MicroVAX, VAX-11/725
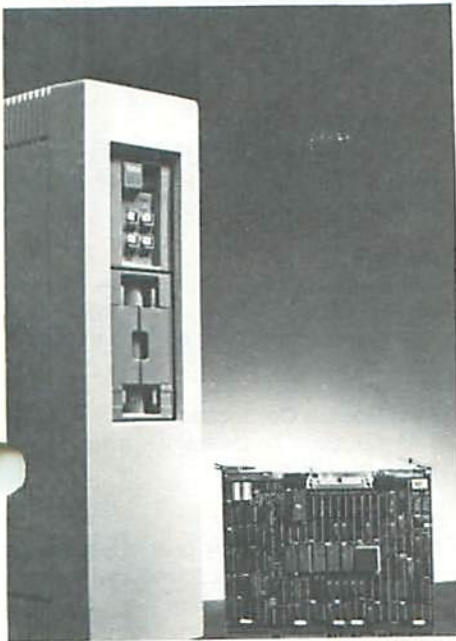
Digital breaks the micro barrier with 32-bit entry

The MicroVAX I is a two-board implementation of a subset of the 32-bit VAX computer architecture and averages 35 percent of the CPU performance of the VAX-11/780 superminicomputer.

Digital has announced two major development programs designed to extend the highly successful, 32-bit VAX computer family down to single-chip level and to lead the industry in high-performance video graphics workstations for the technical marketplace.

MicroVAX I, with prices starting under $10,000, is the first microcomputer implementation of the VAX supermini computer family. It provides full VAX/VMS compatibility in a compact, low-cost computing system.

The VAX-11/725 is a low-cost, general-purpose, multi-user system that will constitute an "engine" for single-user, open-office graphics workstations, one of today's fastest growing markets.

"Digital has broken the microcomputer barrier," says Roy Moffa, MicroVAX Program Office manager. "The announcement of MicroVAX I significantly expands present VAX capabilities. While most of our competitors are trying to create a 32-bit microcomputer system from the chip up,

Digital has just downsized the most popular minicomputer architecture in the industry to microcomputer size and price."

Roy continued, "Packing our successful 32-bit VAX architecture and well-known system software into a microcomputer is a remarkable achievement, but it is the kind of innovation our customers have come to expect. Now Digital offers the total computing solution that ranges from micros to large symmetrical multiprocessing systems."

MicroVAX I was announced on October 18 in Hudson, together with VAXElan, a VAX-compatible development system for building standalone, real-time applications for both VAX and MicroVAX systems. These products were developed by the 20 engineers at DECWEST, near Seattle, Washington, under the leadership of Dave Cutler.

Software engineers at Spit Brook under Dick Hustvedt developed MicroVMS, a general-purpose, modular version of the VMS operating system designed specifically for MicroVAX computers. Other engineers under Bill Munson at Tewksbury are developing ULTRIX, a native UNIX® operating system for the MicroVAX family.

The technical definition and rules for the MicroVAX family were established in January of 1982. In April, Bob Supnik from the Hudson semiconductor facility began developing a single-chip processor using advance technology. At the same time, Dave Cutler took on the task of developing a multi-chip version of the same processor concept, using commercially available technology. His goals was "time to market," to produce a machine in just 18 months (half the normal development time) to meet the formal definition that had been agreed upon. His group met all its goals, giving Digital an important competitive edge in this emerging marketplace.

Bill Johnson, vice president, Systems and Communications Engineering, said that the VAX product set "now comprises six computers making up the industry's broadest array of compatible systems, for the high-end VAX-11/782 to the new, entry-level MicroVAX I. "We can now offer customers VAX computer power at prices ranging from under $10,000 to more than a million. He said the ultimate goal of the

Preliminary first quarter results released

Last week Digital announced that preliminary operating results for the first quarter indicated sales and earnings would be substantially below expectations. Because of the variance with expected earnings, the public announcement was necessary. Final results are scheduled for release to the public on Tuesday, October 25, and will be communicated to employees in a DTW bulletin distributed later that week.

The public release explained that, "A shortfall in revenues resulted from lower-than-planned personal computer shipments and the non-availability of certain new products. The shortfall in revenue is likely to result in reported earnings per share in the range of 25 to 35 cents as compared to $1.02 as reported last year in the first quarter."

In comments to employees, Ken Olsen, president, said, "I want to assure you that I am confident about Digital's long-term success. As you know, we have great products — as seen this summer at the Sales Symposium. We also have magnificent products planned in the near future, and have just announced the first MicroVAX product along with VAX-11/725, an inexpensive, multi-user office system. These are the start of a line of new computers that lead us into an exciting future. We are confident these products will be accepted enthusiastically by our customers and that we are well on our way to our usual profit levels."

He continued, "I am pleased and enthused about Digital's product strategy, which ranges from chips to VAXclusters. We have the networking capability to connect these products and the technology to make the best semiconductor and storage products in the industry. We are confident in the future of the company."

Customers rave about the Rainbow

In a marketplace where hundreds of companies vie just to stay in the running, if you're Number Two, you're doing pretty well. And Digital's Rainbow Personal Computer is doing pretty well.

Within eight months of its May 1982 introduction, the Rainbow 100 had already become Number Two in the 16-bit personal computing marketplace worldwide, second only to IBM's Personal Computer. With its ability to run five major operating systems — CP/M-86, CP/M-80, MS-DOS, Concurrent CP/M and the UCSD-p System* — the Rainbow can run more applications than any other personal computer in the world.

Despite the already lofty standing of the Rainbow, in September Digital introduced an even more powerful system, the Rainbow 100+, which has a 10 megabyte internal Winchester disk, more main memory, more expansion capability and enhanced monochrome graphics capability.

Why a new Rainbow?

"People's business needs are changing," says Barry James Folsom, Rainbow Group Manager and a member of the Rainbow's design team. "They're becoming more sophisticated and more complex. The kind of solutions available to meet those needs — like integrated and concurrent applications — demand more memory, more storage capacity, and faster and easier transfer and access to files. With two Rainbows to choose from, users have the flexibility to pick the amount of storage and memory that suits their needs."

Though it's too soon to tell how customers will rate the 100+, Barry says, "We do know what they think of the Rainbow 100." After making random telephone calls to 100 of the first 3,500 Rainbow 100 buyers, Digital heard no complaints. "And we gave them every opportunity to tell us what they thought," he says. "You come to expect some hurdles with any new product start-up, but much to our surprise and delight, our customers had nothing but great things to say." One favorable comment

that cropped up again and again was the assistance first-time users received when calling the toll-free hotline in Atlanta. "Customers raved about how helpful the staff was and how comfortable they felt to know someone was there to answer questions."

The premier personal computing magazine of France, *L'Ordinateur Personnel*, evidently shared some of that enthusiasm. In a recent survey that compared 103 personal computers, the publication rated the Rainbow 100 Number One in the "All Categories" segment of the test.

In announcing the decision, *L.O.P.* had praise for the Rainbow. "The machine that, in our opinion, represents the best personal computer ... is the Rainbow from Digital," the editors wrote. "It is good-looking, powerful, modern and intelligently distributed," The magazine also had praise for Digital's after-purchase service, citing the availability of a "magic number" that users can call for advice and help. "This is a considerable innovation in France and helps to make the system truly 'personal'," said the magazine. "We have no hesitation in saying that today this system gets our highest recommendation. Its price/performance is unmatched."

*CP/M is a registered trademark of Digital Research Inc. MS is a trademark of Microsoft Corporation. UCSD-p Systems is a trademark of The Regents of the University of California.

CAEM announces cooperative marketing agreement with Tektronix, Inc.

Tektronix, Inc. of Beaverton, Oregon and Digital's Computer-Aided Engineering and Manufacturing Group (CAEM) have recently announced an agreement to cooperatively market Tektronix's microprocessor development software on VAX.

The cooperatively marketed software development tools include Tektronix's Pascal LANguage Development System (LANDS) package; the 8540 Integration Unit, Cross Compilers that support Motorola's 68000 and 6809, Intel's 8085 and 8086, and Zilog's Z80 microprocessors; Tektronix's Linker and the ICOM 40 Communications package.

These software design tools are a significant step forward in automating the microprocessor software development process, moving in from an "art" to an engineering discipline that uses structured programming in conjunction with specialized design tools.

As part of the agreement, representatives from Digital and Tektronix will participate in joint sales calls and configure complete hardware/software systems to meet specific engineering needs. In addition, each firm will retain responsibility for sales and maintenance of its own products.

What the press says about the Investment Protection Plan

Last month Digital announced the industry's most comprehensive plan for personal computer buyers. The service and warranty package, called the Investment Protection Plan, provides buyers of the Rainbow, Professional and DECmate II with: on-site warranty service including parts and labor, updates for selected operating systems, a user newsletter and a limited-offer, 30-day money back return policy.

Since the announcement, the press and customers have responded enthusiastically. The following quotes are a small sample of the effects of the fall campaign.

COMPUTERWORLD
"One dealer compared the on-site warranty to an auto maker's promise to make repairs in the buyer's driveway."

Reuters
"Analysts said the Rainbow does offer an edge over the far more popular IBM PC, in that it is much easier to use and more attractive."

First Boston Corporation
"As a piece of hardware, it is a superior product to IBM."

The Gartner Group
"...The machines were built to last a long time between failures, so the warranties cost nothing out of pocket."

IDC
"They're taking advantage of their fine field service organization. It's hard for someone buying a computer to understand the importance of service."

Steve Watson, President of Boston Computerland Stores
"People who before might not have taken Digital's Rainbow computers seriously will do so now. These capabilities will open new markets to them."

ISO WORLD
"An excellent presentation. I have never seen Digital product comparison with IBM before. This seems to be a signal they're becoming more aggressive."

ISO WORLD
(Front cover) "DON'T COUNT DEC OUT" "The minicomputer champion has taken some hard knocks in its struggle to make it in the micro market but the company is fighting back with a tough marketing blitz."
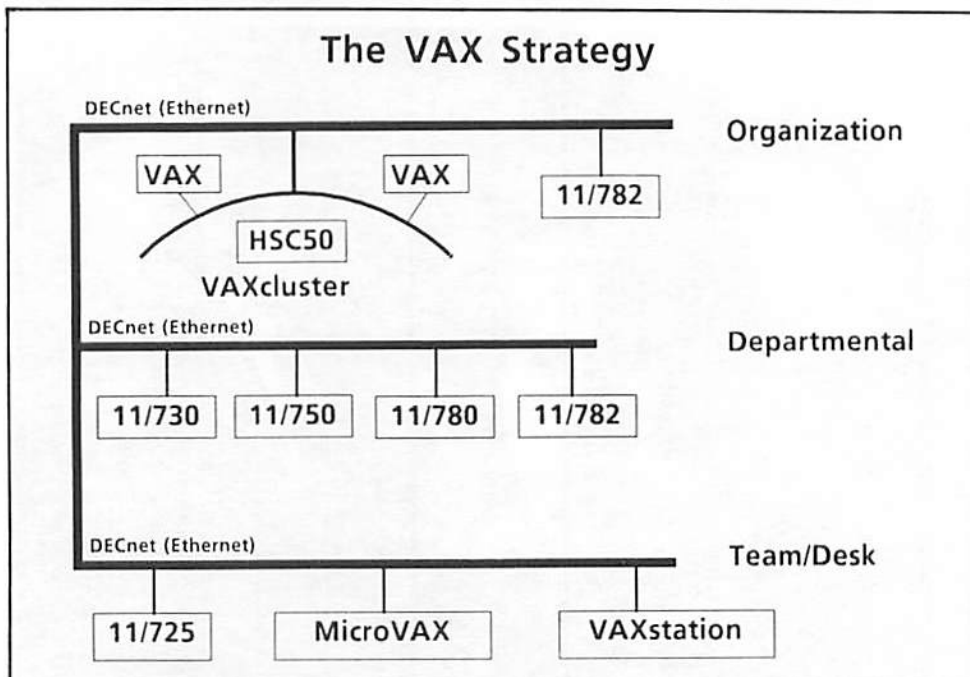
VAX: The accepted standard in engineering computing

Since its introduction, Digital's VAX family of superminicomputers has become the de facto standard in engineering computing. It has achieved this position because of the compatibility and performance provided by the family's true 32-bit architecture, easy to use operating system, and the wide range of available engineering application software. In addition, Digital's networking and office automation tools have contributed to the wide acceptance of VAX systems.

VAX is the name of Digital's extended virtual address, 32-bit computer architecture. This architecture is the basis of a broad family of compatible computers ranging from the recently introduced MICRO VAX to the asymmetrical multiprocessor VAX-11-782 system. This compatibility means that users, with their engineering applications, can move up to larger VAX systems or disperse work to clusters of smaller systems as their computing demands grow or change. This can be done without any program conversion and without having to learn a new system.

The performance required to handle large engineering applications is provided by the unique variable length instruction set and true 32 bit addressing capability of VAX systems. In addition, the VMS operating system provides a friendly, easy-to-master user interface.

The availability of a large number of CAD/CAM and related engineering application packages has contributed significantly to the acceptance of VAX systems as the standard in engineering computing. Digital's VAX systems, in conjunction with engineering software from world renowned companies, provide engineers with advanced computing solutions. The application software packages available on VAX systems are also standards in their respective fields. They represent the best available tools for computing in fields including electronics, mechanical, civil, chemical, earth resource, power systems, and manufacturing. In all, there are over 700 CAD/-CAM and related engineering applications available to run on Digital computers.

Digital's comprehensive network strategy helps meet an engineering department's requirements for decentralized computing capability that can be matched to different engineering needs at different locations. DECnet software allows Digital computers to communicate easily with other Digital computers. In addition, Digital has developed other communication hardware and software that allow VAX systems to communicate with other vendors' computers (e.g. IBM) and other kind of networks (SNA, PACKETNET X.25, etc.).

VAX computers have also been accepted as engineering computing standards because they address more than just CAD/CAM. With Digital's ALL-IN-1 office package, engineers can use the same engineering system for related tasks like report writing, electronic mail, and maintaining their personal calendars. This makes engineers even more productive in their day to day jobs.

The VAX Strategy

DECnet (Ethernet) — Organization

VAX — HSC50 — VAX — 11/782

VAXcluster

DECnet (Ethernet) — Departmental

11/730 — 11/750 — 11/780 — 11/782

DECnet (Ethernet) — Team/Desk

11/725 — MicroVAX — VAXstation

Receiving two awards for Digital's workstation desk are: (l. to r.) Glen Gravers, designer; Rich Castellano, supervisor; George Doumani, consulting engineer; and Paul Tallo, mechanical engineer.

Workstation desk recognized for high quality design

Digital's workstation desk has been honored with an "Award of Excellence" from *Materials Engineering* magazine as part of their 1983 Top Twenty awards competition. The Top Twenty awards recognize the best use of materials or fabrication processes in product design or manufacture. The award also carries with it a prize of $1000.

The workstation desk also won first place, Innovative Design from the Society of the Plastics Industry, Inc., Structural Foam Division, 11th Annual Structural Foam Conference held in April.

Responsible for the design are: Glen Graves, designer; Rich Castellano, supervisor; George Doumani, consulting engineer; and Paul Tallo, mechanical engineer.

Congressman Shannon addresses Digital managers

After his speech to managers, Congressman James Shannon (l.) informally talks with (l. to r.) Al Mullin, vice president, Corporate Relations, and Bill Modahl and Larry Ricci from the Tax department.

Congressman James M. Shannon from the 5th Congressional District recently spoke to members of the Tax and Government Relations departments on the effects of tax reform on the high technology industry.

Since being elected to Congress in 1978, Congressman Shannon has been a member of the Ways and Means Committee which has jurisdiction over tax and international trade matters.

In his introduction Al Mullin, vice president, Corporate Relations said, "Not only

has Jim ably represented his traditional constituencies, he was the first in Congress to recognize the emergence of the high technology sector as a constituent that is critical to our country's future well being. In three terms as member of Congress, Jim has emerged as a national spokesman for the importance of high technology both to improving U.S. international competitiveness and revitalizing our traditional industries."

Congressman Shannon was the first

member of Congress to induce the concept of an incremental tax credit for research and development activities. Thanks to his leadership, the R&D credit was included in the 1981 tax cut legislation. Since that time, he has lead efforts in Congress to protect software development as an activity eligible for the credit and to lay the groundwork for new legislation to make the R&D credit permanent.

Congressman Shannon is the author of the "High Technology Trade and Investment Act," which would give the President greater tools in negotiating the removal of barriers to trade with our trading partners, while avoiding protectionist responses that would only provoke retaliation by other countries.

Most recently, Congressman Shannon has been seeking to enact legislation which would make permanent the tax-free status of educational assistance provided by employers to employees.

More than 7,000 Digital employees reside in the 5th Congressional District, which extends from Lowell and Lawrence in the north to Framingham in the south including the greater Acton, Maynard, Concord area.

In his speech, he urged people to make their concerns known to him in order to represent them in Congress.

Offerings from Ed. Services Seminars

For more information or to register for the following courses, call the Seminar registrars indicated below with the specific seminar dates. Software Services employees should contact their Software Services Registrars.

Design of Applications Under RSX-11M/M+

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. Upon completion, attendees will thoroughly understand the interrelationship between system hardware and software functionality for design.

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

14-17 November, Bedford, Registration: DTN 249-4380

P/OS Software Concepts

This seminar is an introduction to the Professional software environment. It is specifically designed for the experienced programmer who lacks PDP-11 RSX experience. P/OS Software Concepts provides the necessary background in RSX to prepare attendees to benefit from the Professional-300 Application Design Seminar.

14-15 November, Bedford, Registration: DTN 249-4949
12-13 December, Boston, Registration: DTN 249-4949

THE MARKETPLACE

APPLIANCES

DOUBLE OVEN & 4 burner countertop stove,in working condition,avocado,$125,Mark,279-5414

CARS

'82 CHEVETTE,4-dr,grey,auto,rear defogger,cloth uphol,13K miles, mint cond,$4950,Olga,276-9157

'80 SUNBIRD COUPE,4 cyl,4 spd,PS,rustprf,exc cond,body & mech,$2900,Ken,223-1346

'80 OLDS STARFIRE CPE,4 cyl,AM/FM,49Kmi,sunrf, PS,new shocks,battery,$3500,Joanne,231-4488

'71 VOLVO,2dr,4spd,AM/FM stereo cass,recent brks, tires,shocks,exc cond,30MPG,$1500,Tom,288-6592

'77 DATSUN F10 HB,5spd,AM/FM,36MPG,rustprf, clean,108K,Michelins,Koni's,$1500,Frank,223-9878

'79 PONTIAC GRAND PRIX,V8,2 tone blue,AM/FM stero cass,t-top landau roof,$4000/BO,Yvonne,288-6749

'81 MALIBU,AM/FM,2 tone brown, rear defg,21K mi, $5500,Karen,251-1670

'72 VW BUG, sunrf,new brakes,$600,Tanya,249-4623

'80 PINTO WAGN,4 cyl std,AM/FM,45K mi,exc cond in and out,$2900,Hossein,249-4810

'82 TOYOTA COROLLA deluxe,5spd manual,exc cond, AM/FM,cloth seats,16Kmi,$6,300,Christina,274-6707

'81 TOYOTA TERCEL,2 dr,4spd,frnt whl dr,42Kmi,exc cond,$4275,Nancy,223-6731

'77 DATSUN 280Z,4spd,gd cond,recently painted, $4500 (negot.),Linda,278-4653

'74 TOYOTO CORONA MARK II,4dr,4spd,low mi,new ?s,$1000,Celeste,223-6511

'80 OLDS STARFIRE CPE,4cyl,AM/FM,49Kmi,sunrf,PS, new shocks,battery,$3500/BO,Joanne,231-4488

'72 BMW 2002,reblt eng & trans,new rocker panels, 5 Michelin tires,$2900/BO,Sara,229-6329

'81 CHEVY CITATION,4dr,hatchback,PS,PB,auto trans,radio,rustprf,42000mi,$3995,Judy,225-6688

'80 BUICK SKYLARK,4dr,auto,4 cyl,PS,PB,AM/FM stereo,exc cond,$4200,Bob,231-2163

'82 TOYOTA COROLLA WAGON,4dr,15Kmi,auto,roof rack,AM/FM cass,rust prf,$6995,Minh,223-7270

'81 TOYOTA CELICA GT,5spd,rear defg,PS,PW,FM stereo,extras,$6200,Theresa,223-7774

'77 FORD LTD,4dr,AM/FM stereo,PS,PB,auto,sunrf, 88Kmi,exc cond,$1700,Ed,223-8946

'66 FORD MUSTANG,exc cond,200 ci,gold,appraised at $2400,sell $2000,Steve,223-3585

'78 BMW,auto,air,alloys,stereo cass,new tires, extra snows & more,$8100/BO,Frank,223-8970

'80 CHEVETTE,1 owner,50Kmi,4spd,4dr,blue hatchback,$2800,Tony,223-4137

'73 VOLVO 142E,4spd w overdrive,sunrf.,engine in exec cond,some rust,$2200,Leslie,251-1645

'81 HONDA ACCORD LX,AC,PS,PB,5spd,silver,exc cond,$5600/BO,Dennis,223-2095

FURNITURE

OAK/TILE RUST COFFEE TABLE,18"Hx28"Wx44"L,1 yr old,$150/BO,Anthony,251-1391

WHITE WICKER/BAMBOO CHAIR w footrest,needs refin?ng,new cushions,$50, Nancy,223-6331

6' WINGBACK COUCH & CHAIR,$200,recliner,$100, Dottie,251-1827

BUNK BEDS,solid pine w mattresses,$125,George, 223-7422

DINING ROOM SET,table & 4 chairs,trad,exc cond, 5' x 3.5',$290,Don,279-5422

PLATFORM BED, Boston Bedroom,dbl size,1yr old,no mattress,$125,Steve,223-6079

CHAIR & OTTOMAN,black leather & rosewood,$200, Nancy,273-3390

ANTIQUE MAHOGANY DROP LEAF TABLE,Circa 1850, spiral legs,$225/BO,Jude,265-1477

MISCELLANEOUS

BLINDS,3 MAROON LEVELOR,33"w x 72"H,1yr old,$30 each or BO,Anthony,251-1391

JENSEN R210 AM/FM CAR STEREO w cassette,$170/BO JENSEN car speakers,$55/BO,Rhonda,292-2271

CARPET,burnt orange,12'x15',sculptured broadloom, $75/BO,Sue,223-3316

SNOW TIRES,1 pr radial studded snows,used 2 seasons on Buick wagon,BO,Jay,276-9630

VT55,w copier option,list $5300,BO over $1000 or trade for older camper trailer,Rick,242-2565

ATARI 400 HOME COMPUTER,16KB,super graphics & sound,exc cond,$80,Allen,247-2816

BOX WOOD STOVE,not airtight,never used,20" logs, $75,James,251-1685

CASEMENT WINDOWS,2 over 1,most are standard sizes,24 sets,$6 per set/$3 ea,Frank,223-6284

ROOF CARRIER,black,used twice,$50 firm,Jean, 279-5202

CAMERA BODY,Minolta SRT101 body,just cleaned,BO Joe,231-6088

HEATHKIT COLOR TV,working cond w beautiful wood cab,$250/BO,Pat,234-4530

VCR,Panasonic PV5500, IR remote,full function, portable,$700,Dan,231-5866

ALUMINUM GUTTERS & downspouts,Kirsch traverse rods,exc cond,Tom,223-2648

TIRES,4 Michelin stl radials,165x13, 2 are snows on Fiat whls,used 2Kmi,$125,Johanna,276-9521

BEE HIVE,2 stories with 80 lbs honey,$100 or trade for working cider press,Diane,229-6106

HONEY,homegrown,$1.30/lb,washed mohair fleece for handspinning,$5/half lb,Diane,229-6106

ROBIN COMPUTER,full config,assembled printer,dual drive,$1600,Tomi,249-4536

BABY CRIB,hardly used w mattress and bumper pads,$60/BO,Sunil,223-2742

ROBIN COMPUTER,4 drives,LA50 printer opt.,extra software avail,BO,Rhonda,231-6699

MOTORCYCLES

'71 HONDA 350CL,reasonable cond,needs battery, runs well,$200,Al,231-5923

'83 HONDA INTERCEPTOR VF750F,like new,2400mi, most radical Honda this yr,$3600,Michael,225-4295

PETS

GLDN RETRIEVER PUPS,AKC,hips,eyes clear,champ bldlines,$250,Sue,251-1326

REAL ESTATE

TIMESHARING CONDO,Loon Mtn,slps 8,can be exchgd anywhere in world,1 wk,Dec-Mar,Barbara,251-1603

HUDSON,victorian house,9 rooms,2/3 acres,new kitchen/bathrm,porches,$69,900,Laura,231-4679

ESTATE SALE,townhouse condo,5 rms,2 baths, fireplc,decks,$59,900,Ralph,257-1159

MILFORD,8 rm,country cape,garage,in-grd pool, 1 1/2 baths,extras,$103,000,Charlie,223-4682

HUDSON,4 bdrm colonial,1 1/2 bath,custom kit,din rm,porch & deck,$78K,Lee,223-8183

CHELMSFORD,9 rm gambrel,new kit,2 baths,hardwood flrs,pool,1 1/2 acres,$133,500,Lesley,249-4042

RENTALS

TOWNHOUSE,N Conway,3 bdrms,open living area w frplc,2 baths,& more,Barrie,231-5412

SKI CHALET,N Conway,3 bdrms,avail 12/1/83-4/1/84 for wk/mo/wk-end,Dino,231-4477

CONDO,Loon Mtn,sleeps 8,dishwasher,pool,jacuzzi, tennis & more,Jay,276-9630

ROOM,private home,Westboro,w kitchen priv,5mi from Shrewsbury,$70/mo,Philip,223-6470

HOME,ranch in Boylston,2 lrg bdrms,yard maint by owner,$585 & utils,Dan,231-5699

CHALET,Stowe,VT,slps 6,woodstv,views,fully equipped,wk-end,$250,wk,$500,Joan,288-6430

RECREATIONAL VEHICLES

'75 GLASTRON fiberglass boat w 35HP & trailer,new overhaul on engine,$1600,Martha,234-4397

BRISTOL 27' sailboat,sleeps 4, 9.9 O.B.,$13000, Bill,223-6019

SAILBOATS,20' Cape Dory Typhoon,$4,600,25' Irwin, $14,000,both in gd cond,Paul,223-6201

THISTLE 17' SAILBOAT & TRAILER,wood hull needs work,2 sets of sails,$1200,Steve,235-3218

'70 GLASTRON,16',85HP Merc,fiberglass,new batt, windshld,trailer included,$2000,Laurel,283-6243

'78 INVADER BOAT, deep V,270HP Merc. I/O,bow rider,exc cond,$6500,Bob,247-2549

ROOMMATES

ROOMMATE,F non-smoker to share 2 bdrm,2 bath on Pond in Arlington,MA,$325/mo,Paula,231-6799

HOUSEMATE,F,12 rm colonial,Sterling,$275 incl utils,Karen,276-9402

ROOMMATE,non-smoker to share home,$250/mo,Julia, 223-9357

ROOMMATE,M/F,to share 2 bdrm apt. on Rte 20 in Marlboro,$230 & half of elec,Michael,231-7133

ROOMMATE,non-smoker to share 2 bdrm condo on Rte 20 Marlboro,$200 & half utils,Chris,225-5275

HOUSEMATE,3rd female,3 bdrm,lakefront house,Stow, avail 12/1,$275 & 1/3 utils,Rachel,381-1373

ROOMMATE,F,to share 2 bdrm apt in Clinton,avail 11/1,$160 & half utils,Anne Marie,276-9187

SPORTING GOODS

SKI EQUIP,alpine & cross country,bindings,poles & boots,Virginia,223-5851

PSE LASER MAGNUM TARGET BOW,w 12 x 575 arrows, checkit sight,stabilizer,$300,John,231-7221

WANTED

UNFUR HOUSE/APT,for quiet SF, 2 bdrms,w W/D connection,have cats,Suzie,223-1865

APT,Shrewsbury/Worch. area (route 9) prefer 4 rms,all utils,low 300's,Nileita,234-5170

SNOW BLOWER,Elizabeth,276-9661

LA34,w tractor feed,will pay $450,Dave,223-4060

LG WOODEN DESK & FILE CAB,oak or mahogany preferrd,any wood considered,Linda,223-2092

BABY CLOTHES,boys,12 mos & 18-24 mos for winter, willing to buy,Brenda,278-4392

TRUMPET,used Benge or Bach trumpet,Rose Lee, 225-5054

CONTACT,with other DEC employees who have had est training,Jean,762-4179

NEWS BRIEFS

Deadlines for "Digital This Week"

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

Nov. 7 issue - Oct. 26 deadline
Nov. 21 issue - Nov. 9 deadline
Dec. 5 issue - Nov. 24 deadline
Dec. 19 issue - Dec. 7 deadline

DECBIGBAND plays benefit

The DECBIGBAND will play at the IGT Country Club in Bolton on November 5 to benefit the Hudson Catholic High School. A wine hour with hot hors d'oeuvres precedes dinner.

Tickets are $50 per person. Call Maureen O'Keefe (617) 897-9621 for reservations. Tickets may also be obtained by sending a check made out to Catholic High School to: Maureen O'Keefe, Box 37, Stow, MA 01775.

On the move

The Internal Network Customer Services unit of Corporate Network Services has moved from Virginia Road, Concord to Parker Street. This groups supports RCS, TSN and other internal data networks. The new Customer Services hotline number is DTN 223-7876.

Mill holds Nutrition Day

Tuesday, October 25 has been designated as Nutrition Day by Mill Health Services. Nutrition and diet information will be available in the Cafeteria Conference Room (ML05-4) from 9:00 a.m. to 3:00 p.m. A nutritionist and Mill Health Services will be on hand to answer your questions. Plan to stop by and take a step in the direction of better health through better nutrition.

Registration open for IDECUS

Internal DECUS will hold its 1983 Fall Symposium at the Sheraton Inn and Conference Center in Boxboro on November 17 and 18. The keynote speaker is Ed Kramer, vice president, Corporate Marketing.

Preregistration is required by November 9. On line dial-up registration is now also available. For copy of the program and further information contact IDECUS, DTN 273-3388.

Discounts available on inventory homes

The Home Purchase department is offering a discount program on homes bought as part of Digital's Home Purchase Program for relocated employees. Any employee who purchases a Digital home in inventory will be credited with 50 percent of the broker's commission at the time of closing. For more information contact one of Digital's third party purchasers: Joyce Sycksland of Equitable, (212) 245-7506 or Gail Curran of Homequity, (617) 647-9095.

DCU pays bonus dividend again

The board of directors of the Digital Credit Union (DCU) has voted a fourth quarter ½ percent bonus dividend on all checking and regular savings accounts.

The dividend means that regular savings and clubs will earn 7 percent compounded daily and paid quarterly from October 1 to December 31, 1983.

Members with checking accounts with balances under $2,000 will earn 7 percent compounded daily and paid quarterly for the same period.

Members who have checking accounts with balances over $2,000 will earn a money market rate plus the bonus on all deposits in that account. For example for the week of September 26th the rate was 8.33. With the bonus dividend it would have been 8.83 percent.

MicroVAX

VAX computer on a single silicon chip.

"In recent years we have made considerable investments is developing the technical and physical resources for semiconductor design and fabrication that are second to none," he said. "We now have the capacity and expertise to develop and manufacture truly state-of-the-art VLSI devices, and we intend to use those resources to their fullest to build even more powerful, useful, and accessible VAX products."

New VAX products

The MicroVAX I is a two-board microcomputer contained in a small, floor-standing or rack-mountable package. With CPU performance averaging 35 percent of that of the VAX-11/780, it is intended for machine and process control applications in industry, value-added OEM systems, and for single-user and small, multi-user computing requirements in business and scientific fields.

Storage equipment includes an 800K-byte dual floppy diskette drive and either 10- or 28-megabyte Winchester disks. The minimum OEM configuration for runtime, memory-only applications is priced at $9,995. With the dual floppy diskette and 10MB Winchester drives, the system price is $13,880. Initial shipments will take place in March 1984.

The VAX-11/725 is a VAX-11/730-level system the size of two-drawer filing cabinet and fits under a desk or table. It uses the new high-density, high-performance RC25 Winchester disk unit with both fixed and removable disks totaling 52 megabytes of storage. The VAX-11/725 system can serve as the computer basis for a single-user graphics workstation, or will support up to eight terminals in a multi-user environment. System prices range from $24,950 or $36,800, depending on memory, floating point, and communications options. Deliveries begin next month.

*UNIX is a trademark of Bell Laboratories, Inc.

Learn to manage finances

During the months of November and December, staff from Consumer Credit Services will discuss concepts and techniques basic to financial planning. Information about budget orientation, money management, and use of credit will be available. In addition, Consumer Credit Services will discuss the different counseling services and how their agency assists in the resolution of financial problems. The seminars are opened to all employees; just bring your lunch.

Acton-Nagog	Dec. 6	11:45-12:45	Kanata No. & So. Conf. Room
Acton Plant	Nov. 3	11:45-12:45	Constitution Conf. Room
Concord	Nov. 30	11:45-12:45	Bronte Conference Room
Hudson	Nov. 9	11:45-12:45	Mt. Everest Conference Room
Marlboro-LM	Dec. 13	11:45-12:45	Ethernet Conference Room
Mill	Dec. 12	11:30-12:30	Sheridan Conference Room
Parker St.	Nov. 17	12:00-1:00	Corporate Auditorium
Powdermill Road	Nov. 22	12:00-1:00	Assabet Conference Room
Stow	Dec. 8	11:45-12:45	Bolton Conference Room
Virginia Road	Nov. 16	11:45-12:45	Bell Conference Room

The program is sponsored by the Greater Maynard Employee Assistance Program.

Personal computers take to the movies

Digital personal computers will soon be movie stars thanks to a contract with International Film Promotions, Inc. When actors reach for computers in major motion pictures and made-for-television films, many of those computers will be Digital's.

International Film Promotions is a publicity firm that specializes in working with film studios to have manufacturers' logos and products appear on the screen. Even a brief film appearance can provide IFP's clients with an average of 150 million advertising exposures, which make this a powerful marketing tool.

Promoting products through the cinema is nothing new, but it has become more common with the increased demand for realism in the movies. According to Adam Couture of the Personal Computer Marketing Group, who is working with IFP, "It used to be that when people in the movies sat down to breakfast, there would be a plain grey box in front of them that said 'corn flakes.' But you can't do that anymore. Directors want to show real people, and real products as well.

"Helping to establish Digital in the marketplace — making Digital a household word — is not going to happen overnight. It's going to take a lot of time and effort and film promotion is one way we intend to make this happen," Adam explains.

One film currently in production is a family movie starring Helen Hayes, tentatively titled *Hilly and Hambone*. It features a small dog who gets separated from his owner, and travels across the country trying to find her.

In one scene, the dog is picked up by a truck driver played by O.J. Simpson, who happens to be driving a Digital truck em-

The technical crew of the forthcoming movie "Hilly and Hambone" set up equipment to film a scene that features the newly designed Digital truck. O.J. Simpson stars as the truck's driver.

blazon with "Personal Computers/Office Solutions." Simpson is also wearing a Digital uniform.

Another film in production, *Uncommon Valor*, stars Gene Hackman and Robert Stack as Vietnam veterans, who plan a bold rescue mission to save their friends who are being held as POWs. To finance the operation, one of the men handles complicated business investments for the group.

The film opens with a close-up of a Professional 350's screen. The computer is tied to the Dow Jones industrial average and the user is performing spreadsheet analysis. When the camera pulls back the audience sees Robert Stack intently operating the Pro.

Although most appearances by Digital's computers will be handled by IFP, Digital is free to negotiate other film exposures be-

sides that arranged by IFP.

One such appearance will be made by a Rainbow 100 that will star in a new made-for-television film, still untitled, starring Dick Van Dyke and Sid Caesar. The film opens with a shot of Dick Van Dyke sleeping soundly. Seconds later, a computer-like voice asks him to get up, gently at first, then insistently. The voice is generated by a Rainbow 100, which is the head of Van Dyke's automated apartment. The Rainbow also controls the operation of a number of complicated devices; one turns on the shower, and another makes breakfast by dropping eggs in boiling water. The Rainbow even reminds him to set his burglar alarm and wishes him a good day when he leaves in the morning.

Fanciful, of course, but the kind of entertaining fantasy that audiences remember.

A Rainbow 100 stars with Dick Van Dyke in a new television movie.

Meac sponsors 2nd T-shirt and totebag sale

As a result of an overwhelming response, the Maynard Employee Activities Committee is sponsoring another T-Shirt and Totebag sale. Proceeds will be used to sponsor meac events. The sale will run from October 24 to November 14. All of the items will display the same design of the Maynard Mill used during the last sale, but the totebags are larger and both long-sleeved and short-sleeved T-shirts are being offered.

Order forms can be obtained from your local Employee Activities Coordinator, or you can write to: T-Shirt and Totebag Sale, ML03-4/E95 to request a form. Samples are available through meac members at various Maynard area facilities. Watch for posters with details regarding the sale.

Tote Bag
Long Sleeve T
Short Sleeve T

All Sizes $7.50

All Sizes $5.00

14" × 17"
Handle & Design Color
Brown or Blue
$6.00

Candlepin team wins title

The team "One to Four" from the Digital Maynard Winter Candlepin Bowling League recently won the Corporate Rolloffs. They competed against teams from Marlboro, Westminister, Woburn and Salem, N.H. leagues. Pictured with the corporate trophy are (l. to r.) Paul Gouthro, Lou Cesario (league president), Jeff Szkaradek, Skip Morning, Fram Galvin and Frank Thissell.

DECUS personal computer interest group formed

DECUS, the Digital Equipment Corporation Users Society, has just formed a special interest group for personal computers, the PC SIG. This group will sponsor papers, develop a newsletter, distribute public domain software, and generally work to exchange information about Digital's personal computers. As with other DECUS groups, membership is free and includes information about the annual symposia and news of general interest to the Digital user community.

This year's DECUS Symposium, going on this week in Las Vegas, will feature over 20 papers discussing Digital's personal computers. The topics as well as the technical content cover the complete spectrum of users' needs and background.

Two items of special interest to retailers are proposed working groups and the active formation of Local User Groups (LUGS). There is a proposal in the PC group to form a special working group for retailers and other resellers. The intent would be to set up a special working relationship with Digital to exchange information, wish lists, etc. This would give Digital an additional opportunity to meet and understand the needs of this group of users.

Not all DECUS members can attend on of the annual symposia, so the LUGS provide a mechanism to foster the same kind of communications with Digital but at the local level. It's expected that LUGS will be especially important to the PC user community and will provide a forum for training and communication about new products and local services. They can also be a platform for uses and retailer to get together informally to swap stories, technical notes, ideas, etc. and build a feeling of community among Digital personal computer users.

DECUS is one more example of the kinds of service and support available to buyers of Digital's personal computer products.

TICKET SALES

ADMIT ONE 13076

Changes for Macy's Parade trip

On the November 23 to 25 Employee Activities trip to New York City, the accommodation will be at the Halloran House stead of the Grand Hyatt. The Radio City Music Hall show will be on Thursday, November 24 at 7:30 p.m. instead of 2:30 p.m. For more information contact Employee Activities, DTN 251-1017.