

digital

MAYNARD

DIGITAL THIS WEEK



Volume 11, Number 20

October 22, 1984

Engineering realigns for team and personal computing

During the past several months, Digital has refined its product strategy based on a model of 'four styles of computing': workstations and local area networks; high-end systems and clusters; team computing; and personal computing.

To maximize Digital's opportunity for leadership in "team" and "personal computing styles," Digital recently made significant changes to the alignment of the Engineering organization.

Jeff Kalb, vice president and group manager, will become responsible for "team computing" and "personal computing" in



Barry James Folsom



Jeff Kalb



Dom LaCava

addition to his current responsibilities managing the Large Scale Integration (LSI) group and boards businesses.

Dom LaCava, group manager of Micro Systems Development (MSD), will report to

Jeff with responsibility for "team computing."

Barry James Folsom, group manager of Rainbow Business Group, will report to
Continued on page 2

Digital reinforces commitment to marketing personal computers

Contrary to published reports, Digital is putting renewed emphasis on marketing its personal computers to small businesses.

To accelerate its expansion into the small-business market, the Business Computer Group (BCG) was created this summer. Part of the BCG's strategy involved the integration of several existing sales channels: Commercial OEMs, Digital Business Centers, DECdealers, and retail outlets.

"We believe in a vertical or industry mar-

keting strategy," explains John O'Keefe, BCG Marketing manager. "Industry-standard, off-the-shelf hardware and software are becoming commodities and we are not in this specific business. We sell systems solutions to particular markets. This is a more comprehensive approach which enables us to start from the customer's perspective. The solution is a combination of hardware, software, training, service and support. We have a strong and loyal base of resellers and we have a proven track

record in selling computing solutions to small businesses."

In light of this focused market, there will be some adjustment in Digital's retail strategy. For example, ComputerLand and Digital have discontinued their contract, which called for the retail chain's corporate headquarters to do all purchasing of Digital personal computers. Instead, Digital now deals directly with individual ComputerLand outlets, focusing on the needs of the particular market these stores serve.

The vertical-market strategy is complemented by Digital's leadership in the Commercial OEM (Original Equipment Manufacturer) business. "Our OEMs are focused on specific industries," says John. "They have a strong history of success in the markets they've become experts in and go after."

"Digital will target specific industries and vertical markets which offer particularly good opportunities for our products and our OEMs' products," says John. These markets include service organizations such as CPAs and attorneys, financial institutions, manufacturers and wholesalers. "We can be successful in these markets with our single-user personal computer products as well as for larger systems."

As the market becomes more computer literate, the number of small businesses turning to multi-user computer systems increases. For example, a business could start with one of Digital's single user per-

Continued on page 2

Clarifying Digital's PC strategies

To clarify confusion about Digital's commitment to the personal computer market which may have resulted from press reports — most recently, a *Wall Street Journal* article — Barry James Folsom, manager of the Rainbow Business Group, addressed the issue for *Digital This Week* readers.

"It is true that Digital has decided to terminate its contractual agreements with retail franchises that have not aggressively marketed our products, but we will continue to utilize other indirect channels for our personal computer sales.

"A critical sales channel for our personal computers has been and will continue to be our direct salesforce, where the majority of our personal computer sales have been made," explains Barry.

The company's major target markets for its personal computers include all kinds of businesspeople and professional users, from small businesses to Fortune 100 customers with offices all over the world. The market segments include office, small business, education, and technical/scientific.

"The Rainbow is designed to be an integral part of Digital's unique family of computer systems. It provides customers with a total solution for their personal computer needs as a desktop system and for tying into other larger systems," says Barry.

"Looking at Digital's marketing and advertising strategy, a new print advertising campaign is underway that promotes the Rainbow as the 'well-con-

Continued on page 2

IVIS Touch sales tool demonstrated at Boston plant

Interactive Video Information System (IVIS) marketing has released a new demonstration program, called IVIS Touch. Digital sales representatives are using this sales tool worldwide to demonstrate to customers IVIS capabilities in four major training application areas: industry, medical/health care, management and government/military.

Last week, the IVIS Touch was demonstrated for the first time to employees of the Boston Manufacturing plant who worked closely with an IVIS development team in creating the industry application.

Video segments filmed in the Boston plant depict the operation, maintenance and troubleshooting of the wave solder machine. These segments are incorporated into an interactive IVIS training program which includes tutorials, review and student evaluation.

Each of the four IVIS Touch applications focus on a topic pertinent to the respective market and highlights the capabilities of IVIS technology and how it applies to the market.

For more information on IVIS Touch, call Denny Maher at DTN 249-1895.

Engineering . . .

Continued from page 1

Jeff with responsibility for "personal computing."

"Team computing' (low cost, multi-user systems), and 'personal computing' (low-cost, single-user, standalone systems) are under intense competitive pressure," says Jack Smith, vice president, Manufacturing and Engineering. "This pressure can be leveraged by semiconductor technology: the microprocessor, and support logic choices.

"We have made significant progress in our semiconductor capabilities over the last several years, and we think now is the time to capitalize on them," he said.



(l-r) Edith DeCoursey, Production supervisor; Fernando Cancel, Engineering manager and Chuck Roberts, Training supervisor; viewing the IVIS sales tool, which they helped develop at the Boston Manufacturing Plant.

Digital's commitment . . .

Continued from page 1

sonal computers. As it grows and its computing needs increase, these systems can be easily upgraded to include more memory. Or they can be connected to Digital's multi-user system to off-load the computer in processor-intensive applications such as word processing or spreadsheet applications. "The growing trend toward multi-user systems can create broader opportunities for resellers capitalizing on Digital's comprehensive product family," says John.

Says Ward MacKenzie, vice president for the BCG, "We are not only seeing small businesses computerizing at a rapid rate, but we are seeing a clear move toward multi-user systems. While there is still a very large, untapped market for single user personal computers, personal productivity applications provided by these computers are limited in providing adequate support for effective business management. Growing businesses are now discovering the need for more powerful solutions that are tailored to their individual businesses, as well as total service and support programs."

To help resellers better serve the com-

puting needs of small businesses on a local level, Digital has instituted a market mapping program within its sales organization. This program charts each of the 27 sales districts according to the number and size of specific industry segments within that district. It also charts the distribution channels from which companies in those industries most often purchase computer systems. The market mapping program is a key element in the construction of a District Distribution Business Plan.

"By better understanding our customer's support and application needs, we can more efficiently utilize our selling resources," says Jay Atlas, U.S. Distribution Sales manager. "The District Distribution Business Plan will help our resellers focus on the areas of greatest opportunity and give the Digital sales force strategic information on market needs which will help them in advising existing channels on new opportunities and in recruiting new channel members."

"Market mapping and the distribution business plan will be significant to small businesses, resellers and distributors. We believe that this approach will give us a strong competitive edge in the small business market," said Jay.

PC strategies . . .

Continued from page 1

puter systems offering. We realize that without a viable personal computer offering, Digital cannot provide the total systems solution that today's customers have a right to expect," Barry says. "Rainbow is the ideal system for people who own or use Digital products."

"Digital is committed to personal computing, and, although we may not be best known, our products are the best. Digital is one company, with one goal and one central strategy. At the heart of that strategy are four 'styles of computing,' one of which is personal computing. Our customers need personal computers and we will continue to provide them as an integral part of the total system solutions we sell."

DIGITAL THIS WEEK



Editor: Jane Littlejohn

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

puter systems offering. We realize that without a viable personal computer offering, Digital cannot provide the total systems solution that today's customers have a right to expect," Barry says. "Rainbow is the ideal system for people who own or use Digital products."

"Digital is committed to personal computing, and, although we may not be best known, our products are the best. Digital is one company, with one goal and one central strategy. At the heart of that strategy are four 'styles of computing,' one of which is personal computing. Our customers need personal computers and we will continue to provide them as an integral part of the total system solutions we sell."

John Mucci named Product Group manager of LDP



John Mucci has been appointed Product Group manager of the Laboratory Data Products group, reporting to Ed Kramer, vice president, Technical group.

A Digital employee for 14 years, he spent nine years in Marketing to the research and scientific community for the

Laboratory Data Products group in various management capacities.

For the past five years, John has been with the Government Systems Group serving as Product Line manager and most recently as Product Group manager.

He earned his advanced degrees from Carnegie Mellon University and spent some time at the Argonne and Brookhaven National Labs doing research in high energy physics before joining Digital in 1970.

Recover-all field service product announced

Digital recently introduced an optional addition to their on-site Field Service agreements called Recover-all.

The new service provides full product repair or replacement for equipment damage caused by accidents or incidents which are not usually covered under service agreements. Recover-all expands customer service agreements to include coverage of fire, water damage, natural disasters, power failure, sprinkler leakage, theft, burglary, vandalism, air conditioning malfunction, sewer backup, and accidental damage such as liquid spills on equipment.

Recover-all is designed to meet the needs of customers who require prompt recovery from the loss of computing capabilities. Adding this service product to an on-site service agreement enables Digital customers to recover from almost any situation that may have caused their systems to become inoperative.

In addition, Recover-all provides reimbursement for the cost of moving equipment to a safe place, returning equipment to a site after safe conditions have been restored, removal of damaged equipment, restoration of damaged Digital system software and customer data from backup disks/tapes and additional expenses for data processing at a temporary location.

"Our goal is to provide customers with comprehensive solutions to the problems they face in maintaining their data processing environments," said Ed Horniak, Recover-all Business Program manager. "Recover-all contributes to this effort by affording them an effective means of managing the risk of accidental damage and costly system interruption."

The cost of Recover-all ranges from 7 to 10 percent of the total monthly service charge of each covered contract line item. Actual charges depend upon system configuration and type of service coverage.

Digital employees receive ACM award



Three Digital employees recently received the Software System Award from the Association for Computing Machinery (ACM).

Butler Lampson, Senior Consulting engineer; Bob Taylor,

Butler Lampson

manager Systems Research Center, and Chuck Thacker, Senior Consulting engineer, were recognized for conceiving and guiding the development of the Altra system, which was developed at Xerox and demonstrates that a distributed personal computer system can provide a desirable and practical alternative to time-sharing.

The Software System Award, initiated in

1983, is for a software system that has had a lasting influence, reflected in contributions to concepts or in commercial practice or both. The award is made either to an institution or to individuals responsible for developing and introducing the



Bob Taylor

software system.

The ACM, with more than 62,000 members, is the largest international educational and scientific society serving the computing community.



Chuck Thacker

University Research Program office created

A new University Research Program Office has been created by Jeff Kalb, vice president, Large Scale Integration (LSI) Manufacturing and Engineering, to administer research programs that Digital/LSI supports at several leading universities. Karen Bray is the Senior Engineering Technical Support administrator for the program office, which reports to Larry Walker, Advanced Development manager. The office will also include an engineer.

The program office will focus on technical research, develop new links to the research being done at these universities, and administer cash/equipment research grants. In fulfilling these goals, the program office will be linked to other programs such as the Resident's Program, an ongoing program that has been in existence for six years, where a top-quality engineer can apply to specific universities to do technical research.

The program office's first project is to administer the \$6.3 million equipment grant that was recently given to the University of California at the Berkeley CAD/CAM Center. In addition to the Berkeley CAD/CAM Center, the office will handle

the research programs for the Stanford University's Center for Integrated Systems (CIS), MIT's Microsystems Industrial Group (MIG) and the Semiconductor Research Corporation (SRC).

Frequent contact will be maintained with these four institutions. Anyone interested in technical updates and reports or more information, contact Karen Bray at DTN 225-6898 or at NULL::BRAY, located in HLO1-1/S07.

Engineers accepted into Graduate Engineering Education Program

Twenty-three Digital engineers have been accepted to attend universities during the 1984-85 academic year through the Graduate Engineering Education Program (GEEP). Twenty-one participants are now at their respective universities and began their studies in September; two will begin in January, 1985.

The Graduate Engineering Education Program is a technical graduate degree program for Digital engineers who meet the entrance criteria, and who wish to pursue studies towards an advanced degree (Masters, Engineer, Ph.D).

The program and budget was approved

by the Engineering Management Committee (EMC) during FY84 to accept applicants for the 1984-85 academic year. Those engineers accepted into GEEP receive salary and benefits, tuition, relocation (if applicable) during the time they are at the universities.

Program brochures for the 1985-86 academic year will be distributed to all Digital engineers and Personnel staff members during October and early November.

For more information about GEEP, call Shirley Stahl at DTN: 223-9244 or Terry Sarandrea at 223-9248. ENET: HUBIE::GEEP or HUBIE::STAHL.

Technical Seminars

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

Unless otherwise indicated seminar locations are as follows:

APO	Gold Room
HLO	Hall of White Mists
LTN	Cafeteria
MRO	Dec 10/20
TWO	Cafeteria
ZKO	Babbage Aud.
MLO	Mill Caf. Con. Room
APO	289-1226ERIE::CARMEAN
HLO	225-5057HUDSON::EMCDONALD
LTN	229-6242PHENIX::JPOTTER
MRO	231-5097KL1031::CSMALL
TWO	247-2643BERGIL::SLINN
ZKO	381-1057ZEKE::MHURLEY
MLO	223-6262MILRAT::PRUITT

Oct. 24 - 3:00-4:30 LTN

Steve Lipner
State of the Site: Computer Security
Videotaped

Oct. 24 - 3:00-4:30 TWO

Richard Merewood and Ivor Sunman/RYO
U.K.
ISDN and Communications of Tomorrow
(Note speaker change)

Oct. 25 - 10:00 HLO

John Brown/Digital
"Microde Hardware Tradeoffs of the Scorpio in CPU"

Oct. 26 - 9:00-12:00 APO

Mike Harden, Dave Fisher
Infinet: Integrated Factory Information Network

Oct. 26 - 3:00 HLO

Allen Dewey/U.S. Air Force
"VHSIC Hardware Description Language (VHDL) Development Program"

Oct. 26 - 10:30-12:00 MLO

John Manzo/Corp. HW Eng Process
Managing Complexity - A Competitive Imperative

Oct. 30 - 10:00 HLO

Keith Gutfreund/Digital
"Hercules: Automatic Test Generation for Scan Designs"

Oct. 31 - 10:00-12:00 APO

Bob Ross/Quality Group
Developing a User Profile (Human Factors Series)

Oct. 31 - 3:00-4:30 LTN

Doug Clark
Nine Bad Ways to Measure Computer Performance
Videotaped

Nov. 6,7,8 A.M. only APO

Marty Schmidt/P&DS
Statistics for Engineering Process
RSVP required ERIE::SCOTT

Nov. 7 - 3:00-4:30 TWO

Ashraf M. Dahod
Applitek Local Area Networking Design

Nov. 7 - 3:00-4:30 LTN

Cheryl Wiecek

State of the Site: Advanced Development and Architecture
John Holz
State of the Site: VAX System Engineering
Videotaped

Nov. 8 - 2:00-4:00 MLO

Ned Forrester/Video and Terminals Maynard
The Dragon Chip Set

Nov. 9 - 8:30-12:00 APO

Nautilus, B. I. & Venus Product Support
Advanced Interconnect Substrates Group, P&DS
RSVP only ERIE::LAVALLEE

Nov. 14 - 3:00-4:30 LTN

Bill Hawe/Systems and Technology Analysis, HL
Title to be announced
Videotaped

Nov. 14 - 9:00-12:00 APO

Debbie Fillmore
DECSIM

Nov. 15 - 9:00-12:00 MLO

Kerry Bensman/Rainbow Group Littleton
The Product Development Cycle - The Rainbow

Nov. 28 - 3:00-4:30 LTN

BC13 and Aurora:
Pauline Nist and members of her group
Videotaped

New courses in the ALL-IN-1, Professional Series, and VAX curricula

ALL-IN-1 Administrator (1 day)

Learn how to help the ALL-IN-1 user community by identifying appropriate office applications, sharing short-cut methods for using the system, modifying user profiles and suggesting ways of organizing ALL-IN-1 files. Topics include trouble-shooting and solving user problems and file cabinet maintenance. Lab exercises will be used for hands-on experience to reinforce the features taught. Prerequisites: In-depth working knowledge of ALL-IN-1. November 15-16

DECalc (2 days)

Learn how to use the DECalc spreadsheet program and work with applications on the VAX such as budgeting, payroll processing, accounting systems, sales forecasting, and expense vouchers. November 5-6

VAX/VTX System Operator (3 days)

This course is designed to provide an overview of Digital's VAX/VTX product. This overview consists of background information relative to the Videotex industry, components of Videotex systems information

providers, operators, and subscribers. The course will focus on the role of the VTX system operator in establishing databases, maintaining databases and setting up various VTX system configurations. November 7-9

Learn Rainbow (1 day)

This course presents an overview of the Rainbow for first-time users. Widely-used application packages such as Select, Multiplan[®], Lotus 1-2-3[®], and dBASE II[®] will be demonstrated. In addition, operational features and disk maintenance are covered as well as basic commands of the CP/M[®] and MS/DOS[®] operating systems. November 7, 28

dBASE II is a trademark of Ashton-Tate.
CP/M is a registered trademark of Digital Research.
1-2-3 is a trademark of Lotus Development Corporation.
MS-DOS is a trademark of Microsoft Corporation.
Multiplan is a trademark of Microsoft Corporation.
Select is a trademark of Select Information Systems, Inc.

Design and Analysis of experiments for engineers and managers

November 5-9, 1984

Mt. Washington Auditorium

HLO2-1, pole M10

Instructor: Dr. Jacob Sredni, Enhansys, Inc.

The purpose of this course is to teach analytical professionals how to apply statistical methods to their work, thus making their data collection meaningful and profitable. The course is split into four areas of concentration: Basic Statistics; Basic Distribution of Functions and Applications; Sampling Distribution Functions and Applications; Design of Experiments and Their Analysis.

This course will have a limited enrollment of 35 students.

The course will be held from 8:30 a.m.-5:00 p.m. 5-9 November 1984, in the Mt. Washington auditorium, HLO2-1, pole M10.

Sign-in will take place from 8:00 a.m. to 8:30 a.m.

The fee, which includes lunch on the first day, for the course is \$850 per student. All participants must bring with them a calculator with statistical functions, such as the T1-35.



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 Marketplace, which is first come, first served. The next four issues and deadlines for *DTW*:

Nov. 5 issue — Oct. 24 deadline
 Nov. 19 issue — Nov. 7 deadline
 Dec. 3 issue — Nov. 21 deadline
 Dec. 17 issue — Dec. 5 deadline

Nutrition program at Stow

November is "Healthy Heart" month at Stow and a lecture called "A diet fit for your heart" will be featured on Thursday, November 1 from 12-1 p.m. During "Healthy Heart Day" at the Stow cafeteria on November 13, a low fat menu will be served.

For more information, call Health Services at 276-9032.

Customer Response reps relocating

The Internal Network Service Group Customer Response desk currently located at the PKO1 facility will be moving to Tewksbury. As of Monday, November 5, the telephone number for service when Network Data Communication trouble occurs is DTN 247-3161. The Customer Response Representative will log the service request and notify appropriate personnel. The current Management and Engineering staff within PKO1 will not be relocating to the Tewksbury facility only the Customer Response Representatives.

DCU lowers money market rates

The Digital Credit Union (DCU) has lowered the minimum balance required to earn money market rates on checking accounts. Five hundred dollars is all that is needed now to receive the high yield. There are still no monthly service fees or check processing charges, as well as unlimited usage of the account. DCU will only pay dividends on checking accounts with balances more than \$500. These changes became effective on October 1.

DCU also offers automated teller service through the MONEC/PLUS network, allowing access to DCU accounts at 3500 banks across the country. Call 1/800 THE-PLUS for the nearest locations. Applications for the Easy Cash cards are available at all DCU branches.

Digital interested in health board participants

As part of Digital's continuing interest in the rapidly changing health care field, a trustee education program for employees who serve on health board organizations is being planned.

The program is patterned after a similar program that was conducted last January and made available to employees who serve as community representatives on boards of hospitals, health maintenance organizations (HMOs), health systems agencies, health care coalitions, and other health care organizations.

As a way of updating information on employee involvement, Dan Fritz, manager of Benefits Planning for Corporate Compensation and Benefits, would like to learn the names of employees and spouses who participate on health care boards.

Anyone participating on a health care board or who knows a Digital employee that does, contact Dan Fritz at DTN 251-1338, mailstop CFO2-3/C17.

Northeast AMC handles customer leads from employees

Employees who find they need a contact to refer neighbors and friends to that are interested in Digital products may send their inquiries through electronic mail to Northeast Leads in Merrimack, N.H.

Anyone can use the Northeast Leads Account service. Simply send the lead through EMS to Northeast Leads #MKO or through DECmail to Northeast Leads @MKO.

Leads should include the name, address, and phone number of the prospective customer and the type of product he or she is interested in. Contact should be made within a week and follow-up and status information on the lead should be on file within a two-week timeframe.

Roller skating party in Hudson

A roller skating party for Digital employees and their families will be held at Roller Kingdom in Hudson, Mass., on Tuesday, November 13 from 7 to 10 p.m.

Admission is free. Tickets will be available on a first-come, first-served basis. Participants may use their own skates or rent them at the rink for \$1. Look for ticket order forms at local Maynard Employee Activities Committee distribution locations.

Manufacturing Software Symposium in Nashua

The Manufacturing Software Symposium is a three-day conference being held at the Sheraton Tara in Nashua, N.H. on December 3, 4, & 5. This symposium has been designed to provide attendees with a cross section of software systems that are currently being used to provide a service in the corporation. It will also focus on software systems which are being developed for the future.

Major areas of concentration are: integration strategies, computer aided engineering and manufacturing, manufacturing information and planning, base systems and technology, introduction and support plans, factory control and execution systems.

This symposium is sponsored by the Software Committee, and is being hosted by Paul Hale, manager of Software Engineering for Computer Systems Manufacturing Engineering in Acton. Anyone interested in attending should contact the program coordinator, Jeannie Flynn on ENET node HAZEL::FLYNN.

Employees operating company vehicles required to wear seatbelts

As part of Digital's commitment to employee safety, it is a company policy that seat belts be worn by employees operating company vehicles.

Drivers of fleet cars are sent copies of the policies and procedures relating to their vehicle and the use of seat belts is stressed.

In addition to this paperwork, a monthly bulletin with numerous safety articles is sent to each manager and supervisor in the U.S. area who has responsibility for fleet vehicles.

HPS Training and Education courses

Stress Management for Secretarial/ Administrative Support Staff

October 30; November 2
 (2 sessions) a.m. and p.m.
 (½ days) MRO

Project Management, Anton Dekom, WPI

November 27, 28
 (2 days) MRO

New Age Thinking

December 3-6
 (4 days) MRO

For further information, call the Registrar at DTN: 231-5097

THE MARKETPLACE



APPLIANCES

REFRIGERATOR/FREEZER, side-by-side, 22 cu ft, white, exc cond, \$125, Ed, 278-4361

WASHER/DRYER, lrg capacity Norge washer+gas dryer, white, used 1yr, exc cond, \$350, B/O, Ken, 231-2484

REFRIGERATOR, in gd cond, Donna, 259-3792

GAS COOKTOP-CHAMBERS, 4 burner, griddle, broiler, lists for \$1000, gd cond, \$250, Ed, 225-4086

GAS DRYER, Kenmore hvy duty, white, perm press, delicate + air cycles, attachment inc, Jean, 249-4849

KITCHEN UNIT, by Crosley, includes cabinets, sink, counter top, wall oven, \$150, B/O, Anne, 223-2143

WASHING MACHINE, Sears, apt size, hooks to faucet, exc cond, \$175, Sue, 231-5631

CARS

'78 TOYOTA COROLLA, 2dr sedan, 5spd, AM/FM, exc cond, \$1200, B/O, Andy, 225-6510

'79 FORD FAIRMONT, 4dr, PS, PB, AC, 74Kmi, AM radio, lt blue, \$2200, Linda, 231-5420

'78 FORD THUNDERBIRD, AC, AM/FM, cruise cntrl, hi mileage, gd cond, gray, \$900, Lisa, 231-7826

'80 SUBARU DL WGN, 4WD, AC, new tires+exh sys, AM/FM, rustprf, exc cond, \$3500, Nancy, 276-8892

'83 DODGE CHARGER, 5spd, loaded, AC, AM/FM, RWD, 15Kmi, radials, cloth int, drk blue, \$6000, Tom, 273-3599

'78 FORD FIESTA, 4spd, 2dr fstbck, new tires+brakes, well maint, AM/FM, \$1000, B/O, Ron, 223-2630

'79 FORD FUTURA, 2dr, 4cyl, auto, 60Kmi, one owner, exc cond, \$3200, Flo, 292-2525

'84 DATSUN 300ZX, fully loaded, 8Kmi, metallic wine, \$16000, Robert, 249-4095

'78 AUDI 5000, auto, PS, PB, AC, AM/FM, 60Kmi, sunrfr, many extras, exc cond, \$4700, Dan, 232-2622

'76 PONTIAC TRANS AM, 4spd, 400CI, one owner, 67Kmi, white, tan int, vy clean, \$3500, B/O, Joseph, 232-2366

'77 DODGE ASPEN, 2dr, slant6, AC, AM/FM, some door rot, mech exc, well maint, \$2250, Milly, 225-5503

'75 CHEVY BEAUVILLE VAN, V8, auto, PS, 61K hiway mi, new trans, set for camping, \$3500, B/O, Tom, 231-7175

'78 VW SCIROCCO, 4spd, reg gas, AM/FM, eng overhauled, silver, \$800, Ray, 282-2035

'77 DATSUN B210, 4spd, AM/FM, new brks, no rust, runs gd, \$2100, Tom, 223-3670

'79 FIAT 128, 4spd, 54Kmi, new tires, red, exc cond, \$1800, Stephen, 289-1059

'80 TOYOTA TERCEL, 1ftbck, spec ed, auto, 28mpg, AC, stereo, exc cond, \$4500, B/O, Cris, 251-1402

'82 OLDS OMEGA, 2dr, auto, sunrfr, 34Kmi, \$5495, Annemarie, 276-8448

'84 GMC JIMMY 4x4, loaded, not one scratch, black w/tan cloth int, \$12,000, Susan, 235-3317

'82 OLDS OMEGA BROUGHAM, 4dr, auto, AC, PS, PB, 17Kmi, cruise cntrl, AM/FM, \$6700, Mike, 237-3419

'82 FORD ESCORT, htchbck, AM/FM, 46Kmi, new tires, maroon, \$3950, Cliff, 225-6313

'83 NISSAN PULSAR, 4dr, 4cyl, 5spd, AC, tilt whl, AM/FM, 52hwy-44city, 30Kmi, \$6300, Pete, 275-6363

'73 MERCURY MONTEGO, 2dr, auto, AM/FM, new batt, runs gd, latest sticker, tan, \$500, MaryLou, 273-3316

'81 CHEVY MONTE CARLO, 37Kmi, AC, AM/FM, showrm cond, new radials, \$6500, John, 229-6007

'73 DATSUN 240Z, 70% restored, body OK, eng strong, many new parts, \$1450, Paul, 223-5110

'78 AUDI 5000, 4spd, AM/FM, cruise cntrl, new brks, \$3195, B/O, Sandy, 223-5413

FURNITURE

SOFA + CHAIR, colonial, blue-brown-rust, vy gd cond, \$400, Theresa, 223-7923

COUCH + LOVE SEAT, contemp, drk green, barely used, orig \$1100, looks brand new, \$500, Lori, 221-5377

COUCH, blue-white-green stripes, \$150; 2 end tbles, \$25ea; 2 wicker chairs, w/stool, \$35, Brett, 225-6121

TWIN BED, 4 poster w/canopy frame, Ethan Allen, orig \$420, exc cond, \$200, Bruce, 245-5324

DESK + CHAIR, Ethan Allen, trestle style, \$300; BOOK CASE, Amer Heritage, drk pine, \$280, Mitch, 237-3226

SOFA + CHAIR, burgundy set, vy gd cond, \$50, Joanne, 225-4496

WATERBED, king sz, heater, mattress+liner, beautiful headboard, \$300, Gary, 235-3621

SLEEP SOFA, natural color, pulls out to queen sz bed, used 8mos, great cond, \$375, Tori, 278-4182

HANDMADE FURNITURE, bar: \$25; 2 blanket chests: \$20; \$15; nitestand: \$20; TV stand, \$15, Diane, 231-6842

MISCELLANEOUS

JOINTER PLANER, Toolkraft, 6 1/8" wide, stand inc, exc cond, \$250, Mario, 231-5720

TIRES (2), F78/14 stl-belted radial snows, mounted, in great shape, \$50, Ed, 223-9048

TYPEWRITER, Smith-Corona electric, w/case + cartridges, barely used, \$125, Fred, 225-5377

ROBIN VT180, 2drvs, VT100, LA34 prntr, stands, SW, WP supplies, manuals, never used, \$1590, Jill, 231-4270

FIREWOOD, 2.5 cords in 6ft lengths, all aged hardwood, \$125, Rich, 223-2598

RIMS + TIRE CHAINS, 14" AMC rims w/tires, \$15pr; new bar reinforced tire chains, \$25, John, 237-2272

TABLE SAW, Sears 7 1/2" table saw, gd cond, \$100, Terry, 237-2098

CAMERA TRIPOD, Pro Model 1355, almost new, w/swivel and tilt base, \$30, Eric, 223-2208

VIDEO CASSETTE EQUIP, portble VHS recorder, camera+acc, orig \$2400, mint cond, \$1500, Phil, 275-6367

WOOD STOVE, Waterford 102, black porcelain on cast iron, box stove, 45K BTU, 24" logs, \$325, Dan, 288-6372

ROBIN VT180, 4 dsk drvs, CP/M, Multiplan, Select, M-Basic, LA34 prntr, glare sern, \$1500, Pete, 231-7318

CAMERA, Mamiya 35mm, w/case, 50mm 1.7 lens, 75-150mm zoom, elec flash+bag, exc cond, \$325, Nanci, 223-8323

CLARINET, by Bundy, exc cond, \$100, Gail, 282-2555

VAN SEATS, std front seats for Ford Econoline van, orange, \$50ea, Virginia, 223-7944

PRINTER, Axiom A.T.-100 for Atari computer, dot matrix, capable of graphics, \$175, B/O, Walt, 225-4593

CAMERA BODY, Nikon FE body, well maint + working, chrome, 35mm, vy gd cond, \$200, B/O, Dave, 251-1618

UPRIGHT PIANO, \$500; color TV, \$50; washer/dryer, \$50 ea, refig, \$290, wedding gown, Gus, 237-2240

AMATEUR RADIO EQUIP, TS-5205 w/cw filter, VFO-520, SP-520, AT-200, MC-60, set only, \$675, George, 223-7422

PETS

PARROTS, brown-throated Conure + white-fronted Amazon, attractive, clever, William, 225-5527

VIZSLA PUPS, AKC reg, 1st shots, gd bird dogs, health certificates, 10wks old, gd w/kids, Steve, 251-1295

PARROT, blue crowned Amazon, tame, vy docile, talks, 4 yrs old, cage inc, \$700, B/O, Bruce, 288-7687

ARABIAN FILLY, quality + disposition all rolled into one, Kathie, 223-2025

REAL ESTATE

OSSIPEE, NH, 5 wooded acres, beautiful scenic view, \$13K, Rosemary, 282-2558

NOVA SCOTIA, 50 acres-woods+field, conv to ferry, fishing, shopping, boating, \$15.5K, Rick, 242-2565

WALTHAM, 2bdm condo, mins to Rt 2 + 128, low maint, immaculate, \$69.9K, Rich, 275-6037

RENTALS

CONDO, Marco Island, 2bdm, 2bath, gulf+island view, pool, lux decorated, Terry, 225-5200

APT, Marlboro, 5rm, 1st floor, wshr/dryer hookups, gas heat, cellar, nice area, \$550+, Ray, 228-2266

HOUSE, Waterville Valley, NH, 4bdm, 1bath, porch, LR, DR, TV rm, slps6-8, \$400/wk, Ed, 251-1223

TIME SHARE CONDO, Ashland, NH, 2bdm, 2bath, furn, indoor pool, skiing, Jan 5-12, \$300, Greg, 249-1770

EFFICIENCY, Marlboro, 1bdm, non-smoker pref, avail immed, \$400/mo-utills inc, Sherry, 273-3204

APT, Framingham, 2bdm, 2bath, AC, pool, health club, W/W, \$690/mo, Geoff, 235-3531

CONDO, Loon Mt, 2bdm, 2bath, slps8, by wkend-week or month, Leslie, 251-1228

APT, Maynard, 4rm, 1st flr of 3fam, walk to Mill, \$495/mo, heat inc, wshr/dryer, Cindy, 223-7190

EFFICIENCY APT, Northboro, non-smoker, utills inc, \$275, Sally, 231-2104

CONDO, Sugarbush, VT, slps5, ski to+from slopes, near village, frplc, Bill, 223-9811

APT, Hudson, lrg 1bdm in 2fam, lrg yard, avail 1/1, \$475/mo, Fiona, 258-4136

APT, 2 1/2rm, no pets, avail 11/1 to 6/1 only, \$75/wk plus heat, Marie, 234-4026

ROOMMATES

F, share 2bdm apt in 2fam home, Lowell Highlands, nice area, \$115+1/2utills, Mary, 223-3060

F, share 2bdm apt in Shrewsbury area, \$175/mo + 1/2utills, Jean, 251-1583

M/F, 2bdm Nashua condo, Westgate Village, reasonable rent, must like dogs, Kate, 231-6541

F, prof wanted to share Littleton townhse, furn rm, wshr/dryer, tennis, \$320+1/3utills, Brett, 282-2500

F, mid 20s, share 2bdm Hudson apt, wshr/dryer, heat+hwt wat inc, \$175+1/2utills, Lori, 279-5590

F, prof to share lakefront home in Wayland, \$650, Marilyn, 231-8570

M/F, to share colonial house, Bolton, lrg yard, pets OK, wood+oil heat, \$325+utills, Fred, 223-9381

F, non-smoker, 25+, share 2bdm Milford condo, in/out pool, \$250, heat inc, +1/2expenses, Mary, 237-2341

M, share 3bdm lakefront home, Ashland, boating, wshr/dryer, avail 11/1, \$285+1/3utills, Tom, 237-2240

M/F, share 3bdm Marlboro house, wshr/dryer, pool, cable, \$200+utills, Lesley, 231-6412

M/F, share 3bdm Northboro home, \$300/mo, utills inc, Betty, 278-4258

SPORTING GOODS

SKI EQUIP, Atomic HV-6 185cm skis, Nordica sz 8 GS boots, Marker M-40 bndngs, new, \$450, Bill, 223-7232

BIKES (2), 16" and 20", for boy or girl, in exc c, \$35ea, Marge, 223-3113

RO-PED BIKE, stationary bicycle that also rows, \$80, Joan, 249-1727

BICYCLE, 10spd Bottecchia Porf, custom built for touring, ex lrg 25 1/2" frame, \$675, Jack, 283-7424

DIVING SUIT, men's, 1/4" thick, size medium, vy gd cond, \$150, B/O, Kathy, 225-5738

Bruins star helps kickoff United Fund Drive



The Manufacturing Business Center in Chelmsford opened its United Fund Drive with a visit from Terry O'Reilly, Boston Bruins captain. An active volunteer for the Merrimack Valley United Fund, he toured the Chelmsford facility, met with and signed autographs for employees while encouraging them to participate in the United Fund.

Pictured above, left to right, Kevin Melia, site manager; Peg Fleming, R.N. and coordinator; Terry O'Reilly; Stu Greenberg, United Way fund chairperson and Don Masson, Personnel manager.

Performance seminar on AMAR-10/20 system planned

Internal Software Services (ISWS) and Educational Services have planned system performance management during FY'85 that are focused on AMAR-10 and AMAR-20, the ISWS developed software performance monitors for TOPS-10 and TOPS-20 respectively. System Performance Management using AMAR-10/20 is a seminar designed to teach the use of AMAR-10/20 as the basis of a methodical approach to system performance management and capacity planning.

The goal of the seminar is to make attendees aware of the capabilities of AMAR and how to use them. Laboratory sessions will provide practice in the mechanics of installing AMAR, customizing standard AMAR reports, generating special reports, and using AMAR reports to understand performance activities. The seminar will provide an overview of system performance management and capacity planning. It will not attempt to provide comprehensive coverage of DECsystem-10 and DECsystem-20 internals and performance issues.

Prerequisites

It is recommended that attendees of this seminar have experience with TOPS-10 or TOPS-20 operating systems. Any of the following courses (equivalent experience) taken before this seminar will lead to a better understanding of the AMAR seminar.

- TOPS-10 System Administrator
- TOPS-10 Monitor Structures
- TOPS-10 Monitor Internals
- TOPS-20 System Administrator
- TOPS-20 Monitor Structures
- TOPS-20 Monitor Internals
- TOPS-20 System Performance Management
- System Performance Management and Capacity Planning

This seminar is designed for those who sell AMAR, install AMAR, teach the use of AMAR to others, use AMAR, provide AMAR telephone support, or provide AMAR performance management consulting.

The locations and dates of the first two seminars are listed below. To register for this seminar please call (617) 276-4949.

Boston, October 29-31, 1984
Bedford Training Center
12 Crosby Drive
Bedford, MA 01730

Boston, December 3-5, 1984
Bedford Training Center
12 Crosby Drive
Bedford, MA 01730

COMPUTER CORNER

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

Call the following DTN numbers to join these routes.

VANPOOLS

TO ACTON (AKO)/MAYNARD

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

TO ACTON (AKO)/MAYNARD

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

TO ACTON (AKO)/MAYNARD/STOW

From Townsend, Groton area, Brian Buda DCV #118, 276-9532

TO MARLBORO

From Nashua, NH, Westford, Jim Mahan DCV #67, 231-4446

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

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

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

TO MAYNARD/STOW

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

From Allston, Brighton, Brookline, New-

ton, Terri Dedman DCV #105, 223-4286

TO MAYNARD

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

From Nashua, NH, Bob Cormier DCV

#123, 275-6232

CARPOOLS TO SPITBROOK

From Cambridge, Lance Simon, 381-2638 or VAXMAIL, CROW::SIMON

TO PKO & MLO

From Pepperell, Ashby, Townsend and Lunenburg, Joseph Simoneau, 223-9392

FORMING VANPOOLS

TO MAYNARD AREA

From South Shore area, Debbie, 223-4626

Pro 380 given to vendor



(l-r) Bruce Goodsell of Ship Analytics receiving a Professional 380 personal computer from Jeff Rudy, Group manager for the Software Pro Series. The Software Pro Series Group recently held a seminar with many of the vendors that produce Digital Classified Software for the Professional series. In recognition of the strong commitment by the vendors, a drawing was held and Ship Analytics was awarded a Pro 380 system.



Diane Amos of Digital's women's team division after receiving first-place plaque from Howard Foley, president of the Massachusetts High Tech Council. Other team members were Michelle McCann and Diane Muise.



(l-r) Howard Foley, president of the Massachusetts High Tech Council gives members of the Digital's men's team Dennis O'Brien and Lance Burgess their first-place plaque. Not pictured: team member Roger Nasatka.

Digital running teams win Stouffer's High Tech 10K Road Race

Both men's and women's running teams from Digital won the Stouffer's High Tech 10K Road Race held recently in Bedford.

The men finished at a combined running time of 1:38:45 and the women at 2:00:53. The women's team competed against 16 other high tech companies and the men's team ran against teams from 81 high tech

companies.

Also participating in the race was former Boston Marathon winner Greg Meyer, who finished the race first ahead of 1700 other runners in a time of 29:39 for 6.2 miles. Boston's Mayor Ray Flynn also ran the 10K course.

This road race has been sanctioned by

the Massachusetts High Technology Council as the official high tech 10K race, and by the Massachusetts Special Olympics as the official marathon for special olympians.

Network Northeastern on-line in Marlboro

Network Northeastern University (NNU) has been brought on-line to Marlboro with 28 students registered for classes.

The program offers classes in state-of-the-art high technology and graduate courses in electrical engineering. Classes are brought to the site through live television, telephone talkback, and a courier service that expedites assignments, books, and exams between students and Northeastern University.

The large enrollment at Marlboro reflects a high profile for actual course offerings, and an interest in bringing advanced engineering programs directly to the work environment. Courses are accessible, directly applicable to the job, and prepare an individual for future growth and development.

Planning is underway for the winter term. Graduate electrical engineering courses will include Digital Communications, Digital Signal Processing, numerical Methods and Computer Applications, Detection and Estimation Theory, Mathematical Methods in Electrical Engineering, Digital Computer Architecture, Characteristics and Models of Solid State Devices, and Applied Probability and Stochastic Processes.

The tentative schedule for state-of-the-art courses will include Advanced C Programming, Local Area Networks, LISP, and ADA.

Network Northeastern University is sponsored by the HPS Training and Education group. For further information on costs, registration procedures, and classroom locations, please contact Chris Rudomin at 231-6769.

New titles from Digital Press

Two new titles are available from Digital Press. *The Incredible Shrinking Computer*, is a book which lays the foundation for computer literacy, the first step toward effective computer use. In easy-to-master segments, "The Incredible Shrinking Computer," explains what a computer is, what the basic components are, what they do, and how they work together as a system.

Written by John Sancin, District Merchandising manager for the Personal Computer Marketing Group in Cleveland, Ohio, the book is geared to people who are computer illiterate and want to learn the fundamentals about computers.

The drawings in "The Incredible Shrinking Computer," were done by George Ulrich.

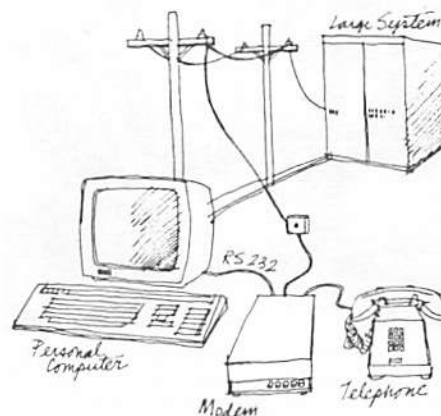
The book is paperbound, 160 pages. Order number: EY-00026-DP. Price: \$15. ITP: \$6.

Designing Applications for the Professional 300 Series: A Developer's Guide, by John A. Lucas, provides a comprehensive discussion of features and strategies available to developers writing applications for the Professional 325 and 350 personal computers and for the Professional operating system.

This guide analyzes issues that arise in the development of any personal computer application and gives advice on solutions. It also includes the source code for a fully documented and debugged sample graphics application to illustrate points raised by the text.

The book is paperbound, 200 pages. Order number EY-00030-DP. Price: \$28. A floppy disk containing the same source code information as the book is also available. Order number: EY-00029-DP. Price: \$29.

All customer orders should be sent to Digital press, 12A Esquire Road, Billerica, MA 01862. For internal orders, send TWX or memo with name, badge number, cost center, location/mailstop, cost center, manager's name and signature, and outside mailing address, to mailstop BKO.



Illustrations like this one, depicting the communications capability of various Digital products, highlight "The Incredible Shrinking Computer" from Digital Press.