

digital

MAYNARD

DIGITAL THIS WEEK



Volume II

Number 1

January 9, 1984

New Year's message from Ken Olsen

For several years, we have been working on a line of products that are very exciting, very promising and which have great potential demand. With our new products, we expect to grow at a significant rate. It will be exciting and fun, and it will be a lot of work.

Our business demands constant change, new products and risk taking. We cannot promise not to make mistakes, but we can promise to get out of them quickly when we make them. We can't promise that we will always take perfect care of the customer, but we can promise that we will quickly rectify any problem.

In the 26 years that we have been in business, I have never been so enthusiastic about our current or planned product offerings, and I have never been so excited about growing to match the demand which we see for our products. I look forward to this next year with enthusiasm and the confidence that we and our customers know our products are among the best.

Digital is fortunate to be supported by a fine team of employees. Your loyalty and hard work are appreciated and recognized as important factors that have brought Digital to its current level of success. Together we will bring the company to new heights of success.

To each of you, I extend a challenge to help make 1984 one of the brightest spots in the company's history.

Happy New Year!

Ken Olsen
President

Digital forms new Systems Research Center in California

Digital is forming a new Systems Research Center in Palo Alto, California, to be headed by Robert W. Taylor. According to Sam Fuller, vice president, Research and Architecture, this new activity "underscores and strengthens the company's long-term commitment to systems and software research, areas which are crucial to the development of innovative computer systems." The facility should be operational within a few months.

Bob joins Digital after 13 years with Xerox at its Palo Alto Research Center. During that time, he organized the Computer Science Research Laboratory which did pioneering work in personal distributed computing. Throughout his career he has been involved in a number of pioneering computer research programs.

In the 1960s, Bob managed the research

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Response to press coverage of GSA settlement

Last week, a dispute between Digital and the General Services Administration of the Federal government was finally settled. Ken Olsen, president, responded to media coverage of that event with the following memo to all employees.

Once again, we need to clarify misleading press reports, this time involving Digital's dealings with the General Services Administration and the recent settlement of a three-year dispute between the company and GSA.

While dealings with the government are typically complicated, the explanation of our dispute with GSA is simple.

First, some brief background. Sales of goods and services to agencies of the U.S. government are made through GSA, with whom a supply contract must be negotiated annually. These negotiations usually take several months, involve much give-and-take by both parties, and are governed by a set of complex rules which are often unclear and, therefore, subject to different interpretation by the parties. Those who successfully negotiate and execute con-

tracts have their goods and services placed on GSA's procurement schedule for purchase by government agencies.

A dispute arose between GSA and Digital concerning the 1978 contract. GSA claimed Digital withheld pricing and discount information which would have enabled GSA to obtain higher discounts on our products. They said that Digital's negotiators did not make them aware of higher discount levels which were available to some of our commercial customers. GSA said our failure to inform them of these higher discount levels resulted in the government being overcharged.

We disagreed, believing that we fully disclosed all the pricing and discount data relevant to the government's expected levels of purchases through GSA. We further believed that the government was not necessarily entitled to the highest discount levels earned by other customers, both because the law did not require it and because of the unique — and costly — terms and conditions under which the company

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Bob Taylor, named to head up Digital's new Systems Research Center in Palo Alto, California.

2 Rainbow celebrates its 1st anniversary



"Mr. Rainbow," Rainbow Business Group manager Barry James Folsom (right), accepts a custom-made sign from Joel Schwartz (left), vice president, group manager, as part of the festivities commemorating the one-year anniversary of the first shipment of Digital's Rainbow personal computer. Rainbow Business Group members were congratulated at the December gathering, for their efforts in making the Rainbow Digital's top-selling personal computer. Since that first shipment a year ago, the company introduced a new, more powerful Rainbow, the Rainbow 100+, which began shipping in October.

Rainbow presented to accident victim

On June 13, 1981, 16-year-old Kenny Tigges was involved in a swimming accident that left him paralyzed from the chest down.

A month from his 19th birthday, Kenny is now in a two-year computer program at Mass Bay Community College, and with the help of a Rainbow 100 personal computer donated to him by some people in Digital's New England District, he is well on his way to a rewarding career.

A few weeks before Christmas, a Rainbow was presented to Kenny at his Burlington home, by Kay Shamp of Digital's Burlington Sales Office Customer Assist-

ance Desk and Steve Nagy of New England District Small Systems Marketing.

Through many hours of exercise and physical therapy since the accident, Kenny has built up the available muscles in his arms. A community group, "Friends of Kenny Tigges," raised money for the structural modification of the Tigges' home.

Kay first learned about Kenny from someone who had been tutoring him in computer languages. The donation, which included related software for the Rainbow, was approved by Charlie Romeo, N.E. District sales manager.

Colorado Springs delivers its 25,000th Winchester disk drive

The Colorado Springs facility recently reached another milestone with delivery of its 25,000th Winchester disk drive, an RA81 purchased by Maher Terminals of Jersey City, N.J. The RM80, the first Winchester disk designed and manufactured by Digital, went into production in June 1980. The RA81, the latest member of that family, is the highest area density drive available in the industry today.

Maher Terminals is a container shipment company servicing 14 separate steamship line carriers which generate over 230,000 vessel container moves per year or about 1400 to 1800 truck moves per day. Years ago, they developed an online shipment tracking application using MUMPS on a PDP-15. They currently use five PDP-15s and two VAX-11/780s which support a nationwide communications network of over 300 interactive terminals distributed throughout the major cities in the United States and Canada. This network, in addition to handling the containership facility, tracks the land/sea movement of containers and cargo. Maher is in the process of implementing a VAXcluster based on three 6-megabyte VAX-11/780s, 15 RA81 disk drives, two HSC50 storage controllers, three CI-780 computer interconnects and a star coupler.

Colorado Springs started manufacturing disks with the RL01 in 1978. (They made their 100,000th RL01/02 last summer.) To accommodate the demand for its new disk drives, the plant was expanded to 715,000 square feet in Oct. 1982. Now, 1800 people are employed there in the research, design, engineering and manufacturing of these disk systems for use on Digital computers.

It took three and a half years to produce the first 25,000 Winchester disk drives. With the expanded manufacturing capacity, it should take only one year to make the second 25,000.

DIGITAL THIS WEEK

Editor: Mark Fredrickson

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 Diane Swords 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.

How to bring live courses to your site

Learn how Andover brings live Northeastern courses to their site and strategize how you also might bring live courses by dish or cable from Northeastern or any other university.

Thursday, Jan. 19; Snow date, January 20. 8:30-5, Andover Facility - Gold Room.

National Technological University Seminar

Tuesday, January 17, 1:30, Andover Facility - Gold Room.

Surface Mount Course - Milwaukee

Three Sessions: January 17-20, February 14-17, March 13-16.

For additional information, contact ERIE::ELKINS or call DTN 289-1226.

Lessons from In Search of Excellence

Speaker: Ed Musselwhite, Wednesday, January 25, 2:30, Andover Facility - Gold Room.

Surface Mount II - Review

Thursday, February 2, 8:30-5:00, Andover Facility - Gold Room. R.S.V.P., ERIE::ELKINS or DTN 289-1226.

New Corporate Security director named

Ray Humphrey has joined Digital as director of the Corporate Security Department, presently located in West Concord.

Prior to joining Digital, Ray was manager, Corporate Security, for Xerox, a position he held since 1977. Before that, Ray held various senior-level management and administrative positions with state and federal governments, including service as Director of Industrial Defense for the U.S. and responsibility for originating and conducting the "Sky Marshalls" program and the Federal Witness Relocation Program. He was a White House Fellow during the Johnson Administration and was chairman of several committees of national security organizations.



Ray Humphrey, Digital's new Corporate Security director.

Programs speed PC deliveries

With the goal of helping to speed up the delivery of Digital's three personal computers to customers, programs are being implemented. Among them are two that were set up during Q2 to better support the sales efforts in the Field — "PCs to the Districts" and "DEC-24," both of which are the responsibility of the Low-End Business Center.

PCs to the Districts was created to physically demonstrate that PCs were available for immediate delivery. It was implemented in early November in 20 locations for all 30 U.S. districts. The inventory is owned by the district sales manager and managed by the Field Service Logistics manager.

"We transfer the PCs from our stockroom to their stockrooms," explains Dawn Greeley, manager of the Business Center. "Then they fill orders locally. Product quantities and configurations are extremely limited through this program. We started with 100 units in each district. They maintain that within plus or minus 50 units. Products are in fixed configurations. In other words, you get a monitor of choice, a printer of choice, and you get to choose from among some applications software, but there are only about 50 line items.

"There are over 4,000 PC units in the Field through this program. We started with nine districts, and then phased in seven more, then another seven, etc. We did it in chunks, because that's a tremendous amount to ship in one week, while directly filling regular customer orders," says Dawn.

"It's the district's inventory, and they can manage it any way they choose. If a customer needs a few units in a hurry, the district can immediately take care of that out of its own inventory. Since there is about a ten-day lead time between when they order new units from us and when we replenish their inventory, the districts have to be conscious of the impact of withdrawing large quantities from their warehouses at one time. Our goal is to reduce that ten-day lead time for deliveries, but we aren't there yet.

Another program, **DEC-24**, was piloted in the Central Region. Inventory for DEC-24 is held in Northboro, not in the Field. It involves a warehouse separate from the Springfield warehouse, which is the main distribution center for PCs. The people

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Response to press coverage of GSA settlement . . .

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was required to do business with GSA ... terms and conditions upon which the government insisted, but regular commercial customers didn't. These involve such areas as shipping and insurance charges and extended maintenance and payment programs. In other words, we had an honest disagreement with GSA which it has taken three years to resolve.

The 3.2-million settlement to which both parties agreed is significantly lower than the amount originally sought by the government, and recognizes the validity of some of their arguments and some of Digital's arguments.

These were all business issues rather than questions of integrity.

It is also important to know that throughout the period of disagreement, Digital continued to successfully negotiate annual contracts with GSA, through which government agencies could purchase Digital's computer systems. Annual audits of these contracts by the government have confirmed the accuracy of Digital's pricing and reporting to the government.

The Boston Globe report of Jan. 4, 1984, which stated that "Digital fraudulently overcharged the U.S.," resulted from the Globe reporter's irresponsible interpretation of his conversation with a government spokesperson.

At no time were our actions fraudulent! We have always prided ourselves in treating all of our customers ethically and honorably, and we are confident that we acted this way in our dealings with GSA.

New Systems Research Center . . .

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programs of the Defense Advanced Research Projects Agency (DARPA), which became well known for its development of the first timesharing systems and for the global ARPANET network. While at DARPA, he was active in funding the research base of the earliest university graduate programs in computer science.

According to Sam, this new research effort will work closely with related research activities headed by Forest Basket in Los Altos, CA, and with an East Coast research group headed by Linda Wright in Hudson, MA.

BLISS courses

BLISS I — Introductory Level teaches students practical and theoretical concepts in reading, debugging and writing BLISS programs. Topics include storage, iteration, data structures, declarations, routines, modules and the use of MACRO facilities. Students should be familiar with the system they are using and one high-level language. The course will run for five days beginning Jan. 16, and again March 5, at the Bedford Training Center.

BLISS — Advanced level emphasizes theoretical concepts of BLISS compiler optimization techniques and other advanced features of the language. Students should complete BLISS I and spend time back on the job before enrolling for BLISS — Advanced Level. Starting dates for this five-day course are: Feb. 6 and March 26.

To enroll in the BLISS courses, contact the Educational Services Registrar in Bedford at DTN 249-4670. Software Services employees should contact their regional Software Services registrars to enroll.

More than 10 years later, Aviation Services still on the rise

Being whisked away on a waiting helicopter may seem awfully extravagant and exclusive, but Digital's helicopter and airplane service is available to all employees, with one very simple purpose: to help conduct business in the quickest and most effective manner.

Since its inception in 1972, the Aviation Services Department at Hanscom Field in Bedford has been operating helicopters and multi-engine airplanes between airports, plant locations and wherever else deemed necessary.

While many other companies have corporate airplanes for executives, Digital is the only American corporation that offers scheduled helicopter and airplane service to all employees, customers and vendors.

In addition to passengers, any freight whose rapid movement is critical to daily operations — packages, parts, tapes, etc. — is also transported on the aircraft. The helicopters have also enhanced Digital's public image by assisting law-enforcement agencies in search and rescue activities, and WBZ radio in Boston in traffic advisory reports.

"The purpose of offering flights is to allow employees to be more productive by reducing in-transit time and allowing face-to-face interaction when necessary," says Tom Chestnut, chief pilot. Much of the lost work time and other problems created by ground travel and commercial airlines is eliminated by using a Digital helicopter or airplane.

For example, an airplane trip from Hanscom Field, Bedford, to Kanata, Ontario, can be accomplished in 70 minutes. Upon landing, Digital vans, company cars and rental cars can be readily available. Time saved by avoiding the drive into Boston and by having the Canadian Customs officials come out to the plane can be substantial.

The trip from Maynard to Logan Airport, Boston, may take up to an hour and a half by car, depending on traffic and parking availability. It takes just 15 minutes by helicopter.

Employees are encouraged to use the services provided when they will expedite efforts and increase productivity.

"These services are continually evaluated to ensure that our fleet is best used to meet changing needs," explains Tom.

In addition to scheduled flights (see accompanying 1984 schedule), on-demand

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Aviation Services aircraft schedule

Effective Date: January 1, 1984 to June 30, 1984

Aviation Services provides flight service for employees, customers and contract personnel on company business. The flights are not intended for personal use of any sort or to include vacation travel.

For flight reservations, call DTN 223-4003, or (617) 493-4003. For charter flights, call DTN 223-6163, or (617) 493-6163.

Please provide the following information when making reservations, in the sequence listed: Departure location, destination, date, time, return information, name, badge number, cost center, office phone, home phone, and passenger's weight.

Flight reservations is open from 7:30 a.m. to 5:30 p.m., Monday to Friday.

To cancel a reservation, call DTN 223-4003, (617) 493-4003. After hours: DTN 223-5112 or DTN 223-6163.

For reservations between Galway, Ireland, and Ayr, Scotland, call Ken Howard, AMEX Ayr 44-292-266955, or Christina Callaghan, Galway Travel, 353-91-57651.

For reservations in Puerto Rico, call Edith, DTN 271-2231, or (809) 834-7585.

No-shows cost the company money in wasted seat space and deprive others of available seats. No-show passengers (except arriving Logan Airport passengers) will automatically have their cost center charged for the number of seats booked. Return seats on the same day will be automatically cancelled. Cancel reservations at DTN 223-4003 or (617) 493-6163. After hours: DTN 223-5112 or DTN 223-6163.

FLIGHT SCHEDULE

KEY

PK = MAYNARD, HUDSON (MA), MARLBORO

MK = MERRIMACK, SPITBROOK

LO = LOGAN, NASHUA ST

WF = WESTFIELD, ENFIELD, WEST SPRINGFIELD

HN = HANSCOM FIELD

KA = KANATA

BT = BURLINGTON (VT)

NOTE

CSS is removed from the scheduled flights effective Jan. 1, 1984 and will be available for charter only. Passengers should connect with flights from Spitbrook or Merrimack.

HELICOPTERS

PK-MK

DEPART	ARRIVE
7:10 a.m.	7:35 a.m.
8:10	8:35
10:00	10:25
12:30 p.m.	12:55 p.m.
3:10	3:35
4:20	4:45
5:20	5:45

PK-LO

DEPART	ARRIVE
7:15 a.m.	7:40 a.m.
8:10	8:30
9:10	9:30
11:00	11:20
1:30 p.m.	1:50 p.m.
2:20	2:40
4:10	4:30
5:25	5:45
6:15	6:35

MK-PK-LO

DEPART	ARRIVE
7:40 a.m.	8:30 a.m.
8:40	9:30
10:30	11:20
13:00 p.m.	13:50 p.m.
3:40	4:30
4:50	5:45
*5:50	6:20

* Direct Flight

MK-PK

DEPART	ARRIVE
7:40 a.m.	8:05 a.m.
8:40	9:05
10:30	10:55
1:00 p.m.	1:25 p.m.
3:40	4:05
4:50	5:15

LO-PK

DEPART	ARRIVE
7:45 a.m.	8:05 a.m.
9:35	9:55
10:35	11:00
12:05	12:25
1:55 p.m.	2:15
2:45	3:05
5:00	5:20
5:50	6:10
7:00	7:20

LO-PK-MK

DEPART	ARRIVE
7:45 a.m.	8:35 a.m.
9:35	10:25
12:05 p.m.	12:55 p.m.
2:45	3:35
3:10	4:45
5:00	5:45
*6:45	7:15

PK-WF

DEPART	ARRIVE
7:40 a.m.	8:20 a.m.
11:05	11:45
2:40 p.m.	3:20 p.m.

WF-PK-LO

DEPART	ARRIVE
8:25 a.m.	9:30 a.m.
11:50	1:50 p.m.
3:25 p.m.	4:30

WF-PK

DEPART	ARRIVE
8:25 a.m.	9:05 a.m.
11:50	12:30 p.m.
3:25 p.m.	4:05

LO-PK-WF

DEPART	ARRIVE
10:35 a.m.	11:45 a.m.
1:55 p.m.	3:20 p.m.

AIRPLANES

HN-KA

DEPART	ARRIVE
5:30 p.m.	6:45 p.m. (SUN.)
7:00 a.m.	8:15 a.m. TWTF
5:00 p.m.	6:15 p.m. TWTF

HN-BT

DEPART	ARRIVE
6:30 a.m.	7:25 a.m. MTWTF
5:15 p.m.	6:10 MTWTF

KA-HN

DEPART	ARRIVE
7:15 p.m.	8:30 p.m. (SUN.)
8:45 a.m.	10:00 a.m. TWTF
6:45 p.m.	8:00 p.m. TWTF

BT-HN

DEPART	ARRIVE
7:35 a.m.	8:25 a.m. MTWTF
6:20 p.m.	7:10 p.m.

Five Digital women honored by Natick YWCA

Five Digital employees were among 27 women recognized by the Natick YWCA at its fourth annual Leader Luncheon, held to recognize and honor outstanding women in business and industry.

For the second year in a row, a Digital employee was named Woman of the Year by the organization. Ferdie McDowell of Corporate Purchasing in Northboro was chosen for the top honor for her active role in numerous community projects, as well as her professional and personal achievements. Last year's Natick YWCA Woman of the Year was Carol Burke, a group personnel manager for Digital.

Besides Ferdie, the Digital employees honored were Ellie Buford of Community Relations in Westminster; Lois Frampton, a consulting engineer in Maynard; Laura Morris, corporate urban and social affairs consultant in West Concord; and Pat White, group quality manager, Storage Systems in Maynard.

Guest speaker Evelyn Murphy of the governor's Economic Affairs office addressed the needs for a closer relationship between government and business, as well as the importance of supportive child-care services to allow more women to pursue careers and maintain families.

Natalie Jacobson, WCVB-TV news anchor, read a list of each candidate's achievements. All of the women, nominated from area companies, banks and hospitals, excelled in three areas: their careers, private lives and community involvement.



These five Digital employees were honored by the Natick YWCA, including the 1983 "Woman of the Year," Ferdie McDowell (center). Left to right: Ellie Buford, Laura Morris, Ferdie, Pat White and Lois Frampton.

TSS Technical Seminars

Hall of the White Mists
Hudson, Massachusetts

Jan. 10 - 10 a.m.

Mark Fox - Carnegie-Mellon University
"SRL, PSRL & HSRL - Combining Knowledge Representation"

Jan. 11 - 3 p.m.

Luis Monteiro - University of Lisbon
"Distributed Logic Programming"

Jan. 12 - 10 a.m.

Tom Quarles - U.C. Berkeley
"Spice 3"

Jan. 13 - 10 a.m.

Peter Krusius - Cornell University
"Advanced VLSI Silicon Research at Cornell"

Jan. 17 - 3 p.m.

Bruce McCulley - DEC - Central Eng./A.D.
"The Pro 350 Software"

Jan. 18 - 3 p.m.

Luis Moniz Pereira - University of Lisbon
"A Rational Prolog Debugger"

Jan. 20 - 10 a.m.

Sarosh Talukdar - Carnegie-Mellon University
"Distributed Processing for CAD - Some Algorithmic Issues"

Jan. 26 - 10 a.m.

Dave Patterson - U.C. Berkeley
"VLSI Computing at Berkeley"

Jan. 30 - 10 a.m.

Richard Fair - Microelectronics Center of North Carolina
"Hot Carrier Effects in MOS Devices"

Jan. 31 - 10 a.m.

H.C. Torng - Cornell University
"After Cray - the Impact of VLSI on High Throughput Computers"

Aviation Services flying strong ...

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aircraft are available whenever needed, to go wherever necessary to accomplish company business. This service can be very impressive and convenient for customers. Coming in from Logan Airport, a customer may be transported to a number of plant locations in minutes or a sales representative may be flown to a customer location in the northeast for a critical meeting. These flights are available on a first-come, first-served basis through Digital Flight Operations.

Aviation Services has a staff of 20 pilots to fly the eight helicopters and the five fixed-wing airplanes in the fleet. To support and maintain the equipment, there is another staff of 20 located at Digital's hangar at Hanscom Field.

"We are here to assist employees and to ask for their help," Tom says. "In order that we may continue to provide respon-

sive, efficient service, we request that when employees make reservations on a Digital aircraft, they show up for that flight. If unable to do so, the reservation should be cancelled as soon as possible. 'No shows' are costly to the company and deny seats to other employees. We request passengers arrive five minutes before scheduled departures for helicopter and 15 minutes early for an airplane flight to avoid delays."

Aviation Services is a realistic alternative when traveling on Digital business, particularly for a group of 10 or fewer. They are available to offer assistance during the planning stages of any trip, eager to meet transportation needs and thereby realize savings for the company.

To make reservations on scheduled flights, call DTN 223-4003; and to inquire about on-demand aircraft for special flights, call DTN 223-6163.

THE MARKETPLACE



CARS

- '73 AUDI FOX, std, 25mpg, 90Kmi, gd cond, reliable transportation, \$500/BO, Marie, 282-2027
- '81 FORD MUSTANG, auto, AC, AM/FM cass, sun roof, many extras, mint cond, \$5400/BO, Patti, 231-5348
- '79 BUICK CENTURY, 39Kmi, auto, PS, 6cyl, rustprf, exc cond, \$4300, Helen, 249-4498
- '78 SUBARU PICK UP TRUCK, cab cover, 2 seats in rear, 4 whl dr, exc cond, \$2600, Julie, 269-2186
- '73 VW BUG, semi automatic, very good condition, \$1200, Betty, 231-6181
- '78 CHEVY MONZA, exc cond, little rust, new tires, 60Kmi, AM/FM, gd heat, 4spd, \$2000/BO, Linda, 223-9437
- '71 FIAT X19, motor rebuilt, asking \$400/BO, Nancy, 228-2312
- '69 JEEP CJ5, 4 whl drv, lock out frnt hubs, power take off winch 8000 lb, \$1800, Donna, 247-2661
- '68 BUICK SKYLARK, cust conv't, restored inside & out, A1 cond, \$5500/BO, Kevin, 292-2253
- '80 FORD FIESTA, exc cond, 28Kmi, \$3100, Christine, 274-6675
- '79 PLYMOUTH HORIZON, htchbk, sunfr, AM/FM cass, 4spd 4cyl, 51Kmi, recent tires, bat, \$2700/BO, Leo, 237-3737
- '74 NOVA, 122Kmi, 1 owner, engine & body in good cond but needs work, \$500, Peter, 251-1466
- '80 TOYOTA COROLLA, 4spd, AM/FM, rstpf, new radials, brakes, 1 owner, exc cond, \$3499/BO, Tom, 225-4186

FURNITURE

- LOVESEAT, excellent condition, 3 yrs old, \$100, Deborah, 276-9261
- DRY BAR, w 2 bar stools, custom made pine raised panel bar, copper top, \$350, Bettianne, 226-7118
- SOFA & MATCHING CHAIR, gold velour, loose back pillows & bolsters, exc cond, \$500/BO, Judy, 223-9162
- DINETTE SET, contemporary, chrome & glass w 4 naugahyde beige chairs, \$250/BO, Lee Ann, 231-5473

MISCELLANEOUS

- TIRES(4), Sears, steel belted radials, HR78/14, \$100, Alison, 234-4413
- WIDE ANGLE LENS, Pentax, K mount, 28mm f 2.8, haze filter, exc cond, \$40/BO, George, 288-6412
- TIRES(4), radials, 165SR-13 + 1 mini spare, T105/70D14, B/O on each, Brett, 225-6121
- INFANT CHANGE TABLE, brown wicker, gd cond, \$30, Grace swingomatic, new, \$25, Sujit, 223-1300
- PLAYPEN, exc cond, \$30, bathtub, \$3, rocking horse, \$3, dressing table, \$5, Rose, 276-9382
- SNOW TIRES(2), Roadhandlers, P155/80R13 mnted on Toyota Corolla rims, \$75/pr, Richard, 289-1182
- SNOW TIRES(2), used 1/2 season, bias ply, white wall, P195/75-14 = G75/14, B/O, Bruce, 234-4710
- CAR RADIOS(2), Panasonic & Audiovox, AM/FM stereo w cassette, \$75 ea/BO, Kathy, 223-5062
- WHEEL AND TIRE, for 10 speed, Arava alloy rim, 300 psi tire, like new, \$35, Sonia, 234-5446
- SNOW TIRES(2), P155/80D13 on rims, balanced, only 1Kmi, \$50/BO, Boris, 223-3951
- MOVING BOXES, \$700 worth of professional moving boxes, \$150, Bill, 223-2275
- SKI RACK, Dovre trunk mntg for 4 pair skis, carries skis across trunk, \$20, Earle, 247-2096
- WEIGHT BENCH, Sears w leg lift, 600 lb capacity, 177 lb weight set, \$100, Peter, 247-2282
- CHAIN LINK DOG PEN, 15' x 5', for small to medium dog, \$275 new, sacrifice for \$100, Annette, 223-8223
- CLARINET, "Artley" and Cornet, "Buescher", exc cond, \$120 ea/BO, Vlad, 225-4805
- BARREL WOODSTOVE, w vent pipe, exc cond, \$45, formica table w extension, vy gd cond, \$15, Beverly, 223-9508
- PIANO, antique, upright, exc cond, asking \$500, must move, Fonda, 223-5029
- WATERBED, queen, complete w pedestal & heater, side pads, mattress pad, sheets, \$275/BO, Linda, 223-6632
- TV, Zenith B&W, portable, 10", exc cond, UHF & VHF, \$45, Jack, 223-6624
- COMPU-VISION home TV video 4 game system, new (time-sharing prize), \$35, Helen, 223-5260
- SNOWBLOWER, Ariens, two stage, chains, \$375, Robert, 247-2751
- P.A. SYSTEM, 100watt, w Shure mike & stand, \$650/BO, Baldwin organ + bench, \$375/BO, Jack, 223-4995
- ELECTRONIC PIANO, Multivox MX28, 4 octave, 1 yr old, hardly used, \$450/BO, Joy, 248-4145
- STEREO, Sony, open reel deck, 4 head, 3 motor, auto revrs, w Sony NR-335 Dolby unit, \$250, Rich, 231-7127
- SNOW TIRES(2), size A 78 13, low mileage, \$65/BO, Lynne, 276-8123
- SNOW TIRES, Semperit studded radial, 165SR13, black-walls, mntd on steel rims, B/O, John, 223-7248
- CHILDREN'S BIKE & CAR SEATS, 2 each, Sears, bike seats \$4 ea, car seats \$20 ea, Jesse, 283-7634
- DOG HOUSE, medium size, new, \$35, Mitch, 292-2177
- ANTIQUA PUMP ORGAN, furniture excellent, stops need work, \$250, Don, 225-5620
- FRYE BOOTS, western, brand new, maroon color, woman's size 7 1/2, \$35, Susan, 275-6135
- COATS, lady's size 5, (1) short leather, (1) long wool, \$25 each, Kim, 278-4203
- TONNEAU COVER, fits 6' Toyota & Datsun pickup trucks, \$30, Alma, 223-6667
- ZONOLITE INSULATION, six 4 cu ft bags, \$5 per bag, Paul, 225-5947
- GAS DRYER, GE, will sell or trade for electric dryer, \$175, Rajan, 288-6459
- BLACK SEAL FUR COAT, w muskrat collar, size 8, \$75, black leather coat, size 7/8, \$100, Linda, 223-6632
- STEREO CASSETTE RADIO, Craig T693 AM/FM, exc cond, w auto reverse, Dolby, \$220, Jeffrey, 223-5412
- ORGAN, Kimball Entertainer, \$2100, Bonnie, 225-4414
- PLOW, 6' Fisher Speedcast, used on jeep, has everything but pump&cab controls, \$250, Brenda, 278-4392
- SNOW TIRES, H78-15 Atlas Weathergard, pair, exc cond, \$50, Brenda, 278-4392
- UTILITY TRAILER, 4'X4', wood construction, \$30, Joe, 223-8596
- WOODEN LADDER, 24 foot ext, good cond, \$40, Barbara, 223-4564
- WHEELS, (2) 13", fits Sunbird, Starfire, Skyhawk, or Monza, asking \$20/pair, Ed, 231-4160
- MOVIE CAMERA, 8 mm, Kodak, exc cond, \$50/BO, John, 225-4147
- GIUITAR, Alvarez, 6 string acoustic, sunburst finish, w case, exc cond, \$225/BO, Marie, 282-2027
- CELLO, 3/4 size, bow, case, beautiful tone, \$650, Nick, 223-3061

MOTORCYCLES

- '78 HONDA 750F, Fairing, crash bar, sissy bar w pad, many extras, mint cond, \$1500, Richard, 231-4429

PETS

- GOLDEN RETRIEVERS, champion bred, AKC, hips & eyes checked, all shots, Joyce, 275-6092

REAL ESTATE

- RAYMOND, NH, 5rm mobile home, Pawtuckaway Lake, yr round, full basement, \$37.5K, John, 278-4585
- CONDO, 2bdrms, 1 1/2baths, LR w frpic, dinrm, kit, carriage shed, attic, \$59.9K, Ralph, 223-4649
- CONDO, penthouse timeshare in Newport, RI, fixed wk in Oct + float wk, \$14K, Frank, 223-2854
- CONDO, Grafton, 2bdrm, patio, scenic, 2yrs old, \$45.5K, Pete, 223-3851

RENTALS

- APT, Lancaster, 2bdrm, stove, w/w carpeting, no utils, no pets, avail 1/1, \$375/mo, Carolyn, 276-9968
- SKI CHALET, Killington, cath ceiling, 2bdrms, TV, stereo, washer/dryer, \$550/wk, Susan, 223-3942
- CONDO, N Conway, 2bdrm, sleeps 6-8, fully equipped, frpic, near Attitash, Wildcat, Susan, 251-1297
- SKI CHALET, N Conway, 3 bdrm, avail 12/1/83-4/1/84, monthly/weekly/weekends, Dino, 231-4477
- CONDO, Acton, fully furnished 2 bdrm, w/w, A/C, pool, \$950/mo, George, 232-5242
- CONDO, Franklin, rtcs 140/495, 5rm, 2bdrm, 2nd flr, avail 1/1, \$500 + utils, Tony, 231-5459
- TOWNHOUSE, N Conway, close to all major ski areas, 3 bdms, frpic, 2baths, laundry, Barrie, 231-5412
- SUDBURY, 8rms, 2frpics, 24'x19' fam rm, attached 2 car gar, breezway & more, \$1150/mo, Mary, 223-5471

ROOMMATES

- ROOMMATE, M/F, 2bdrm contemp in Concord, w 31 yr F, non-smokers only, Penny, 223-7336
- HOUSEMATE, M/F, non-smoker, share beautiful country farm in Ashby, large house, \$350, Linda, 251-1935
- ROOMMATE, F, prof person, share 2bdrm, Worcester, exc loc, \$230/mo, incl heat & hot water, Tracey, 292-2020
- HOUSEMATE, M/F, Tyngsboro, non-smoker, clean prof, no pets, 3 level condo, pool, etc, \$300/mo, Bill, 231-4945
- ROOMMATE, F, non-smoker, 25 yrs/older, share luxury apt, pool, gym, sauna, 1/2 rent-utills, Sally, 225-4685
- HOUSEMATE, M, non-smoker, 25-35, share large 3 bdrm house in Maynard, 2 1/2 baths, \$280+, Dave, 231-6771
- HOUSEMATE, share house at intersection of I-93 & 213, Methuen, \$250/mo + 1/3 utils, Velvet, 247-2812

SPORTING GOODS

- HOCKEY SKATES, boy's Micon hockey skates, size 4, exc cond, \$35, Carole, 223-1943
- SKI BOOTS, child's size 4, blue/orange, exc cond, \$20, Earle, 247-2096
- SKATES, Bauer Black Panther's, size 11, used once, \$63, Gary, 223-4313
- SKIS, Hart Challenger, 170 w Tyrolia 250 bindings w brake, \$100, Calvin, 223-6704
- SKI BOOTS, Heirling, men's size 9 1/2, \$180 new, exc cond, \$90/BO, Lila, 223-2013
- 10 SPEED BIKE, Baja Cruiser, 24" wheels, 1 yr old, like new, \$65, Dave, 231-6960
- SCUBA OUTFIT, medium size, lots of extras, \$650, Nic, 223-3061

WANTED

- PEKE-A-POO PUPPIES, champagne color, male or female, wanted for good home, Jennifer, 225-4284
- MUSICIANS, want to be involved w people who enjoy playing music/temporary/guitar, Dan, 231-4895
- BRILLE TYPEWRITER, old is fine, just needs to work, Sharon, 223-6711

NEWS BRIEFS

Deadlines for 'Digital This Week'

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

Jan. 23 issue - Jan. 11 deadline
Feb. 6 issue - Jan. 25 deadline
Feb. 20 issue - Feb. 8 deadline
March 12 issue - Feb. 29 deadline

'Dual Career Couples' the focus of Marlboro EAP seminar

As more couples are trying to balance career and family, the issues for the "Dual Career Couple" are becoming clearer. The Marlboro Cluster Employee Assistance Program, in the second of its series on Family Life Issues, will be presenting this material at a free lunchtime seminar.

SCHEDULE

Jan. 20	MR03	Pine Grove Room (12-1 p.m.)
Feb. 2	Franklin	Earth Room (11:30-12:30)
Feb. 10	UPO	5th floor, Customer Conference Room (11:30-12:30)
Mar. 2	BPO	Headquarters Conference Room (11:30-12:30)

For more information, call the Marlboro EAP, DTN 231-5438.

Great American Smokeout was a great success

Mill Health Services congratulates Digital employees who participated in the Great American Smokeout on Nov. 17. No-smoking survival kits were distributed to 80 employees. Sixty-three employees reported quitting for the day, and many are still smoke-free.

Four employees who quit smoking won turkeys, donated by Tobin's Vending Service. They were Sanford Bunker, Jeanne Gay, Stan Stephanick, and Georgeanna Ciervo. Also, 10 employees won Great American Smokeout t-shirt appliques: Robin Dale, Donna Simoneau, Roger Fotica, Bill Walsh, Jane Hanley, Dorothy Hansen, Mary Bean, Betty Scesney, Jack Critchley, and Bill Crue.

For more information on stop-smoking clinics, contact your local American Cancer Society or Mill Health Services, DTN 223-3000.

Give blood in Marlboro ...

Health Services of Marlboro is planning a two-day blood drive. It will be held from 9 a.m. to 2:45 p.m. in two separate days: Feb. 8 in the Oaks Conference Room at MR03, and Feb. 15 in the DEC 10-20 Conference Room at MR01.

... or give blood at Parker Street

Employees may give blood Jan. 26 at PK3-1, in the Corporate Auditorium, from 9 a.m. to 3 p.m. More information will appear in the next issue of *DTW*.

Communicating with the new Shrewsbury facility

The Northeast Technology Center, Digital's new Shrewsbury, Mass., facility, may be reached by the following means:

Mailing address: Northeast Technology Center (SHR), 333 South St., Shrewsbury, MA 01545.

Telephone: DTN 237-3111; or (617) 841-3111.

FACSIMILE telephone number: 237-3738.

Record Communication System (RCS): 237-3739. Code: (SHRX).

IDECUS Datatrieve Symposium

The IDECUS Datatrieve Interest Group is sponsoring a symposium on January 25 in Hudson (HUO), at the Mt. Washington Conference Room.

Please note that membership in the DTRDIG is available to all Digital employees at no cost. If you haven't already registered as a member, just complete and mail the form below:

IDECUS Datatrieve Interest Group
 I registered myself as a member (CDN NODE MAISHA, TSN NODE 229, username and password: DTRDIG)
 Please add my name to DTRDIG mailing list
 I'd also like to volunteer to work on a DTRDIG list
 Name: _____
 Badge: _____ DTN: _____
 Loc/Mailstop: _____
 Mail to: Rachel Brown, NR05/K21 or Val Nolen AKO1-2/Q6

Mill Health Services offering educational series

As part of a series on health education, Mill Health Services is presenting a program on the benefits of acupuncture and acupressure, on January 24. Richard Feit and Kerry Weinstein of Community Health Resources in Concord will demonstrate the procedures and benefits.

Rainbow User's Group to meet for the first time

On Tuesday, Jan. 17, the DEC Computer Club will hold the first meeting of the Rainbow User's Group, a mutual-support and self-help group that will focus exclusively on Rainbow problems and solution for employees.

At the inaugural meeting, Paul Hairopoulos will give an overview of the Rainbow hardware and software options. The meeting will be at PK03 in the Corporate Auditorium, from 6 p.m. to 9. For additional information, call Tom Deakins, DTN 279-5366.

Chip design course in Hudson

The Student Chip Design Project Course is offered by Hudson's Engineering Training and Research Group, and is scheduled to begin in January at the Hudson Semiconductor facility. The objective of this course is to provide intensive hands-on exposure to the integrated circuit design process. The Project Course emphasizes the use of DEC's CAD tools for all phases of design and verification processes. A feature of the course is the tight project schedule that forces dependency on CAD. Completed student designs are fabricated and tested. The course will use DEC's new two-micron, double-metal CMOS process.

The Project Course is offered twice yearly by LSI's Engineering Training and Research group.

Prerequisites: 1. VLSI Short Course or equivalent; 2. have discussed project goals with their managers.

Enrollment: Courses will be filled in the order that signed registration forms are received. Course enrollment will be strictly limited.

Date/times/late: January 23-March 30; VLSI Training Room, HL01, near petty cash office.

Course fee: \$15,000.

For further information call Cathy Laboissonniere, DTN 225-5706.



Office Automation Educational Services

January/February course schedule

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

Office Automation Workshops

Office Automation Planning and Implementation (2 days) Jan. 23; Feb. 8, 20

Office Automation Applications (2 days) Feb. 16

Intro to Computer Concepts (1 day) Jan. 11; Feb. 14

Keyboard Techniques (5 days-2 hrs/day) Feb. 6

The Computer as a Management Tool (5 days) Feb. 13

DECmate II WPS Demo Skills (1 day) Feb. 20

DECmate II Multiplan™/Daisy Alds™ Demo Skills (1 day) Feb. 22

ALL-IN-1 Word Processing (2 days) Jan. 12, 23; Feb. 6, 13, 20

ALL-IN-1 Word Processing for the WPS User (½ day) Jan. 19, 30; Feb. 16

Using ALL-IN-1 Calendar Management (½ day) Jan. 18, 25; Feb. 1, 8, 10, 22

Using ALL-IN-1 CMI (1 day) Jan. 10

Using ALL-IN-1 DECmail (1 day) Feb. 9

Using ALL-IN-1 Desk Management (½ day) Jan. 18, 25; Feb. 1, 8, 10, 22

EDT (1 day) Jan. 12, 18; Feb. 3, 13, 22

Professional 300 Series

Getting Started with your Professional 300 (½ day) Jan. 31

Basic User Operations for the Professional 300 (1 day) Jan. 16; Feb. 1, 6, 22

Using Communications with the Professional 300 (½ day) Jan. 18, 30; Feb. 8

SUPERCOMP-TWENTY™ for the Professional 300 (1 day) Jan. 17, 23; Feb. 2, 7, 21

Cortex Desk Set™ for the Professional 350 (2 days) Feb. 9

WPS Curriculum

Basic Word Processing (3 days) Jan. 16 (MRO), 23, 30 (PKO); Feb. 6, 20 (MRO)

Basic Word Processing (5½ days) Jan. 16 (PKO), 30 (MRO); Feb. 6, 13 (PKO)

Advanced Word Processing (1 day) Jan. 24, 31 (PKO); Feb. 9 (MRO), 16, 21 (PKO)

Using Communications (½ day) Jan. 17; Feb. 2, 17

Using List Processing (1 day) Jan. 12, 30 (PKO), 19 (MRO); Feb. 8, 22 (PKO), 13 (MRO)

DECcarolers brighten holiday season



The holiday season was brightened for many Digital employees with the sounds of the DECcarolers. The choir of Digital voices, shown here serenading employees at the Mill cafeteria under the direction of conductor David Larrick (left), traveled throughout different facilities with their carols. The DECcarolers consist of two groups, one from Maynard and one from Hudson, Mass. The Hudson group, conducted by Will Sherwood, joined forces with the Maynard group for this special Mill performance.

PC programs speed deliveries . . .

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who take orders and those who fill orders for DEC-24 work in the same building in Northboro, which is stocked with a couple of days of inventory.

"An important point about DEC-24 is that it's only a telephone call away from the Field office. The person taking the call literally enters the order while on the

Using Math (1 day) Jan. 19; Feb. 3, 6, 15

Using Sort (½ day) Jan. 18; Feb. 7

Using User-Defined Keys (½ day) Jan. 20 (MRO); Feb. 1, 14 (PKO)

WS200 System Manager (1 day) Feb. 10 (MRO)

Electronic Communications

EMS I (½ day) Jan. 16, 18; Feb. 3, 15, 20

EMS II (½ day) Jan. 16, 19; Feb. 1

EMS I for Managers & Supervisors (½ day) Feb. 7

EMS II for Managers & Supervisors (½ day) Feb. 13

WPS to EMS (½ day) Jan. 25; Feb. 9, 21

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.

phone. All we need is the minimum information required to ship the product. With DEC-24, from the time the office receives the order to the time the product leaves our dock is less than 24 hours. Beyond that, it becomes a transportation issue.

"The DEC-24 program maintains a product availability menu. This means that we only take orders for products that we have in stock. So, we can ship what we commit to ship," emphasizes Dawn.

DEC-24 is still being piloted in the Central Region, but plans call for it to be nationwide by the end of Q3. Eventually, there will be a much larger menu of items available through DEC-24.

"The ultimate goal is for the DEC-24 Program to eliminate the need for the PCs to the Districts Program," Dawn notes. "This will alleviate any inventory management issues in the Field. However, before the latter program can be eliminated, DEC-24 has to be able to ship large quantities of small orders more efficiently than is now possible. It's sort of a ramping-up process that we're undergoing now."