

digital

MAYNARD

DIGITAL THIS WEEK



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Digital continues investment in personal computers

(Earlier this month, the press indicated that Digital planned to drop the Rainbow personal computer from its product offerings, and might abandon the personal computer market altogether. The press also reported that, in general, the company's manufacturing facilities do not have enough work to keep them occupied.)

"Contrary to these reports, Digital is committed to personal computers as a vital part of our total product strategy," says Ken Olsen, president. As part of this commitment, Digital is developing new products, which, in some cases, require refitting manufacturing plants.

Digital is improving manufacturing efficiencies through major new technologies like LSI. In addition, the company is reducing overhead costs by simplifying the organization and structure, improving inventory management techniques and continuing to increase the quality and reliability of prod-

ucts. Ken notes that Digital's "success in these areas has allowed us to nearly double our sales without increasing our manufacturing population over the last three years.

"We plan to announce significant enhancements to the Rainbow and DECmate personal computers, which will set new standards of versatility and functionality for personal computers," says Ken. The planned enhancements and options will combine the best features of personal computing, word processing and office automation. In addition, they will deliver important price/performance improvements in environments where users interface with larger systems through personal computers.

The PC Strategy

Personal computers, especially those which integrate easily with Digital's other computer systems, are of vital importance to the company's product strategy. Digital will continue to market and promote Rainbows in all

channels within the strategy, and will support existing and future Rainbow customers. Digital's policy of preserving and enhancing customer investments continues to be a key element of the product development with personal computers as with all products.

Manufacturing in General

Digital is committed to a goal of reducing manufacturing costs, particularly overhead costs. This issue is being addressed by reducing the complexity of the manufacturing organization, which will allow us to down-size our indirect labor force to bring it more in line with our direct labor force. To facilitate this, a training and reassignment program for all affected employees is being put in place. Other manufacturing efficiencies will be achieved by reliance on lower cost, higher functionality components and a program of "designing to manufacturability" which results in higher quality and faster time to market. ■

Don Zereski appointed U.S. Field Service manager



Don Zereski

Rich Nortz, MASS; Bob Brooks, WACS;

Don Zereski has been appointed U.S. Field Service manager, reporting to Dick Poulsen, vice president, Field Service. The current U.S. Field Service Area managers, Don Leighton, NEAS;

will report to Don as will all U.S. Field Service support functions.

Don, who has been European Field Service manager since April 1983, will return to the U.S. to assume this new position in June. Before serving as European Field Service manager, he was General International Area Field Service manager for 10 years. He has also held engineering and product support positions during his 22-year career with Digital. ■

Gary Gottschalk appointed manager of Distributed Systems Central Quality Group

Gary Gottschalk has been appointed Group manager of the Distributed Systems Central Quality Group, reporting to Bill (BJ) Johnson, vice president, Distributed Systems, Engineering/Marketing. In this position, Gary will play a key role in establishing Distributed Systems as a quality leader in the industry.



Gary Gottschalk

Gary joined Digital two-and-a-half years ago, and has been managing the Customer information, Training, and Technology functions within the Systems and Clusters Central Quality Group.

Prior to joining Digital, he worked for the Westinghouse Advanced Systems Division, in design and development, manufacturing automation, operations, and program management capacities. He holds a master's degree in electrical engineering from Washington State University. ■



Digital donates \$2,908,508 to United Way

Employees pledged \$1,454,254 to the United Way campaign this past year. Digital matched their donations making a total of \$2,908,508 which will be distributed to 275 United Ways across the country.

Winners of Digital's highest percent participation plaques according to plant population categories were: NSO in Salem, N.H. for 90.1 percent participation in the 0-500 plant category; GSO in Greenville, S.C. had 85 percent in the 500-1,000 category and WFO in Westfield contributed 77.9 percent for facilities with more than 1,000 employees. ■

Digital employees in Gilbert and Sullivan opera



(l-r) Digital employees David Larrick, Tom Porche, Barbara Holtz, Keven Henderson, "Wacky," Bill Fisher, Rich Olsen and (not pictured) Sally Osborn are performing in Gilbert and Sullivan's opera "The Yeomen of the Guard." to be presented by the Sudbury Savoyards at Lincoln-Sudbury High School Auditorium. A dress rehearsal will be held on March 14, an evening performance on March 15 and a matinee and evening show on March 16. All proceeds will benefit the relief of world hunger. For more information, call (617) 443-2578.

DECspell verifies spelling electronically

Digital's DECspell, an electronic spelling verifier and corrector allows users to check and correct spelling after a document has been created on the DECmate or a VAX computer system.

Based on Houghton Mifflin's "American Heritage Dictionary," DECspell includes new words and terms from the current language of the arts, politics, business, media, and science. DECspell includes a master dictionary of over 70,000 words.

In addition, DECspell can accommodate a personal dictionary of up to 1,500 words that includes nonstandard words, such as terminology used by a specific profession or industry, or any group of words not found in the DECspell master dictionary.

An easy-to-use and interactive software package, DECspell can correct a wide variety of spelling errors, including typographical errors and phonetic misspellings.

As DECspell scrolls through a document, it verifies each word against the master dictionary and any words included in the user's own personal dictionary. When DECspell comes to a word it does not recognize, it flags the word. The user may then correct the word if it is misspelled, let it remain the

same, or choose an alternate word.

Because DECspell is used when documents are created or edited, spelling of a single word, sentence, paragraph, or section of the copy can be checked. It also can be used to check specific parts of a document that have changed since the last spelling verification pass. In most cases, DECspell provides one suggested correction for a misspelled word in one to two seconds. ■

FY86 calendars available

FY86 calendars are now available through local facility stationery stores. Employees who are unable to obtain a copy, may call Randy Parker at DTN 288-6142 for more information. ■

Customer satisfaction named goal for NEAS

In line with Digital's major corporate goal, to become number one in customer satisfaction, the Northeast Area (NEAS) recently launched an extensive customer satisfaction program for all its field employees.

This past fall, NEAS (Northeast Area States) district and regional managers met to formulate the program, designed to increase customer loyalty, take sales from our competitors, reduce price competition and improve profits. Representatives from Software Services, Educational Services, Sales, Field Service, Finance, and Personnel Teams organized to work together cross-functionally to ensure that customer satisfaction be the daily priority for every field employee.

Chick Shue, NEAS Sales vice president, said, "every employee whose activities affect the customer in any way is responsible for customer satisfaction. Our customers, whether they be large or small, will receive better treatment from Digital than any other computer company in the world."

To meet these objectives the NEAS Customer Satisfaction Program will focus on four major areas: employee communication,

Digital announces first packaged VAXcluster systems

Digital has announced its first packaged VAXcluster System configurations, built around mid- to upper-range VAX computers. The new systems offer savings of up to \$70,000 over equivalent system elements bought separately. Two configurations, the VAX-11/750 Minicluster and a dual VAX-11/785-based VAXcluster system, are usable in a wide range of both technical and commercial applications. Previously, all VAXcluster Systems were custom configured.

The VAX-11/750 Minicluster is priced at \$213,530 and the dual VAX-11/785 configuration at \$509,000. These prices represent savings of \$10,000 and \$70,000 respectively if system components were purchased separately. A kit to upgrade a current VAX-11/750 to a VAX-11/750 Minicluster is also available, priced at \$148,280. The units are available 90 days after receipt of order.

The VAX-11/750 Minicluster consists of two VAX-11/750 processors, is the lowest-cost configuration available, and occupies the smallest amount of floor space of any VAXcluster System. It is targeted towards users who want to separate applications on different central processors, and want full VAXcluster features at low cost. The configuration has been designed for easy addition of other VAXcluster elements such as another VAX central processor or a second HSC-50 storage subsystem.

The dual VAX-11/785 VAXcluster configuration delivers 3.4 times the performance of the VAX-11/780, which is used as an true measure of computer performance. ■

customer/employee interaction, employee training and evaluation/recognition.

NEAS is piloting a new training workshop called Positive Phone Power, to ensure that everyone is aware of the importance of consistent professional telephone skills when communicating with customers. Developed by Ken Vonasek from Corporate Sales, the workshop will serve to set standards for call handling at Digital facilities while building strong telephone teamwork across the NEAS.

Programs are currently being developed at the district and regional levels to recognize outstanding employee achievements in customer satisfaction. NEAS employees who demonstrate leadership in initiating cross-functional teamwork to better serve our customers will be recognized and rewarded. An ongoing communications program will maintain awareness of the importance of customer satisfaction and give visibility to those people who are excelling in this area. Customer satisfaction will play a role in the performance evaluation of all NEAS employees. ■

DIGITAL THIS WEEK



Editor: Jane Littlejohn

Send stories, photos, ideas or suggestions to DTW, CFO2-3/K23 or call the editor at DTN 251-1307. Ads must be submitted in writing to Marketplace, CFO2-3/K23. Please direct all Marketplace inquiries to DTN 251-1308.

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

Workstations organization aligned



Steve Teicher

Steve Teicher has been made manager of Digital's workstation effort and Ron Ham the manager of Applications and Base Product Marketing for workstations, reporting to Jeff Kaib, vice president, Low End Systems and Technology.

In making the announcement, Jeff noted that "We will now have one workstation group and look to developing a common architecture, common strategy and single workstation message for our customers. This alignment also confirms the position of the PRO into the workstation space, which has been its focus for the last year. In the PRO-300 Series, we have an extremely strong competitor to the IBM AT for workstation-like applications."

Steve will take responsibility for the high-end and low-end workstation groups as well



Ron Ham

as the part of the PRO organization that is directly involved with software and hardware. He will also be responsible for hardware, the base operating systems where appropriate, and advanced development, diagnostics, graphics work and product management.

Ron will focus on hardware and software applications and on base product marketing. He will coordinate with the marketing and sales organizations to leverage all of our efforts towards having the broadest possible offerings to our customers within our selected marketplaces. In base product marketing, Ron will emphasize competitive and pre/post sales analysis, field sales, software service, and application center support. Ron will retain responsibility for special workstation projects. ■

DECtalk group needs voice samples

The DECTalk group needs voice samples from as many people as possible to improve and expand its current product and to build new speech products for Digital. An automated data base collection has been set up so that anyone may call in at any time of the day or night and say the digits and some command words.

Each caller will be asked by DECTalk to say the following words in a random order: zero, one, two, three, four, five, six, seven, eight, nine, begin, enter, exit, help, no, number, oh, star, stop, train, yes.

To help the DECTalk group collect this data base, call DTN 223-6887 at any time and keep trying since there is only one line and machine. Say each word as you normally would and wait for the next request by DECTalk.

The machine will remain operational for several months, so if you have difficulty getting through, there will be plenty of time to try again. The data base requires as many different voices as possible, from different parts of the country. Your participation and cooperation is needed to obtain this useful collection of words. ■

Digital's 1985 Engineering Guide available

Digital's 1985 Engineering Guide, which gives explanations of the Engineering, Manufacturing, Marketing Units, and Sales and Service groups in the company, is now available.

Part one of the guide presents an introduction by Ken Olsen, facts about Digital, the company's philosophy and culture. The philosophy, resources and processes covered are written for employees new to Digital. However, employees who have been with the company for awhile, may also find the information useful. Topics presented include: Corporate Overview; Personnel; Engineering Funding; Phase Review Process; Legal Services for Engineering and Information Services.

The second part of the guide gives group descriptions. Each description describes what products, components, or processes the group develops, supports, tests, produces or distributes. Also provided is a person from each group to contact for more information. In some cases, the description explains the group's expertise and what is available to the engineer who is looking for assistance. The order in which group descriptions are presented loosely reflects the reporting structure of major groups. Also included are comprehensive name and subject indexes.

To order a copy of the 1985 Engineering Guide from Standards and Methods Control, send request to mailstop APO-1/F7 or on the ENET at JOKUR::SIMONETTI, or call DTN 289-1414. ■



The LCPO1 ink-jet color graphics printer contains Digital's J-11 microprocessor and page-buffer memory that take the burden of graphics processing operation off the host computer system.

Digital introduces LCPO1 intelligent ink-jet color graphics printer

Digital has announced intelligent ink-jet color graphics printer that produces high quality business presentation graphics on paper and transparencies.

Designed to be used in a department computing environment as a shared resource, the LCPO1 printer combines color printing and graphics processing in a single product. The office-size LCPO1 machine contains Digital's J-11 microprocessor and page-buffer memory that take the burden of the graphics processing operation off the host computer system. The host system is then free to perform other tasks and applications.

The new printer requires approximately two minutes to provide a hard-copy graphics image on either A (8½ by 11 inch) or A4 size

paper. The resolution is 154 dots per inch horizontally and vertically. Connected to the host CPU via a standard serial-line interface (RS232C or 20mA), the LCPO1 printer feeds, processes, and stacks 100 sheets of paper or 50 transparencies automatically. Transparencies are completely dry when they come off the printer. Eight highly saturated colors in up to 216 shades may be produced by the printer.

The LCPO1 printer works with Digital's complete family of computer systems as well as Digital's VT100/125 terminals, and VT 240/241 color graphics terminals.

The LCPO1 intelligent ink-jet printer is priced at \$14,595 and is available with volume discounts. Shipments are scheduled to begin in March. ■

THE MARKETPLACE



APPLIANCES

REFRIGERATOR, Amana, exc cond, 19cu ft, side by side, brown, must pick up, \$250, B/O, Paul, 225-6089

WASHER/DRYER, portable, Kenmore wshr, Maytag dryer, exc cond, \$150/set, Vinny, 275-6300

CARS

'79 DODGE VAN, 3spd, 6cyl, 10 50's, \$3000, B/O, Jackie, 289-1415

'79 BUICK REGAL TURBO, AM/FM, AC, 100Kmi, new turbo, exc cond, \$3300, B/O, Mark, 251-1016

'82 VW RABBIT, charcoal grey, sunrf, AM/FM, 5spd, rustprf, exc cond, 44Kmi, Steve, 249-1594

'84 MAZDA RX7 GSL, loaded, exc cond, rustprf, grey int, serv recs, 17Kmi, \$13,000, Giovanni, 223-5596

'78 SAAB 99GL, auto, AC, PB, PS, AM/FM, 64Kmi, Z-Bart, 4 new snows+radials, exc cond, \$4000, Sanjiv, 276-9506

'75 VOLVO WGN 245DL, std, AC, 24mpg, hi mileage, exc body-mechanics, forest grn, \$4000, Ira, 223-7424

'79 CHEVETTE, auto, 4dr, AC, lt blue, 54Kmi, gd cond, \$1800, Joan, 231-6220

'81 LYNX GL, 5dr, 4spd, PS, PB, AC, AM/FM, rear defog/wpr, rfrok, new tires+exh, \$3150, B/O, Bette, 234-4540

'82 MAXDA RX7 GSL, exc cond, leather int, all opts, sunrf, AC, AM/FM, equalizer, \$8500, William, 223-9811

'77 SAAB EMS, 2dr, std, sunrf, AM/FM, new batt, rear defog, new fuel inj sys, \$3200, B/O, Dave, 231-4165

'82 DATSUN 200SX, htchbok, well maint, 31Kmi, AM/FM, cass, AC, alum whls, \$6500, Ray, 223-4591

'81 TOYOTA STARLET, 5spd, lftbck, AM/FM, rear defog, rustprf, 41Kmi, 40mpg, \$4300, Susan, 223-7632

'84 CHEVY CAMARO, blk, auto, T-rf, cloth int, rustprf, AM/FM, 10Kmi, V6, \$11,500, B/O, Deidra, 223-7632

'64 THUNDERBIRD CLASSIC, 390-V8, 78Kmi, in storage, must see, body restored, \$4200, Kenneth, 223-3509

'80 BUICK SKYLARK, 4cyl, FWD, AC, PB, PS, AM/FM, exc cond, no rust, \$3200, Janice, 223-4015

'77 PLYMOUTH VOLARE WGN, AM/FM, 105Kmi, exc cond, \$1500, Mark, 251-1016

'73 BMW 2002 Tii, exc cond, orig owner, all maint recs, \$5K in new parts, \$6500 firm, Myles, 225-4665

'81 DATSUN 280ZX, gd cond, \$8200, B/O, Donald, 231-6812

'84 TRANS AM, blue, grey velour int, AC, T-tops, 8mos old, AM/FM, 10Kmi, loaded, \$16,500, B/O, Angela, 223-5790

'77 OLDS CUTLASS, hi mileage, auto, PB, PS, AC, great cond, \$1300, B/O, Rodrigo, 226-7277

'80 VW DASHER WGN, diesel, sunrf, Sony FM, 56Kmi, exc cond, \$3500, Betsy, 288-6783

'83 BUICK LESABRE LTD, AC, all pwr opts, AM/FM, 42Kmi, exc cond, \$10,000, Roland, 231-6606

'83 TOYOTA CELICA GT, lftbck, alloy whls, sunrf, AM/FM, alarm, 38Kmi, exc cond, \$8500, John, 225-4123

FURNITURE

SOFA BED, queen sz, vy gd cond, vy comfort, wh/blk/gold plaid, avail mid-March, \$300, Anne, 251-1316

TABLE TOP, 48"R, mixed wood butcher, Jesse Graham orig, exc cond, \$300, Pat, 225-4825

ARMOIRE, contemp "Brazilia" brand, white, 70"x 40" x 24", \$300, B/O, Orson, 276-9629

DESK/CHANGING TABLE, lg oak desk, 67wx30hx38d, brass ft, dbl pedestal, \$200; 3-tier table, \$30, Bob, 225-5799

LIVING RM SET, colonial, wingbok couch+2 chrs, wh/brown/blk plaid, exc cond, \$400, Bette, 273-3253

MISCELLANEOUS

COAL STOVE, Franco Belge, small, easily heats, sev rms, \$400, Judi, 223-8251

WOOD STOVE, used 1 seas, Sandia stove, Jodul-like, 4" pipe, vy gd cond, \$75, Tim, 231-5101

RACQUETMEMBERSHIP, will give you the membership, your cost \$60 transfer fee, Ron, 275-6171

TI 99/4A, comp w/TV, hookup+interface conn, S/W inc, 3 command mods+much more, \$75, Dianne, 226-7275

GUITAR AMP, 1 PCAVY classic 212, '83 model, 2-12" spkrs, phase shift+footswitch, \$300, Frank, 223-7804

LA34 AA PRNTR, exc cond, less than 3hrs total use, \$400, Catherine, 221-5298

WOOD/COAL BURNING STOVE, "Warm Morning", used 4mos, flue pipes inc, exc heat, \$265, Shirley, 242-2810

AIRLINE STAND-BY TICKETS, Delta, gd thru 4/29/85, gd for any RT US flight, \$250/ea, B/O, Donna, 276-9188

STEREO, Sony Compact, AM/FM, turntable w/dustcover, 2 spkrs, exc cond, Rita, 229-6351

WEDDING DRESS, Laura Ashley, sz 4, plus head dress-veil, \$150, B/O, Warren, 288-7561

ROBIN VT180, comp system, prntr, Multiplan, Select, documentation+floppies, \$1500, Lucinda, 276-9462

RADAR DETECTOR, Radio Shack, Micronta, road-patrol, cat# 22-1601, \$40, Paul, 259-3779

APPLE III COMPUTER, 128K RAM, Zenith grn monochrome monitr, bus Basic, vy gd cond, \$1600, Milton, 223-9505

ROBIN VT180, 4drvs, CPM, Multiplan, MBasic, Select, games, stand, extras, \$1550, B/O, Rita, 229-6351

GARMENT BAGS (2), American Touristor, 1 ladies, blue; 1 men's, tan, brand new, \$80/both, Debbie, 249-4036

ROBIN VT180, LA34, CPM, Select, Basic, Joe, 249-4981

SATELLITE TV RECEIVER, Digital readout, blt in stereo w/memory, Ken, 231-7506

DISHES, Pfaltzgraff Village, serves 8, misc items, serving dishes, etc, 56 pcs, \$75, B/O, Lyana, 223-7254

ATARI 2600, incs covr+cart holder, joysticks, drv paddles, comp brd+many carts, \$100, Howie, 223-3509

GLORIA STEVEN GIFT CERTIFICATE, 3mos, worth \$98, \$75, Elaine, 241-3963

GAS GRILL, Charmglow, exc cond, \$125, Leo, 288-6059

PORTABLE VCR + CAMERA, GE, Model 4022, 2HD w/remote; camera #3030, fl 4, 1:1.6, auto, \$1200, Mike, 223-5594

MCOTORCYCLES

'79 SUZUKI GS1000E, 10 miles, full dress, AM/FM, 56Kmi, new rubber, helmets+more, \$1700, Mike, 237-3276

'82 SUZUKI GS450L, bought new in May '83, 3.4Kmi, \$950, B/O, Ted, 276-8130

PETS

PUG PUPPIES, AKC reg, 2 females left, \$200, Jackie, 289-1415

ASSORTED BIRDS, Peachface lovebirds, Senegal parrots, gr Zebra finch, wh Zebra finch, Bill, 247-2881

REAL ESTATE

LEONINSTER, land, laore building lot, beautiful + great location, \$29.9K, Nancy, 231-6041

FRAMINGHAM NORTH, split entry house, 3brdm, 1car gar, 1+1/2bath, 2frplcs, \$125.9K, Ilya, 223-6437

RECREATIONAL VEHICLES

SAILBOAT, 33' Ranger, gd cond, well equip, slps6, incs spinnaker, \$30K, Jane, 231-7461

'72 YAMAHA SNOWMOBILE, Snow Jet 390, gd cond, \$400, B/O, Gail, 282-2555

'80 PUCH MOPED, Maxi-deluxe, 1.5hp, like new, vy 10 mileage, gd cond, yellow, \$250, Danielle, 289-1042

RENTALS

CHALET, Hillsboro, NH, fully equip, wk/wknd, slps4, Susan, 231-6147

APARTMENT, Waltham, 4rms, 1mi fr RT128, 1st flr, 2fam house, porch, \$550/mo+utils, Harold, 281-5724

CONDO, 2mi to MRO, lg, sunny, 1brdm, w/w carpet, heat, H/W, D/W inc, AC, avail 4/1, \$560/mo, Janet, 231-6016

CONDO, Shirley/Scotts Glen, 6rms, 3brdm, 1+1/2bath, 2/1-9/1, no pets, gar, \$750/mo+utils, Bob, 223-3559

SKI CONDO, Sugarbush, VT, slps5, ski to + fr slopes, nr village, Bill, 223-9811

CHALET, Madison, NH, furn 4brdm, woodstove, avail by wknd/wk/mo, Joyce, 223-6735

LOG CABIN, 2mis fr Loon Mtn, 3brdms, 2bath, mod kit, part rental possible, \$1000/mo, David, 223-3669

HOUSE, Marlboro, nr RT20+495, 4rms, mod kit, W/D, hrddwd flrs, appliance, gar, lg yd, \$600/mo, Anne, 225-5943

SUMMER HOME, nr N. Conway, contemp Saltbox, lake frnt, \$400/wk, \$1500/mo, Van, 223-2856

HOUSE, Hudson/Stow line, 4brdm, frplc, LR, fam rm, gar, exc neighbhd, \$700/mo, Barry, 273-3195

SUMMER HOUSE, Wellfleet, slps5, nr beaches, extras, June-Aug, 2wks min July+Aug, Liz, 282-2507

APARTMENT, Fitchburg, bright 2brdm, porch, park, stove+refrig inc, nr RT2, \$385/mo+utils, Carrie, 276-9272

ROOMMATES

M/F, 27+, non-smoker, share charming Concord house, 1/2acre lot, 2mi fr RT2, \$280/mo, Barbara, 282-2241

NON-SMOKER, share new Leominster house, priv bath, \$325/mo inc heat, Karen, 282-2412

F, share Burlington condo, own brdm + bath, nr RT93, 128+3, \$360/mo incs heat, Gloria, 229-6613

NON-SMOKER, looking to share apt in Marlboro, Westboro or Hudson, Mary, 225-5586

ROOMMATE to share Westboro condo on RT9, nd brdm furn, nr 495, \$300/mo incs heat, Bernice, 238-3434

F, non-smoker, w/o pets, to share mod Marlboro house, 3brdm, \$300/mo+utils, Ginny, 231-6512

F, non-smoker, share 2brdm Waltham apt, 1min to RT2 + 128, \$325/mo, Ling, 225-4274

M/F, 30+, share 3brdm Acton house, W/D, park, priv bath in brdm, \$450/mo incs utils, Karen, 223-4028

SPORTING GOODS

SKIS, Yamaha EXPs, brand new, never mounted, 207cm, \$175, Emil, 276-9936

SKI BOOTS, girls, blue, sz 5 1/2 - 6, \$20, Barbara, 231-6205

GOALIE PAD, new GP59 Cooper, mint cond, \$275, B/O, Larry, 234-4591

X-COUNTRY SKIS, Ebsyn, 190cm, bindings, boots+poles, \$45, Virginia, 223-7944

SKI BOOTS, Raichle Flexon 5, almost new, sz 10, \$9, B/O, Dave, 223-1116

WANTED

RENTAL, Harwich, house, month of July '85, reasonable price, Frank, 235-3615

ICE BOAT, DN iceboat or DN iceboat parts, Cy, 223-5932

news briefs

Ski club offers Nordic workshop

The Digital Ski Club will feature a Cross Country skiing workshop on March 2 at Great Brook Ski Touring Center in Carlisle. Professional instruction will be provided for novice to intermediate level skiers interested in learning more about turning, stride, stops, waxing, and clothing selection. For more information, contact Butch Leitz at DTN 231-4257 or on the ENET On MRCSSSE::LEITZ. ■

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: Mar. 11 issue — Feb. 27 deadline April 1 issue — March 20 deadline April 15 issue — April 3 deadline April 29 issue — April 17 deadline ■

Assembly systems engineering symposium set for June

The Fourth Annual Assembly Systems Engineering Symposium will be held from June 4-6 in the Amphitheater at the Sheraton Rolling Green in Andover. The symposium is sponsored by the Assembly Systems Committee. For registration information, contact Jeannie Flynn, program coordinator, on the ENET at HAZEL::FLYNN. ■

Electrical shutdown at the Mill in April

Electrical power will be shutdown at the Mill facilities (MLO) during Patriots Day weekend beginning at 7 a.m. on April 13 and lasting through April 15. This shutdown will occur in order for preventative maintenance to be done on all critical components of the Electrical Distribution System. For more information about the electrical power shutdown, contact Tony Terrasi at DTN 223-7880. ■

Employees sponsoring charity dance

Digital employees in cooperation with the Sheraton-Boxboro hotel are sponsoring a charity dance on Friday, March 1 from 8:30 to 11:30 p.m. The dance will feature the music of the DEC Big Band. Tickets are \$5 per person and will be available at the door the night of the dance. Ticket proceeds will be given to Oxfam America, the agency involved in feeding starvation victims throughout the world. The Sheraton-Boxboro is located in Boxboro at the intersection of Routes 495 and 111. ■

Digital Computer Club sponsoring presentation

"Product Strategies and Work Station Issues," is the subject to be presented at a lecture sponsored by the Digital Computer Club on February 26 at 6 p.m. in the Mill (MLO5-4) cafeteria conference room (Thompson Street entrance).

In his lecture, Peter Briggs, Program Manager, Manufacturing Information Center, will address the evolution of Digital's product strategy, particularly work stations. All employees and their immediate families are encouraged to attend and ask questions following the presentation. Board meetings will be held after the main meetings are completed. For more information, contact Alex Aderer at DTN 223-7360. ■

Do not give out credit union account information

It has come to the attention of Digital's Credit Union (DCU), that employees are being called by a person asking them to confirm their ATM Easy Cash Card number / password under the pretense that their files are being updated. This person is not a MONEC or DCU employee but is a thief.

Employees are warned not to give data to anyone over the phone. If an employee receives such a call, notify Claire McClennan at the DCU headquarters immediately at DTN 223-6735. Employees are reminded to report lost Easy Cash cards right away and to double check accounts for unauthorized transactions. For more information, call the DCU Hotline at DTN 223-3886. ■

Volunteers needed for studies on how people use Digital products

The Human Factors Department needs volunteers for studies examining how people use Digital products. Any employee is qualified to participate, whether they never have used a computer or are an experienced hacker.

For more information about the Human Factors study, contact Bob Morse at DTN 223-5660, mailstop MLO11-3/L12 or on the ENET at SKETCH::MORSE. ■

Black History Month program planned

On Monday, February 25, Corporate Affirmative Action/Equal Employment Opportunity/Valuing Differences has a program planned to celebrate Black History Month. February is National Black History month and the national theme is "Celebration of Black History and Culture."

The program sponsored by Corporate AA/EEO/Valuing Differences will be held from 9 to 11 a.m. at the CFO2 cafeteria. It will feature a performance by the "Traveling Road Show." Dr. Charles Willie, professor of Sociology, Harvard Graduate School of Education and other members of the show will provide an in-depth look at prejudice and how it affects people in their everyday lives.

In addition, throughout the day a 15-minute videotape called "Boston: Making the Differences Work," will be shown. ■

Swim volunteers are needed

Volunteers are needed to work on a one-to-one basis with physically disabled adults and children in a swim program co-sponsored by the Massachusetts Easter Seal Society and the Minuteman Chapter Red Cross. Classes will begin on March 2.

The program is offered at the Bedford Veterans Administration Hospital Pool on Spring Street. Classes are adapted to meet the needs of each swimmer. Adult classes will run from 9:30-10:30 a.m. and classes for children will run from 10:30-11:30 a.m. Volunteers will, at all times, be supervised by a water safety instructor.

For more information on becoming a swim volunteer, contact Roz Fisher at the Easter Seal Society, (617) 482-3370. ■

educational opportunities

Educational Services

Office Automation March course schedule

Please note that all course locations are PKO3-1 / Pole 8H unless otherwise specified. Dates are subject to change.

cf73Keyboard Techniques (5 days-2 hrs/day) March 18-22; April 1-5 (MRO)

Office Automation Workshops

Office Automation Planning and Implementation (2 days) March 7-8

Office Automation Applications (1 day) March 1

Office Automation Concepts (1 day) March 6; April 4

Intro to Computer Concepts (1 day) March 14

Professional

Basic User Operations for the Professional (1 day) March 6, 25

Pro Communications (1 day) March 5, 19, April 5

SUPERCOMP-TWENTY™ (1 day) March 7, April 3

Computer as a Management Tool (5 days) March 11-15

ATHENA/graph™ (1 day) March 18

PRO Office Workstation (2 days) March 26-27

Rainbow

Learn Rainbow (1 day) March 26

Lotus 1-2-3™ (2 days) April 3-4

SAMNA™ (1 day) March 12

MS-DOS™ (1 day) March 11, April 5

Rainbow or DECmate

See also WPS Curriculum for DECmate

Using CP/M™ (1 day) March 25

Multiplan™ (2 days) March 19-20, 25-26, 28-29; April 1-2

ALL-IN-1

ALL-IN-1 Concepts (½ day) March 4; April 1

ALL-IN-1 Calendar Management (½ day) March 18 (MKO); 28

ALL-IN-1 Desk Management (½ day) March 18 (MKO); 28

ALL-IN-1 Word Processing (2 days) March 7-8 (MKO)

ALL-IN-1 Word Processing for the WPS User (1 day) March 4

ALL-IN-1 Administrator (1 day) March 15, 19

VAX

DECcalc (2 days) March 7-8; April 3-4

DECgraph (1 day) April 2

EDT (1 day) March 5, 18

RUNOFF (1 day) March 13, 29

VAX VTX Information Provider (3 days)

March 13-15; April 1-3

VAX VTX System Operator (2 days) March 6-7; 25-26; April 4-5

WPS Curriculum

Basic Word Processing (3 days) March 13-15; 18-20; 18-20 (MRO)

Basic Word Processing (5½ days) March 4-8, 11-15 (MRO), 25-29, April 1-5

Basic WP for Managers & Supervisors (1 day) March 11, 18

Advanced Word Processing (1 day) March 11

WPS Communications (½ day) March 7

List/Sort (1 day) March 29

Math (1 day) March 1

WS200 System Manager (1 day) March 4 (MRO), 25 (MRO)

DECmate II WPS Demo Skills (1 day) March 12

DECmate II Multiplan™/DAISY AIDS™

Technical seminars

This is an integrated calendar of seminars for HLO, MRO, TWO, ZKO, MLO, and SHR.

Unless otherwise indicated seminar locations are as follows:

HLO Hall of White Mists

MRO Dec 10/20

TWO A-9 Con. Room

ZKO Babbage Aud.

MLO Mill Caf. Con. Room

SHR Room will be announced

HLO 225-5057 HUDSON::EMCDONALD

MRO 231-5097 HYPER::CSMALL

SHR 237-3258 APOLLO::HEDIN

TWO 247-2499 BERGIL::LIBRARY

ZKO 381-1057 ZEKE::CONDON

MLO 223-6262 MILRAT::PRUITT

Feb. 26 3:00-4:30 TWO

Jim Morrin and Doug St. Clair / Digital
Today's Networking Services

Feb. 27 2:00-3:00 MRO

Dilip Bhavsar / HLO

"Design for Testability Methods"

March 4 3:00 HLO

Robert Wilensky, U.C. Berkeley

"Knowledge Representation for Common Sense Reasoning"

March 5 10:00 HLO

M.I. Elmasry, University of Waterloo

"The Systems on Silicon Project at the University of Waterloo"

Demo Skills (1 day) March 2; April 3

Easycom (1 day) April 5

Electronic Communications

DECmail (1 day) March 6, 14, 19 (MKO), 29; April 1

DECmail for EMS Users (2 hours) March 20

EMS I (½ day) March 5, 18

To Enroll

Please fill out the OA Internal Enrollment Request, available in the OA Catalog or on flyers, and mail it to the OA Registrar, PKO3-1/B11. For further information, call the Registrar at DTN 223-2872 or 223-5820.

ATHENA/graph is a trademark of Ship Analytics, Inc. CP/M is a registered trademark of Digital Research. DAISY AIDS is a trademark of Microsoft Corporation. 1-2-3 is a trademark of Lotus Development Corporation. MS-DOS is a trademark of Microsoft Corporation. Multiplan is a trademark of Microsoft Corporation. SAMNA is a trademark of SAMNA Corporation. SUPERCOMP-TWENTY is a trademark of Access Technology, Inc. ■

March 6 10:00 HLO

Larry Jones, Digital

"Regression Testing of VMS"

March 7 2-4:00 MLO

Jack Arabian and Mike Doreau/P & DS in APO

"The Design Process in Japan and Korea"

March 7 3:00 HLO

Tom Truscott, Research Triangle Institute

"Surviving Distributed Computing in a Heterogeneous UNIX Environment"

March 11 3:00 HLO

William Skocpol, Bell Laboratories

"Submicron Transport in Extremely Small Transistors"

March 13 10:00 HLO

Jim Kornell, General Research Corporation

"Development of Expert Systems in a VMS Environment: VMS Tuning Expert System, TIMM/Tuner"

March 13 3-4:30 TWO

Terry Lawrence, Digital

"Vitalink: Opportunities for Digital through joint development and joint marketing"

March 14 10:00 HLO

Peter O'Neil, Digital

"Project Pericles at Harvard Law School"

March 14 2:00-3:00 MRO

Peter Ross

Review VAX 8600 CPU structure and technology, memory, I/O and console subsystems ■

DME March & April offerings

ADVANCED PROJECT MANAGEMENT

March 11-12 Bedford
April 8-9 Bedford

BUILDING EFFECTIVE CUSTOMER RELATIONS

March 18-19 Bedford
April 4-5 Bedford
April 18-19 Bedford

CAPITAL ASSET MANAGEMENT

April 29-30 Stow

COMMUNICATION SKILLS

March 11-13 Maynard
March 13-15 Bedford
March 27-29 Bedford
April 8-10 Bedford
April 22-24 Bedford

COST CENTER EXPENSE REPORTS

March 19 Bedford
April 12 Bedford
April 26 Bedford

COUNSELING SKILLS

March 20-22 Bedford

CREATING EFFECTIVE VISUALS

April 1 Bedford

EFFECTIVE CLASSROOM MANAGEMENT

April 17-19 Bedford

EFFECTIVE WRITING SKILLS

April 8-9 Bedford

EFFECTIVE MEETINGS MANAGEMENT

April 19 Bedford

ENTERPRISE ENGINEERING

April 1-4 Bedford

ESSENTIALS OF EFFECTIVE SUPERVISION

April 17-19 Bedford

ESSENTIALS OF NEGOTIATION

April 3-4 Bedford
April 11-12 Bedford

FINANCIAL AWARENESS

March 21-22 Marlboro
April 1-2 Marlboro
April 18-19 Maynard

FIELD SERVICE UNIT MANAGER

March 11-22 Bedford
(for the NEW FSUM)

KEPNER-TREGOE PROBLEM SOLVING

April 3-5 Bedford

MANAGING COMMUNICATIONS

March 25 Bedford

MANAGEMENT DEVELOPMENT I

March 18-22 Residential

April 29-May 3 Residential

MANAGING CRITICAL INTERFACES

March 13-15 Bedford

PRESENTATION SKILLS

April 4-5 Bedford
April 9-10 Bedford
April 11-12 Bedford
April 18-19 Bedford

PROBLEM ANALYSIS/DECISION MAKING

April 3-5 Bedford
April 22-24 Bedford

PROJECT MANAGEMENT

March 14-15 Marlboro
March 21-22 Bedford
April 1-2 Bedford

SECRETARY/MANAGER COMMUNICATIONS

April 8 Marlboro

SKILLS ASSESSMENT/CAREER MANAGEMENT

March 28-29 Bedford
April 8-9 Bedford
April 29-30 Bedford

TIME MANAGEMENT

March 15 Bedford
March 27 Bedford
April 5 Bedford
April 18 Bedford

ZERO-BASED PLANNING & BUDGETING

April 1-2 Stow

For more information and to register, please call the DME registrar at DTN 249-1881/1882.

In addition to our regularly scheduled offerings, as listed above, DME offers programs onsite for intact work groups.

ONSITE WORKSHOPS: General and customized management skills workshops can be scheduled onsite for intact work groups. Training members of an intact group simultaneously provides an opportunity for strong organizational impact. Customized offerings can be designed to address specific needs or group goals. Delivery of our programs to your group's location recognizes travel time and expense savings. For more information, call DTN 249-4457. ■



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

Call the following DTN numbers to join these routes.

VANPOOLS

TO ACTON (AKO)

From Quincy, Milton, Needham area, Cindy Grilli DCV #68, 288-6462

TO ACTON (AKO) MAYNARD

From Derry, NH, Methuen, Andover, Lowell, Tewksbury (TWO), Tom Coughlan DCV #109, 223-2776

TO ACTON (AKO) MAYNARD

From Amherst, NH, Doug Ryder DCV #63, 288-7606

From Salem, NH, Rick Jaeger DCV #138, 223-6120

TO MARLBORO

From Nashua, NH, Westford, Jim Mahan DCV #148, 231-4446

From Worcester, Bruce Roseen DCV #89, 231-6001

From Memorial Dr., Cambridge, Rob Davis DCV #124, 231-6496

From Watertown, Newton, Ron Lusk DCV #119, 231-7157

From Arlington (St. Camillus Church), to MRO/UPO/HYO, Paul DeFazio DCV #143, 259-3921

TO MAYNARD/STOW

From Burlington, 128 area, Jim Byrne DCV #108, 223-4168

From Allston, Brighton, Brookline, Newton, Joan Ewers DCV #105, 276-9071

TO MAYNARD

From Peabody, Phil Baxter DCV #107, 223-1961

From Amesbury, Haverhill area to LJO/ACO/MLO/PKO, Pat LoConte DCV #129, 223-3067

From Leominster, Peter Morin DCV #147, 223-3242

From Forest Hills, Chestnut Hill, Route 9, Beacon Street, Brookline, Frantz Jean-Gilles DCV #139, 223-8405 (7:45-4:30)

From Leominster/Fitchburg area, Melissa Breault DCV #146, 223-7328

TO SHREWSBURY/NORTHBORO

From Boston, Cathie Ryan DCV #117, 234-5390

CARPOOLS

TO MAYNARD (MLO)

From Littleton, Ed Bruce, 223-4339 ■

Quality Development Programs for March and April

March 12-14

Introduction to Deming - MR3

March 18-19

Quality Workshop - TW

March 18-20

Human factors in design - MR

March 26-28

Statistics for improving quality - MR3

March 27-28

Introduction to DEC for engineers - ZK

April 17-18

Introduction to Digital for engineers - MR3

April 23-25

Introduction to Deming - MR3

To enroll, send enrollment information on the ENET on INFORM::REGISTRAR or call DTN 381-1338. ■

CIMLAB opened at Shrewsbury plant

Digital has opened the first of a series of research and development centers for building and testing computer-integrated manufacturing (CIM) systems. The facility, called CIMLAB 1, is located at the Shrewsbury plant.

According to Jack Conaway, CIM manufacturing manager, "CIMLABs allow us to reproduce the heterogeneous environment needed to test real CIM solutions. Through Digital's developing CIM program, we intend to be the number one worldwide supplier of CIM solutions."

At the lab, prototypes will be built for integrated production systems. Networking, data management, control software and other integration software developed by Digital will be used to link the factory automation hardware with engineering, factory control, and resource management applications running in the lab. The results of this "living laboratory" will be made available to customers.

The CIMLAB will also be used to test MAP-compatible applications for factory networking. In addition, Digital will test its BASEWAY factory monitoring and control software, the first in a series of Digital-developed products for integration. ■



Digital's new CIMLAB in Shrewsbury

Where to send funds to help the hungry

Employees interested in sending funds to help hungry people throughout the world can mail their contribution to the following organizations: Africare, 1601 Connecticut Ave., N.W., Washington, D.C. 20009; CARE, 581 Boylston Street, Boston, MA 02116; Church World Services, Box 968, Elkhart, IN 46515; Hunger Project, P.O. Box 42369, San Francisco, CA 94109; Oxfam America, 115 Broadway, Boston, MA 02116; and World Vision International, Pasadena, CA 91131.

The National Charities Information Bureau, located at 19 Union Square West, New York, NY 10003, reviews and sets standards for non-profit organizations. A free brochure entitled Wise Giving Guide is available by sending a postcard to the above address.

Contributions will be matched dollar for dollar through Digital's Matching Gift Program. Matching Gift forms are available through your personnel office. ■

Presentation on 'VAX 8600 Configuration System' available

A video cassette presentation, "VAX 8600 Configuration System," presented by Paul Tourigny is available at Digital libraries in MRO1-2, MKO1-1 (Marketing Research Center) and MLO4-3.

The presentation discusses the VAX 8600 System Overview and System Level Configuration guidelines. The topics that are covered include: VAX 8600 Kernel, VAX 8600 Options, Unibus Expansion, SBI Expansion and VAX 8600 XCON. ■

Digital's Schneider Trophy Race to be held in U.K., needs American pilot contestants

The success of last summer's running of the renewed Schneider Trophy air race, sponsored by Digital through its U.K. subsidiary, resulted in enhancements for the second running, with special interest in having U.S. pilots as contestants. The race, which commemorates the pioneering Schneider trophy air races held from 1913 - 1931, is being organized in association with the U.K.'s Royal Aero Club.

The Digital Schneider Trophy Race is scheduled for Sunday, June 23, 1985 at the Isle of Wight, U.K. Total prizes of 5,500 pounds sterling include a grand prize of 2,500 pounds sterling, a replica of the original Schneider Trophy, and a Digital Rainbow 100+ personal computer. Four open classes have been added to the race: best-placed pilot under 25, best-placed pilot over 55, best-placed armed forces aircraft, and best-placed woman pilot, with prizes of 250 pound sterling for each category.

The first Digital Schneider Trophy Race was an international event, drawing pilots from Europe and the U.K., with no entries from the United States. Americans won the original Schneider Trophy races in 1923 and 1925. According to Godfrey Shingles, Digital's U.K. Managing director, the 1985 Digital Schneider Trophy Race affords U.S. pilots a chance to gain the modern version of the trophy for America 60 years after the last U.S. win.

Open to piston-engined aircraft up to 12,500 pounds gross weight flown by licensed pilots having at least 100 hours

Morgan Memorial names Digital one of its three 'Contractors of the Year'

Digital's on-site training program in Woburn for handicapped people from Morgan Memorial Goodwill Industries has been so successful in the past year that the number of trainees in the program has increased from 12 to 23. As a result, Morgan Memorial has named Digital one of its three "Contractors of the Year."

The on-the-job training program which began in 1980 provides a training situation for the handicapped to better prepare them for competitive employment.

Trainees from Morgan Memorial's Boston workshop work in Digital's Pre-Pack Section packing modules, cables, components and power supplies to customers' specifications. Trainees from the agency's Beverly workshop are assigned to the Kitting section where they package various computer components in custom designed kits which field technicians use to repair computer equipment.

Says William Lewis, Digital's Distribution Business manager for Field Service Logistics, "the trainees are extraordinarily good and extremely reliable workers." ■

flying time, the air race is handicapped so that speed alone is not the criterion for winning. The first Digital race, run last June 24, was the world's largest closed-circuit air race, with a field of 62 aircraft. If more than 60 aircraft are entered for the 1985 race, elimination heats will be run.

U.S. pilots interested in entering the race should contact the National Aeronautic Association, 321 Fifteenth Street NW, Suite 430, Washington, D.C. 20005.

As with the 1984 race, the 1985 race will essentially retrace the course of the 1931 Schneider race. Since landplanes will be eligible as well as floatplanes, the race will start at Benbridge Airport. The original Schneider Trophy Races were limited to floatplanes. ■



The Schneider Trophy was announced in 1912 as the prize for a new international air race specifically for seaplanes.