

digital

MAYNARD

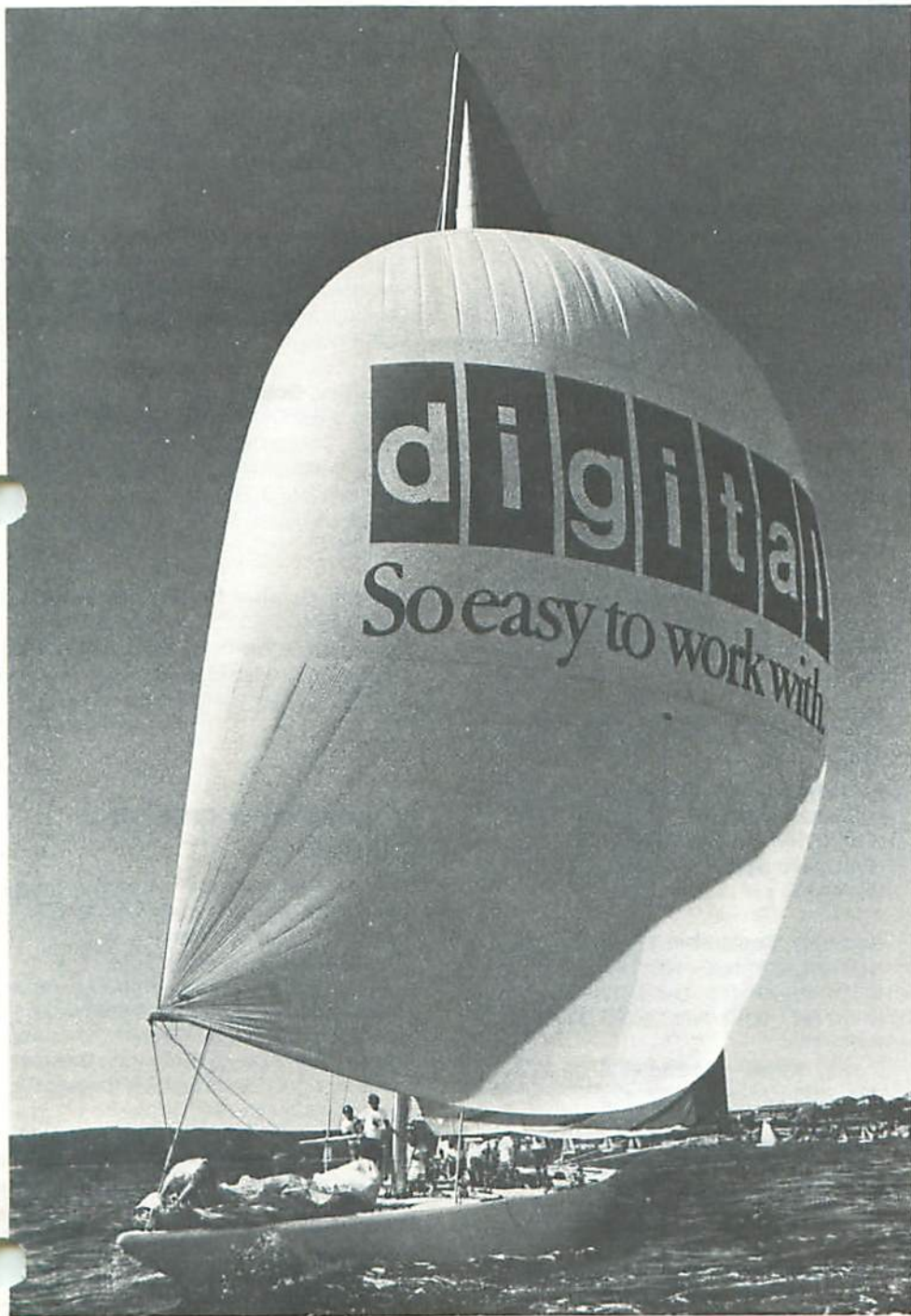
# DIGITAL THIS WEEK



Volume 10

Number 15

August 15, 1983



"Full Sail Ahead," a film specially produced for the Sales Symposium, takes a look at how essential teamwork is to success. The sailboat featured in the film bears Digital's logo on its sail and was sponsored by Digital Australia in the America's Cup. The film will be shown during DECTown Family Day. Read about Family Day's progress on page 4.

## Digital reports year-end results

On Tuesday, August 9, Digital reported sales and earnings for the fiscal year which ended July 2, 1983. Total operating revenues were \$4.3 billion, up ten percent from a year ago. Service revenues continue to rise, up over 22 percent for the year, while net equipment sales were up three percent. However, profits were lower than in the previous year.

Commenting on the FY83 results, Win Hindle, vice president, Corporate Operations, remarked, "The year-end shipments and profit results are lower than we hoped. This was caused by the recession, which affected our major customers through most of the year, and by delays in shipping some of our new products. In addition, we spent a considerably higher percentage of revenues on new product development to insure a continuing flow of products in the next few years.

"Digital's major investments in office automation, personal computers, networking, storage systems and high-end product markets reflect a long-term investment in areas we expect will be vital to maintaining our competitive edge.

"We will continue to invest heavily in new products and markets in the current year and in the future. Thus, we will need to hold back on expenditures in other areas that are not tied directly to producing revenues. Our products are strong and the outlook is excellent. But we must get back on a profit growth track in FY84. I know we can count on people throughout the company to achieve this objective."

Al Bertocchi, vice president, Finance and Administration, said, "We are anticipating a growth in orders that will be reflected in the first quarter of FY84. Digital's strong product position, highly professional sales and customer service organizations of over 30,000 people, recently realigned marketing organizations and new

*continued on page 4*

# Dates set for Canobie Lake outings



**1983**  
DIGITAL FAMILY OUTING

It's time again to plan for Digital's annual employee outings at Canobie Lake Park in New Hampshire. As in past years, a childhood dream comes true with a day of free rides, games and food for employees and their families.

This year, nearly 70,000 people are expected to attend Digital's outings which begin on Sunday, September 11 and continue for five consecutive weekends.

With the number of attendees growing each year, Corporate Employee Activities asks employees to request **only** the number of tickets for which they are entitled. Married employees are entitled to tickets for their spouses and dependent children. Employees who are single parents may bring their children and one adult guest, and single employees may bring one guest.

Employees will be required to show their badge and tickets as they enter the park. Minor children (17 years old and under) must be accompanied by an adult with a badge.

About four weeks prior to the date of your outing, you will receive a registration form to obtain tickets. For more information, contact your outing manager as listed below.

## Digital Family Outing schedule for 1983

**Sunday, September 11** — Salem, NH (NIO), Chelmsford (ICO), Nashua, NH (ZKO), Contoocook, NH (DOO)  
Outing Manager: Krista Clement, DTN 261-2455

**Saturday, September 17** — Merrimack, NH (MKO), Hudson, NH (HDO, QLO, UHO), Manchester, NH (MHO), Nashua, NH, (NMO, NNO, NPO, NQO, NUO, NXO, PWO, OWO)  
Outing Manager: Jeanette Renna, DTN 264-5599

**Sunday, September 18** — Westminster (WMO)  
Outing Manager: Dolores Ramos, DTN 241-4011

**Saturday, September 24** — Woburn (WOO), Burlington (UFO, OFO), Wilmington (ZWO), Salem, NH (NSO), Waltham (FPO), Lowell (LWO), Bedford (BUO)  
Outing Manager: Alison Mayall, DTN 261-2810

**Sunday, September 25** — Mill (MLO) Central Engineering, Andover (APO), Littleton (LJO, LTN), Tewksbury (TWO), Lawrence (VVO), Southboro (HYO)  
Outing Manager: Theresa Cash, DTN 226-4074

**Saturday, October 1** — Hudson, Mass (HLO, USO), Actn (AKO), Littleton (LKO), Marlboro (LMO), Westford (WVO)  
Outing Manager: John O'Buck, DTN 225-4043

**Sunday, October 2** — Mill (MLO) Manufacturing, Natick (NAO)  
Outing Manager: Holly Powderly, DTN 223-5402

**Saturday, October 8** — Marlboro (MRO, UPO, MOO, BPO), Franklin (FXO)  
Outing Manager: Peggy Mitchell, DTN 231-6549

**Sunday, October 9** — Northboro (NRO), Boylston (BYO, HRO), Hudson, MA (HUO), Wesboro (WZO), Worcester (WCO)  
Outing Manager: Maureen Letendre, DTN 234-4424

**Saturday, October 15** — Acton (ACO), Billerica (BKO), Boston (BOO, BXO, YWO), Concord (CFO, VRO), Auburn (FIO), Waltham (FJO), Bedford (HNO), Maynard (MSO, BGO)  
Outing Manager: Midge Condon, DTN 292-2048

**Sunday, October 16** — Parker Street (PKO1, PKO2, PKO3), Waltham (WAO), Stow (OGO), Westford (WJO), Providence, RI (PVO), Somerville (BNO)  
Outing Manager: Betty Daigle, DTN 223-9910

## If a customer calls your number

In the event you receive a call from a customer or prospective customer, be prepared to transfer the call to Customer Assistance on DTN 223-7161.

When you answer the phone you represent Digital. It's important to always be pleasant and interested in what the caller has to say. Once you determine that the caller is a possible customer, transfer the call to Customer Assistance.

To transfer a call, depress the switchhook once and wait for a dial tone. Dial the desired number - DTN 8-223-7161; the present call is temporarily on hold. When you get an answer announce the call transfer and hang up. If the line is busy press the switchhook twice to get back to the caller. Give them the external number to call, 493-7161.

## DIGITAL THIS WEEK



**Editor: Barbara Lovely**

Send stories, photos, ideas or suggestions to DTW, CF02-3/K23 or call the editor at DTN 251-1307. Ads must be submitted in writing to Marketplace, CF02-3/K23. Please direct all Marketplace inquiries to Jennifer Hawes at 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.



## NEWS BRIEFS

### Deadlines for "Digital This Week"

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

Sept. 6 issue - August 24 deadline

Sept. 19 issue - Sept. 8 deadline

Oct. 10 issue - Sept. 28 deadline

Oct. 24 issue - Oct. 12 deadline

### Cost to sell stock lowered

Beginning August 25, the cost of selling Digital stock held in the Employee Stock Plan Statement of Ownership account will be reduced to 20 cents per share from the current fee of 30 cents. Employees who hold actual Certificates for Digital stock can surrender the shares to Investor Services in order to open a Statement of Ownership account and benefit from the reduced commission rate.

### Candlepin bowling to begin

Applications are being accepted for the Digital Winter Candlepin League. The league meets every Tuesday night at 5:30 p.m. at Kelly Lanes in Maynard. The average night is established on September 13. The first half of the season runs from September 20 to December 27; the second half runs from January 3 to April 10. Roll-offs are on April 17.

### New DEC direct catalog available

The new summer 1983 edition of DECdirect direct sales catalog is now available from Digital. The four-color 128-page catalog contains prices and descriptions of equipment available from the Installed Base Group, including accessories, supplies, terminals, and documentation. New products listed include personal computer items, including serial switches and software documentation.

The catalog also features quantity discounts for more than 250 Digital products and price reductions on floppy diskettes, modems, and the Correspondent portable dot-matrix printing terminal. The catalog provides complete information on ordering, sales conditions, warranties and returns. DECdirect provides efficient, toll-free ordering or quick-response mail order. To obtain a free copy, send a memo to DECdirect, MK01/W83.

### Learn about Plant Emergency Organizations

A plant emergency organization (PEO) is a group trained to assist in the safety and well-being of others in the event of an emergency at work.

The PEO is made up of a primary and secondary organization. The primary organization includes the Security, Medical and Plant Engineering staffs. The secondary group is made up of volunteers who wish to assist the primary organization.

These volunteers are trained to respond to and properly handle emergency situations of all types. As a team, they acquire and maintain proficiency in basic firefighting and evacuation techniques, first aid, CPR and general safety procedures. Marlboro's PEO is holding an open meeting on September 21 from 11:00 a.m. to 1:00 p.m. in the MRO1 Cafeteria for anyone interested in learning more about becoming a member.

### IEG continues price reductions

Due to continuing manufacturing efficiencies and productivity programs, the Internal Equipment Group (IEG) is now able to offer additional reductions in price of company products.

IEG has reduced the cost of products bought internally to 15 percent above standard cost from 30 percent above for most products. In addition, a number of products will be offered at 10 percent above standard cost including: professional computers, terminals, printers, modems, and cables.

For further information contact your IEG account representative or call the IEG general information number, DTN 273-3316.

### Field Service Finance holds open house

Field Service Finance will hold an open house on Wednesday, August 24 from 2:30 to 7:00 p.m. in the Stow Cafeteria to discuss current job openings. For more information call Rich Guidi, DTN 276-9480.

### UMass changes schedule at Hudson

Representatives from the Videotape Instruction Program at UMass will be registering students on Tuesday, August 30 from 9:00 a.m. to 12:00 noon in the HL02 cafeteria. They were originally scheduled to visit Hudson on August 23.

### ALL-IN-1 overviews offered

Internal Software Services (ISWS) is offering ALL-IN-1 introductory overviews on a continuing basis. The cost of each session is \$50. To register, or to be put on a future interest list, call DTN 223-ISWS. Seminars are held in the Corporate Auditorium in PKO3. The following sessions are scheduled: manager's overview, August 18 from 1:00 to 4:00 p.m.; and a general overview, September 13 from 1:00 to 4:00 p.m.

### Cans collected for United Way

While a nickle alone doesn't buy much today, 50,000 together equals the tidy sum of \$2,500. That's the goal of the Mill's "Pitch in with cans for United Way" program. Contribute your soda cans in any one of the five drop off points in the Mill and the nickle refund will go towards this year United Way campaign.

### 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 Suckland of Equitable, (212) 245-7506 or Gail Curran of Homequity, (617) 647-9095.

### CPR taught at Marlboro

Marlboro Health Services is offering the American Red Cross "Race for Life" course. In three hours, this course teaches artificial respiration and Rescuer Cardiopulmonary Resuscitation for an adult victim. A certificate is awarded upon completion. The class will be held Wednesday, August 31 from 12 noon until 4:00 p.m. in the Oakes Room (MRO3-2). For more information or to register call DTN 231-6444.

### Memory option prices reduced for Rainbow

Digital has lowered the price on the 192 KB random access memory option for its Rainbow 100 personal computer 40 percent from \$1,095 to \$650.

"The new pricing will make it easier and more cost-effective for customers to take advantage of graphics and popular new software products for the Rainbow personal computer," said John Pryke, Strategic Marketing Manager for Digital's Rainbow group.

## Ticket requests pour in for DECTown Family Day

Work crews have begun to install street lamps and signs to transform the Hynes Auditorium in Boston into a international seaport called DECTown. At facilities throughout the company, equipment is being packed and shipped to the Hynes and personnel are being trained to staff the exhibits. Digital's products will be the pulse of this seaport keeping each business running efficiently.

Employees have responded enthusiastically with requests for tickets to DECTown Family Day on Sunday, August 28. Orders are currently being filled and tickets mailed to employees' homes.

DECTown will be inaugurated on August 22 for the worldwide Sales Symposium. During the week, Digital's sales force and market groups will meet and set the course for the future. From the post office to the department store, each business in this typical city will illustrate Digital's place and direction in the market.

On Family Day, employees and their families visiting DECTown will have the opportunity to stroll down Sydney Harbor Road to visit the computer store or register at the town hall on America's Cup Avenue. Monte Carlo Way boasts the federal building and department store. The factory can

be found between Marina Del Ray and Bermuda Alley.

Jugglers, clowns, music and the DECBIGBAND will be on hand to make it a complete family day. Refreshments will also be provided, and two films will be shown continuously in DECTown's movie theater. The films are "Personal Challenge" — a behind the scenes look at the development of Digital's personal computers and "Under Full Sail" — a view of how a world class sailing team, sponsored by Digital Australia, prepares for the America's Cup in Newport, R.I. There will also be door prizes.

Employees who have requested bus service will be mailed a schedule with their tickets. Programs with a floor plan of the exhibits will be available at the Hynes on the day of the show. To get the most out of the show, tours will be conducted every 20 minutes through the exhibit. Some 200 employees have volunteered to act as tour guides and will be trained next week.

Employees must have their Digital badge to get into DECTown at the time posted on their tickets. Cameras will be allowed in the show.

For more information call the DECTown Family Day Hotline, DTN 251-1014.

## Digital to acquire technology and an equity position from Trilogy Limited

In a joint announcement Ken Olsen, president, and Dr. Gene M. Amdahl, chairman of Trilogy Limited, disclosed that Digital has agreed to acquire an option to license advanced semiconductor technology from Trilogy Limited. Digital also agreed to acquire preferred stock representing an approximate nine percent equity interest in Trilogy, and will pay a total of \$26 million for the shares and the technology license option.

"Trilogy's unique approach to high performance, ultra-reliable semiconductor devices represents an important breakthrough in circuit integration and packaging that should result in significant improvements in reliability and performance. The integration of this semiconductor technology in Digital's larger computer systems is consistent with our philosophy of introducing advanced technology in high quality, reliable products," said Ken Olsen.

The companies further disclosed that an agreement had been reached whereby Trilogy, at Digital's option, could develop a new semiconductor manufacturing facility in California. A portion of the facility's capacity would be used to supply semiconductors incorporating the Trilogy technology to Digital.

## Digital reports year-end results

*continued from page 1*

product to be announced throughout the year, should solidify our position as an industry leader in 1984."

### A look at the numbers

For the fiscal year ending July 2, 1983, the company reported total operating revenues of \$4,271,854,000 versus \$3,880,771,000, up ten percent from last year. Net income for the year was \$283,622,000 or \$5.00 per share, versus 417,155,000 or \$7.53 per share in 1982. Average common and common equivalent shares outstanding were 56,675,828 compared to 55,429,331 average common and common equivalent shares outstanding for the same period last year.

Total operating revenues for the fourth quarter were \$1,234,385,000 as compared with \$1,076,296,000 in the fourth quarter of fiscal 1982. Net income for the quarter totaled \$86,021,000 or \$1.51 per share on \$57,117,522 average common and common equivalent shares outstanding versus \$121,748,000 or \$2.20 per share on \$55,380,273 average common and common equivalent shares outstanding last year.

## Fiscal Year 1983 Year-end Operating Results

|                                      | Year Ended                  |                  |
|--------------------------------------|-----------------------------|------------------|
|                                      | July 2, 1983                | July 3, 1982     |
| Equipment Sales                      | \$ 2,867,428,000            | \$ 2,793,701,000 |
| Service & Other Revenues             | \$ 1,404,426,000            | \$ 1,087,070,000 |
| Total Operating Revenues             | \$ 4,271,854,000            | \$ 3,880,771,000 |
| Income Before Taxes                  | \$ 411,045,000              | \$ 672,831,000   |
| Provision for Income Taxes           | \$ 127,423,000              | \$ 255,676,000   |
| Net Income                           | \$ 283,622,000              | \$ 417,155,000   |
| Average Number of Shares Outstanding | 56,675,828                  | 55,429,331       |
| Net Income per Share                 | \$ 5.00                     | \$ 7.53          |
|                                      | <b>Fourth Quarter Ended</b> |                  |
| Equipment Sales                      | \$ 833,427,000              | \$ 764,809,000   |
| Service & Other Revenues             | \$ 400,958,000              | \$ 311,487,000   |
| Total Operating Revenues             | \$ 1,234,385,000            | \$ 1,076,296,000 |
| Income Before Taxes                  | \$ 111,649,000              | \$ 188,557,000   |
| Provision of Income Taxes            | \$ 25,628,000               | \$ 66,809,000    |
| Net Income                           | \$ 86,021,000               | \$ 121,748,000   |
| Average Number of Shares Outstanding | 57,117,522                  | 55,380,273       |
| Net Income per Share                 | \$ 1.51                     | \$ 2.20          |

# THE MARKETPLACE



S

'74 CHEVY VAN, van-truck, 90Kmi, 8cyl, one ton, runs well, solid body, \$900, David, 225-5250

'81 CHEVETTE, 4dr, 49Kmi, rear defog, slate blue, exc cond, \$3700, Mary Pat, 274-6844

'78 CHEVETTE, 2dr, rustprf, AM/FM, 4spd, new brks, tune-up, snows, \$2500, Barb, 279-5862

'76 AUDI FOX, std, AC, sunrf, AM/FM, snows, hi miles, silver, \$1250, Mike, 223-4470

'79 DATSUN 210, 2dr htchbck, 4spd, radials, reg gas, hi mileage, AM/FM, \$3000, Chuck, 223-1895

'81 DODGE COLT, htchbck, 4spd w/economy gear, rear defog, 37K hi-way mi, \$4500, Joe, 223-7135

'71 MERCURY COMET, re-blit 6cyl, 98Kmi, exc running cond, green, \$475, Thomas, 223-2131

'74 DODGE DART CUSTOM, auto, AC, PS, new all weather tires, orig owner, 71Kmi, \$1195, Jeff, 231-6109

'80 CHEVETTE, 4spd, 30mpg, 4dr htchbck, new tires, brks, shocks, exc cond, \$2850, Bob, 278-4443

'73 FORSCHE 914, 5spd, new shocks+clutch, FM stereo, stored winters, exc cond, \$5500, B/O, Steven, 235-3538

'78 TRIUMPH SPITFIRE, 4spd man, 4cyl, 29Kmi, stored winters, exc cond, \$4500, Kevin, 278-4774

'69 FORD LTD, 137Kmi, some rust, runs well, light blue, \$400, Jim, 223-6860

'81 MERCURY LYNX, 2dr htchbck, AM/FM, frnt whl drv, radials, 30Kmi, exc cond, \$4000, Jim, 223-9609

'80 HONDA PRELUDE, 31Kmi, pwr sunrf, pinstripes, 4new wheels, exc stereo, maroon, \$6500, B/O, Jean, 223-7507

'79 HONDA ACCORD, 5spd, 63Kmi, runs well, reg gas, 33 mpg, some rust, frnt panels, \$3200, B/O, Pat, 283-6365

'68 MUSTANG CONVERTIBLE, auto 6cyl, new top, gd cond, \$1000, Patrick, 289-1212

'75 PONTIAC CATALINA, 2dr, PS, PB, AM/FM, 70Kmi, very dependable, \$700, Al, 231-4694

'53 BUICK "SPECIAL", 2dr, gd running cond, gd int, nds bdy work, spare parts avail, \$875, Mona, 282-2059

'80 SAAB TURBO, 3dr, 5spd, AC, crs cntrl, sunrf, 49Kmi, Blau 2001 cassette, \$8500, B/O, Dave, 223-6014

'78 PINTO RUNABOUT, auto, AM/FM, PS, PB, radials, \$2100, Pat, 279-5304

'78 MALIBU WGN, auto, PS, PB, 8-track, lugg rack, new exh system, \$2900, B/O, Bill, 259-3842

'79 MAZDA RX7, 4spd, stereo cassette, silver, exc running cond, \$4900, B/O, Ken, 269-2414

'77 TOYOTA CELICA GT, lftbck, sunrf, AM/FM, 5spd, no rust, looks like new, exc cond, \$3300, Paul, 238-3207

'82 TOYOTA 4x4, 5spd, AM/FM, metal bed liner, fog lamps, mud-snows, 13Kmi, grey, \$8500, Bill, 223-2953

'78 SAAB 99L, std, AM/FM, AC, 4snows, new clutch, paint+tires, vy clean, \$4400, Karen, 247-2961

'82 FORD MUSTANG GL, htchbck, 20Kmi, T-rf, AM/FM, PS, PB, 6cyl, auto trans, \$8000, Richard, 234-4399

'77 DODGE ASPEN, 6cyl, auto, PS, PB, AM/FM, tape, exc cond, \$2400, Fran, 235-3513

**FURNITURE**

SOFA, 2pc sectional, contemp style, black/white/brn, \$45, Bruce, 223-4307

SOFA, 98" Clayton-Marcus, yellow damask, w/floral slipcover inc, exc cond, \$425, Barbara, 234-4056

SOFA + CHAIR, qn sz sleeper+chair, brown/beige/rust, vy gd cond, \$300, B/O, Jose, 223-2463

LIVING RM SET, contemp sofa, loveseat + end table, barely used, \$550, B/O, Patricia, 249-1865

DINING RM SET, tble w/leaf, hi-backed chairs, exc cond, \$100, B/O, Brenda, 223-7703

DESK + CHAIR, maple desk + chair, student size, \$75, RoseLee, 225-5054

BED, qn size 4-poster, cannonball, colonial pine, perf cond, \$175, Larry, 247-2055

ANTIQUÉ DRESSERS(2), w/leaded glass mirror, well preserved; hrd rock maple, \$500, Janice, 225-6092

## MISCELLANEOUS

TELEVISION, Heath GR2000, Medit cabinet, everything works except picture tube, \$200, Ralph, 223-6405

TIMEX PERSONAL COMPUTER, 16K RAM, checkbook program tape, never used, \$65, B/O, Pete, 223-1811

BASS+AMP, electric jazz bass, case+strap, Tour bass amp, \$475 firm; Yamaha acoustic, \$85, Bill, 251-1652

MOTORCYCLE HELMET, Nava full-face, med sz, blue, used half a season, \$50, Kevin, 234-5090

BARBEQUE GRILL, charcoal grill w/electric spit, shelf below, on wheels, \$25, Mary, 223-5980

WOODSTOVE INSERT, Fisher, accepts 27" logs, heats up to 2000 sq ft, 2yrs old, \$500, Jim, 223-4540

QUILT/COMFORTER, all-weather, green/white down, unwrapped-unused, by Bareley, \$80, Jack, 223-6900

SM WOODSTOVE, \$150; free-standing 6x4" wooden closet, \$50; exercise bike, \$50, Marlene, 223-4905

CHAINSAW, Craftsman 14", used 2 seasons, nds new chain, gd shape, \$75, Daniel, 225-6197

FISH TANK, 55gal, w/stand, filter, light, air pump, gravel, heaters, more, \$195, Linda, 231-7441

TIRES, FR78-14 steel-belted mud-snow tires, 20Kmi left, Mac, 269-2248

TYPEWRITER, Olympia, heavy duty office type, not portable, electric, \$300, Phyllis, 234-4422

LAWN MOWER, Sears 2-stroke, used 3 times, \$35, Dave, 234-4272

ATARI 2600, w/7 crtrdgs, like new, Frogger, PacMan, Missile Command, more, \$145 firm, Brenda, 234-4406

TIRES(2), 12x16.5, load range "E", hiway tread, gd cond, \$60 ea, Dan, 223-1351

ATARI 2600, w/3 crtrdgs, Atlantis, Indy 500, Van-guard, like new, \$85, Pat, 247-3211

## MOTORCYCLES

'78 HONDA 550-4, 8Kmi, exc cond, \$1195, Bob, 288-6931

'78 SUZUKI GS1000E, bought new in '79, showrm cond, many extras, must be seen, \$2000, Dave, 229-6364

'79 YAMAHA 750 SPECIAL, 10Kmi, exc cond, \$1600, Joe, 276-9753

'79 YAMAHA 650 SPECIAL, just tuned, oil changed, 9K mi, \$1275, B/O, George, 269-2440

## PETS

FREE KITTENS, 4 black+white, 1 orange+white, 8wks old, Ted, 221-5720

AKC LABRADOR RETRIEVER PUPS, 2black males, 2black females, 2blond females, \$200, Charlotte, 234-4380

AKC COCKER SPANIEL, buff male, 5mos old, B/O to gd home, Doug, 235-3332

FREE KITTENS, to gd homes, grey/white, grey, Gary, 276-8035

## REAL ESTATE

OXFORD, income property, 8rm cape, 4rm ranch, 2stall gar, grossing \$8400, \$56K, Larry, 235-3313

STERLING, 2.5 acres of open land, South Nelson Rd, solar site, beautiful view, \$30K, Kathie, 223-2025

FRANKLIN, 3brdm cape, 2bath, frplc LR, DR, kitch, den, porch, brick patio, 3/4priv acre, \$74K, Gail, 223-2274

RAYMOND, NH, Pawtuckaway Lake, 3brdm mobile home, full bsmt, yr-round, \$37.5K, John, 278-4585

## RECREATIONAL VEHICLES

ODAY JAVELIN SAILBOAT, 14', w/2HP Evinrude, Cox galvanized trailer, \$2150, Bill, 223-5875

'81 SEA NYMPH, 17.5', w/'76 70HP Johnson, '82 Shore-liner trailer, like new, \$4800, MaryLou, 223-8796

'72 HOLIDAY RAMBLER CAMPER, 18', slps8, refrig, heater, stove, self-contained, \$1995, Jim, 223-6535

COLEMAN CANOE, 15', w/paddles, \$300, Ed, 223-5476

LAYTON TRAILER, 21', slps6, full awning, tandem whls, self-contained, tub, shower, gas, \$3900, Gene, 225-4576

GRUMMAN CANOE, 17', sq stern, Sears 1.75HP outboard motor, pontoons, paddles, \$500, Keith, 231-5468

## RENTALS

APT, Marlboro, 4 lge sunny rms, 1st flr, prkng, gas appl, avail immed, \$395/mo, Paul, 485-6807

HOUSE, Natick, by Lake Cochituate, 2bdrms, yard, deck, quiet st, avail mid-Aug, \$660+utils, Bob, 292-2254

DUPLEX, country setting, Hudson, NH, 2brdm, convenient to Rts 3+93, \$575/mo, Rick, 249-1368

APT, Hudson, MA, 3rms, gas heat + hot water, 2nd flr, 1 brdm, fully insul, \$315+utils, Fred, 273-3528

VILLA, 5mins to EPCOT/DisneyWorld, slps6, 2brdm, 2 bath, pool, tennis, 10/30-11/6, \$500, Ken, 231-7523

CONDO, Acton, 1brdm, lrg LR, AC, wall-to-wall crpt, full appl kitch, avail immed, \$500/mo, Jane, 223-3539

APT, in 3brdm house in Newton Ctr, avail 8/1 or 9/1, \$195+utils, Noreen, 279-5447

CHALET, Jackson, NH, 4brdm, 2bath, N. Conway area, Wht Mnts, Aug: \$300/wk, Sept/Nov: \$225/wk, Fran, 235-3513

## ROOMMATES

ROOMMATE, F, share Concord Greene condo, heat inc in rent, 1/2 rent + electric, Linda, 225-6515

HOUSEMATE, F, share 2brdm waterfront house, Lake Quinsig, Shrewsbury, \$225+1/2utils, Rebecca, 292-2268

ROOMMATE, M/F, 2brdm Marlboro condo, Rt 20, avail immed, \$225+1/2utils, Chris, 225-5275

HOUSEMATE, non-smoker pref, \$250/mo, Diane, 223-4551

HOUSEMATE, M/F, non-smoker, lrg rm in priv home, nr Rt 290, kitch/laund prvigs, \$200/mo, Lori, 234-4964

ROOMMATE, M/F, non-smoker, RoyalCrest, Marlboro, pool, tennis, AC, \$255+1/2utils, Cliff, 225-6313

HOUSEMATE, M/F, 3brdm contemp in rural SW Nashua, NH, \$50/wk includes all, Jane, 249-1774

## SPORTING GOODS

GOLF CLUBS, Haig, 1,3+5 woods, 2+9 irons, wedge, \$95, Jim, 231-7331

SCHWINN BIKE, boy's 20" Sting Ray, 5spd, reconditioned by Schwinn, orig \$150, \$75, Dan, 223-1351

BICYCLE, girls' 10spd, 24", blue, by Rampar, orig \$140, gd cond, 3yrs old, \$40, Chickl, 274-4485

10SPD BIKE, 25", custom built, Tanguy frame, all Campagnola parts, \$600, B/O, Sandy, 251-1164

## WANTED

CAMP TRUNK, small used trunk in gd cond, Trudy, 234-4770

YARD/BARN, to store 20' sloop on trailer, 10/83-5/84, Marlboro/Hudson/Sudbury area, Nancy, 278-4075

BIKE, girl's 3spd, Lois, 234-4942

ROBIN COMPUTER, complete system, price neg, Alex, 223-3154

RESIDENTIAL LAND, 1-2 acres, wooded, accessible to 495, Marlboro-Chelmsford area, Waky, 251-1272

'69-70 GMC TRUCK, for parts, Jim, 292-2035

## Digital enters record management business

Digital is taking an entrepreneurial approach to service by developing new ways to protect customers' vital data. These services are now being offered in Burlington at the first of three planned Record Management Services Centers. The two other centers will open later this fiscal year in Chicago and Los Angeles.

Protection involves day-to-day activities — off-site storage of media, media maintenance, and maintenance of hardware and software. It also involves educating employees, insuring data processing operations against loss, and disaster planning.

Digital's Risk Management Services include: media storage and retrieval; media maintenance; and educational services, disaster planning and consultation.

Record Management Services offers a total risk management package for the data processing environment. According to Ken Ritter, U.S. manager, Record Management Services, "The centers are an extension of what we have learned about records management with Digital's 200 internal data centers worldwide. Most managers are concerned less with the causes of failure than with getting the system up and running again. We believe every business which depends on data must understand how to protect its most valuable assets."

The pilot center in Burlington is a specially designed, secure site to store generic media. The building has fire-proof vaults, a controlled environment and a back-up computer room. "We can store magnetic tapes, disks, microfiche, paper, whatever the customer uses — with the care and attention we give to our own media. They will be able to retrieve their data any time, seven days a week, 24 hours a day," Ken said. "We provide the most advanced facilities, equipment, security and support available today, including bar coding for accuracy and control, management reports, computerized library services, and pick-up and delivery in Digital's vans."

Media maintenance service assures that magnetic tapes and disks, regardless of the manufacturer, are clean and credible. Educational services, disaster planning and consultation helps customers develop a contingency plan for system back-up and offers employee training in handling media.

The Burlington center will operate with a staff of eight covering site management, sales support, transportation and inventory. The services will be sold through existing sales channels and supported at the center.



Dick Poulsen, Field Service vice president, cuts the ribbon inaugurating the pilot Records Management Service (RMS) Center. Also at the presentation were (left to right): Mark der Werf, RMS Operations manager; Ken Ritter, U.S. Burlington RMS manager; Jay Atlas, FS Product Group manager; Peter Malone, RMS Finance manager; Harry Riddle, FS controller; Orson Niederhauser, FS Planning/HQ Operations manager; Marty Berke, RMS Development manager; and Dave Earley, RMS Product Line manager.

## DME SEMINARS

### Key Financial Concepts Interviewing Skills

August 29-30

Bedford

August 29-30

Merrimack

September 12-13

Bedford

September 19-20

Bedford

August 31-Sept. 2

Merrimack

September 14-16

Bedford

September 21-23

Bedford

October 10-14

Merrimack

September 7-9

Bedford

September 19-21

Bedford

August 29-30

Bedford

September 19-20

Bedford

September 7-9

Bedford

September 21-23

Bedford

September 22-23

Bedford

September 13

Bedford

September 12

Bedford

(Day 1 of 9)

Maynard

September 19

To Register call: DTN 249-1881 or 249-1882

### Special Course offered

DME will offer the Manager's Development Program from October 10 to 13 in Merrimack. Employees with direct reports will benefit from the program's emphasis on primary management skills, teamwork and styles feedback. To register call: DTN 249-1882.



## Office Automation Educational Services

### ALL-IN-1 Concepts

Learn an overview of the history of ALL-IN-1, how ALL-IN-1 can increase office productivity, and how the subsystems of ALL-IN-1 relate to current office procedures.

### Office Automation Strategy & Implementation

Learn the basic strategy for developing,

implementing, and evaluating a successful office automation plan.

### To Enroll

Please fill out the DME/OA Internal Enrollment Request, available from your local Personnel office, and mail to Registrar, PKO3-1/B11. For further information, call the Registrar at DTN 223-5820 or 223-2872.

# Student/Parental Educational Loans explained

Digital's Guaranteed Student Loan Program and the newly introduced Parental Loan Program are offered to employees, their spouses and dependent children to assist them in financing post-secondary education. United Student Aid (USA) Funds, a private not-for-profit guarantee agency, administers the program through participating lenders. The loans are fully guaranteed by USA Funds on the basis of reserve supplied by Digital.

Applications are provided through Personnel departments. Credit checks or co-signers are not required. To help employees better understand the program, Alice Bucca, Corporate Employee Activities manager answers some commonly asked questions about how the program is administered.

**Q:** Who is eligible for Digital's Guaranteed Student/Parent Loan Program?

**A:** Employees with two years seniority with the company are eligible for the program for their dependent children, spouses and for themselves if they have received a pre-approved leave of absence for educational purposes. In addition, retirees with a minimum of five years of service with the company at the time of their retirement are eligible for the program for their dependent children, spouses and for themselves. Dependent children and widows/widowers of deceased employees who would have met the two year eligibility requirements had they lived are also eligible.

**Q:** How much may I borrow under the Student Loan Program?

**A:** A student may borrow up to a maximum of \$2,500 per academic year for a total of \$12,500 for undergraduate study. In addition, the student may also borrow \$5,000 per year for graduate studies for an aggregate total of \$25,000.

**Q:** What rate of interest will I pay under the Student Loan Program?

**A:** That depends. Any student who has ever had a student loan at 7 percent simple interest will continue to receive future loans at the same interest. Any student who is currently paying 9 percent simple interest will continue to pay 9 percent on any future loans. It is anticipated that Congress will reduce the interest to 8 percent within the next couple of weeks. First-time borrowers then would be eligible for an 8 percent loan.

**Q:** Because I have been with the company for two years, is my dependent child automatically eligible to borrow money under Digital's Guaranteed Student Loan Program?

**A:** There is no guarantee that your child will be eligible to borrow money. In July of 1982, Congress passed legislation requiring a Needs Test to be given to all students applying for loans. Under this Needs Test, a family's gross adjusted earnings for the previous year are taken into consideration. Families with a gross adjusted income of \$30,000 or less are automatically eligible for loans. That is not to say, however, that families who earn in excess of \$30,000 per year are not eligible. The Federal Register is used to determine family size and family obligation as it pertains to education. For instance, assuming a two-parent family with a \$50,000 adjusted gross income and five family members in the home, the Federal Register indicates an expected family contribution of \$6,430 toward the student's education. Further assuming a tuition of \$9,000 the student would, in fact, be eligible for a \$2,500 loan.

**Q:** When will this loan be due for repayment?

**A:** The student's first payment is due on the first day of the sixth month following graduation or completion of studies. Repayment can be made a minimum of \$50 per month but must be repaid within 10 years following completion of studies.

**Q:** What is the difference between the Student Loan and the Parent Loan program?

**A:** Unlike the Student Loan program, the Parent Loan program is available to any eligible employee regardless of family income. The loan is given to the parent and checks are made payable directly to the parent.

**Q:** How much may I borrow under the Parent Loan Program?

**A:** You are entitled to borrow up to \$3,000 per year per student.

**Q:** What is the interest rate for the Parent Loan Program?

**A:** Under current legislation, the rate is 12 percent simple interest.

**Q:** What must I do to apply for a Parent Loan?

**A:** Basically, the same process is used for the Parent Loan as for the Student Loan, i.e., the eligible employee parent receives a loan application through their local Personnel Department, completes Section 1A of the application, the student completes Section 1B of that same application, has the school complete Section II of the application and sends the application on to the bank.

**Q:** I understand that Digital is currently dealing with four banks. Are all four banks providing Parent Loans?

**A:** No. At this time only Lincoln First National Bank and Chemical Bank are providing Parent Loans.

**Q:** When would I be expected to begin to repay a Parent Loan?

**A:** Repayment for Parent Loans begins 60 days after disbursement of the check.

**Q:** My local Personnel Department provided me with a Parent and a Student Loan application. It is possible for my dependent child and I to both apply for loans?

**A:** Yes. However, you may not borrow jointly in excess of the total estimated cost of education for any academic year.

**Q:** My local Personnel Department handed me a blank application. Assuming that I complete the application accurately, will I experience any problems with the processing of the application at the bank?

**A:** Yes. Someone in your local Personnel Department who is authorized to verify your eligibility must fill in your name as well as signing his/her own name to the application. Any application that is not verified will be returned to you by the bank.

**Q:** I have my application ready to go to the bank. Where should I send it?

**A:** You may choose any one of the following banks:

## **FOR STUDENT LOANS ONLY:**

The Chase Manhattan Bank, N.A.  
P.O. Box 5174  
New Hyde Park, New York 11042  
Attention: Application Review

Citibank Student Loan Center  
Box 22938  
Rochester, New York 14692

## **FOR PARENT OR STUDENT LOANS:**

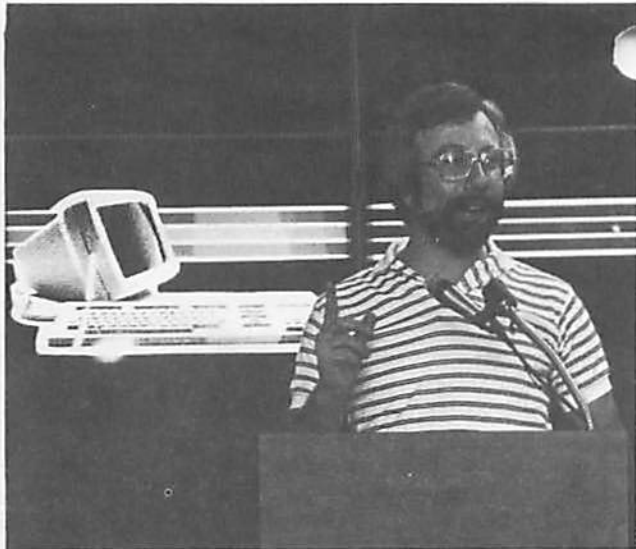
Mr. John P. Barrett  
Assistant Vice President  
Chemical Bank  
Student Loan Department  
120 Broadway, 7th Floor  
New York, New York 10271

Lincoln First Bank, N.A.  
Rochester Division  
Student Loan Unit  
Midtown Plaza  
Rochester, New York 14604

## Personal Computer Group reviews accomplishments



Some 450 staff members of the Small Systems group met at Mount Royal in Marlboro to review accomplishments for the fiscal year.



Joel Schwartz, vice president, Small Systems Group, told the group he was pleased with the "fast take off" of personal computers and lauded the efforts of staff members.

### Sales lead information, library systems to boost personal computer retailers

Two new support programs will give dealers immediate access to prospect leads gathered by Digital and will encourage the retail sale of software for the Rainbow personal computer.

Both support programs are being introduced this summer at no cost to the more than 600 Digital authorized personal computer dealers.

The Retail Outlet Network for News and Information Exchange (RONNIE) allows stores to receive current, qualified sales leads after the lead is received by Digital through its 1-800-DIGITAL hotline. This number is used in personal computers advertising, at trade shows and in other promotion as a way for prospects to obtain follow-up information on the company's products.

Lead information is processed and distributed throughout the network by a VAX. All of Digital's authorized personal computer retail outlets have access to the RONNIE network.

As part of the first phase of the project, retailers learn of new sales leads by accessing the network with Digital's personal computers and selecting "Read Today's Leads" from the RONNIE menu. On-screen menus and documentation provided by Digital are helping store personnel familiarize themselves with the network.

"As Digital's promotional efforts increase for its personal computers, RONNIE provides a way to ensure that we are maintaining the highest level of service to the stores carrying our products," said Joe Zercoe, U.S. Distribution Sales Man-

ager. "We've committed a great deal of support and resources to make sure Digital's authorized retailers receive sales information quickly and efficiently."

Digital has contracted with Tymshare, Inc., to use the TYMNET communications system, requiring only a local phone call by retailers. Capabilities also exist for other marketing and product information to be transmitted to the stores over the network as the need arises.

#### Software Demo Library

The second new support tool to retailers is a set of popular software packages running on the Rainbow personal computer today.

"The software demonstration program recognizes the tremendous inventory burden retailers would have if they were to stock all of the software available for all of their computer lines. We do not, for example, expect retailers to stock the 500 programs now available for the Rainbow system. By having at their disposal a cross-section of demonstration applications, stores will be able to provide that first important look for the buyer," said Joe.

Approximately 15 software products will be shipped in phases over the summer to each of Digital's more than 600 authorized personal computer retail stores. The products represent a range of functions including word processing, spreadsheet, accounting, construction and list maintenance packages, as well as programming languages, the MS-DOS operating system, and communications software.

### MS/DOS available on Rainbow

Digital is now shipping and supporting the MS-DOS® operating system for the Rainbow 100 personal computer. The list price for the operating system is \$250.

"Digital's first innovative operating system for the Rainbow, CP/M-86/80® brought together both the mature 8-bit and today's 16-bit applications in one easy-to-use operating system," said Paul Hairo-poulos, Rainbow software marketing manager. "The announcement of the availability of MS-DOS for the Rainbow is a further demonstration of Digital's commitment to provide software producers and customers the capability to develop and use the widest range of software on their Rainbow personal computers."

He expects the Rainbow application library, which currently lists more than 500 CP/M software packages, to grow significantly over the next several months because of the ease with which many existing MS-DOS packages can be transported to the Rainbow system.

The MS-DOS operating system utilizes many of the advanced hardware features of the Rainbow 100 computer, such as the labeled special function keys, which simplify operation of the system for programmers and end-users. The MS-DOS operating system will run on the Rainbow system without purchasing any additional hardware.

\* MS-DOS is a registered trademark of Microsoft Corporation.

\* CP/M is a registered trademark of Digital Research, Inc.