

Mini News

News For The Employees of Data General

October 21, 1983

Marcottes' Bahamas Bound



Chuck and Pat Marcotte (seated) are surrounded by some of the employees who helped to make the DESKTOP GENERATION computer family a reality. From the left are: John Rice, Don Wade, Dave Iwatsuki, Mike Pogue (kneeling), Larry Krantz, Randy Beatty and Dan Canton.

Thanks to good old hard work, dedication and competitive analysis, Chuck Marcotte and his wife, Pat, will be visiting the warm and tropical Bahamas next month for a four-day vacation...all expenses paid.

Data General was awarded the trip for two courtesy of a Computerland store promotion. The Framingham franchise was giving away Bahamas vacations to anyone who purchased more than \$5,000 worth of equipment. So, when Data General bought a Digital Rainbow computer for competitive analysis during

the development of the DESKTOP GENERATION computer family, the trip came with it.

A Data General employee for nearly 10 years, Chuck was no stranger to the work surrounding the design of Data General's newest computer family. He helped keep development running smoothly by resolving design issues that came about during the prototype stages. Prior to the products' introduction, Chuck worked with employees from Clayton to help Manufacturing prepare to build the desktop computers. In order to make sure the systems operated properly during the family's New York City introduction last July, Chuck provided support.

Chuck's work has not stopped. As further enhancements are added to the 16-bit systems, he has continued to provide engineers with technical support.

When Data General received the free trip, Systems Development Division Vice President Tom West and DESKTOP GENERATION Computer Program Manager Skip Duggan wanted to award the trip to an employee whose performance during development best exemplified the dedicated spirit and commitment that was vital to bringing the family to completion.

"From the start, everyone associated with the desktop project was committed to making the DESKTOP GENERATION computers the best business desktop systems in the computer industry," says Tom. "Throughout the project, we held a deep appreciation for the drive and determination that Chuck displayed while helping to make this new product such an industry leader."

Having never been to the Bahamas, Chuck is looking forward to heading south, especially as temperatures start dropping in New England. "I'm thrilled that I was selected," says Chuck. "Yet, the rest of the development team could easily have been chosen. We all contributed."

Milford Telemarketing Group Conducts Successful "Sellathon"

Putting classroom training into practical experience, the Telemarketing Sales group within North American Field Engineering conducted a highly-successful "Super Supplies Sellathon Week" October 3-7.

The group sold 240 percent of its goal. Forty-one percent of the nearly 400 orders booked were from "new" customers for Field Engineering.

The "Sellathon" was designed to use and reinforce skills learned the previous week in training at Data General-Woodstock. Employees learned about Field Engineering's products, which are contract services, spare parts, upgrades, supplies and accessories. They also learned the product features and competitive advantages. Following that came sales training in such areas as handling customer objections, placing and receiving calls, role playing and closing a sale.

The "Sellathon" focused on selling supplies, where Field Marketing wanted to measure whether it should place greater emphasis. Telemarketing Sales was broken into two functions. One handled the usual incoming calls. The other involved "cold" calls, initiated by Data General to customers.

The results, closely watched to determine future telemarketing efforts, were positive. The effort yielded four times the normal dollar volume in weekly sales and nearly three times the number of orders. Sales increased 700 percent for certain supplies offered at special promotional reduced costs.

"Our business is really telemarketing oriented," says Steve Shelley, Telemarketing Sales manager. "We think selling supplies through telemarketing can be a big business for us." Field Engineering Marketing and Field Marketing are now looking at holding quarterly or semi-annual sellathons and offering monthly promotions.

"One of the ways Field Marketing is meeting customers' needs is by making them aware of the variety of services Data General Field Engineering has to offer them," says Gerry Cromwell, Field Marketing director. "The results of this "Sellathon" show that our efforts are well-received by Data General's customers."

To fully involve the Telemarketing Sales group, including support people, team prizes were offered to each function for meeting goal and then exceeding it. Points given for sales volumes enabled individual employees to earn prizes for their sales accomplishments. Employees were given daily printouts showing how their efforts fared compared to others in their function.

In addition, the employees were "on alert" because they knew New York Telemarketing, the company's consultant, would be calling, posing as a Data General customer, to monitor how well they had learned their sales techniques.

"I think it went over really well. I found that customers are looking for more of this in the future," says Sales Coordinator Karen Choiniere, who was the top seller of those handling incoming calls. "I think the customers enjoyed it as much as we did." Customers earned promotional prizes based on the dollar amount of their orders.

"It gave us a chance to show what the group could do" says Karen.

Tom Welton, an associate telephone salesman, turned in the best effort in the outside sales function. "It obviously worked. We reached some customers we had never gone after before, and we really bent over backward for the customers," he says.

Tom let the customer express his views, and then he stressed the quality and variety of Data General's products.

The spirit and teamwork of the "Sellathon" infected the whole department, with employees wearing T-shirts and watching the daily "thermometer" chart burst through the top. The infectious spirit even reached customers. Minutes after one customer placed an order that entitled him a tote bag and two T-shirts, he called again. This time, he wanted to know if there were any hats available.



Telemarketing Sales employees participated in the successful "Super Supplies Sellathon Week."

Data General Introduces MUMPS To Medical Community

Data General has introduced Data General MUMPS (Massachusetts General Hospital Utility Multiprogramming System), an ANSI standard implementation of MUMPS, a language used in medical institutions to handle hospital admissions procedures, laboratory and blood bank data, patient records, pharmacy systems and nursing stations.

The unique advantage of Data General MUMPS is its ability to provide customers with word processing,

office automation, communications and the MUMPS language on the same system.

Data General MUMPS runs on ECLIPSE 16- and 32-bit computers and some DESKTOP GENERATION systems.

7500 View DESKTOP GENERATION Systems

Data General's new DESKTOP GENERATION computers attracted 7500 people at the recent two-day American Business Equipment and Computer Trade Show in Providence, Rhode Island.

The entire Providence staff participated in displaying Data General's new DESKTOP GENERATION models 10/SP and 20 computers, plus DASHER D210 and DASHER D460 terminals. In addition, the display included an ECLIPSE MV/8000 computer running Comprehensive Electronic Office (CEO) software.



Providence Sales Representative Larry Rutter (left) explains the features of a DASHER D210 terminal to two prospective customers.

Annual Report Rated First

Data General's 1982 Annual Report was named the best from office equipment manufacturers by *Institutional Investor Magazine*. More than 100 leading financial analysts, members of Institutional Investor's All-America Research Team, surveyed and critiqued annual reports in 46 industry categories and voted to determine the leaders.

The 1982 Report also recently won a Merit Award from *Financial World Magazine*.

"Timely, accurate and understandable financial information is very important to our investor community," says Ken Jaeggi, vice president of Finance. "These awards recognize Data General's leader-

ship position in keeping our shareholders informed and I congratulate those employees who made it possible."



Sue Myers, Public Affairs, (right) and Henry Wilson, Corporate Accounting, are responsible for Data General's Annual Report.

Jessel Appointed Acting General Manager Of Desktop Division

Peter Jessel has been named acting general manager of the Desktop Division reporting to Bob Miller, senior vice president of the Business Group.

Peter will return to his position as director of the Business Group staff when a permanent appointment is made.

The Desktop Division is responsible for product marketing of the company's professional desktop computers across all market channels.

Peter, who joined Data General in March of this year, has been involved in the business planning and strategies for the introduction of the DESKTOP GENERATION series and the recent realignment of business division responsibilities.

Data General Cited By University Of Lowell

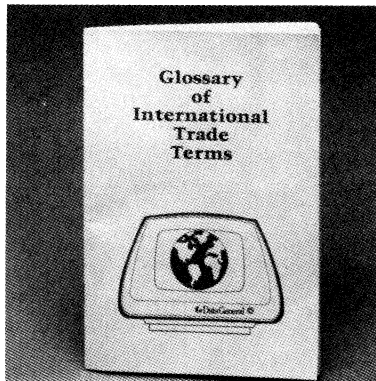
In observance of National Higher Education Week earlier this month, the University of Lowell honored Data General as one of the companies that have contributed approximately \$5 million in cash and equipment to the school.

Data General helped the university establish its current computer science program in 1978 and 1979 with curriculum assistance and the donation of 11 microNOVA-based computer systems. More recently, an ECLIPSE MV/8000 system was installed.

While major fund raising drives are common at private universities, the University of Lowell's plan in

1981 for a \$3.2 million campaign was viewed as unique. It is in the corporate support area that the drive has already exceeded its goals. President Ed de Castro, Lowell class of 1960, is honorary chairman of the on-going campaign for the university.

Corporate Export Services Introduces On-The-Job Resource Tool



A Glossary of International Trade Terms, generated by Corporate Export Services, is available to employees involved with international business operations. The glossary, prepared by Ayleen Allen, defines the most frequently used export terms and covers a broad range of interest. Ayleen says, "We kept the interpretations general in order to encompass as many situations as possible, and omitted many specialized definitions which are beyond the intended scope of this publication." Numerous areas such as Traffic, Marketing, Sales and Field Engineering will find advantages to using the glossary as a reference. Several of the terms included are solely used at Data General. If you would like a copy of the glossary write: TRADE TERMS, MS A236 in Westboro.

Westboro

People

Barbara O'Brien and **Elaine Karis** have joined Customer Educational Services as software instructors at the Boston Education Center (2400 Computer Drive), reporting to Software Section Managers Bob Pittmann and Jann Levesque. Barbara and Elaine are responsible for teaching CEO classes as well as AOS and AOS/VS user, operator and system manager courses.

Prior to joining Data Genreal, Barbara was an account executive at Journeymasters. She expects to receive a bachelor's degree with a concentration in computer science and business administration from Salem State College in December.

Elaine holds a BS in education from Fitchburg State College, and received an MEd from The American University in Washington, D.C. in 1978. In her last position, Elaine was word processing coordinator at Nippon Electric Corporation.

Deborah Cohen joins Manufacturing Control Systems as a programmer / analyst reporting to Manager John Sarmanian. She is responsible for the department's data base administration.

Deborah has a BS in business administration from the State University of New York at Albany and an MBA from Pace University.

Melinda Whalen has joined Corporate Accounting as a systems analyst acting as a liaison between Manufacturing and Cost Accounting. She reports to Financial Systems and Procedures Manager Denis Liptak.

Prior to Data General, Melinda was employed at Clark Equipment and Touche Ross.

Melinda has a BS in accounting from Purdue University.

Fire alarms will be tested on Sunday, October 23 in Buildings 14A and 14B. Alarms will sound sporadically during that time.

Don't Be Put Out By Fire

Hands-on fire extinguisher training has been scheduled for employees on Wednesday, October 26 and Thursday, October 27 from 10 a.m. to 4 p.m. Each class, consisting of a discussion on how to properly operate different types of extinguishers and a brief demonstration putting out a small fire, will last one hour. Old clothes and safety glasses should be worn during the instruction period which will be taught in the lower north parking lot (behind Building 14A).

Employees wishing to participate in the training program must attain manager approval prior to calling extension 6110 or 6080 to register for a class. Each class will be limited to 25 employees. In the event of rain, classes will be rescheduled for the following week.

Southboro

People

Thomas Witzel and **Michael Valiton** have joined Southboro Manufacturing.

Thomas joins Purchasing as a buyer involved with procuring custom components including plastic front panels and unique molded cable assemblies. A graduate of the University of Rhode Island, Thomas has a BS in mechanical engineering. He reports to Purchasing Manager John Piazza.

Michael is an associate production engineer in Cables. He is involved with cable production, wire packaging and will analyze adhesion factors of insulated wires. He has a BS in mechanical engineering from Worcester Polytechnic Institute. He reports to Dave Glidden, Manufacturing Engineering manager.

Beth Perkins and **Mary Van Houten** join Management Information Services (MIS).

Beth is a project leader for MIS User Services area which will be helping Data General users with special requests, general information and scheduling computer runs. Beth reports to Bob Chapin, MIS Manager.

Prior to this position, Beth was a senior systems analyst in Materials. She holds a BA in economics from the University of Massachusetts at Amherst and is pursuing a certificate in software engineering at Harvard University.

Mary is a systems coordinator reporting to Beth. Most recently she was a production coordinator in Materials. A graduate of Nazareth College, she has a BA in French. She is currently enrolled in an MBA program at Boston College.

Fast Response Assures Customer Satisfaction

Over the last year Quality Engineer Norman St. Pierre has been doing his part to contribute to customer satisfaction with newly-shipped products.

As a member of Southboro Systems Integration Operation's (SIO) Quality Assurance department, Norman is responsible for investigating customer service issues regarding products shipped from Southboro.

Working closely with the Westboro's Customer Service organization, Norman resolves questions regarding parts that may be missing or incorrect when received at a customer site. Since assuming this role Norman has instituted improved methods for tracking information on concerns as he investigates them.

"When I started to work with customer service requests I manually logged and tracked each issue from the time I received the request until the correct part was shipped. I realized that with the support of a software program I could increase my processing time while adding to customer satisfaction."

Collaborating with Programmer Steve Verdone, a simple format was developed. Norman logs in all investigation requests as they arrive from Westboro. He inputs data on the type of equipment that was shipped and when it was built.

By using the program, he keeps a running status on all issues as well as weekly reports on how and when they are resolved. Since implementing the system, Norman has improved his efficiency by one third. "It used to take approximately three days to address an issue; now it takes me just two days from the time I log in the request until the correct part is shipped out to a customer."

According to Quality Manager Dave Smith, Norman's technical understanding and knowledge of the sales order system, combined with his appreciation for customer expectations is reflected in his approach to his work. "He has been working effectively with Customer Service and has built a cooperative relationship in order to become increasingly responsive to customer needs."



Norman St. Pierre

These Hours Could Benefit You

Starting Tuesday, October 25 Benefits administrators will be available on a bi-weekly basis to provide employees with information regarding the Savings and Investment, Pension, Medical, Life Insurance, Dental and Disability Programs. Administrators will be available from 2 p.m. - 3 p.m. in the Building 4 Cafeteria and from 3 p.m. - 4 p.m. in the Building 5 Cafeteria.

Security Moves To Expanded Quarters

Southboro Security's administration function has expanded its quarters in Building 4, by occupying the area previously housing Personnel.

According to Security Manager Mike Buttiglieri, the move will allow for a new control room to be installed in the old administration area.

Pleased with the smooth transition, Mike says that although Security is not completely settled it has benefitted from the move by nearly tripling its floor space. The new section now offers a conference room, security systems planning room and a data center. "All of these features will allow us to expand our services and help keep the site secure. It is important for employees to realize that Security is here for them. We are not only dedicated to protecting the facility but also are committed to insuring a secure work environment for everyone," he adds.

Any employee who has a question or needs assistance on security related issues should stop by the office or call on extension 7050.



Southboro Security employees are (from left): Walt Dover, supervisor; Bill Lemen, coordinator, Mike Buttiglieri, manager and seated Lisa Tonelli, data assistant. Missing from photo: Mark Daly, coordinator.

PRIDE Circle Leader Training has been scheduled for November 7 - 10. The course will be held in Building 4's new Training area. During the four-day seminar, employees will learn all the techniques necessary to become a PRIDE Circle leader. To sign up, call Facilitator Joe Crisefulli at extension 7944 or Facilitator Steve Phaneuf at extension 7030.

Milford

Bank Branch To Open October 24 At Milford

The Home National Bank of Milford is scheduled to open its branch office at Data General-Milford on Monday, October 24.

Located at the rear of the cafeteria, the branch office will be a full-service bank, handling savings and checking accounts; loans; Individual Retirement Accounts (IRAs); and other banking needs for all employees.

Hours have been established to accommodate first- and second-shift employees. Banking hours will be:

Mondays	10 a.m. - 2 p.m.
Tuesdays	10 a.m. - 2 p.m.
Wednesdays	2 p.m. - 7 p.m.
Thursdays	9 a.m. - 4 p.m.
Fridays	10 a.m. - 2 p.m.

New PRIDE Circle Leaders Trained At Milford



Participating in PRIDE Circle leader training are: (left to right) Steve Bonita, Betsy West, Cheryl Stott, Dick Hogan and Mario Moura. Also receiving training were: Pat McAdam, Kathy Barsano, Jean Cox, Gail Jackson, Sheilagh Stranieri, Denise Demers, Terry Gorman, Fran Risolo and Octavia Chaves.

More than a dozen Field Engineering Logistics employees at Data General-Milford received three days of PRIDE Circle leader training last week.

The new leaders were taught PRIDE Circle problem-solving techniques by Facilitator Mary Anne Sannicandro and Logistics Test Engineering Manager Walter Koenig, who is a member of the PRIDE Circle Steering Committee.

Some of the people receiving training will lead the four new PRIDE Circles composed of supervisory, secretarial, Test Engineering and Quality Assurance

employees. With these new problem-solving groups, there are now 18 Circles within Logistics at Milford.

The other employees trained last week will either lead existing Circles or become back-up Circle leaders.

Milestones

Congratulations to those employees celebrating five and 10-year service anniversaries with Data General.

Westboro

Five Years

Mona Bigusiak	Stephen Hartry
Jerome Grove	Martin Tannenbaum
Kenneth Kossack	Paul Guild
Robert Roy	Evelyn Murray
Lynne Hackett	Jeffrey Thomas
Fred Castle Jr.	Corinne Volpe
Jose Santos Jr.	Linda Spinney
Lester Yensan	Kenneth Ericson
Jane Hilliard	Henry Kamyck
Sherry Schneller	Marybeth Ruskowski
Peter Smith	Charles Busky
Agnes Hawes	

Ten Years

Dale Gardner	Cecile Savageau
Robert Jensen	Frank Gomes
James Remby	Robert Phalon
James Beauchamp	Kenneth Lizotte
Kathleen Butka	Patricia Sarty

Southboro

Five Years

Frances Dirico	Edward O'Neil
Carole Pelletier	Debora Jusseaume
Paula Lepore	Cynthia Gould
Normand St. Pierre	Mark Swierzbini
Allan Baillie	Earl Milton
Nelson Reynolds	William Zechello
Robert Temple	Ricky Bowe
Sylvia Cozzens	David Peterson

Ten Years

Lucinda Melo	James Depalo
Concetta Loftus	James Leary
Crystal Wheeler	Kenneth Jean
Peter Todino	

Milford

Five Years

Gizella Golenko	Jose Moura
Andrew Kubicki	Philip Simmons
Stephen Jackson	Brenda Boucher

Ten Years

Maria Ferreira	Daryl Krogh
Beverly Brennan	

Activities

Join Us For The Holidays

Celebrate an authentic 19th century holiday at Sturbridge Village. Enjoy old time hospitality mixed with superb food and drink. Entertainment will be provided by Richard Potter, a 19th century magician. The choice of dates is yours -- select either December 2 or December 16. Ticket price is \$18 per person. To secure reservations call Peter Faford (x6776); George Lawton (x4859) or Bev Gregory (x4865) in Westboro.

Toastmasters Extend An Invitation

Employees interested in the Data General Toastmasters have been invited to attend the next meeting on Wednesday, October 26. The meeting begins at 11:40 a.m. and is held in the Guest Marketing Conference Room A (Building 14B, Module 2F).

This week's scheduled speakers are: Tony Gromelski, who will discuss the *Toastmaster And You* and Susan Davolio, whose topic is *Help Them Remember*.

Candlepin Update

The Data General Candlepin League reported the following highlights:

Men		Women	
HIGH INDIVIDUAL			
L. Farrar	144	J. Houle	119
J. Donaghey	137	M. Andrews	113
		J. Glasgow	113
B. Wing	132	S. Sheehan	112
HIGH TRIPLE			
B. Hubbard	349	M. Andrews	298
L. Farrar	343	J. Houle	298
J. Doughty	321	J. Glasgow	290
C. Miller	321	P. Deane	290
K. Renukkard	321		
HIGH AVERAGE			
Bob Hubbard	108	Joanne Houle	93

Sign Up For Walleyball

Team captains and managers should forward completed rosters for the Data General Walleyball League to Lynn Story, MS 4-42 by October 25. Any employee interested in participating, but has not already signed up, should also contact Lynn.

CARPOOL

Carpool, to join or form, to Webo from Waltham, Rt. 128 area, 9-5:30, flex, call Joan x3075.

Rider Needed, for carpool from Newton, Rt.9/Rt.128 area to Webo/Sobo, call Charlie x7467.

Rider Needed, for carpool from Brighton, Brookline, Chestnut Hill area to Webo/Sobo, call Katz x7093.

MARKETPLACE

Free

Dog, tan Coon Hound/Lab, 16 mo old, 562-6571 (Hudson).

Samoyed, 4 yrs, moving, must give up, 877-2210 (Framingham).

For Rent

Apt, 4 rms, 2 bdr, 2 baths, appli, close to Rt. 9, \$469 + util, 842-0635 (Shrewsbury).

Apt, 2 bdr, living & dining rooms, lg. kitchen, pvt. parking, \$375 + util, 368-8116 (Lancaster).

Apt, Marlboro, 3 lg. rms + deck, \$400 + util, 485-2020 (Marlboro).

Modern Apt, 4 rms, 2nd floor, has lg. appl, Marlboro, \$350/mo + util, days 366-0677, nights 481-0855 (Marlboro).

Two Rooms, furnished, kit. priv, must like animals, \$55/wk, 877-4415 (Framingham).

Apt, 5 rm, 1st. floor, security dep, 485-2134 (Marlboro).

Apts, 1 bdr, avail. immed; 2 bdr, avail. 11/1, heat inclu, near Milford Center, 473-7670 (Milford).

Wanted

Snow Tires, P205R-15 on GM rims, reasonably priced, 829-5503 (Holden).

Exercise Bike, timer, mileage & tension, 478-0079 (Upton).

Colecovision Cartridges, used, 435-5339 (Hopkinton).

Roommate, for apt. in pvt. house in Boston's Back Bay, fully furnished, util. inclu, \$400/mo, 536-9092 (Boston).

For Sale

Snow Tires, P195R-14 on rims, 829-5503 (Holden).

Window Unit, fits 9x5.5 ft. opening, dbl. hung side sashes, storm incl, \$150, 366-1724 (Westboro).

Sears Stove, 30 in, elec, take any offer, 829-5503 (Holden).

Floor Lamp, marble top, gold leaf base, \$100, 485-7461 (Southboro).

Items, Whirlpool port. dishwasher, \$75; new 90 in. bar w/formica top, \$75, 528-2496 (Franklin).

Home, Marlboro, 7 rms, split entry, 2 fireplaces, deck, easy access to Rt. 495, 485-3519 (Marlboro).

Plano, elec, Yamaha CP35, \$1250, (401) 765-0802 (Cumberland, RI).

Atari, 2600 game sys, w/15 cartridges & dust cover case, \$125/BO, 476-3587 (E. Douglas).

Trestle Table, pine, 7 ft. long, 2 leaves, \$250, 529-3352 (Upton).

Snow Tires, 155/80 radials, mounted on Chevy rims, \$80, 562-6297 (Hudson).

Knitting Machine, port. table model, never used, \$200, 366-0478 (Westboro).

Asahi Pentax ME, 35 mm camera, 1.7 50mm lens, w/case & flash, \$100/BO, 435-6744 (Hopkinton).

Items, high chair, \$30; spring horse, \$30; tricycle, \$30; 13 in. bike, \$10, 481-4477 (Southboro).

Air Conditioner, Montgomery Ward, 15,000 BTU, 3 yr. warranty, used 4 mo, \$400/BO, 792-0484 (Worcester).

Sailboat, 22 ft. O'Day, sails (M,G,J), 6.6 outboard, trlr, 655-8687 (Natick).

HotPoint Stove, white, \$75, 234-8468 (Whitinsville).

Yard Sale, 2 families, Oct. 23, 10am - 4pm, 21 Plain St, Upton.

Chain Saw, Homelite 260 professional, \$200, 234-2523 (Northbridge).

Items, Nikko stereo receiver NR715,; Pro II speakers and Phillips turntable, \$650/BO; persian rug, virgin wool, 10 x 12 ft, \$450/BO, 234-2545 (Whitinsville).

Honda Moped, PA-5011, 2200 mi, 100 MPG, xtras, \$300, 865-3031 (Millbury).

Twihse, condo, Framingham, 3 bdr, W/W, D/D, AC, \$55K, 872-6026 (Framingham).

Trestle Table, pine, 2 insertable leaves, \$250, 529-3352 (Upton).

Items, fire place glass enclosure, \$100; ceramic wood stove, \$150, 845-2294 (Shrewsbury).

Truck Tires, 2 Armstrong 10 x 16.5 mounted & balanced on 8-lug rims, BO, 234-8451 (Whitinsville).

Tires, 4 H78-14; 2 one yr. old, 2 new, w/Ford rims, \$140/BO, 755-0617 (Worcester).

Box Spring, twin sz, 2 yrs. old, \$50; 2 adj. bed frames, \$20/ea, 877-8111 (Framingham).

Autos

'62 Alfa Romeo Sprint, hard top coupe, 3/4 restored, \$3000/BO, 892-3331 (Leicester).

'74 Chevy Vega, 2 dr, \$200, 838-2410 (Berlin).

'74 AMC Gremlin, hatch, new tires, AM/FM 8 track, \$600/BO, 476-3224 (E. Douglas).

'74 Dodge Dart, sedan, auto, PS, new battery & alternator, \$800/BO, 799-0273 (Worcester).

'75 Plymouth, 4 dr, 75K mi, snow tires, some body rust, \$500/BO, 651-2856 (Natick).

'76 Toyota Corolla, 4 dr, stand, AM/FM, high mi, \$750/BO, 443-5401 (Sudbury).

'76 Granada, 6 cyl, 73K, new parts, \$2000/BO, 853-1407 (Worcester) before 3pm.

'77 Plymouth Fury II, 87K mi, PS/PB, AC, 4 sp, stereo, some rust, \$950, 839-2622 (Grafton).

'78 Buick Skylark, V6, auto, 2 dr, new brakes, shocks, exhaust, battery & radials, BO, 678-2346 (Swansea).

'78 Sunbird, 4 cyl, 4 spd, new tires, shocks & exhaust, 60K mi, \$2500/BO, 366-8462 (Westboro).

'79 Honda Civic, AM/FM stereo/cassette, st. blt. radials, \$2100/BO, 366-0478 (Westboro).

'81 Subaru GLF, 2 dr, AM/FM, blk, \$5000/BO, must sell fast, 433-6078 (Pepperell).

'81 Honda Civic GL, AM/FM cassette, 6 new tires (inclu. mounted snows), \$4500/BO, 369-3394 (Concord).

'81 Chevette, 2 dr, 4 spd, 45K mi, stereo w/cassette, 4 new tires + 2 snow tires, \$3495, (603) 880-9929 (Nashua, NH).

'81 Toyota Corolla SR-5, hardtop, 2 dr, 5 spd, stereo, alloy wheels, 22K mi, \$5600, 485-0743 (Marlboro).

'82 Toyota Starlet, 15K mi, AM/FM stereo, 5 spd, radials, \$4800, 829-3523 (Holden).

'82 Toyota Corolla, 4 dr, AM/FM cassette, 16K mi, 528-0085 (Franklin).

'83 Honda, V45 Sabre, 750cc, shaft drive, liquid cooled, 4K mi, \$2775, 893-1733 (Weston).

MENU

Westboro Cafeteria, Monday, Veal Parmesan; Tuesday, Chicken Cordon Bleu; Wednesday, Meatloaf; Thursday, Seafood Roll; and Friday, Fried Clams.

DeeGee's, Monday, Monte Christo; Tuesday, Eggs Benedict; Wednesday, Chicken Divan Crepe; Thursday, Broc. & Cheddar Quiche; Friday, Seafood Newburg Omelet.

Milford, Monday, French Special; Tuesday, Beef Macaroni & Tomatoes; Wednesday, Beef Stew; Thursday, Quiche; Friday, Fried Clams.

Southboro, Monday, Lasagna; Tuesday, Beef Burittos; Wednesday, Chicken Croquettes; Thursday, Stuffed Peppers; Friday, Fried Fish.

MINI NEWS, All ads must be submitted in writing and include employee's name, home phone and extension number. All ads must be received by 11 a.m. Tuesday morning of the week published. Ads will be stamped with the time and date as they're received and will run on a first come basis. Send ads to Cynthia Myers, MS A-235.