

Mini News

News For The Employees of Data General

February 11, 1983

First Holiday Approaching

Employees are reminded that Monday, February 21 is a Data General paid holiday. In Westboro and Milford, time cards for the week ending February 19 will be due in Payroll by 3 p.m., Thursday, February 17. Any unscheduled overtime may be included in the time card the following week.

Detailed information on the funds is being made available at employee meetings or through Personnel representatives. The Savings and Investment Program, in which employees can invest anywhere from 1% to 10% of their pay, takes effect on April 1, 1983, but all decisions on initial participation must be made this month.

Neff Appointed Director In Corporate Manufacturing

Guaranteed Income Fund Rate Of Return Set At 12.5% For 1983

The Guaranteed Income Fund in Data General's Savings and Investment Program will offer a 12.5% annual effective return for 1983. The fund, one of three you may invest in as a participant in the program, guarantees your investment and offers a fixed rate of return each year through a contract negotiated with an insurance company. The 12.5% return for this year has been negotiated with The Travelers Insurance Company.

The two other funds in the program - the Balanced Fund and the Equity Fund - are offered through the Putnam Management Company, Inc. of Boston. While offering the potential of greater return than the Guaranteed Fund, these funds also carry a greater risk.

The Balanced Fund is the George Putnam Fund, a balanced portfolio of high grade bonds and common stocks for current income, preservation of principal and possible capital growth.

The Equity Fund is Putnam Investors Fund, a concentrated portfolio of quality stocks geared for growth and some income.

The performance of both The George Putman Fund and Putnam Investor's Fund can be followed under Mutual Funds in the Financial/Business section of most major newspapers.



Bruce Neff has been appointed director, Materials and Manufacturing Control in Corporate Manufacturing, reporting to Lee Henning, director of Materials and Manufacturing Services.

Bruce will be responsible for Material Control, Material Planning, Plant Performance, ECO Control, Systems Training and Unit Planning / Forecast Administration.

Bruce has been with Data General since 1977, most recently as manager of Fabrication Operations and Quality at Southboro and previously as Southboro Materials manager and Corporate Materials manager for New Products. Prior to Data General, he was with Honeywell.

Bruce has a degree in business administration from the University of Wisconsin and recently completed the Program for Effective Management of Production Operations at Dartmouth's Amos Tuck School.

Videotapes Highlight ISV Software

A pair of videotapes informing sales representatives about software packages offered through the Independent Software Vendor (ISV) program are available through the Technical Products Business Unit.

The videotapes were produced by Data General's Media Services department. They focus on MCS President Dr. Pat Hanratty and Swanson Analysis Systems Inc. President Dr. John Swanson discussing their software for use on Data General computer systems.

During one of the videotapes, Pat Hanratty discusses the many uses of the Anvil 4000 software, a computer-aided design/computer-aided manufacturing (CAD/CAM) system. The other videotape highlights John Swanson describing ANSYS, a finite element analysis system that can be integrated with CAD/CAM systems.

According to Technical Product Marketing Specialist Steven Aucoin, the two videotapes will be used for training purposes. "Sales training classes in Westboro will make regular use of the tapes," says Steven. "In addition, the tapes are available for loan to field offices to use during meetings."

The tapes are the first in a series of videotapes that will be produced covering the CAD/CAM and computer-aided engineering (CAE) software packages available to Data General customers through the ISV program.

If you are interested in obtaining a tape, contact Steven at extension 4916 in Westboro.

Westbrook College Offers 10 Scholarships

Westbrook College in Portland, Maine will award ten \$1000 scholarships annually to children and other dependents of Data General employees.

This special financial aid program will begin in September 1983. The scholarships will be awarded to students who complete the appropriate college application procedure and are accepted as first-time, full-time Day Division students in the Computer Information Systems program in either the associate or the baccalaureate degree curriculum.

The Computer Information System program utilizes an ECLIPSE MV/6000 computer system given to Westbrook College by Data General last fall.

The decision to award the scholarships will be made by a committee in the college's Financial Aid Office based on high school record; written recommendations from teachers or guidance counselors; and the potential for academic success at Westbrook College.

The scholarships will be renewable, provided the student maintains a 3.0 (B) grade point average. The college will work with scholarship recipients to package additional financial aid whenever financial need has been determined through the College Scholarship Services traditional procedures.

The scholarship grant will continue as long as the parent or spouse is employed at Data General. If a grant is terminated, the college will make every effort to replace the award with other sources of funding so that the student may continue to complete the degree program successfully.

All students interested in this program for this year must complete the application processes for admission and financial aid no later than April 1, 1983. Awards may be made prior to that date, and the college will be unable to guarantee the availability of this special scholarship program after that time.

A one-page scholarship application form will be sent to scholarship applicants to verify the employment of the student's father, mother or spouse. This form will be supplied by the college and should be sent to the employee's Personnel representative, who will complete the form and return it to Westbrook College.

Admission, scholarship and financial aid applications may be obtained by writing to: Director of Admissions, Westbrook College, Portland, Maine 04103.

Westboro News

People

Steve Bolduc has been named manager of Marketing Planning for the Small Business Systems Business Unit reporting to Jim Tuttle, director of Business Planning. He will supervise the marketing planning operations for hardware, software and peripheral products.

Prior to this appointment, Steve was North American Industry Sales manager for Retail and Wholesale Distribution. Before that, he was Commercial Design manager based at the Systems Division in Cambridge.

Steve has a BS in electrical engineering from Lowell Technological Institute and an MBA from Boston University.

Data General

Annual Meeting Highlights

Data General Corporation's annual meeting was conducted at Boston on Tuesday, February 8, 1983. As a service to investors, employees, customers and others interested in the company, this special report presents the highlights of that meeting.

Address To Shareholders

Edson D. de Castro

First, I think it would be appropriate for me to comment on the results of the vote on the proposals brought to you by management in the proxy statement. We're certainly gratified that stockholders have voted in favor of Proposals 2, 3, and 4 and authorized the issuance of preferred stock, amended the restricted stock option plan and elected the board of directors.

While we are disappointed that proposal number 1, which would have insured a fair treatment to all stockholders in the case of a takeover was defeated, we are impressed with the fact that we did receive a plurality of those shares voted.

I should point out that the company's stock is held by banks, pension funds, mutual funds and other institutions. In a number of cases, we were informed by these shareholders that even though they were sympathetic with this proposal, they were prohibited from voting for it due to present policies requiring their opposition to so-called "anti-takeover" proposals. It's our understanding that changes in such policies often necessitated study and review by their boards of directors or policy committees needing time that simply was not available. We are gratified that so many institutions were able to support this proposal and that most individual stockholders supported the proposal.

When I stood before you last year, I painted a picture of a company undergoing a mid-life transition during a period of economic uncertainties as grave as we have seen in our corporate history.

First, we had a product line that was strong in some areas, such as larger, 32-bit systems, but weak in others, such as very small systems and our more traditional technical product families.

Second, we had a rapidly growing product service organization, a resource that is essential to larger system end user business. but the associated costs of building that resource added pressure to our profit margins.

Third, we had just restructured our organization to focus our efforts in three market areas of long-term importance to our future. This new approach was in varying stages of implementation, acceptance and efficiency.

I am pleased to report to you today that major progress has been made in all three areas. We have not, however, been able to fix the world economies.

Data General's results in 1981, which were disappointing to us all, were largely of our own doing. they were caused by the sizeable transition in products, markets, organization and management that we initiated that year, and made worse by economic factors. Data General's results in 1982, with even slower revenue growth and lower profitability, were less a matter of the company's conduct and more a matter of the external forces ruling the marketplace.

I am frankly proud of the progress we have made in the past 12 months and only disappointed that it has not yet shown up in the financial performance that rewards your investments. Our investments in long-term resources in the past two years are now beginning to pay off. Let me summarize them briefly:

Products

First, in products. The variety and significance of products introduced in 1982 were among the greatest in any single year of our history. We broadened our initial large 32-bit offering, the MV/8000, with two smaller size systems, the MV/6000 and 4000. And with the introduction of a major new member of the family in the near future, we will offer the market the most extensive array of 32-bit systems found anywhere.

In short, we have moved from a position of being two years behind competition in 32-bit systems three years ago, to being ahead in 1983. Revenues contributed by this family of products have moved from the trivial in 1981 to the significant in 1982. More than 800 systems are now installed worldwide, over half of them installed at end user sites in larger firms in commerce and industry. In the next few years, we expect a majority of our revenues will be produced by 32-bit processors driving a variety of applications.

In smaller scale systems, we succeeded in putting the power of the ECLIPSE processor on a single chip, and brought out a family of microprocessor products, the S/20 and S/120. These products address our more traditional markets, industrial and technical OEMs and end users. We have seen early promising signs of acceptance of this family among these customers. Customers are ordering small numbers of systems for use in developing their own products. While this produces relatively low revenues now, it is a sign of future volume orders as these customers move into their own production cycle.

In Small Business Systems, we introduced new members of the CS Family, two of them based on the microECLIPSE processor. These systems provide improved performance at lower costs, as well as software compatibility throughout the range of the CS family.

'Our outlook for the remainder of 1983 is one of extreme caution about demand and economic conditions, but increasing confidence in our own resources and competitive position.'

Last year we entered the office automation market for the first time with CEO, the Comprehensive Electronic Office. The system, built around the MV/series processors, integrates most office functions to serve managers, professionals, and clerks. CEO has shown strong early acceptance in a highly competitive market. Sales have been won against competitors such as Wang, IBM and Digital. Since CEO sales commenced late in the 1982 fiscal year, its contribution to the year's revenues was only marginal. But our early success gives evidence of our ability to sell in this new marketplace with increasing volumes this year. With the office automation market growing in the 50 percent annual range, we expect CEO to make a significant contribution to 1983 revenues and beyond.

Service

Second, in service. In the broader systems market, service and support become critical to customer acceptance. Our service and other revenues reflect the growing importance of this area. By the final period of 1982, they reached 25 percent of our total revenues. More important, surveys of customers revealed substantial progress in satisfaction ratings over earlier years. We are rated by our customers as equal to the best in the computer industry in terms of responsiveness, reliability and effectiveness. We are now in the process of achieving the goals we set out to reach five years ago when we began the heavy investments to build this important resource.

Part of this investment is reflected in the buildup of spare parts inventories we have made in the past five years. We have disclosed these amounts starting in 1982 so that investors can gain a better understanding of the inherent costs of this business. As a smaller OEM supplier of minicomputers, service provides a very small portion of revenues and spare parts were not needed in any quantity. With Data General's current size and with our broad customer base today, however, they are essential.

Field Engineering parts and components were 39 percent of total inventories in 1982, up from 34 percent in 1981. Growth was even greater in prior years.

In large part, we have achieved what we set out to do in product service. Organization, people, resources and quality of service are all in the range necessary to be competitive in our markets. We have achieved this at a considerable price in profitability. We will be turning our attention in 1983 to improving product service costs in relation to their revenues, and we expect to make progress in reducing this function's pressure on our operating margins. While it will take several years to accomplish, we expect the profitability of our service operation to be equal to that of our equipment sales.

Organization

Third, in organization and management. We undertook a profound restructuring of our organization in 1980 and 1981 to focus our efforts in three major market areas: first, Large Commercial Systems for larger customers; second, Technical Products for Industrial and Technical End Users and OEMS; and third, Small Business Systems for smaller enterprises. We also restructured our sales force along similar market lines, and strengthened our attention to quality and excellence in Manufacturing.

The officer cadre in 1979 was largely made up of people who had spent much of their career at Data General, most of them with long tenure with the company. Today we have a larger group of senior people with more diversified and professional experience in managing larger and more decentralized business organizations such as Data General has become. This restructuring is largely behind us, and, while changes in organization and people are always part of business life, I believe we have a stable and dedicated group of managers in every discipline.

In 1982, Nippon•Data General became part of the Data General family when we increased our ownership of the Japanese firm to 85 percent. Today, we routinely exchange people, technology and business practices. We in the United States are learning from Nippon•Data General at the same time that we are sharing with them. This organization is totally Japanese in management and organization and through it we have access to the growing markets of Japan and the Far East.



The Comprehensive Electronic Office (CEO) System software has shown strong early acceptance in a highly competitive market. Customers are finding it can significantly help increase office productivity.

Financial

All of these items I've described have been major areas of focus for the company in recent years. In order to understand the transition Data General has been going through from a financial point of view, I believe you need to step back from the quarter-to-quarter numbers, and look at our performance for the past three years, which covers the period of transition from its beginning.

The income statement starting in 1980 has shown consistent deterioration on an annual as well as quarterly basis. Net income peaked in 1980 at \$55 million and has been going down ever since. Gross margins have been going down since 1979. Sales, general and administrative expenses have been going up since 1979. On the revenue side, growth in equipment sales has been slowing since 1979 while service and other revenues have been growing more rapidly. All this you know and have been concerned about.

Across the page from the income statement, however, is the balance sheet, which reflects the cumulative financial strength of the company and the resources to support our future. Since 1980, our balance sheet has strengthened as our income statement has weakened. For example:

- Investment in plant, property and equipment increased by \$96 million in two years. That is 50 percent greater than the total capital spending in our first 12 years of existence. Although the value of our net plant after depreciation is shown as \$156 million on the 1982 balance sheet, the net market value is an estimated \$229 million. Our net plant is financially solid and worth far more than carried on the books. And we will continue to invest in new assets despite the economic outlook. We expect to increase capital spending in 1983 by about 10 percent to the \$55 million range.

- Inventories were reduced by 1.1 percent at the end of the year compared with 1981 and virtually unchanged from 1980. While this may sound small, manufacturing inventories' share of this total amount was reduced 30 percent from 1980. This enabled us to finance a 100 percent increase in our Field Engineering inventories during the same period. We have vastly improved our ability to service and support our customers and, at the same time, have improved our Manufacturing inventory turnover.

- Receivables have also shown progress during the three year period. While 1982 revenues increased 23 percent over 1980, receivables decreased two percent. The average collection period was 75 days in 1982, compared with 90 days in 1980. To accomplish this during a period of 15 to 20 percent interest rates is rather like salmon going up the Kennebec River in January.

- Our cash and marketable securities have continued to grow during this period, as you might expect. It is two and one half times the amount held in 1980.

During 1982, we generated almost \$100 million in cash from operations. While the original base for this cash came from a long-term debt offered in 1980, that debt has been reduced, and we currently have had no short-term debt.

As a result of the work we have done on the balance sheet, together with the progress we have made in products, service and organization in the past three years, we are poised for renewed growth in revenues and profitability.

We have put tight cost controls in place during 1982 that are beginning to take effect. The growth in labor and material costs have generally slowed. We have seen some positive results of these controls in our first quarter results, and we plan to keep them in place indefinitely.

Outlook

Our outlook for the remainder of 1983 is one of extreme caution about demand and economic conditions, but increasing confidence in our own resources and competitive position. We have no evidence of sustained improvements in order rates overall, although many of our newer products are doing well. As one company, our greatest contribution to the world's economic health will be to keep on schedule with our 1983 new product calendar. Thank You.



In 1982, Data General's 32-bit product line was broadened with the introduction of the ECLIPSE MV/4000 computer.

Annual Meeting: Question And Answers

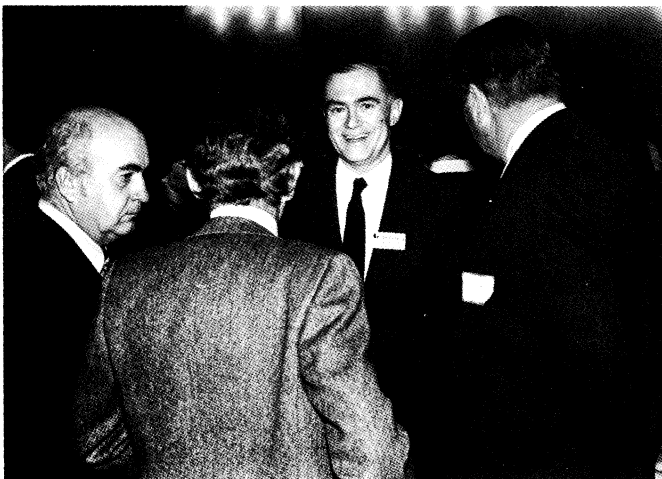
The following are the questions and answers from the annual meeting, edited only for clarity.

Q. Can you give us some assessment of the outlook for European business in 1983?

Ed de Castro: European business during fiscal 1982 was quite weak. The decline in European business was substantially greater than the weakness we saw in North America. During the past quarter, the quarter ended in December, we saw a distinct firming in our European orders. The fundamental causes of that are not at all clear to us. It may be a function of European economies, although there are no macro-economic improvements to indicate that. It may be due to our improved product position, particularly in the Small Business Systems area, which has been an important part of our European market. But, nonetheless, we have seen a firming in demand for those products.

Q. How about business in the domestic markets?

Ed de Castro: Domestic business grew slightly during the last fiscal year and is continuing that growth. We see a situation where customers are beginning to show increased confidence and increased interest in making expenditures on products such as we manufacture. We frankly have not yet seen this translate into revenues actually put on the line. But our confidence level is improving that the market is going to begin to turn up in the fairly near future. Now again, this may be part of our improved competitive product position as opposed to any indication of our improved economy per se. Our 32-bit product line now is extremely strong and CEO is generating a lot of interest.



Data General President Ed de Castro discusses the company's 1982 performance and its outlook for the future.

Q. You talked about the growth of your management team. Have you given any thought to increasing the size of your board of directors beyond its current five members?

Ed de Castro: We've given considerable thought to that and that's an item that will be on the agenda for the directors in the very near future.

Q. You indicated spare parts have gone to 39% of inventory. Could you state where they might "top out?" What sort of profit margins have you been seeing in the service business?

Ed de Castro: Let me answer the last part of that first. And then I'll give you two answers to the first part.

In terms of profit margins, we have not disclosed the specific numbers in Field Engineering, although, we are beginning to see improvements. We invested extremely heavily in that resource over a number of years. We are in a situation now where we have been able to move that profitability level up, and we see that increasing. But, our number one objective in Field Engineering today remains customer satisfaction. Frankly, if I see it necessary to delay further the increase in profitability in order to continue the trend that we're on for customer satisfaction, we'll do that. I don't believe that will be necessary, however, and I think we will be able to improve the profitability.

Now, two inventory questions - one related to Field Engineering and the other related to Manufacturing. I think I'd like to ask Frank Silkman, our senior vice president for Field Engineering, to answer the first piece of it, and Dave Chapman, our vice president of Manufacturing, the second.

Frank Silkman: We relate inventory to contract revenue. The inventory in 1983, as a percent of contract revenue, will diminish and we expect that to plateau in the future.

Ed de Castro: I think what you were asking about the ratio of manufacturing to field inventory. That ratio isn't a number we really focus on. We focus on each type of inventory measured on its own merits and the ratio will fall where it will. Frank Silkman gave you the field inventory trend. I would like to ask Dave Chapman to describe his plans in Manufacturing inventories.

Dave Chapman: This year we improved our turn slightly in our inventory. We're positioned quite well in terms of the plan to make the revenue in our plan. And we're also improving the manufacturing cycle this year rather substantially. So I think that gives us some opportunities in 1984 to increase our turns on inventory.

Q. I'd like to follow up on the question of increasing the manufacturing cycle.

Dave Chapman: During this year, we plan to increase the level of capitalization in Manufacturing quite substantially compared to previous years. The purpose of that is really twofold. One is for reliability. And the second is to reduce the manufacturing cycle. All of that flows back to improve inventories. So the trend that I see between now and 1984 gives us a good deal of opportunity.

Q. In the 32-bit area, could you elaborate a little bit more about the mix of OEM and end-users? How do you see this mix changing over the next couple of years?

Bob Miller (Senior Vice President/Business Group): While it's hard to deal in precise numbers, clearly with products like CEO and new products in the area of industrial automation, we see a multi-tiered distribution of those products in the 32-bit area. I don't like to distinguish between OEM and end-user that clearly. It's more useful to talk about product versus system sales. I expect that the mix of our system sales, whether it be to large system OEMs or to end users, will probably increase quite dramatically from where it was in 1982 to being the large majority of our sales. A system is a combination of not only the CPU, peripherals and operating systems but also has applications like CEO as part of the sale.

'We have a 32-bit line that is as good as anybody's and in 30 days we'll have a line better than anybody's. We now have an office automation system better than anybody's. We intend to have a similar posture in the low-end of the line.'

Q. What will cause a dramatic shift in '83 from product sales to systems sales?

Bob Miller: One reason is that we're doing a lot more in focusing on major opportunities where the requirement is for systems. From a marketing and sales standpoint, that's getting a lot more emphasis. We are also getting very good response at the system level as a result of having packages like CEO and data communications. That's also driving a big part of our business. So I think it will be the combination of marketing and sales emphasis as well as superior system products that will make that go.

Q. If the large systems business is going to keep going up as a percentage of revenue, what's going to happen to sales productivity?

Herb Richman (Executive Vice President/Field Divisions): I think that the effectiveness of the people we have in sales is a function of training, education and discipline. It's not clear to me that we're going to see a major differentiation in productivity per person if they're selling larger systems or they're selling large volumes of smaller systems through the OEM channel.

For example, in Small Business Systems, we have established a different technique in how we are working with the OEMs. It used to be that every

salesperson would like to work with a small business system OEM generating steady volumes of business, which was not necessarily an indication of that salesperson's productivity. He may have developed the account or he may have inherited it. Now we are appointing certain people in the sales areas who will maintain, by assignment, a number of the OEMs we have had in the past. So the Small Business Systems person's volume will increase with that particular strategy, while some of the larger systems sales on CEO may not necessarily represent a single unit. It may be a multi-unit installation over a period of time where the initial contract may represent many millions of dollars. It'll take a longer time for installation and it may be a team effort in the sale of that particular type of installation to a major company for CEO or office automation. I think we will see an increase in the productivity of all of the sales people we have in the field, particularly as the newer people we have brought on board begin to mature and produce.

Q. If you're running 28 to 29 percent distribution costs, (Sales, General and Administrative expenses), and we look out to Data General fiscal years 1985-1986, is that going to be a greater or lesser number?

Herb Richman: It depends on the economy and the relative cost for expanding the sales force and the amount of time it takes people to become productive. Obviously, we would like the number to be less.

Q. A number of your competitors have come out with some attractive microcomputer offerings. Can you explain to us your strategy in that marketplace? Can we expect such an offering in fiscal year 1983?

Ed de Castro: As we looked at the marketplace approximately two years ago, we recognized that we had three major product deficiencies. We were behind in 32-bit systems. We had not come to market in a timely way with a word processing offering. And we had not entered into the microcomputer, home computer or whatever-you-want-to-call-it business rapidly enough.

You've seen substantial product offerings in the past two years to address the first two markets. We have a 32-bit line that is as good as anybody's and in 30 days we'll have a line better than anybody's. We now have an office automation system better than anybody's. We intend to have a similar posture in the low-end of the line.

In terms of describing to you specifically what our strategy is going to be, I don't believe that would be the appropriate thing to do today. I can assure you that we do have a strategy and we are moving very aggressively in that part of the market.

Q: Will we see something in this year?

Ed de Castro: Yes.

Q. Aside from the ENTERPRISE, you have concentrated on one operating system. What is the tendency to concentrate on one proprietary system in the future, as opposed to industry standard?

Ed de Castro: We have within the company two families of operating systems. The most current one is AOS-based operating systems which includes the AOS/RT32, MP/AOS and MP/OS. That's a family of operating systems which is compatible up and down our line. And that's a family of operating systems that we feel is important to us long term.

As you suggest, there are a number of somewhat standard within-the-industry operating systems such as CP/M and UNIX. It's important to us over the long term to offer the customer a choice: to offer him the opportunity to utilize industry standard operating systems, but also to offer him operating systems which span a broader range. So our approach will be to allow the customer to choose within a compatible family of products which type of operating system he'd like to use.

Q. Will you come back with something similar to Proposal No 1. ("anti-takeover" proposal) next year?

Ed de Castro: We've really given no consideration whatever to that.

Annual Meeting Action

Data General stockholders, at the annual meeting on February 8, 1983, approved three of four proposals presented by company management.

Proposal 1, a group of by-law amendments aimed at discouraging takeover attempts on terms not favorable to all stockholders received more favorable than negative votes but did not receive the necessary 50 percent of the outstanding shares.

(FOR: 4,591,043 AGAINST: 4,350,682)

Proposal 2, authorizing 1,000,000 shares of Preferred Stock, was approved.

(FOR: 6,064,560 AGAINST: 2,875,124)

Proposal 3, increasing the shares available under the company's Restricted Stock Option Plan, was approved.

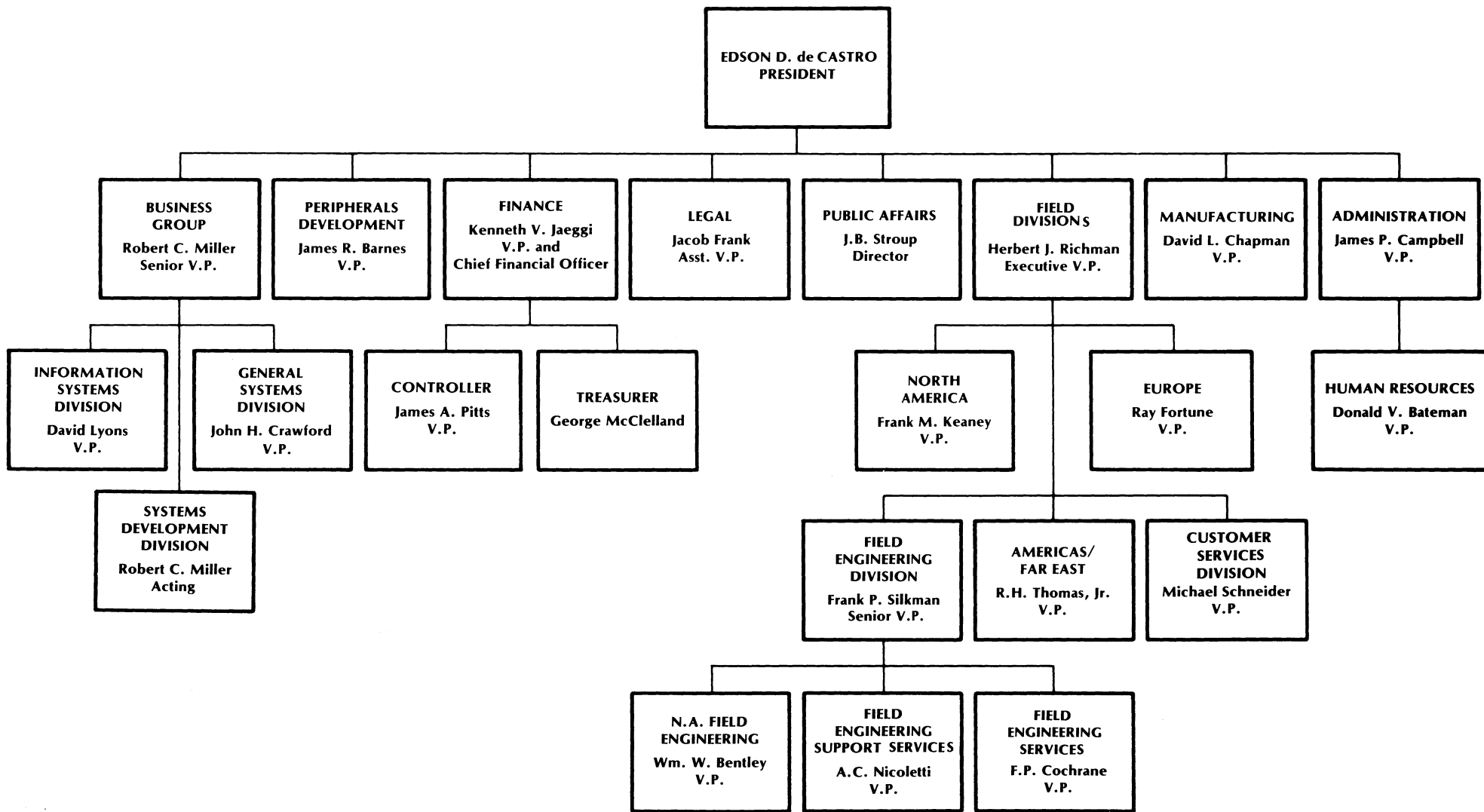
(FOR: 7,353,161 AGAINST: 2,117,845)

Proposal 4, electing directors, was approved. Elected directors were Edson D. de Castro, Herbert J. Richman, Frederick R. Adler, Allan S. Gordon, and Kenneth J. Thornhill.

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Take Note:

Fire Alarm maintenance will take place in Building 14B on Saturday, February 12. Alarms may sound throughout the day.

Southboro News

Ken Lowry Named Safety Committee Chairman

Ken Lowry, manager of Metal Fabrication in Building 5, has been appointed this year's Southboro Safety Committee chairman. Ken succeeds Frank Marino, supervisor of Water Control.

After his installation, Ken stated, "We already have some new programs in the works. Frank has provided a solid foundation on which an even stronger Safety Committee can be formed. He and the four subcommittees have been actively involved improving safety awareness programs throughout the facility. I am looking forward to a productive year as committee chairman."

During the last year, Southboro's Safety Committee has been very active developing and offering various programs to employees. Frank provided a focus for the committee during his tenure as chairman. Working in conjunction with the Southboro Site Safety department, committee accomplishments include, seminars on material handling, safety films covering a variety of issues and the Safety Shoe program.



Former Safety Committee Chairman Frank Marino (left) and Ken Lowry, who recently assumed the position, exchange a friendly handshake.

We'd Like To Hear From You

By now, most employees have received their "Personal Statement of Benefits" from Data General. Included with the statement was a short questionnaire. We'd like your answers.

If you have not completed the questionnaire, please do so today and deposit it in the internal mail. The survey is a valuable tool in determining future benefits and the way they are presented to you.

Activities Committee News

Design An Outing Logo Deadline Approaching

February 14 is more than just Valentine's Day, it marks the deadline for the 'design a logo' contest sponsored by the Data General Employee Activities Committee. The winning logo will be used as the theme of the upcoming 1983 outing season. The drawing may be displayed on t-shirts, tickets and promotional items throughout the year. The theme should capture the flavor of the summer activities and highlight Data General's 15th anniversary.

All entries should be black and white and submitted on 8 1/2 inch by 11 inch paper. First prize will be a \$50 dinner certificate and second prize will be a \$25 luncheon certificate. Send entries to: 'Design a Logo,' MS-D127 in Westboro. All entries must include your name, extension, mail stop, and, if necessary, a slogan. Winners will be announced in next week's MINI NEWS.

Backcourt News

The end of the first half the Data General Basketball season shows SID in first place with seven wins and no losses. The Hornets are in second place, standing at five wins and two losses. Tied for third, at four wins and three losses, are the Bullets, Dogs and the Lakers. Tied at sixth are the Techs and the Terminators (2-5), And, in eighth place - the Hoopsters.

Scorers leading the league are: Paul Lewko, Terminators, 16.3 (average per game); Bob Deforest, Techs, 14.4; Gary Innamorati, Hornets, 14.1; Chuck Harris, Dogs, 13.6; Paul Abasciano, SID, 13.1; Dean Bassett, Bullets, 11.3; Dave Horne, Lakers, 11.3; Dave Dematia, SID, 11.1; Ron Jones, SID, 11 and Dave Knipe, SID, 10.

Last week's scores were: Lakers 47 - Hornets 43, SID 69 - Bullets 33, Techs 42 - Dogs 41 and Terminators 47 - Hoopsters 21.

Classifieds

POOL IT

Marlboro/Rte. 20, Paula, to DG-Webo, hrs. 7-3:30, flex., will help w/gas, x6146 or 485-2404 (Marlboro).

Cape Cod/Wareham/Raynham Rte's 495/138 area, Russ, to DG-Webo, hrs. 8:30-5, flex., x4778 or 540-3176 (Falmouth).

Worcester, Brian, to DG-Webo, hrs. 8-4:30, not flex., x5586, or 853-3379 (Worcester).

MARKETPLACE

FREE

Siamese Cat, 877-6694 (Framingham).

LOST

Leather Gloves, brown, women's, 14A parking lot, Fri. 2/4, x4712 or 473-1508 (Milford).

Gold Chain Bracelet, bldg. 14B, on 1/27 or 1/28, x5683 or 366-2924 (Westboro).

FOR RENT

Apartment, Webo., Heritage Hill, 1 bdrm., \$380/no utils., 473-1487 (Milford).

Apartment, Webo., Heritage Hill, 2 bdrm., \$440/no. utils., 473-0211 (Milford).

Duplex, 2 bdrms., 1 1/2 baths, Feb. 1, \$475/no utils., 473-7774 (Milford).

Summer House, Dennis, 3 bdrms., 300 yds. to public beach, 473-0463 (Milford).

Summer Cottage, mo./seas., Wells, Me., 485-8705 (Marlboro).

Trailer, mo./seas., Wells, Me., 1 mi., from beach, 485-8705 (Marlboro).

Apartment, Milf., 5 rm., \$375/+ utils., 366-1581 (Westboro).

WANTED

Roommate, Whitinsville, female, 6 rm., \$140/mo., 1/2 utils., incl. oil heat, 234-3521 (Whitinsville).

Housemate, 5 bdrm. antique Colonial, \$145 + 1/5 utils., 481-6267 (Marlboro).

Roommate, 2 bdrm. apt., 376-2102 (Millis).

Apartment, 2/3 bdrm., in Milford, for March, 529-4404 (Upton).

Roommate, 2 bdrm., \$275/mo., Natick, 653-3123 (Natick).

'74-'76 Dodge Dart, Plymouth Valiant, Scamp or Duster, 842-2342 (Shrewsbury).

House or Apartment, w w/out roommate, Webo area pref., 853-3379 (Worcester).

End Tables, reasonable price, 756-4663 (Shrewsbury).

House/Cat Sitter, occasional wknds., holidays, vacations, 485-9490 (Marlboro) eves.

Apartment, 4/5 rms., Shrewsbury/Marlboro area, for April 1st, 842-1387 (Shrewsbury).

Apartment, 4/5 rms., between Milf./Providence, reasonable rent, 234-9665 (Whitinsville).

FOR SALE

Condo, Worcester, Victorian Mansion, \$28,500, 756-9102 (Worcester) days.

Kitchen Table, Formica top, w/leaf & 4 chrs., \$85, 444-5396 (Needham).

Dining Room Table, French Provencal, \$45, hard wd. birch & maple w/cherry finish, 478-6840 (Milford).

Skis, Rossignol Concorde, 185cm, binding holes; Krystal Foamcore 185cm, never used, taking offers, 648-1538 (Lexington).

OHM 'L' Speakers, like new, \$250, 234-7108 (Linwood) eves.

Stove, for wood, gd. cond., \$75, 366-4506 (Westboro) days.

House, 2 bdrm. on lake, wd. stove, \$53,900, 435-4486 (Hopkinton).

Desk, student mdl. w/file drawer, steel, blk. & chrome, 845-1472, \$25, (Shrewsbury).

Chairs, 1 platform rocker, \$25; 1 armchair, \$20, 845-1472 (Shrewsbury) wkdays.

Swedish Rug Loom, sm. sz., incl. started weav, \$20, 845-1472 (Shrewsbury).

Atari 2600, pacman, combat, miniature golf, \$150, 429-5723 (Holliston).

Goalie Pads, catching glove, deflector, 9/10 yr. old, \$55, 894-3280 (Waltham).

Snow Tires, mounted H27-14, used 1 sea., \$80/best offer, 366-4579 (Westboro).

Antique Kitchen Stove, wood/coal, \$150; bathroom sink, blue, \$10, 473-5974 (Milford).

Sewing Machine, 6 stich, buttonhole, carry case, \$250, 879-3538 (Framingham) eves.

Rugs, 12x10 & 12x11, w/w, brn. tones, reasonable price, 393-7294 (Northboro).

Sliding Closet Doors, hdwr., \$15, 655-3039 (Natick).

Commercial Freezer, 21 cu. ft., chest, 1 yr. old, \$700/best offer, 839-2928 (N. Grafton).

Shenandoah Stove, airtight, auto damper, wood or coal, \$300, 839-4245 (N. Grafton).

Colonial Sleep Sofa, \$75, 533-2609 (Medway).

House, 2 fam., Arlington, newly redecorated, walk to trans., stores, ex. income potential, 648-1538 (Arlington).

Dishwasher, port., wht., Whirlpool, Butcher Block top, \$150, 422-6955 (Sterling).

Autos

'63 Trailer, ptly. furn., Derry, N.H. off Rte. 28, \$8,000/nego., 839-9725 (So. Grafton).

'71 Buick Skylark, new tires, battery, needs exhaust, \$500/best offer, 875-6840 (Framingham).

'71 Toronado, frt. whl. drv., am/fm, ps, pb, loaded, \$2,500/best offer, 853-4833 (Worcester).

'71 CL350 Honda, 1 owner, \$275, 331-4349 (S. Weymouth).

'72 Olds Delta 88, a/c, \$1,000/best offer, 343-7835 (Fitchburg).

'74 Firebird, \$1300/best offer, 234-9205 (Whitinsville).

'74 GMC Pick-up, \$700, 842-0071 (Shrewsbury) eves.

'74 Camaro, red, a/c, ps, pb, mags, nev battery, brakes, \$2000/best offer, 393-9710 (Northboro).

'76 VW Rabbit, 4 spd., \$1350, 865-9506 (Sutton).

'77 Ford Granada Coupe, 69K, ps, radio, best offer, 566-5662 (Brookline).

'78 Dodge Challenger, 5 spd., 2.6 liter eng., \$4,000, 429-9927 (Holliston).

'78 Firebird, slvr., rear defog., T-rf., best offer, 865-9695 (Sutton).

'78 Toyota Celica Liftback, am/fm stereo, snrf., 5 spd., radials, \$4,000, 435-6496 (Hopkinton).

'79 Z28, wht., T-rf., auto., loaded, \$6000/best offer, 366-6189 (Westboro).

'80 Dodge Challenger, \$100/best offer, 752-8294 (Worcester).

'80 Datsun 310 HB, fwd., std., trans., rustproofed, \$4,100, 842-6795 (Shrewsbury).

'81 Chevette, 2 dr., auto., options, 473-8908 (Milford).

'82 F100 Pick-up, 6 cyl., ps, dual tank, 50,000 mi. warranty, \$7300, 345-4625 (Fitchburg).

'82 Chevy Pick-up, 6 cyl., custom cap., stereo, 473-5974 (Milford).

MENU

Westboro, Monday, Valentine Special; Tuesday, Egg Plant Raviolis Wednesday, Stuffed Peppers; Thursday, Quiche; Friday, Shrimp Croquettes

Milford, Monday, Valentine Special; Tuesday, Chicken Cutlet Parmesan; Wednesday Roast Beef Le Jus; Thursday, Broccoli Quiche; Friday, Fried Clams

Southboro, Monday, Valentine Special; Tuesday, Spanish Rice; Wednesday, Macaroni and Cheese; Thursday, Beef Stew; Friday, Baked Fish Of The Day

Westboro Deli, Monday, Lasagna; Tuesday, Chicken Copenhagen; Wednesday, Quiche Lorraine; Thursday, Steak and Cheese Sandwich; Friday, Fish Cakes And Beans