



Digital This Week

Volume 15, Number 12

July 11, 1988

Digital Seniors Classic attracting top players, prize money

In two weeks, the world's top senior golfers will tee off at the Nashawtuc Country Club in Concord at the 1988 Digital Seniors Golf Classic. This year's tournament will offer its biggest prize purse ever — \$300,000 — and a strong field of 72 players who will vie for the \$45,000 first prize.

Pat Cataldo, vice president, Educational Services, is Digital's operating chairman for the tournament this year. Pat says, "This is our strongest field of golfers ever. Chi Chi Rodriguez, the defending two-time champion, is expected to play. He'll try to win the Classic for the third year in a row. We're also expecting Arnold Palmer, who won in 1982, and former past champions Lee Elder and Bob Goalby, as well as other 'legends' like Billy Casper, Gene Littler, and Miller Barber.

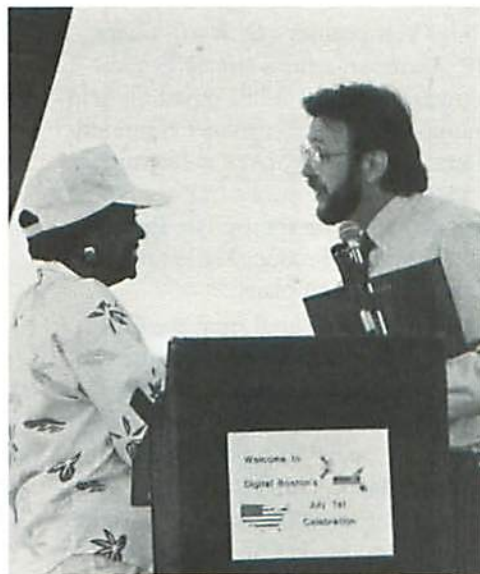
"Digital has made significant investments in this tournament over the years," Pat continues. "We're able to attract our most important customers and prospects for the two-day Pro-Am event. We also achieve our community relations goals by donating to Emerson Hospital and other charities as a result of the tournament."

One of the richest events on the PGA Seniors Tour, the Classic will be played as a 54-hole tournament on Nashawtuc's 6,500-yard course. Digital has sponsored the tournament since its inception in 1981.

Tickets are still available for the Classic from Corporate Employee Services and Recreation. Order forms can be picked up in employee information racks in Greater Maynard Area facilities. Deadline for ticket requests is next Wednesday, July 20. Volunteers are needed, too, to serve as marshals and scorers. If interested, send a VAXmail message to MARCIE::CLASSIC. ●

Boston celebrates

The Boston plant had plenty of reasons to celebrate as it marked the achievement of MRPII Class A certification, the production of its two millionth keyboard, and the graduation of 39 employees from the plant's English as a Second Language (ESL) program. At right, Skippy Daniels receives a plaque honoring Boston's achieving MRPII Class A certification from consultant Mike Stickler of David Buker Associates. Below are the students and teachers of the ESL class.



Educational Services 'Excellence' award recognizes top managers, instructors

Educational Services has honored outstanding training managers and individual instructors of Digital's customers and employees through its ninth annual "Excellence" awards program.

The "Excellence" program is designed to reward performance, productivity and successful management efforts. This year's program was held at the Broadmoor Hotel in Colorado Springs July 8-10.

Participating training organizations in-

cluded Customer Training, Digital Management Education, Field Service Training, Office Applications Training and Sales and Software Services Training.

Winners qualified for the award by attaining selected performance targets. Then, each nominee's performance was evaluated by his or her manager and recommendations were made to the Educational Services Excellence Awards

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digital

Dick Gauthier joins Digital



Dick Gauthier

Dick Gauthier has joined the Laboratory Data Products (LDP) group as Marketing Communications manager, reporting to Gary Eichhorn, LDP Group Marketing manager.

In his new position, Dick will direct LDP's communications strategies and programs including public relations, field communications and customer communications. Additionally, Dick will ensure the LDP communications strategy is well-integrated with the appropriate Product Marketing, Base Product Marketing and Industry Marketing plans.

Dick comes to Digital from the Gillette Co. of Boston where he was the manager of Corporate Public Relations and Product and Marketing Public Relations for the Safety Razor, Personal Care, and Paper Mate divisions. Prior to joining Gillette, Dick spent six years as manager of Product and Marketing Public Relations for Wang Laboratories. ●

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. 1 issue — July 20 deadline
- Aug. 22 issue — Aug. 11 deadline
- Sept. 12 issue — Aug. 31 deadline.



Digital This Week

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::NELSONK

"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.

VAXmate computer donated



Digital has donated a VAXmate computer, printer and software to Mike Maruzzi (center), a former Boston-area high school hockey player who was paralyzed in a hockey game. Mike, who is attending Boston University on a full scholarship, will use the donation in his studies there. Arrangements for the gift were initiated by George Starr, a Marketing Communications specialist for Software Services and a high school hockey official. George spoke with Carol Bayley, Northeast Area SWS manager, who then referred the request to Boston District SWS Manager Ted McKie. The final details were handled by Anne McWalter, Boston District Sales Support Center manager. Pictured above with Mike are (from left) Anne, Boston Bruins head coach Terry O'Reilly, Bruins players Tommy Lehman and Michael Thelven, and Bruins assistant coach John Cunniff.

Massachusetts awards contract for statewide CADD system

Digital and McDonnell Douglas Corp. have announced the awarding of a five-year multi-million dollar contract by the Commonwealth of Massachusetts for implementation of a computer-aided design and drafting (CADD) system statewide. This is the first statewide implementation of CADD in the United States.

Under terms of the contract, McDonnell Douglas will supply CADD software, hardware and services to the commonwealth. McDonnell Douglas participates in Digital's Systems Cooperative Marketing Program (SCMP) and has sub-contracted Digital to provide the hardware necessary to run McDonnell Douglas Graphics Design System (GDS) software. GDS is a three-dimensional CADD system which is recognized by local and state governments for its flexibility and the sophistication of its engineering software. The systems configuration for this contract is based on Digital's color VAXstation 2000 workstations operating in Local Area VAXcluster systems with MicroVAX 3600 computers under Digital's VMS operating system.

The Massachusetts Department of Public Works intends to purchase the systems as part of an integrated computer

network for designing major construction projects, including the massive 10-year, \$3.1 billion Central Artery/Third Harbor Tunnel project in Boston, currently the largest ongoing urban transportation project in the nation.

McDonnell Douglas, headquartered in St. Louis, is a leading supplier of CADD hardware, software and services. ●

Seniors Classic still needs volunteers

(See related story on page 1.)

Volunteers are still needed for the 1988 Digital Seniors Classic, July 27-31 at the Nashawtuc Country Club in Concord. The Classic is one of the premier events on the PGA Seniors Tour, and it is expected to attract some of the world's top golfers.

Volunteers are needed during the Pro-Am days, July 27-28. Marshals in particular are needed for crowd control.

If you have already volunteered but have not received an acknowledgment from MARCIE::CLASSIC, please call (617) 371-0116. If you haven't volunteered but would like to do so, send mail to MARCIE::CLASSIC for registration information, or call DTN 275-3594. ●

Pat Spratt named Corporate Planning manager



Pat Spratt

Pat Spratt has been named Corporate Planning manager, reporting to Jim Osterhoff, vice president, Finance. In his new role, Pat will integrate the multi-dimensional planning process of products, markets and geographies to develop a revenue, cost and profit plan for each. Pat will also be a member of the Finance staff.

Pat has held senior Finance and Strategic Planning positions with Software, Manufacturing, Engineering and Field Operations. Most recently, he was Finance and Planning manager for Product Marketing. Pat holds a bachelor's degree from Boston College and an M.B.A. from Boston University. ●

Tom Couming named Valuing Differences manager for Corporate Operations / Finance / Strategic Resources



Tom Couming

Tom Couming has been named Valuing Differences manager for the Corporate Operations/Finance/Strategic Resources Group, reporting to Rob Ayres, manager, Corporate Operations, and functionally to Alan Zimmerle, Corporate manager, EEO/Affirmative Action/Valuing Differences. Tom's primary focus will be on setting Valuing Differences strategy for the company's operating groups. He will represent Corporate Operations/Finance/Strategic Resources at the Corporate level.

He joined Digital in June 1980 as an Employment Specialist in the Salem, N.H. (SVO) Volume Manufacturing business. Since then, Tom has held various positions, including consultant to the NPSU Organization in Salem (NIO); Personnel consultant to DIS and the Virginia Road site, and DIS Headquarters Personnel manager. For the past two years, Tom has been the DIS AA/Valuing Differences manager and a member of the Corporate AA/Valuing Differences staff.

Tom holds a B.A. in sociology from the University of Massachusetts, Boston, and a Certificate in Women's Studies, also from UMass/Boston. ●

Digital Press announces new title on CIM

Computer Integrated Manufacturing: The Data Management Strategy, by Olin H. Bray (Part No. EY-6735E-DP)

Using the unique perspective of a data management strategy, this new book provides a comprehensive approach to manufacturing by integrating the various design and production functions. It explains the role of computer integrated manufacturing (CIM) and identifies how various CAD/CAM applications support specific strategies to provide a conceptual frame-

work for an effective CIM strategy.

Digital employees may order the above-mentioned books through a charge to cost centers by sending a memo to Educational Services' Order Processing group in Billerica, Mass. Address VAX-mail memos to CECV03::MAILPO. Send ALL-IN-1 or DECmail memos to MAILPO @ BKO. Be sure to include your name, badge number, cost center, full facility address including mailstop, the part number, title, and quantity. ●

Steve Thomas named U.S. Product Sales manager



Steve Thomas

Steve Thomas has been appointed to the newly created position of U.S. Product Sales manager, reporting to Chick Shue, vice president, U.S. Sales. In this role, Steve will be responsible

for assuring that U.S. Sales meets or exceeds its product sales commitments in several major product segments, including mid-range systems, software products, networks, and worksystems.

Product Sales Management (PSM) is a new function in the U.S. Sales organization. Its mission is to focus optimum Sales and Sales Support resources on key product segments to maximize Digital's growth.

A Digital employee for 10 years, Steve began his career as a sales representative in Indianapolis, Ind. He has held a number of positions in the Sales organization, including his most recent one as Connecticut District Sales manager. He is a graduate of Indiana Central University, Indianapolis. ●

Educational Services awards ...

(continued from page 1)

Committee, who determined the winners.

Following are the FY88 Educational Services "Excellence" winners from the Greater Maynard Area:

Michael Andrew, Frank Arsenault, Hal Bettle and Dennis Boas from the Bedford facility; John Davick, Boylston; Robin Ephraim, Maynard; Evelyn Garcia, Jeff Garvin, and Carl Giant, all from Bedford; Sandra Guerette, Maynard; Rick Hamilton, Rob Hartz and Reg Hunter from Bedford; Elaine Johnson, Burlington; Bud LaCure and Candace Leiden from Bedford; Millie Leone and Peter Liotta from Maynard; John Maxwell and Margaret McEvoy-Ball, Boylston; Dennis O'Brien, Robert Romano, Stan Swearingen, and Elinor Woods, Bedford; and Victoria Zaccaria, Maynard. ●

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.

Appliances

MICROWAVE, Litton, commercial, heavy duty, 1 + cu ft, never used, \$200, Mark, 223-2234

AIR CONDITIONER, Carrier siesta, quiet, 5400 BTU, 9.0 EER, used one summer, \$215, Dawn, 274-6488

DRYER, Whirlpool, gas, 5 cycle, 3 temp, moving to electric house, \$150/80, Bob, 294-5700

HUMIDIFIER, 10 gallon console, 5 mos old, \$75, JoAnn, 297-6497

REFRIGERATOR, Sears, frost free, lyr old, 18 cr ft, off-white, top freezer, \$350/80, Jackie, 296-3866

REFRIGERATOR, frost free, almond, \$200; WASHER/DRYER, Whirlpool, green, gas dryer, \$200, Debi, 288-6625

Cars

'86 CHRYSLER GTS, turbo, 5spd, premium sound, ps/pb, snrf, sport susp+whls, \$7800, Mil, 244-7769

'79 MAZDA RX-7, limited edition, 125k mi, off road almost 2 yrs, \$3200, Will, 225-4316

'29 MODEL A FORD, soft top coupe + parts car, \$3000/80, Fran, 274-6444

'78 FIAT 128, good condition, runs good, good tires, am/fm/cass, \$450, Eric, 381-2416

'87 FORD EXP, sport coupe, red/blk, 5spd, Panasonic am/fm/cass, exc cond, \$6500, Debbie, 221-5457

'86 PONTIAC FIREBIRD, 6 cyl, auto, loaded options, 7k mi, \$9500/80, Alan, 223-5655

'86 TOYOTA, loaded, s/c, am/fm upgraded stereo/cass, new tires, 30k mi, \$11k/80, Lisa, 381-1577

'85 FORD RANGER, 2WD pickup, 2.0l, 5spd, 69k mi, stereo, \$2500/80, Mike, 226-7361

'84 NISSAN 300ZX turbo, 34k mi, mint cond, silver gray interior, t-tops, loaded, Jody, 236-2646

'87 CHEVY S10, pickup w/cap, 17k mi, loaded, \$10.9k/80, Fred, 381-1900

'82 HONDA ACCORD, hatchback, 5spd, 130k miles, still running well, \$750/80, Frank, 244-6823

'82 TOYOTA CORONA, 4dr sedan, 73k mi, ps/pb/ac, am/fm/ster, alarm, \$3.2k, Stephanie, 297-7189

'81 TOYOTA TERCEL, ac, new tires, very reliable, \$2600, Bob, 297-6490

'87 MAZDA RX7 TURBO, 10k mi, like new cond, ac, 5spd manual, snrf, alarm, \$18,250, Rich, 276-8579

'86 ISUZU IMPULSE TURBO, red, leather seats, every option, elec snrf, \$9.9k, Donna, 268-3320

'80 CHEVY CAMARO, t-top, rally sport, V8/305 4 post, pb/ps, 156k hwy mi, exc mechan, \$2900, Susan, 297-6340

'85 NISSAN 300ZX, auto, t-top, loaded, blk/tan leather int, exc cond, \$10.9k, Frank, 223-6044

'77 CHRYSLER LASER, blk, red int, extras, 37k mi, exc cond, ext warranty inc, \$57k/80, Sue, 225-5802

'86 MUSTANG GT, ps/pb, ac, am/fm/cass, auto, mint cond, low mileage, \$10.5k, Karen, 297-7801

'86 TOYOTA CRESSIDA, maroon, 49k highway mi, looks/runs like new, \$11,750, Mike, 325-1831

'85 NISSAN PULSAR, 46k mi, ac, snrf, new tires/battery, exc cond, \$5500, Michelle, 226-2008

'74 JENSEN INTERCEPTOR, 440 Chrysler eng, 30k mi, white/tan, loaded, 80/over \$15k, Irene, 223-7118

'83 OLDS CIERA BROUGHAM, 2dr coupe, v6, auto, ac, am/fm/ster, ps, pb, plush int, low mi, \$4195, Bob, 244-6136

'85 TOYOTA VAN LE, dual snrf, all power, alloy wheels, mltplx ster, 15kmi, \$12k/80, JoAnn, 267-8175

'86 CHEVY CAMARO IROC Z, v8, tpi, ac, p/wind, hatch, am/fm/cass w/eq, 20k mi, \$12.5k, Claudia, 223-1107

'82 SUBARU GL, ac, cruise, ps/pw, snrf, am/fm/ster, 5 spd, 4dr, blue, \$1200/80, Mark, 276-8187

'83 NISSAN STANZA XE, 4dr, 5-sp, ac, am/fm, michelins superb cond, no accdnts/rust, \$3650, Mike, 237-2574

'87 OLDS CUTLASS SUPREME BROUGHAM, lowner, 2dr, blue, 13.5k mi, loaded, warranty, \$13.5k, Don, 223-2510

'84 HONDA ACCORD LX, 4dr, 5-sp, burgundy, air, cruise, am/fm/cass, exc cond, \$400, Bob, 276-8139

'80 OLDS OMEGA, 4dr, ps/pb, 4cyl, auto, am/fm/cass, good condition, 70k mi, \$1100, Bob, 297-6216

'84 CHRYSLER LASER, auto, ac, am/fm/cass, security, exc cond, \$4500, Penny, 292-2546

'77 CHEVY MALIBU WGN, runs good, 126kmi, \$500; '77 CHEVY SUBURBAN, gd work truck, \$500, Blaise, 223-7839

'81 VW RABBIT, 5spd, light blue, mint cond, 100+kmi, trouble free, \$1000/80, Carolyn, 297-5315

'84 MAZDA GLC LX, 5spd, sedan, 63k mi, exc cond, avail June, Sharon, 293-5805

'76 CHEVETTE, 4spd, new brakes, runs good, doesn't burn any oil, \$200, Carol, 241-3370

'83 PONTIAC 6000, 4cyl, 4dr, auto, cruise, high highway miles, well maintained, 80, Frank, 232-2548

'81 AUDI 4000, 2dr, air, snrf, blk w/blk leather, runs well, \$3900; '75 FORD GRENADA, 80, Denise, 223-1740

'83 MAZDA RX7-GSL, fully loaded, leather interior, one owner, exc cond, \$6.5k, Janice, 268-3523

'83 NISSAN SENTRA, spd, ac, am/fm/cass, very good cond, 78k hwy mi, Liz, 223-8396

'82 HONDA PRELUDE, exc cond, 5spd, 67k mi, auto, snrf, new brakes/tires/exhaust, \$4000, Judie, 244-7477

'84 CHRYSLER LASER, hatch, auto, 4cyl, one owner, am/fm ster, metallic blue, snrf, \$4800/80, Ken, 226-2793

'81 BMW 320i, 5spd, white, am/fm/cass, garaged, ac, snrf, exc cond, runs great, \$6495, Manjit, 223-3702

'78 HONDA ACCORD, rning cond, nd engn adjust, \$250; CAR DOLLY, new, never used, \$650, Cheryl, 223-3465

'82 PONTIAC PHOENIX, 46k mi, exc cond, 2dr, blue, 4cyl, 4spd, rstprfd, am/fm/cass, \$1900, Bob, 282-1717

'83 NISSAN SENTRA, 5spd, am/fm/cass, 2dr, great gas mileage, 75k mi, \$2250/80, Ginny, 225-5436

'85 PLYMOUTH RELIANT LE, 2dr, 4cyl, ps/pb, ac, loaded, exc cond, one owner, sporty, \$4800/80, Tom, 534-1603

'76 PONTIAC GRAND PRIX, 8cyl, ps/pb, s/c, tinted gla, am/fm/ster, 117k mi, \$950/80, Lou, 282-1500

'87 DODGE SHADOW ES, loaded, 2.2l turbo, 5 spd, s/c, am/fm/cass, 23k hwy mi, \$9800/80, Alan, 223-6755

'81 CHEVY CITATION, auto, gd cond, 60k mi, nw muffler/brakes, batt/frnt tires, \$1450/80, Steve, 244-6133

'82 GMC SIERRA 1500, pickup, 6ft bed/cap, 6cyl, auto, well maintained, \$1495, Brent, 226-2108

'84 HONDA ACCORD LX, 3dr, 5spd, cruise, am/fm/cass, ps, new tires, 68k hwy mi, \$5200/80, Carl, 234-4238

Furniture

CRIB, MATTRESS, white Childcraft, both sides slide, \$100, Carolyn, 251-1423

BUNK BEDS, Sears, bookcase headboards, convert to 2 single beds, \$150, Fred, 249-4063

PLATFORM BED, twin, white, box spring, \$40, Carol, 269-2157

DESK, solid oak, \$100, Mary, 223-1340

KITCHEN TABLE, 42" round, oak, pedestal, 4 chairs, \$125, Angela, 223-3578

ARMOIRES, 2 custom knotty pine, \$1200 each, Laura, 223-7389

WARDROBE, 2 dr storage closet, stained plywood, on casters, exc cond, \$45, Fred, 274-6759

CRIB, 4 DRAWER DRESSER/DRESSING TABLE, oak, exc cond, \$175/ea, \$300/both, Bob, 261-3859

LAMP/END TABLES, Scandinavian Design, oak table lamp, oak set of tables, \$45/ea, Barbara, 223-4980

WATERBED, queen sz, oak, 6 drawer pedestal, bookshelf w/center storage hbrd, \$500/80, Carole, 283-7405

BASKET CHAIR, contemporary wicker bird cage chair w/stand, \$100, John, 225-6281

DRESSER, Bassett, black lacquer, 9 mirror front drawers, 9 mos \$300/80, Andrea, 241-4102

ANTIQUE OAK SIDEBORD, hutch, 3 beveled mirrors, storage shelves, 6'10"x48"x23", \$585, Barry, 225-6534

ANTIQUE OAK, DR TABLE; SIDEBORD; WICKER CHAIRS, PLANTERS; MIRROR, exc cond, Judy, 381-2934

SOPABED, double sz, brown, recovered 5 yrs ago, great shape, \$100, Don, 226-2026

DINING TABLE, contemporary, black lacquer, glass top, 4 highback brass chairs, \$350, Denise, 234-5288

MATTRESS/BOX SPRING, full size, firm, exc cond, one year old, \$150, Ho, 225-4445

Miscellaneous

TENNIS TICKETS, Volvo Int'l, Stratton Mtn VT, 7/23-7/28, good seats, courtside east, Jim, 297-5505

CARPETING, 3 rooms, apple green 14"x15' each, Kris, 297-2566

PORCELAIN SINK, white, on stand, for basement/laundry, \$25, Arlene, 276-8237

KETTLE GRILL, 22" Charbroil, exc cond, \$15, Barry, 297-2532

METAL BED FRAME, king sz, hollywood, ctr support, exc condition, 5yrs old, \$40, Andrea, 296-3293

SONY AIR-8, programmable scanner radio, quartz trn, hand held, 2 antennas, \$180, Adrian, 226-6267

BATHROOM VANITY, new, light oak, 2 door, 2 drawers, 22"x24", \$75, Howard, 297-2138

BASEBOARD ELECTRIC HEAT UNITS, used, 49', \$50/80; WOOD STOVE, Jotul, exc cond, \$395, Wayne, 293-5522

CAMERA LENS, Tokina, zm for Cannon, 35-105mm, f3.5-4.3, uv filter, 5 yr warr, \$95, Jan, 296-3486

COMPUTER, Commodore 128, disk drive, color monitor, graphic ptr, acces, software, \$1700/80, Joe, 225-6988

GUITAR, Yamaha acoustic, new steel strings, case included, \$160/firm, Marianne, 234-5145

LAWN TRACTOR, Yardman, 36" cut, 8hp, good cond, \$450/firm, Brenda, 262-8301

DECMATE II, CPM, 5mg hard disk, flr stand, \$1600, LASO avail, Fran, 297-5291

BLAUPUNKT stereo, JENSEN speakers, Kathy, 297-5112

SHORTWAVE RECEIVER, Uniden 2021 portable, am/fm/usb, 150khz to 30mhz, works grt, \$75, Harold, 243-2589

SCANNER, Realistic pro 30, programmable 16 channel, new cond, \$150/80, Jim, 287-3591

CHAINSAW, Husqvarna "Rancher 50", 16" bar, very gd cond, 2 1/2 yrs old, \$200, Kevin, 297-6998

TIRE, all season Yokohama 185/70 sr14, new, steel belted radial, \$40, Mike, 237-2574

VT180 ROBIN, 4 drives, Decwriter IV, Multiplan, masic, best offer, Ken, 276-8649

RAINBOW 100, 832 memory, amber monitor, dual drives, LA-100 ptr, software, \$1295, Adrian, 292-2482

HARD DISK, 5mb, Winchester from Rainbow, \$100; STEAM RUG CLEANER, Regina, \$60, Joyce, 268-3552

POOL TABLE, 3mos, 9 1/2' x 4 1/2', 1 inch thick slate, new felt cover, \$2000/80, Karen, 223-8351

2 MEMBERSHIPS, Courthouse Club, N. chlmefd, rcqtbl, pool, ftns ctr, arbce, much more, Tami, 223-5743

EXERCISE MACHINE, life styler 2000, used twice, very dusty, \$75/80, Sandra, 241-3902

DIAMOND RING, .32 carat solitaire, 18k gold band, 4 prong set, appraisal paper, \$550, Robin, 241-3533

MOVIE CAMERA/VCR, camera, cradle, charger, tripod, portable converter, acces, \$700/firm, Jack, 474-3504

PIANO, Vose 5'2" baby grand, beautiful cond, \$2000/80, Judy, 381-2934

BICYCLE, men's, white, 10 speed, good condition, \$40, Lisa, 251-1232

WEDDING GOWN, Jessica McClintock/Gunne Sax, sz 9, white, full length, rosebud veil, \$200, Robin, 273-3083

GIRLS BIKE, Fuji junior, 10 speed, ridden only a few times, \$200/80, Donna, 273-5769

LADIES RING, 14k dia oval cluster, sz 6 1/2, 25 dia, approx 1 ct tot, appraised \$1100, 80, Kathy, 268-3603

BABY ITEMS, carriage, swing, walker, changing table, high chair, misc, all good cond, 80, Nathan, 223-8560

POWER REEL MOWER, Craftsman, 18 in, 3.5 horse, \$80, John, 225-6281

Motorcycles

'86 SUZUKI GSXR-750, less than 2k mi, many extras, \$2500/80, Jim, 225-5307

'76 HONDA CB360T, 1500 orig mi, many extras, best offer, Demetrios, 237-2136

'78 SUZUKI GS550, exc cond new tires, shocks, battery, great first bike, \$850, Kathy, 244-6403

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

'83 SUZUKI GS650cc, black, \$1000, Marty, 223-1153

'80 HONDA CM 400-T, 12k mi, vetter (quick silver) fairing, exc cond, \$750, Wayne, 225-4958

Pets

TIGER KITTEN, approx 10 mos old, good home, has had shots, owner will spay, Donna, 273-5829

BUNNIES, Angora, papers, \$35; Minilops, \$20; Dwarfs, \$15, Linda, 226-7247

Real Estate

WINCHENDON, land, 34.5 acres, open, hardwood, stove walls, \$78k, Jim, 297-7329

WESTFORD, gambrel, 4yr old, cedar sided, 1 acre, fpic lr, dr, hwd flrs, deck, 3bdr, \$169k neg, Dan, 234-4869

NORTHBORO, 8rm col, 4bdr, 2.5 ba, cul-de-sac, borders conserv land, quality thruout, \$224k, Dan, 296-4552

WORCESTER, near new duplex, 2-3 bdr, w/v carpet, full applncd, great neighborhood, \$103k, Mark, 297-4902

SALEM NH, condo, 2bdr, top fl, end unit, convenient to Andover + Salem DEC sites, \$79.9k, Walt, 275-3507

SOUTH PALM BEACH FL, condo, 2bdr, 2ba, eat-in kit, new Karastan crpt, 300' prvt beach, \$175k, Robyn, 296-3329

MARLBORO, condo, 2bdr, newly painted, rts 20/495, great location, \$87.9, Danna, 237-3301

BRIGHTON, condo, 2bdr, new kbb, hwd flrs, porch, beamed cells, great loc, \$115.9k, Clair, 223-5469

MASON NH, five acre wooded lot, approved septic plan, growth permit in works, \$63k, Fred, 381-1900

WORCESTER, townhouse condo, 2bdr, fam rm, 1.5 ba, pool, tennis, nr maj rts, \$99.5k, Mark, 297-6814

DERRY NH, twnhse, energy eff w/solar, 2bdr, 1.5ba, deck, balc, loft, \$109.9k, Shirley, 223-7503

ASHLAND, twnhse, like new, lg 3bdr, 2.5ba, contemp, end unit, garage, deck, \$147.9k, Jeff, 237-2458

TIME SHARE CONDO, lwnkd Feb, 3rd wk Aug, 2bdr, 1.5ba, pool clubhouse, tennis, cable, \$4000, Pat, 223-5347

BROOKLINE, condo, 3bdr, 2ba, eat-in kit, frpic, hwd flrs, porch, lndry, pkgng, nr "T", \$274k, Deb, 272-7424

MENDON, house on lake, 4bdr, 3/4 acre garage, frpic, wet bar, jacuzzi, deck, dock, \$172k, Wally, 237-3782

GRAFTON, garrison col, 4bdr, 2.5ba, vinyl sided, hwd flrs, 2 frpic, ingrnd pool, deck, \$235k, Pat, 225-5248

GARDNER, log home, new contemp, 7 rm, 3-4 bdr, 2ba, deck, balc, 2.7 acres, \$185k, Mike, 226-2371

MILFORD, lux twnhse, lyr, 2bdr, 2.5ba, jacuzzi, 2 car gar, golf, tennis, pool, \$167.5, Lorraine, 223-3406

WORCESTER, twnhse condo, 2-3 bdr, nr 190/290, buy or rent with option, \$103.9k, Sylvia, 296-3373

LEOMINSTER, end unit, twnhse, loft, skylights, w/w, ac, security, oak kit, low fees, \$114k, Carla, 223-5106

MAYNARD, 3bdr, lr, dr, fam r, 1/5 ba, glass jacuzzi rm, pool, \$209.9k, Dennis, 248-4166, or Peggy, 267-9528

PORT RICHEY FL, mobile home + lot, 2bdr, sunroom convert to yr rnd, gd winter, \$24k, Mike, 223-3005

LONDONDERRY, twnhse, spc 2bdr, 1.5 ba, cathdrl ceil, wdstve, w/d, c-port, pool, ten, \$99.9k, Janice, 277-7070

MOLTONBORO NH, Winipesksee lot, deep sandy 100' shore facing south, ready to build, \$225k, Mario, 244-6632

RAYMOND NH, mobile home, adult park, shady, quiet, sun room, wdstve, acrn prch, shed, \$28.9k, Stuart, 261-2118

BROOKLINE, condo, lbr, end unit, pond view, new appl, pool, secure, health club, \$145k, Susan, 224-1653

ATTITASH MTN, furnished studio condo, alps 4-6, kit, cable tv, frpic, sports club, \$73k, Mike, 296-6623

STONKHAM, brick twnhse, 2-3 bdr, cath ceil, loft, spc desg rms, pool, make offer, Phyllis, 221-5252

PEPPERELL, gambrel, exc cond, 7 rms, 3bdr, 2ba, lge deck, 12 yr old, 1 + acres, \$229.9k, Carol, 273-3102

SUGARBUSH VT, condo, 1 + bdr, flpic, wooded setting, pool, tennis, \$77k, Liz, 223-4470

WESTBORO, 3-4 bdr hse, 2ba, fp, hwd flrs, sep htd gar, 20x40 pool, acrd prch, \$234.5k, Sherri, 237-2270

YARMOUTH, Cove Resort, lux timeshare, all amen, slps 4, Aug 12-19, \$9500, Marie, 297-5722

BRIGHTON, condo, lbr, parquet flrs, bay wnd, dshwshr, disp, pkgng, \$116k, Rhonda, 297-7609

CLINTON, colonial, 3-4 bdr, deck, town water/sewer, dshwshr, wsh/dry, oil heat, \$126.9, Bob, 381-2044

W. YARMOUTH, twnhse, 3bdr, 2.5 ba, lake, pool, tennis, \$145k, Irene, 223-5017

DENNISPORT, duplex rch, 3 1/2 rms ea side, furn, rentals avail, nr beach, \$159.9, Harry, 255-5499

LEOMINSTER, 2bdr, 1.5ba, eatin kit, deck, pool, tennis, nr rt 2/117/190, \$104.9k/w dr set, Denise, 234-5288

GUNSTOCK NH, lot, views of lake Winnepesaukee + white mtne, ready to build, \$130k, Lou, 269-2152

Recreational Vehicles

SAILBOAT/MOTOR/TRAILER, '86 O'Day w/furling jib, 19', slps 4, 6hp mtr, exc cond, \$8995, Arlene, 276-8237

'85 SKAMPER C131, tent trailer, slps 8, 3 burn stove, ice box, heater, used one sea, \$2995, Lynda, 223-6173

'86 PALAMINO, pop-up camper, slps 6, used one season \$2600, Diane, 381-0261

'83 23' PEARSON CATBOAT, all extras, best offer, Nancy, 296-4022

BOAT/MOTOR/TRAILER, 12', 5hp Mercury motor, canvas cover, etc, \$750, Chet, 291-8316

'73 HOLIDAY TRAVEL TRAILER, 32ft, exc cond, awning, full ba w/shwr, furn, ac, \$7500, Irene, 248-4177

TRUCK CAMPER, 10 1/2' Amerigo slide on truck camper, exc cond, acces, \$3200, Sylvia, 287-3792

ROWING DORY, 16ft Gloucester, gull light dory, \$450, Dave, 275-3126

SHASTA TRAILER, 23 1/2ft camper, slps 6, stv, tub, htr, awning, more, \$7000, Robert 221-5373

Rentals

TEKESBURY, twnhse condo, 2bdr, 1.5ba, gar, deck, ten, full apl kit, nr 93/495, \$900+util, Frank, 244-6823

MAYNARD, 2 bdr apts, \$675/\$695/mo+util, 1st+dep; HUDSON, 3rd fl, \$410 + util, lmo+dep, Dan, 262-8356

LONDONDERRY, twnhse, lg 1 bdr, 1.5 ba, quiet end unit, lg deck, appl, avail 6/1, \$650, Steve, 226-6038

STONEHAM, 2 bdr condo, ful appl kit, balcony, \$775/mo, includes heat, Lisa, 247-2608

ARLINGTON/CAMBRIDGE, nr rt 2/Tufts, lbr, appl, pool, nr lndry, \$625/mo, incl heat/ht wtr, Gloria, 223-3945

HUDSON, 2bdr, waterfront home, \$875/mo + utilities, Emilee, 249-1607

WORCESTER, 3bdr, off st pkgng, frig, stove, wsh, nr 9/290, \$535/mo, Susan, 237-2631

CANCUN, 3bdr villa, pool, maid, Jean, 251-1243

LOWELL, 2bdr, lg rms, incl heat/hotwater, gas, ac, w/w, full appl kit, off at pkgng, \$625/mo, Julie, 262-8415

WORCESTER, 3ru beat apt, all util/gar incl, walking dist/U-Hass Med, sec dep req, \$450/mo, Lou, 228-2158

HERRINACK NH, new condo, 2bdr, den, lba, full socials, appl kit, gas, \$675 + util, Art, 275-2157

Roommates

LEOMINSTER, respon/prof, m/f, nonsmkr, share new cape 2bdr, 2ba, frpic, nr rt 2/190, \$325+util, Lynn, 223-8796

MAYNARD, f, share 2 bdr apt, nr MLO/PKO, \$350/mo + 1/2 util, Debbie, 244-6438

CLINTON, f/m, nonsmkr, lux condo, own ba/phone, pool, frpic, lndry, nr MRO/HLO, \$400+1/2 util, Bill, 291-7614

WALTHAM, nonsmkr, share duplex w/2 males, 3bdr, avail 5/1, 2ba, off at pkgng, Stu, 291-8398, Greg, 223-5029

NEWTONVILLE, f 28+, nonsmkr, 2bdr apt, sunny, hwd flrs, frpic, no pets, \$375/mo+util, Regina, 226-7862

NASHUA NH, m/f, nonsmkr, share 3bdr, 1.5 ba, w/d hook, nr exit 5, no pets, \$300/mo+1/2 util, Gary, 223-6975

FRAMINGHAM, nonsmkr, share home on lake Cochituate, swim, fish, boat, \$275/mo, incl util, Joyce, 268-3552

MAYNARD, f, nonsmkr, share 2bdr apt, nr mill, avail May 1, \$300/mo + util, Paul, 296-5765

WESTFORD, m/f, nonsmkr, share house, private room, lndry, \$400/mo incl heat/hot water, Lina, 223-5894

GRAFTON, f, nonsmkr, share lg twnhse, nr 90/20/9 own lr, bath, bdr, w/d, \$450+, Leslee, 245-5234

Resp f, 31, seeks rent sm hse or share lrg hse in GMA, nonsmkr, classical musicn, Alessandra, 223-6654

LITTLETON, f, nonsmkr, share 2bdr apt on lake, \$300/mo + 1/2 util, Jan, 297-5802

CHELMSFORD, shr home, nonsmkr, veggig grdn, lndry, in ground pool, hiking path, \$450, Deb, 221-5883

WESTBORO, m/f, share 2bdr condo, nr rta 495/90, \$350/mo + 1/2 util, Mark, 234-5321

LEOMINSTER, f, nonsmkr, share new condo, nr rt 2, \$410 + 1/2 util, Amy, 287-3691

NEWBURYPORT, f, share house, near river, beaches, downtown, nr 95/495, \$400/mo + util, Ann, 244-6253

Sporting Goods

BICYCLE, Trek 311, new f+r derailleurs, freewhls, chain, 22 1/2", many acces, \$300, Marcia, 251-1440

BICYCLE, 23" Peugeot, 12 speed, sport touring, excellent condition, \$250/80, Sue, 297-76609

BICYCLE, men's, 23" Schwinn, 12 speed, 27" wheels, extra light, exc cond, \$200, Sharon, 244-6934

'85 SUSUKI 250, atv, low miles, exc cond, has rack ft/rear, 3 1/2 ft plow, \$1575, Jim, 241-3113

BICYCLE, Fuji, 21" men's, 12 speed, coe clips, rack, mint cond, \$350, Stu, 292-2585

EXERCISE BIKE, Schwinn, air-dyne, like new, \$450, Lynn, 223-9074

Wanted

YOUNG GIRL BEDROOM SET, good condition, Dan, 223-6344

CAMPING TENT TRAILER, in good condition, Norma, 291-7281

ACTON/SUDBURY, house to buy or rent, 4bdr, good schools, synagogue, Meridith, 264-2180

Educational Opportunities

DME course offerings for Q1, FY89

Digital Management Education (DME) will offer the following new courses in Q1 of FY89.

Quality Teamwork, July 26-27, Aug. 24-25 — WFR

Successful teams require members with effective team skills. "Quality Teamwork" is a two-day program designed to provide training on the skills that allow successful team building efforts.

Building Effective Customer Relations for Personnel, July 19-20, Aug. 29-30, Sept. 22-23 — Location TBA*

This two-day program is geared towards non-exempt employees in the Personnel function to enable them to assess their skills in building and maintaining customer relations, and to effectively deal with the various organizations that they support.

In addition, DME will offer these courses:

Date	Course	Location
Aug. 8-9, 17-18, Sept. 14-15, 27-28	Managing for Breakthrough	WFR
Aug. 15-19	Leadership	TBA*

*Location to be announced

To register, call the DME registrars at DTN 249-1880, 249-1881, or 249-1882. ●

MCESS sponsoring apprentice program

Interested in a career change within Digital? Mechanical Component Engineering Support Services (MCESS), which is part of New Product Operations (NPO), has established a pilot apprentice program using skilled crafts people in the Mill as trainers and mentors.

The program, which is one to two years long, has been developed to allow employees to learn a new craft as an

entry-level machinist, sheet metal mechanic or spray painter.

Once hired into a given discipline, an individual will follow the training which has been carefully planned by the experts in each field. If interested, send a message or resume to Ron Gallant at HANDY::GALLANT or to Mailstop MLO3-2/T91. ●

Quality Development Program sets July-August calendar

Date	Course	Location
July 14	Building More Reliable Software	MKO
July 19, 20	Human Factors in Design	MRO
July 21	QFD — Designing for Customer Satisfaction	ACO
Aug. 24-25	Introduction to Digital MKO for Engineering	MKO
Aug. 23	Deming for Managers	BXB

For more information or to register, call the registrar at DTN 381-1822. ●

MAET to sponsor on-site college credit analysis

On Monday, Aug. 1, a representative from Central New England College will meet with Digital employees to see how their previous experiences can put them on the road toward a college degree. College courses, military training, on-the-job training, and work/life experience may all be applicable. The event is sponsored by Maynard Area Engineering Training (MAET).

A general meeting will be held at 9 a.m. in the Hinchcliffe Conference Room (MLO5-4). Individual consultation time will be available throughout the morning.

Interested employees are encouraged to bring materials pertaining to their past education and training, on or off the job. The possibility of earning credits for life experience will be explored on an individual basis. There is no obligation for this service.

Central New England College offers part-time evening classes that lead to an associate's degree and/or a bachelor of science degree in engineering technology, computer sciences, and management. Certificate programs are also available. Campuses are located in Worcester and in Westboro. All programs are offered at both locations.

For further information, contact Theresa McAllister, DTN 223-6602 (MILRAT::MCALLISTER). ●

For a complete listing of educational seminars, see LIVE WIRE's Greater Maynard Area section

Engineering Technical Training hosts MTP Conference

Engineering Technical Training, managed by Al Pepper, recently hosted the Manufacturing Training Professionals Conference at the CAD/CAM Training Center in Chelmsford. The conference's theme and purpose was to "Raise the Consciousness" of manufacturing training professionals of the need to effectively meet competitive challenges in the near future.

The conference was planned and moderated by Jacky Hovey, Manufacturing Technology Development manager and John Stubbe, Manufacturing Technology Training and Development manager. Manufacturing training representatives from the United States, Europe and the Caribbean attended.

Paul Mantos, a lecturer on MRPII, JIT/TQC and CIM, delivered the keynote address. In his remarks, Paul said that change was necessary in the face of the growing force of competition. The ability to accommodate change would be in direct proportion to future success.

Other speakers discussed the maximum utilization of resources, skill mix changes, integration of business strategy and people development viewed holistically, producing "Class A People," team-building of the training organization, and networking. Others spoke of the necessity of viewing the "big picture" and developing teamwork.

Attendees also participated in an interactive broadcast of the Digital Video Network (DVN) at the ICO facility in Chelmsford.

Some programs to effect change have already been started. The Manufacturing Technology Training Program (MTTP) has begun its pilot to reskill engineers and technicians. Over the course of a year, participants will be trained by university professors, professional societies and internal trainers.

The "CAD/CAM Process Overview" course in MTTP was introduced on July 11 by Dick Anderson, CAD/CAM Technology Center (CTC) manager. The course will run as a standalone in the fall. ●

Digital hosts international visitors



The Telecommunications Industry Marketing Group recently hosted a dozen representatives from developing nations for the annual United States Telecommunications Training Institute. A non-profit organization based in Washington, D.C., the institute trains people who operate broadcast and telephone systems throughout the Third World. Digital, along with other industry leaders, sponsors classes on all aspects of the telecommunications industry.

Want to stop smoking? Here's help

Health Services is sponsoring a series of stop-smoking seminars designed to help Digital employees kick the habit. The free sessions will be held from August through December, but are limited due to seating capacity. For best results, employees should attend each and every session of the program they choose. To sign up, contact Health Services, DTN 223-8796.

Aug. 10, 17, 1-2 p.m., Bliss Conference Room, MLO3-5/11B

"Quit Smoking" with Dr. Coleman Levin. Self-hypnosis

Sept. 14, 11:30 a.m.-1 p.m., Sheridan/Hinchcliffe Conference Room, MLO5-4

"Hypnosis," presented by Beder Associates

Oct. 5, 11:30 a.m.-1 p.m., Sheridan/Hinchcliffe Conference Room

"Hypnosis," presented by Beder Associates. Additional 90-minute session or follow-up session

1-2:30 p.m., Sheridan/Hinchcliffe Conference Room

Follow-up session

Noon-1 p.m., Work Systems Conference Room, MLO5-2/30B

"The Stop Smoking Clinic" (introduction). Meets Monday and Thursday from noon-1 p.m. for four weeks in the Worksystems Conference Room, MLO5-2/30B

Oct. 10, 13

"The Stop Smoking Clinic" — Week One

Oct. 17, 20

"The Stop Smoking Clinic" — Week Two

Oct. 24, 27

"The Stop Smoking Clinic" — Week Three

Oct. 31, Nov. 3

"The Stop Smoking Clinic" — Week Four

Nov. 15, noon-1 p.m., Sheridan Conference Room

"Smokeless" (introduction), presented by the American Institute for Preventive Medicine.

Nov. 16, noon-1 p.m., Hinchcliffe Conference Room, MLO5-4

"Smokeless" Introduction Meeting

Nov. 28, 29, noon-1 p.m., Sheridan Conference Room

"Smokeless" (Sessions 1 and 2)

Nov. 30, noon-1 p.m., Hinchcliffe Conference Room

"Smokeless" (Session 3)

Dec. 1, noon-1 p.m., Sheridan Conference Room

"Smokeless" (Session 4)

Dec. 2, noon-1 p.m., Hinchcliffe Conference Room

"Smokeless" (Session 5)

Dec. 5, noon-1 p.m. Sheridan Conference Room

"Smokeless" Maintenance Meeting

Dec. 7, 14, noon-1 p.m., Hinchcliffe Conference Room

"Smokeless" Maintenance Meeting ●

Digital Video Network to broadcast new program series

"Checkmate," a new competitive series, will air July 18 on the Digital Video Network (DVN) from 6-7 p.m. Eastern Time. To be broadcast on the third Monday of each quarter, the series is created by Sales and Software Services Training Tactical Group and is designed to help the Sales force compete more effectively.

DVN's other competitive series, "Blue Monday," will continue to focus on IBM, while "Checkmate" focuses on Digital's other competitors.

"Checkmate" will address one competitor each quarter. It will include a dramatization of a competitor's sales call, offer information that sales representatives can use to counter the competitor's pitch, and will demonstrate using the information as the Digital sales representative talks with the customer. Viewers can participate in the program during the question-and-answer segment.

The July 18 broadcast of "Checkmate" will feature "Competing with Hewlett-Packard." The program can be viewed at the following sites in the Greater Maynard Area.

Site	Site Manager	Number
ACT — Andover	Danira Pizarro	258-8306
BUO — Bedford	Paula DeRosier	249-4441
BYO — Boylston	Marguerite Shaw	245-5270
CHM — Chelmsford	Bill Cadden	272-7307
DAS — Andover	Sue Kastberg	275-3506
HLO — Hudson	Celeste Holt	225-5244
ICO — Chelmsford	Thom Ehnstrom	269-2441
MLO — Maynard	Paula Coleman	223-8628
MRO — Marlboro	Marilou Carlson	297-2207
OGO — Stow	Steve Skorko	276-8054
PKO — Maynard	Sandy Salvucci	223-2225
SHR — Shrewsbury	Lisa Okerlund	237-3245
TWO — Tewksbury	Norinne Czekanski	247-2278
WJO — Westford	Don Schwabe	282-1369

Northeast Technology Center slates East Indian Celebration

The Northeast Technology Center in Shrewsbury (SHR) will celebrate the people and heritage of India this month. This is the eighth in a series of monthly Celebrating Differences programs which focus on cultural, ethnic and other differences.

Tuesday, July 19, noon, SHR Amphitheatre

"Traditional Bridal Costumes of India." An elaborate fashion show of traditional costumes on brides from the different states of India, featuring Smita Patel and members of the Soor Nupoor Dance Troupe.

Friday, July 22, noon, SHR Amphitheatre

Sitar concert, featuring Michael Siegell and accompanist. Come hear the unique sounds of the Indian sitar and tabla.

The Northeast Technology Center's Celebrating Differences programs are a continuing series of events highlighting the differences and similarities among people. All Digital employees and their families are welcome. For more information on the programs, contact Rebecca Kneeland, Valuing Differences Program coordinator, DTN 237-2046. ●

'Marketplace' notice

"The Marketplace" in the Aug. 1 issue of DTW will be devoted to seasonal (summer/fall) rentals. Employees who would like to advertise their rentals in Marketplace should send their ads (hard copy only) to Marketplace, CFO2-3/K23, by 5 p.m. July 21. Clearly mark the envelope "seasonal rental."

1988 edition of 'Your Benefits Book' coming soon

The 1988 edition of "Your Benefits Book" will arrive at employees' offices during the last week of July and the first week of August. The book is an updated Digital reference guide describing the company's benefits as of Jan. 1, 1988.

It features information about being a new employee; medical and dental coverage; illness and disability; financial programs, such as the stock purchase and SAVE plans; retirement; death; career training and education; time off; adoption; child care resource and information; and benefits plan administration and employee rights.

Employees should keep this book and refer to it for information about life events such as marriage, having a baby, adopting a child, and so on. It is a handy reference that will help employees understand their benefits and get the most out of them. ●

Digital introduces new 3270 terminal emulators

Digital has announced two new software products that further integrate MS-DOS[®]-based personal computers and ULTRIX[®]-based terminals and workstations in a multivendor enterprise network. They are the DECnet/SNA MS-DOS 3270 Terminal Emulator and the DECnet/SNA ULTRIX 3270 Terminal Emulator.

These new products further enhance Digital's recently announced Network Applications Support capabilities by providing users of these operating systems with common access to services on a DECnet/OSI network. Using these services, organizations can communicate and share information between VT terminals, VAX/VMS systems, ULTRIX-based VAX systems, Apple Macintosh[®] and MS-DOS and PS/2[®] personal computers. ●

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