury (WCO), Southboro (HYO), Westboro (WFR, YWO)

Sunday, Oct. 9

Concord (CFO, VRO), Holyoke (WDO), Maynard (MSO, PKO), Providence, R.I. (PVO), Westboro (WSA), Westford (WJO)

Saturday, Oct. 15

Contoocook, N.H. (DOO), Manchester, N.H. (MHO), Nashua, N.H. (ZKO) Salem, N.H. (NIO, NSO)

Sunday, Oct. 16

Alternate date to regularly scheduled dates. ●

Sunday, Sept. 11

Hudson, N.H. (UHO, HDO, HZO), Merrimack, N.H. (MKO), Nashua, N.H. (DDD, NHO, NQO, NMO, NUO, NPO, TTB)

Saturday, Sept. 17

Boxboro (BXB), Burlington (UFO, OFO, RMS), Lawrence (LCD, VWO), Littleton (LJO, LTN) Lowell (LWO), Marlboro (NKS), Tewksbury (TWO), Weston (RIV), Waltham (WAO)

Sunday, Sept. 18

Acton (ACO, AKO), Andover (DAS), Bedford, Mass. (HNO), Boston (BOO, BXO), Cambridge (CRL), Somerville (BNO), Stow (OGO),

Digital reports strong revenue gains for quarter, year ...

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tum during some uncertain economic times. Looking at the last two years, our 22% growth in the year just ended followed a 24% increase in FY87. Since 1986, our revenues have grown from \$7.6 billion to \$11.5 billion, or over 50%.

"The same is true for earnings. In FY87, we improved net income by 84% and in FY88 we added a further net income gain of 15%. In absolute terms, we have built on our prior year's achievement. Also, we have made substantial investments in new products, software applications, new manufacturing technologies and a broader customer base. These investments were indeed substantial. What we must do now is concentrate on

earning a return on these investments."

"We continued to see international operations flourish, as we have for the past several quarters," said Jack Shields, senior vice president. "Business was good in Europe, as well as in Japan, Canada, and in the Caribbean and Latin American countries. Non-U.S. revenues represented 50% of our overall business for the year."

"Our European customers continue to provide substantial growth for Digital," said Pier Carlo Falotti, president, Digital-Europe, "as organizations continued to take advantage of Digital's distributed computing environment of one computer family that stretches from the desktop to the data center."

"Initial reaction to our DECtp introduction, held July 19, has been very enthusiastic," noted Jack Smith, senior vice president. "DECtp is the leading price/performance distributed transaction processing system, and features a completely integrated software, hardware and service package. The major components of DECtp are DECintact, our newest transaction processing monitor; VAX Rdb/VMS Version 3, a high performance relational database monitor; the SA600 storage array, a 9.7 billion-byte thin film disk system of our own design; and expert transaction processing system design, installation and operation services for our customers." ●