

digital

MAYNARD

DIGITAL THIS WEEK



Volume 14, Number 1

January 12, 1987

Changes announced in Product, Industry Marketing organizations

To focus its efforts and increase market share in the MIS, transaction processing, financial, and telecommunications environments, Digital recently announced the following organizational changes in Product Marketing.

Consultant and Information Systems Marketing

Rose Ann Giordano will join the Field Marketing organization as vice president, Consultant and Information Systems Marketing, reporting to Bob Hughes, vice president, Service Industry Marketing. In this position, Rose Ann will manage Digital's worldwide marketing and sales activities to the "Big Eight" accounting consulting firms such as Coopers & Lybrand and Touche Ross, as well as to selected key consultants. She will continue to work with Sales and Industry Marketing to convert a large number of MIS customers and chief information officers to Digital's style of computing. In this capacity, Rose Ann will report to Chick Shue, vice president, U.S. Sales.

Rose Ann was vice president, Information Systems Business Group (ISBG) for the past two-and-a-half years. Since joining Digital in 1979, she has served as Technical Group marketing manager and Large Computer



Rose Ann Giordano

Group manager. She was named a vice president in 1984.

Corporate Systems Group

Bill Steul will head a new Product Marketing group, the Corporate Systems Group, reporting to Peter Smith, vice president, Product Marketing. The new group will focus on corporate computing strategies and develop the product application strategies, systems and programs for Financial Services Applications, MIS Production Systems, and Telecommunication Applications. The System Marketing and Marketing Programs



Don McInnis



Bill Steul

groups from ISBG will report to Bill.

The activities of the new Corporate Systems group will be closely aligned and integrated with those of the Financial Services and Telecommunications Industry groups, as well as with the marketing activities of the On Line Transaction Processing Business group.

Bill was Product Marketing manager for the Engineering Systems Group for the past two-and-a-half years. His background also includes more than 20 years' experience in senior financial and MIS management positions. Bill has been with Digital for 14 years.

Engineering Systems Group (ESG)

Don McInnis has been named ESG Product Marketing manager, reporting to Peter Smith. Don comes to Product Marketing from the Advanced VAX Engineering Group in Littleton. He has managed the VAX 8800, 8700, 8550, and 8500 program for the past six years, which included responsibility for engineering, manufacturing, customer service and product marketing. Don also was the product manager for the VAX-11/750. He has been with Digital since 1977.

In addition to managing the ongoing work of ESG, Don will help to establish a strong emphasis on Systems Engineering within ESG as a model for Product Marketing and the corporation.

On Line Transaction Processing (OLTP)

Digital has also formalized the role of the On Line Transaction Processing Business group. The group, which reports to Bob Glorioso, who is also its acting manager, is

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Ray Humphrey named 'Executive of the Year' by 'Security' magazine



Ray Humphrey

Ray Humphrey, director of Corporate Security, has been named "Executive of the Year" by "Security" magazine. The magazine honored Ray for his leadership in the security field.

Ray is co-founder and president of the International Security Management Association (ISMA), which, according to the magazine, "has become the premier roundtable

for security managers of the nation's largest corporations. His programs...at Digital and previously at Xerox, have been praised as industry models."

The magazine also cited Ray for emphasizing the "partnership" between security and other functions of the company. "If security is viewed as something separate and distinct from the corporate environment, then security may not be doing an effective job," Ray says.

Ray joined Digital in 1984. He previously served as director of industrial defense for the United States, and had consulted for corporations in 67 countries around the world. ■

for security managers of the nation's largest corporations. His programs...at Digital and previously at Xerox, have been praised as industry models."

Digital Video Network to broadcast VAXmate training

The Digital Video Network (DVN) will broadcast "VAXmate Update Training" on Thursday, Jan. 22, from 1 to 3 p.m. Eastern time. This interactive broadcast, which is sponsored by Software Services, details the features and benefits of the Personal Computing System Architecture. Special emphasis is placed on positioning the VAXmate in the marketplace.

Topics include an overview of the PCSA/VAXmate market and sales support strategy; performance features; and VAXmate/PCSA configurations and applications. The program is designed for sales support personnel who have successfully completed VAXmate sales support courses, or who have equivalent experience and an understanding of MS-DOS[®], VAX/VMS and networks.

The program can be viewed at the following downlink sites in the Greater Maynard Area. Site coordinators' names are in parentheses.

Bedford (Smita Unaikat, 249-4032)
Boylston (Pat Harmon, 276-8324)
Marlboro (Tammaris Mitchell, 297-2525)
Parker Street (Bill Thompson, 223-4251). ■

MS-DOS is a trademark of Microsoft Corp.

Minority and Women's Education Program honors employees



Tig Richardson, Claudette Hunt, Ernie Smither, and Jane Goring (holding plaques) were honored recently for their contributions to the Minority and Women's Education Program. With them are Russ Johnson (far left), manager of Strategic Employment for Manufacturing/Engineering/Marketing; Miriam Gonzalez (second from left), manager, Minority and Women's Education Program; and Carol Burke (far right), manager, Corporate Personnel. Looking on are Alex LeConte (left) and Linda Johnson of the Minority and Women's Education Program.

Changes announced . . .

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responsible for the OLTP strategy and for developing systems development, marketing and service plans.

OLTP is one of the fastest-growing markets in the industry. In an OLTP system, a user enters the data, and the system updates the database and responds to the user immediately. Common applications include automatic teller machines and airline reservation systems. ■

DIGITAL THIS WEEK



Editor: Kate Nelson

Send stories, photos, ideas or suggestions to DTW, CFO2-3/K23 or call the editor at DTN 251-1307. Electronically, the editor may be reached on DECmail @CFO or at CELICA::KNELSON. 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 Corp. for employees in the Greater Maynard Area. ■

New products expand VAX realtime capabilities

Digital has announced a range of products that expands the use of VAX systems in realtime applications. Realtime is a computer-controlled process that requires fast, predictable responses from the system itself. Common applications include computer-integrated manufacturing and flight simulations.

The new product set includes the KA620 32-bit single-board computer (SBC), a new version of the VAXELN realtime software executive, realtime VAX (rtVAX) 8550 and 8700 configurations, and enhanced VAXlab scientific workstations.

The KA620 SBC is a cost-effective 32-bit product optimized for realtime environments. It features a modified MicroVAX II CPU with one megabyte of on-board parity dynamic random-access memory (DRAM), a floating-point co-processor, an asynchronous console serial line unit, a private memory interconnect (PMI) and a 22-bit Q-Bus interface. The SBC is designed to be embedded in a special-purpose device or process such as automatic test equipment and cell controllers.

VAXELN Version 2.3 software extends the realtime software environment from the board level SBC product to the high-performance VAX 8700. The VAXELN software system is a development toolkit operating in the VMS environment. Programs that are developed on a VAX host and that are built with the VAXELN Runtime Executive will run on the VAX target system.

With VAXELN Version 2.3 Software, VAX 8550 and 8700 systems can now be used as target systems in realtime applications such as flight simulation, telemetry, and radar systems.

VAXlab scientific workstations now incorporate the new DRQ-3B parallel digital interface and LabStar Version 1.1 software. The Micro VAX II-based workstations can acquire data from realtime devices at speeds up to 2.8MB/second. VAXlab systems provide a combination of realtime data acquisition, graphics, signal processing, and statistical analysis software along with a range of I/O options and simple user connections. ■

Digital, ABC Technologies to offer maintenance management solutions

Digital and ABC Technologies, Inc. of Bellingham, Wash., have signed a cooperative agreement to market an integrated software system for maintenance management. Called ABC/MM[®], the software handles all aspects of corrective and preventive maintenance, including labor records, automatic work scheduling, estimates, and budget control. The product, which runs on the entire range of VAX computers, will be marketed throughout the United States. ■

ABC and ABC/MM are trademarks of ABC Technologies, Inc.

Digital Video Network to broadcast new program

"The Consultant Forum Debates" will premiere on the Digital Video Network (DVN) on Wednesday, Jan. 21, from 2 to 3:30 p.m. Eastern time. Sponsored by Office and Information Systems, this program is the first in a series of live discussions between industry consultants.

The premiere will focus on "Measuring the Payoff from Office Systems," an issue which concerns executives planning to invest in office systems. This program is targeted to senior management customers and their Digital sales representatives in 13 DVN sites across the country.

Participating in the debate are proponents of the three leading methodologies for measuring payoff: Paul Strassmann, a member of the 1983 White House Conference on Productivity and a former vice president of Xerox and author of

"Information Payoff;" Robert McDowell, national director of office automation consulting at Arthur Young & Co.; and N. Dean Meyer, author of "The Information Edge," which documents 60 case studies and the impact office automation has had on each company's bottom line. The moderator is Jack Rockhart, director of the Center for Information Systems Research at the Sloan School of Management on the MIT campus.

Massachusetts and New Hampshire employees can view the program in Merrimack (MKO2) in the Valbonne Room. Contact Pat Ruder at DTN 264-3986 for more information. A downlink will also be established at the Sheraton Rolling Green in Andover for sales representatives and customers at the senior management level. Contact Amy Crawford, DTN 274-6622, for more information. ■



Steve Wentzell

Steve Wentzell appointed Human Resource manager for Channels Marketing

Steve Wentzell has been named Human Resource manager for the Channels Marketing organization, reporting to Dick Walsh, Personnel manager, Field Operations, and Jack MacKeen, vice president, Channels Marketing. In his new position, Steve will be responsible for managing all human resource activities that have an impact on Channels Marketing.

Steve joined Digital in 1973 as the Compensation and Benefits manager for Manufacturing. He also was group Personnel manager for the Corporate Materials, Corporate Distribution and Corporate Purchasing organizations. In this position, he was responsible for developing and implementing Personnel Services for the Mill and Northboro. Steve was also the Personnel manager for Large Scale Integration (LSI) and the Hudson, Mass., site, and most recently was an organization development consultant in the Organization Consulting Group.

Prior to joining Digital, Steve had worked for Olin Corp. in labor relations and for Shearson Investors Diversified Services as an investment broker. He holds a bachelor's degree from the University of New Hampshire. ■

Direct Deposit saves time, worry

Seven out of 10 U.S. employees take advantage of Digital's Direct Deposit Program. Through Direct Deposit, employees' earnings are automatically deposited every week into their checking account in a local bank, savings and loan institution, or credit union. Instead of a check, employees receive an "advice of deposit" showing the net amount of the deposit, gross wages, tax withholdings, and voluntary deductions.

Direct Deposit means that an employee's pay is automatically deposited into his or her account on payday, regardless of the va-

rieties of New England weather. Direct Deposit also ensures that "live" checks won't be misplaced or lost.

"Some employees don't participate in Direct Deposit because they don't realize that their bank or credit union will probably permit the automatic deposit. Virtually every financial institution in the United States -- more than 29,000 banks, savings and loan institutions, and credit unions -- participates in Digital's Direct Deposit program," explains Len Haug, Corporate Payroll manager.

To sign up for Direct Deposit, fill out a Payroll Direct Deposit Authorization Form, which is available from your local PSA. ■

Digital, Silvar-Lisco sign marketing agreement

Digital and Silvar-Lisco of Menio Park, Calif., have recently signed a System Cooperative Marketing Program (SCMP) agreement to market Silvar-Lisco's SDS, HELIX, GARDS and CAL-MP software in the U.S.

Silvar-Lisco offers a complete package from schematics capture through layout for companies developing semicustom integrated circuits. SDS provides a schematics capture capability, HELIX is a multi-level logic simulator, and GARDS and CAL-MP provide automatic placement and routing for gate arrays and standard cells, respectively.

Although Silvar-Lisco software runs on the entire VAX family, the SCMP agreement refers only to workstation sales. ■



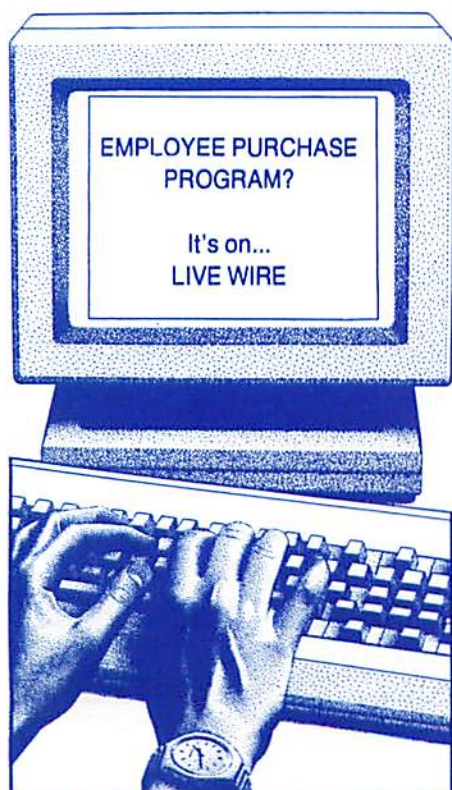
Tom Grablick

Tom Grablick named Corporate Administrative Purchasing manager

Tom Grablick has been named Corporate Administrative

Purchasing manager, reporting to Ron Payne, Corporate Purchasing manager. Tom will be responsible for all of the company's purchasing efforts across the administration, sales, field service and manufacturing functions.

Tom has been with Digital for 12 years. During that time, he has served as Purchasing manager at the Springfield and Phoenix plants, Terminals Group Purchasing manager, and Corporate Inventory Purchasing manager. In addition, Tom was External Products Group manager. He holds degrees from Michigan State University. ■



THE MARKETPLACE



APPLIANCES

REFRIGERATOR, under counter, 3.6 cu ft w/freezer, 7 yrs old, \$60, Mike, 296-6623

GAS RANGE w/blt-in oven & broiler; dishwasher, S/S Sink, Vent, Cabs, \$400, Dick, 244-6645

ELECTRIC DRYER, Maytag, white, exc cond, \$175, firm, Steve, 289-1828

CARS

'77 CHEVETTE SCOOTER, 69Kmi, \$500/80, gd wintr car, runs well, little rust, Woody, 289-1079

'78 MONZA, 73K mi, orig owner, am/fm cass deck, good cond, \$975, Debbie, 269-2311

'83 CAVALIER, 4dr, 4spd, 2lit, 4cyl, efi, pb, am/fm, 60K mi, exc cond, new tir/muff, \$3595, Dick, 225-5790

'82 RENAULT LECAR, 45Kmi, am/fm st, gd cond, \$1500/80; '82 DODGE CHRGR, 54Kmi, w/ main, \$3500, Dave, 223-7390

'79 MAZDA RX7, white, 5spd, 2 brnd new trs, new muff/am/fm cass, must sell, \$3K, Carol, 241-3306 or 3370

'83 RENAULT ENCORE, automatic, excellent cond, \$2900 Ron, 223-7454

'82 FORD ESCORT Stvgn, auto trans, p/s, p/b, a/c, digital clock, \$1850/80, Barry, 223-8251

'84 BMW 3.18i silvr, a/c, snrf, am/fm st cass, 49Kmi \$11500, Ray, 273-3058

'80 FORD FIESTA, frnt whl dr, exc cond & gas mil, am fm st, a/c, ano trs inc, \$1300, Saeed, 297-4249

'84 PONTIAC FIREBIRD, air, auto, V-6, ster/cass, exc cond, \$6500/80, Frank, 277-7007

'82 BUICK SKYHAWK, exc cond, ac, ps/pb/fvd/am/fm cass snrf, 4sp, l ownr, \$3450/80, Bob, 296-3360

'83 TOYOTA COROLLA, silvr blue, 5spd, 2dr, exc cond, \$4000, Nancy, 223-5761

'73 TOYOTA COROLLA, 5sp, a/c, am/fm ster cass, coupe stvie, 55Kmi, \$5500/80, Nancy, 297-7902

'81 HONDA ACCORD LX Hbtk, 5sp, a/c, am/fm, new tires, & exhaust, exc cond, \$2700/80, Deb, 234-4403

'82 CITATION, 4dr, atd, fvd, ps/pb, 76Kmi, supr vntr, econ, reliable, Marie, 223-6918

'80 BUICK SKYLARK LTD, auto, new trs, muff tune, 86K mi, v clean, runs exc, \$1300/80, Ifit, 273-7536

'83 TOYOTA TERCEL hatch, auto, a/c, am/fm ster cass 38K mi, exc cond, \$4200, Chet, 245-5111

'84 FIERO SE, auto, ac, am/fm ster cass, snrf, Chpman, maint rec, lownr, exc cond, \$6200/80, Patti, 296-4181

'78 CHEVY C20 Pickup, 350 V8, at, pb, 8100 GVW, 2 whl dr, fbrglass cap, 82Kmi, \$2800, Bob, 237-3715

'78 OLDS OMEGA, red, V8, 75Kmi, good cond, orig owner, \$650/80, Shean, 223-4271

'78 PLYMOUTH HORIZON, 4dr htbhbk, blu, 4spd std, new batt, exc bdyg running end, \$500, Claudia, 223-1107

'81 AMC SPIRIT DL, 4cyl, 4spd, am/fm ster, well maint gd mpg, jst went thru whole car, \$2K, Frank, 223-4146

'29 FORD 2dr sdn Street Rod, choppd, 455 Olds, at, ac pdb, ps, pw, am/fm/ch, chrome, \$13.5, Charlie, 223-8245

FURNITURE

WATERBED, Qn sz, dk pine, bkcase hdboard, mtrs, htr inc, exc cond, \$250, Sharon, 297-4482

SLEEP SOFA, Ethan Allen, floral design, red/green, exc cond, can't move, \$125/80, Bob, 277-7175

WATERBED, Qn sz, mattress style (alnst new) waveless temp ctrl, \$300, offers welcome, Ricardo, 297-7619

TEEN BEDROOM SET, teak twn w/hdbrd bkcase, nstnd, 4 drw chst, drw undr bed, exc cond, \$480, Dianne, 268-3376

LOST & FOUND

PARKER MECHANICAL PENCIL, gold, w/diamnd stud, 20yr service award, lost/CHM facil, 12/11, John, 264-4267

MISCELLANEOUS

ORIENTAL RUG, 100% wool Bokhara, apprx 9x12, red bckg w/touch/cream, lt blue, perf cond, \$450, Rich, 223-7559

DRUM SET, Slingerland, ovrsz 8pc, slvr w/Roto-toms, Zild Cym(3)+HH, exc cond, \$800/80, Suzanne, 277-7068

GT EAGLE TIRES(2) w/rims, 14", 8ply, keystone rims, \$50 for pair, Richard, 226-6157

SONAR DRUMS, full set, genuine rosewood veneer Zildjian cymbals, \$1200, Paul, 247-2716

WOMEN'S DIVING SUIT, sz S/M, used only 6 times, asking \$150, Lynne, 274-6839

25" TV, Heathkit GR-2000, all solid state, nrs repair comp assy&svc annual, free if you take, Jim, 296-3553

STERILIZER for soft contact lenses, Bausch & Lomb, \$5.00, Paul, 226-6500

EVINRUDE OUTBOARD, 4HP, brand new, never run, list/ \$800, sell for \$475, Dave, 285-6219

CAMERA, 35mm, SLR, Sears TLS, made/Japan by Ricoh, w/ 135 mm telephoto lens, exc cond, \$95, Sonia, 234-5446

WHEELS(2) 15", 5 lug, usd on 81 Ford pckup, \$30; Anml Cage, metal, sliding door, porttbl, \$40, John, 226-6373

RCA VGP-170 PORT RMOTE VCR, case, batt, adptr, \$350; RCA VIDEO CAMERA, exc, \$450; \$750/all, Steve, 225-4692

RAINBOW 100B, 128KB, sftware, games, LA50 prntr, hrdly used, paid/\$2300, price/\$1550, Judy, 268-3557

VT180 ROBIN, 4 drive unit, LA50 prntr, complt w/sftw & extra dsckts, all docntation incl, Dan, 234-5290

RIGHT FRNT FENDER, for '67 Plymouth Val, \$15/80; Top for '69 XKE, blick, \$20/80; bth v gd cond, Art, 279-6351

PIANO, '79 Currier console w/blt-in humidifier/dehumidifier, exc cond, \$1200, Louise, 223-8578

VIDEO CAMERA, Canon, VC50-A, industrial grade, Quasar VCR, portable, loaded, \$1400, Paul, 261-2959

INTEGRATED AMPLIFIER, Pioneer SA9100, 70watts/chan, 6 inpts, tone cntr, var fltrs, \$300/80, John, 232-2590

WOODSTVE, airtite, uses 28" or smaller logs, blow att & front screen inc, exc cond, \$300/80, Norman, 381-1220

BRUINS vs. PITTSBURGH, Sat, Jan 17, 1:15 P.M., 2 tckts Section 100, Row C, \$19/ea, Vartkes, 223-6593

PETS

KITTEN, free to good home, can't keep due/allergy, have picture or call to meet, Yvonne, 249-4281

SIBERIAN HUSKIE PUPS, AKC registered, \$300, Allen, 237-3255

REAL ESTATE

BOYLSTON, condo, 2bdr, den, deck, attic, garage, central air, priced to sell, \$11900, Jason, 296-5413

BROOKLINE, quiet lbrd condo, nr T, Pike, Rt 9, mdrn kit & bth, prkg avail, \$104900, Ed, 297-6661

BURLINGTON, MA, 4 yr old split lvl, 3-4bdr, 1 1/2b, fam rm w/fpl, ovrsz deck, \$209900, Nancy, 272-6062

WORCESTER, new 2bdr twnhs cndo, 1 1/2b, 1 1/2b, din, dck, appl, gar, \$114.9K or rent \$645+util, Larry, 276-9420

N CHELMSFORD, WILMSBURG, 2bdr, 1 1/2b, gasbrl twnhs, 1vr w/frp, dck, pool, ten, a/c, \$136.9K, Carla, 244-6450

CLINTON/BOLTON line, new 2br cndo, 1 1/2b, blcny, exc storage sp, ful appl kit, w/w, \$78K firm, Ed, 276-9533

TEWKSBURY, nr 495/93, almost new 2br cndo w/gar, w/d, \$116.9K, buy or lease w/optn, Steve, 274-6512

METHUEN, 3br hip roof garrison w/1.5 tiled baths gar, frpl, hrdwd flrs, patio, \$179K, Ron, 284-3226

ACTON, Magog Wds, 3br twnhs, 2 1/2b, ovrsz lr, frml dr bnt, deck, storage, exc cond, \$175.9K, Barbara, 223-8969

GROTON, large 4 bedroom country colonial, exc condition, \$230s negotiable, Larry, 251-1674

HUDSON, MA, 2bdr cndo, 2 ful b, gar, lots/ator, cntr ac heat pump, w/d hkup, appl kit, \$122K, Heinz, 276-9465

RECREATION VEHICLES

'84 CATALINA 25' sailboat, Mercury 7.5 OB, 3 sails, VHF, and much more, \$16.5K, Jerry, 234-4986

'83 STINGRAY pwr boat, 16' bowridr, 120hp, Mercuri 1/0, pvr tit/trsr, fl cvr, trailer, \$6700, Lou, 297-5491

'73 SHASTA MOTOR HOME, mint cond, slp 6, self contained, Faith, 223-7725

RENTALS

LOON MTN, condo on river, 2br, ind pool/hlth club, hotel serv, \$120/noc, wk/wknd rates, Dan, 296-4093

NASHUA, NH, lbrd, mdrn appl, inc wash/dry in own unit w/w, pool, 1 yr old, sublt til 7/1/87, Diane, 274-6402

SUGARBUSH, VT, ski condo, ski to/from slopes, near Village, apl 5, \$811, 223-9811

NO CONWAY, ski chalet, 3br, slp 8, wd stv, ful furn, nr Attitash/Wildcat/Cranar, wk/wknd, Diane, 244-6807

LOON MTN, 3 min, new studio eff cndo, slp 4, mod kit in pool, whlp, sauna, \$375/wk, 12/1-4/1, Lori, 296-4161

GRAFTON, twnhs, 4bdr, 2b, ful appl kit, skylt, gar, dck, w/d hkup, gas, conv loc, \$875+util, Sylvia, 223-6902

LOON MTN, 2bdr twnhs, slp 6-8, ful equip, frpl, clbbs, sauna, 1 mi/mtn, wk/wknds, George, 276-9623

WHITE MTNS, ski chalet, 4bdr, 2bth, flpic, slp 10, nr Loon/Cannon, avl Mon-Fri, \$300, Carl, 223-8907

LEOMINSTER, new 2bdr, 1.5 bth twnhs, tennis, pool, \$695/mo + util, Boris, 223-3951

BOXBORO, remod 2bdr cndo, nr 495/111, ind pool & hlth club avail, \$700/mo +elec, Bob, 223-4696

LAWRENCE, sunny 3bdr apt, prkg, close to 495, \$550/mo + util, Steve, 237-3769

LOON MTN, 2bdr cndo, 2bths, slp 6, frpl, jacuzzi, cable TV, & more, wknd or week, Leslie, 251-1228

WORCESTER, huge, new renov, 3bdr apt, exc loc, more \$600 + util, Tat, 225-6960

CHELMSFORD CNTR Condo, 2bdr, 2nd fl, w/w, lndry, near RT 3/495, \$600/mo+util, lmae occ, Frank, 236-2865

MAYNARD, acrss fr PK1, furn rm, sep kitch & lv rm, male, \$45/wk inc utilities, Richard, 226-6157

WATERVILLE ESTATE, NH, new cndo, 3bdr twnhs w/mtn vu inc clbbs, ind pl, w/d, \$360/wk, \$740, Bill, 296-4154

CONCORD, MA, furn room, kitchen privileges, m/f prof, private bath, nonsmkr, \$300/mo, Winf, 223-6231

KILLINGTON, ski hse avl midweek, off access road, slp 12, all conv, \$250+, Emil, 276-9936

WILTON, NH, custom contmp, 3-4 bdr, 2.5bth, frpl, 2cr gar, Sacra+, ful appl, mt see, \$1K/mo, Jeff, 249-4897

KILLINGTON, 4bdr, 4bth cndo, frpl, on access road, mid wk rentals avail, \$100/nt, Claire, 249-1451

WHITE MTNS, lakefrnt ski chalet, ful furn, flp, slp 8 nr Loon/Cannon/Brett n Wds, \$450/wk, Marcia, 297-6337

MILLBURY, 2fam, nr major routes/dwntr, 2bdr, carpt, lge kit, prkg, lst/last mo rent, \$540/mo, John, 234-5050

HILTON HEAD cndo, 2bdr, 2b, walk to ocn, 2pools, 8 tennis, raqtbl, jacuzi, \$300-\$450/wk, Pat, 223-8117

50 NASHUA, Spitbrook Rd, 2bdr, \$650 inc. util exc elec, Bill, 381-2283

WEST NEWTON, chrming, spacious 1-2bdr apt+attic in Victorian, avl 3/15, incl dhw, prkg, Ned, 223-4158

TOWNSEND, quiet area, 4 rm apt, 2nd flr, only pets allow-ed-cats, \$500/wk, Oscar, 226-2160

YORK BEACH, ME, bch frnt eff cndo, Long Sands, slp 4 beaut vac spot, \$375/wk, off \$295/wk, Mike, 272-7327

N YARMOUTH, CAPE COD, 3br rch, lml/Seagull Bch, slp 6 nr shops/Hyannis, avl May-Sep, \$650/wk, Pat, 297-5310

PEPPERELL, lge 3bdr, 2 1/2 bth Col, lc gar undr, 4 ac being blt now, ready/feb, \$1200+util, John, 223-8449

SHIRLEY, Scotts Glen, 5rm twnhs, 2bdr, 1 1/2b, lndry, carriage garage, Bob, 223-3559

SUGARBUSH, VT, cndo, slp 4, frpl, near mtn, \$90/nt, wkly rates, Liz, 223-4470

WHITINSVILLE, Heritage Park, new 2br cndo, ac, dw, w/d hookup, balcony, \$600/mo+util, Linda, 223-4241

FITCHBURG, modrn 6rm, 2bdr apt, 1st flr, ful appl kit hddv flr, dck, prkg, avl 2/1, \$625/mo+util, Ron, 292-2495

ROOMMATES

F, 25+ to acquire & shr 2br, 2bth lux apt/Wakefield Mar, Apr, or May, \$390 inc all, sec dp, Susan, 274-6894

M/F, nonsmkr, shr huge new renov, 6rm apt, exc loc/Worcester, \$290 inc util, Sally, 247-2294

M/F, shr furn apt/The Fairways, Derry, NH, new 9/86, 1r, dr, kit, bth, sundck, clbbs, pool, ten, Bob, 247-2372

M/F, 25-35, nonsmkr, prof, shr huge 3bdr hse, hw flr, w/d, frpl, prch, prkg, \$300+, Belmont, Sue, 223-6243

ROOMMATE, shr 3bdr twnhse/Marlboro, \$500/mo inclds all utilities, Carol, 262-8366

SPORTING GOODS

SKI STUFF, Lange racing boots & Head skis, usd once w/Solomon bindings, \$100, Paul, 225-4872

WANTED

WANTED TO RENT IN FLORIDA, 2bdr, 2bth condo, from Feb 12 - March 7, Lori, 276-8632

PRINTER wanted, any type, (LA 34, LA50, LA 100...) as long as it works, Gary, 241-4694

COTTAGE wnted to rent for 1 wk, Jul or Aug, mt slp fam of 17, on or close/lake or ocn, Kathy, 297-7300

news briefs

Digital Chinese Association seeks candidates for club offices

The Digital Chinese Association (DECCA) is looking for candidates for next year's officials. Interested employees should contact Irene Liao (KELVIN::LIAU), DTN 289-1117 for details.
For more information about DECCA, contact Irene or Stephen Cheng (WME::CHENG). ■

Deadlines for 'Digital This Week'

Deadlines for "Digital This Week" have been established to help employees plan events and publicity around certain editions of the paper. Deadlines do not pertain to Market- place, which is first come, first served. The next three issues and deadlines for DTW: Jan. 26 issue -- Jan. 14 deadline
Feb. 16 issue -- Feb. 4 deadline
March 2 issue -- Feb. 18 deadline. ■

PKO blood drive to be held Thursday

PKO Health Services will hold a blood drive on Thursday, Jan. 15, from 9:30 a.m. to 2:30 p.m. in the cafeteria, PKO3-1. To schedule an appointment, call DTN 223-7707. Health Services also will sponsor a smoking cessation program Jan. 19-23. Space in the program is limited to 100 people. For more information, contact Health Services at DTN 223-3000. ■

Marlboro to hold blood drive

Marlboro Cluster Health Services will hold a blood drive for the American Red Cross on Wednesday, Jan. 21, in the Bloodmobile (MOO and BPO); Thursday, Jan. 22, in the Oaks Conference Room, MRO3; and Friday, Jan. 23, in the Hardware/Software Conference Room, MRO1. Employees may donate blood from 9 a.m. to 3 p.m. on all three days. To participate, call the respective Health Services office -- MOO 297-5533, MRO3 297-7800, or MRO1 297-6444. ■

Tickets available for Spring Flower Show

Corporate Employee Services and Recreation is making tickets to the New England Spring Flower Show available to Digital employees. The Spring Flower Show will be held March 14-22 at the Bayside Expo Center in Boston. Tickets are \$1 for children aged 6-12, and \$5 for adults (regularly \$6). The deadline for ticket orders is Feb. 25. For more information, contact your local Employee Services and Recreation representative. ■

Books about RSX, parallel processing available from Digital Press

The Digital Press announces the following new titles:

RSX: A Guide for Users, by John F. Pieper (Part No. EY-6708E-DP)

This book shows new and experienced users of the RSX operating system how to perform the basic tasks required to get the job done. Topics include system conventions, system generation options, the file system, command line formats, indirect command files, advanced features of PIP, and background tasks and branch processing. The book costs \$15 for U.S. employees, \$30 for customers.

Parallel Processing: The Cm* Experience, by Edward F. Gehringer, Dan Sieworek, and Zary Segall

Here is a comprehensive description of the important parallel-processing research with Cm*, a tightly coupled 50-processor multiprocessing system in operation since 1977 at Carnegie-Mellon University in Pittsburgh. A complete description of a parallel programming and instrumentation problem is detailed, and an appendix further details the research experiments, enabling readers to duplicate them on other architectures. The authors are faculty members at Carnegie-Mellon and North Carolina State Univer-

sity, respectively. The cost to U.S. employees is \$20; cost to Digital customers is \$40.

U.S. employees may order the above mentioned books through an internal charge to cost centers, by sending a memo to Educational Services' Order Processing group in Billerica, Mass. Address VAXmail memos to EDSVAX::MAILPO and DECmail memos to DECmail@BKO. Include the following information: your name and badge number, mailstop and external mailing address, cost center, quantity, title and part number.

Order Processing prefers that orders be sent on-line. To order by phone, call (1-800) 343-8321. ■

educational opportunities

Human Resource Management DIS training announcements

VAX DATATRIEVE User Jan. 28-30

Learn to utilize the various functionalities of DATATRIEVE. Students will be able to create, access and modify data, define and use the common data dictionary, create a DATATRIEVE dictionary, directories, command files, domains, records, lists, files and tables, and write basic reports using DATATRIEVE Report Writer.

Audience: Anyone currently using or planning to use VAX DATATRIEVE. **Prerequisites:** "Introduction to VAX/VMS" and basic knowledge of Digital Command Language (DCL).

VAX LISP Feb. 2-13 (2 weeks)

VAX LISP is Digital's first major software product in support of applications development in the broad area of artificial intelligence (AI). This course presents the essential ideas and constructs behind programming in LISP. The common LISP environment is presented as an integrated system of editor, interpreter, compiler and debugging tools designed to facilitate the implementation of design ideas.

Audience: Experienced programmer/analysts

who will be programming applications in LISP in commercial or research environments. **Prerequisites:** "VAX/VMS Utilities and Commands," an understanding of the EDT editor, and two to three years of applications programming experience in at least one other structured programming language.

VAX DATATRIEVE Programming Feb. 9-13

Learn to make efficient use of the advanced features of VAX DATATRIEVE and to interface to other programming languages. Features include design of domains and record definitions, use of the report writer, maintaining the common data dictionary, use of VAX-11 DATATRIEVE with other layered products, and calling VAX DATATRIEVE from within a program.

Audience: Programmer/analysts who need to know the advanced features of DATATRIEVE and how to interface to other programming languages. **Prerequisites:** "VAX/VMS Utilities and Commands," knowledge of a programming language supported by VAX/VMS, and a basic under-

standing of VAX DATATRIEVE.

Network Troubleshooting Feb. 23-27

This course discusses tools and techniques available for monitoring, testing and troubleshooting communications networks and demonstrates a systematic approach to network problem solving.

Audience: Experienced system and network programmers and managers, network technical support personnel and network consultants. **Prerequisites:** A product-related course (for example, "DECnet VAX") and the prerequisites for that course.

To register for the above courses, call Cheryl O'Hern at DTN 249-4670. To obtain a detailed course description or other training information, call DTN 249-1461. Descriptions will be sent over the network for immediate reference. ■

Two text-based VAX Rdb courses announced

Educational Services announces the following new text-based courses for programmers and database designers.

VAX Rdb/VMS Programming (Part No. EY-3464E-PR)

This TBI enables advanced-level programmers to speed application development and ad hoc queries using the Rdb/VMS relational database system. Users learn how to store, modify, and erase data to code a program in COBOL, FORTRAN, BASIC, or PASCAL. This three-day course also enables students to access a VAX Rdb/VMS database through DATATRIEVE. **Prerequisites** include the course "Utilizing VMS Features from (a VAX Language)." The course costs \$250 for U.S. employees and \$500 for customers.

VAX Rdb/VMS Design and Administration (Part No. EY-3471E-PR)

This three-day TBI enables database designers and administrators to create, design, and maintain a relational database, covering

all of the essential "how-tos." Students learn to design, define, and manage an Rdb/VMS database, including the methods of back-up and restoration, and security. **Prerequisites** include the courses "VAX/VMS Utilities and Commands" and "Database Management Systems Concepts." The cost to U.S. employees is \$250 and to customers, \$500. An extra student package is available to employees for \$100 and to customers for \$200.

U.S. employees and cost centers may purchase these courses via a charge to cost centers. Send written orders to Educational Services' Order Processing group in Billerica, Mass. Address DECmail orders to MAILPO @ BKO and VAXmail orders to EDS-VAX::MAILPO. Include your name, badge number, cost center, cost center, mail stop, external mailing address, title, part number, and quantity. To order by phone, call (1-800) 343-8321. All other calls should be directed to DTN 249-1454. ■

Leadership program offered to middle managers

Digital Management Education (DME) is offering a new course to middle managers titled, "Your Leadership Style: Increasing Organizational Effectiveness." The course will be held Feb. 8-13 at the Sheraton Tara in Nashua, N.H.

An intensive residential program, the course will enable Digital middle managers to define effective leadership, develop their own leadership abilities, and build excellence in leadership within their own organizations. The program's objectives include enhancing leadership abilities by helping managers understand personal style, values, and organizational impact; creating and communicating organizational goals; empowering the work group by building high-performance work teams, and developing leadership abilities through shared responsibility. The program also features two Digital managers who provide perspectives on their own experience as leaders.

Class size is limited to 24. For more information or to enroll, call the DME registrar at DTN 249-1881 or 249-1882. ■

Boston area seminars for February

(Note: Seminars are frequently attended by both customers and employees. For registration information call DTN 249-4949 or (617) 276-4949.)

Designing with CMS, MMS, DBMS, DTR, ACMS and Other Programmer Productivity Tools

Feb. 2-4 Course No. EY-6769E-SO

Introduction to Data Communications

Feb. 9-11 Course No. EY-1365E-SO

Internals of a VAX/VMS Process

Feb. 10 Course No.: EY-4828E-SO

VMS System Security Features

Feb. 11-13 Course No.: EY-2403E-SO

Performance Management in a UNIX Environment

Feb. 16-18 Course No.: EY-5228E-SO

System Performance Management and Capacity Planning

Feb. 18-20 Course No.: EY-1009E-SO

VAX Bus Interconnect (VAXBI) Design

Feb. 23-24 Course No.: EY-5282E-SO

Advanced VAX DATATRIEVE

Feb. 23-25 Course No.: EY-1887E-SO ■

Quality Development Program announces course offering

The Quality Development Program (QDP) will conduct the course, "Improving Reliability of Digital Products," on Tuesday, Jan. 13, from 8:30 a.m. to 4:30 p.m. in the Andrew Wyeth Conference Room in the Littleton (LKG) facility.

This workshop is designed for engineering, product, and marketing managers. Topics to be covered include fundamental reliability principles, design for reliability, and customer expectations. The workshop will help managers to gain insight into available reliability analysis tools which engineers can use to perform reliability/cost/

performance trade-offs. These, in turn, will ensure that Digital's products will be competitive in quality.

Daniel P. Siewiorek, Ph.D., will conduct the workshop. He has been a consultant to Digital for over 10 years, and has participated in the reliability, availability, and maintainability designs for projects such as the VAX-11/730 and the VAX 8600.

To enroll in this workshop over ENET, set host to node SIVA, username COURSES, password COURSES, or call the registrar at DTN 381-1822. ■

Center for Systems Development Process announces workshop

The Digital Testability Consortium announces its Ninth Design for Testability Workshop to be held Feb. 12-13 in Marlboro, Mass. (MRO3).

This workshop will cover state-of-the-art Design for Test techniques, methodologies, and tools for LSI- and VLSI-based products. The primary focus of the workshop will be on the practical aspects of Design for Testability (DFT) that are relevant to Digital's design and product environments. Designers

of chips, boards, and systems; managers and project leaders; diagnostics and test engineers; and manufacturing and customer service engineers will find this workshop to be of particular interest. Members of the Digital Testability Consortium will lead the workshop.

For further information, as well as a complete abstract on the course, contact Nancy Cross (MODEL::CROSS), or at DTN 223-3620. ■

Digital, Systems by MICA, Inc., to market business management systems

Digital and Systems by MICA, Inc.® will market an online, realtime business management system designed to increase the efficiency of large-scale distributing operations. The MICA software package runs on the entire range of VAX computers, from the Micro-VAX II to the VAX 8800. This product ad-

dresses a broad range of customer needs, including sales order entry, inventory control, purchasing, receiving, payroll, and financial support. MICA also provides decision-support tools for international, multicurrency transactions. ■

MICA is a trademark of Systems by MICA, Inc.



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

VANPOOLS

MARLBORO

From Boston, Brookline, Cambridge, Brighton, Newton to MRO/IND/LMO/BPO, Danny Mayer, 297-6045

From Medford, Arlington area, Bill Licea-Kane, 297-4745

MAYNARD

From Amherst/Nashua, N.H., Doug Ryder, 244-7606

From Plymouth, Marshfield, Rockland, Braintree, Ron Morrissette, 276-8195

From Chelmsford, Lowell, Rich Berger, 223-4281

From Sterling/Princeton/Boylston/Ciinton/Bolton/Stow, Kathie Nickerson, 223-2025

From Cambridge/Arlington, Don Gohn, 223-4384

From Marlboro, Hudson to MLO/PKO, Bob Johnson, 223-4424

From Fitchburg, Leominster to MLO/PKO, Jim Proietti, 223-4399

From Nashua, N.H. (CSS Building), John Bagley, 223-7018

From Townsend, Groton to MLO/PKO, Deborah Smith, 223-2002

MAYNARD/STOW

From Brockton, Quincy, Stoughton, Canton, Dedham, Needham, Mary-Ellen Der- van, 223-9619

From Burlington, Route 128 area, Bruce Judson, 276-9232

From Gardner, Westminster, Doug Neale, 223-5836

FORMING VANPOOLS

LITTLETON/NORTHBORO/MARLBORO

From Spitbrook (ZKO), Drew Farms, Westford, Steve Bellanca, 297-4588, BARNUM::SBELLANCA

MAYNARD/STOW

From Milford, Mass. to MLO/PKO/MSO/OGO, Winni Anketell, 223-7134

MAYNARD

From Leominster to MLO/PKO (7:45-4:45), Peter Morin, 223-9950 ■

Internal DECUS spring '87 symposium seeks participants

Internal DECUS has distributed the "Call for Participation," an invitation to Digital employees to take part in the IDECUS spring symposium by sharing their projects, experiences and systems knowledge. The symposium will be held May 12-14 at the Sheraton Conference Center, Boxborough. The deadline for submissions is Jan. 23.

IDECUS symposia provide users with information about Digital's engineering directions, products, and services, as well as a forum in which to discuss professional issues. Symposia also highlight advances and directions within the Information Systems discipline.

Employees may choose either of two formats for their presentations: a single ses-



sion, which is a one-hour presentation on a particular topic; or a focus series, which provides in-depth presentations on a technology, program, product, service, or business opportunity.

The Symposium Program Committee, consisting of volunteers from various functional organizations within Digital, will review session applications, select those which will be included in the program, and manage the session scheduling process. Members of the committee are available to assist employees or groups in clarifying or presenting their ideas.

The "Call for Participation" brochure is available from the IDECUS office, DTN 273-3383 or 273-3388. The brochure contains all the information and the submission form necessary to make a presentation or coordinate a focus series. This information can be accessed online from the IDECUS VTX info-base, which is registered with the Corporate VTX Library. ■

Digital signs SCMP agreement with GeoQuest for seismic analysis system

Digital and GeoQuest Systems, Inc., of Houston recently signed a system cooperative marketing agreement to market GeoQuest's Interactive Exploration System (IES). IES helps geophysicists determine the optimum locations for drilling wells. The sys-

Digital donates to Trinity College of Vermont



Digital recently awarded Trinity College of Vermont an equipment grant for six word processors. Rose Ann Giordano, vice president, Consultant and Information Systems Marketing, and chair of the Corporate Contributions Committee, is seated at one of the new DECmates, while Janice Ryan, RSM, president of Trinity College, looks on.

Tickets available for Centrum events

As part of a program organized by Corporate Employee Services and Recreation, tickets to the following events at the Worcester Centrum are being made available to Digital employees at a reduced price:

- The Fishing and Outdoor Exposition will be held Wednesday, Jan. 28 through Sunday, Feb. 1. Tickets are \$3 (regularly \$4.50), and the deadline for orders is January 20.
- The Harlem Globetrotters will play on Saturday, Feb. 21 at 7:30 p.m. Tickets are \$8.50 (regularly \$10.50). The deadline for ticket orders is Feb. 6.

For more information about these events, contact your local Employee Services and Recreation representative. ■

tem integrates modeling, interpretation, and contouring functions on the VAX platform using the VAX/VMS operating system. Users can easily share information over a VAX-based network. ■

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