

Mini News

News For The Employees of Data General

December 2, 1983

Desktop Division VP And GM Named

Herbert Shanzer has been named vice president and general manager of the recently-formed Desktop Division.

Herb joins the company from Texas Instruments (TI) where he was a division manager in the Consumer Products Division responsible for home computer products. Prior to that, he was division manager of the company's Calculator and Compact Computer Division.

Before joining TI, Herb was with Digital Equipment Corporation for eight years, most recently as group manager of Small Systems Engineering. Prior to that, he was vice president and general manager of the Data Systems Division of Sierra Research Corporation.

Herb began his career as a project engineer for the Univac Division of Sperry Rand Corporation, where he was responsible for the development of the Univac 1005 and contributed to the development of the Univac III.

He has a bachelor's degree in electrical engineering from MIT and an MBA from Drexel Institute of Technology.



Herb Shanzer

Brian Mellen Named General Manager - Canada

Brian Mellen has been named general manager of Data General (Canada) Inc. responsible for all sales, service and administrative activity. Brian, who was formerly Sales manager for Canada, continues to report to Frank Keaney, vice president of North American Sales.

Reporting to Brian are Tony Lintz, Field Engineering manager; Janet Field, Personnel manager; Ray Massey, Central Region Sales manager; Dave Wilson, Western Region Sales manager; and Brent Cahill, Eastern Region Sales manager.

Brian joined Data General in January 1983 following 21 years with ICL (International Computers Limited) in the United States, Australia and Canada. With ICL, he held several positions including National Sales manager for the United States and vice president of Sales and acting general manager for Canadian operations.

A native of Australia, Brian received his bachelor's degree from the University of Melbourne.

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International Marketing Reports To Vice President Wayne Fitzsimmons

The Corporate International Marketing group under Director Mike Acheson now reports to Wayne Fitzsimmons, vice president of the Americas/Far East. The group, however, continues to support both European and Americas/Far East product marketing and sales support requirements in Westboro.

Corporate International Marketing includes three groups: International Product Marketing, International Sales Support and Translation Services.

Jagdish Dalal Moves To Milford

Jagdish Dalal has been appointed director of Field Engineering Management Information Systems (MIS) based in Milford. As part of Jagdish's responsibilities, he will supervise system support to Field Engineering offices around the globe. He will also oversee the implementation of Data General's Comprehensive Electronic Office (CEO) software throughout Field Engineering headquarters and administration as well as worldwide field offices.

Jagdish most recently had been the MIS director for Marketing and Sales where he was instrumental in converting the systems serving those areas to CEO. Prior to that, he was employed in MIS management positions at Brookhaven National Labs and Teledyne.

Jagdish has a BS in mechanical engineering from Gujarat University in India and an MS in industrial engineering from Wayne State University. He reports to Tony Nicoletti, vice president of Field Engineering Worldwide Support Services.



Jagdish Dalal



Ray Tellanian

Sales Manager Named For Area 1

Raymond Tellalian has been appointed Area 1 sales manager, reporting to Frank Keaney, vice president for North American Sales. Area 1 includes all of the northeast region of the United States including Philadelphia, Boston and New York. Ray will be based in Melville, New York.

Ray most recently has been vice president of Sales and Marketing with FONAR Corporation, a New York based small business manufacturer of Data General-based equipment.

Formerly, Ray had been with Data General for seven years as a sales representative in New York City; district sales manager at Melville, New York; and regional sales manager at both Detroit and New York.

Ray has bachelor's and master's degrees in electrical engineering from New York University's School of Engineering.

Joan Simoneau Named Mini News Editor

Joan Simoneau joins Employee Communications as an associate communications writer responsible for writing and editing copy for three internal newsletters: Mini News, Field Mini News and the Canadian Mini News. She reports to Mike Murphy, manager of Employee Communications and Community Affairs.

During her six years at Data General, Joan has performed secretarial and administrative assistant duties in Data Systems and Communications, North American Sales Planning, Corporate Systems Engineering, and most recently in Customer Order Administration.

Joan wrote articles for the Manufacturing editions of the Mini News during the past year. She was also a Pride Circle Leader.

Prior to joining Data General six years ago, Joan was a reporter for the Middlesex News assigned to the Marlboro Bureau office. She was editor of a Marlboro weekly newspaper for 11 years and was on the staff of the Worcester Telegram and Gazette in the Feature Parade department. In addition, Joan has done investigative reporting and coordinated two mayoral campaigns.

Joan has an associate degree in journalism from Becker Junior College and has completed several business courses at Worcester State College.

Data General employees are asked to call Joan at 4711 for feature article suggestions.

Compiler Added To AOS/VS BASIC

The Advanced Operating System/Virtual Storage (AOS/VS) BASIC now offers both the productive program development capabilities of an interpreter and the machine efficiency of a compiler.

The new AOS/VS BASIC compiler is intended to be used with the interpreter. Programs execute up to 100 times faster when compiled than when interpreted.

The price of the AOS/VS BASIC compiler ranges from \$3,600 to \$7,000 depending on the model and system configuration.

First DESKTOP GENERATION Dealers Receive Training



John Crawford, Worldwide Dealer Programs vice president (right), hands Tim Beckett of Business Equipment and Supply Co. of Columbus, Mississippi (center) a certificate for completing the first training class for DESKTOP GENERATION system dealers. Also congratulating Tim is Dick Brown, North American Dealer Sales director.

The first group of dealers selected to sell Data General's DESKTOP GENERATION Model 10 and 10SP computers has graduated from the company's intensive training program.

More dealers are being trained this month, and a training program also is underway for technicians who work for the dealers.

"The response to our product and our dealer recruitment effort has been dramatic. We are receiving applications from extremely high caliber computer dealerships eager to join in selling the DESKTOP GENERATION systems," says John Crawford, Worldwide Dealer Programs vice president.

"Our course is unique in that it stresses the use of consultative selling techniques. Our dealers offer more than just hardware and software. They're selling business solutions," adds John.

The dealer training program uses the business school case-study method, with dealers evaluating actual business problems and proposing possible solutions. During training, dealers also review their sales techniques, collaborate on merchandising plans and "role play" a variety of dealership sales situations.

The targeted market for DESKTOP GENERATION system dealers is small businesses with annual revenues of between \$100,000 and \$1 million.

The first class of DESKTOP GENERATION system dealers graduating from Data General's training course are: Computer Professionals, Inc. of Albany, New York; Datel Systems Corporation of New York, New York; Hampton Business Machines Co. of Chicago, Illinois; Hy James, Inc. of Farmington Hills, Michigan; R.O.C.I., Inc. of Lakewood, Colorado; Valentine's Inc. of Trenton, New Jersey; Business Equipment and Supply Co. of Columbus, Mississippi; and Kitz and Pfeil of Oshkosh, Wisconsin.

Computer Museum Moving To Boston



The Computer Museum Store, which sells a variety of computer-related items, will close on December 23 to move with the Computer Museum to Boston's Museum Wharf.

The Computer Museum in Marlboro closed last week to begin moving into expanded quarters at Boston's Museum Wharf, with reopening scheduled for late next summer.

The Computer Museum is a public, non-profit foundation dedicated to preserving computer history. Data General is a corporate founder and President Ed de Castro is a personal founder of the museum. One of the first NOVA computer central processing units made by Data General is featured at the museum.

In addition to its exhibits depicting the various generations of computer history, the museum has sponsored a lecture series that has featured Tom West, Systems Development Division vice president,

and Tracy Kidder, author of "The Soul of a New Machine." The museum also includes a store which sells a variety of items related to computers, such as books and integrated circuit jewelry.

While the museum itself has closed, the Computer Museum Store will remain open through December 23 and a final lecture will be held next week.

Robert Langridge, director of the Computer Graphics Laboratory at the University of California at San Francisco, will speak at 5:30 p.m. next Thursday on "Explorations in Molecular Three-Dimensional Computer Graphics."

Westboro

People

Mark Mandell and **Sybil Berman** have joined the Educational Technologies group, formerly Courseware Development and Media Products of Customer Educational Services (CES). Both Mark and Sybil report to Chris Gundel, manager of Educational Technologies.

Mark comes to CES from Field Engineering where he was supervisor of technical publications. He will be responsible for course management of the DESKTOP GENERATION Dealer Training Program.

Prior to coming to Data General, Mark worked for Digital Equipment Corporation and other computer-related companies in training and publications positions. He has a BS in business management from Boston University and is currently furthering his studies at Lesley College.

Sybil is rejoining CES after working in Field Engineering since March 1982 where she provided comprehensive user-level support for the Comprehensive Electronic Office (CEO) implementation project. In her new position, Sybil is responsible for coordination of CEO training strategies and lecture course development.

Sybil has held positions at Exxon Office Systems Company and the Newton school system. She holds a BS and MS in education from Central Connecticut State College and has completed advanced graduate study in education at Boston College.

Chuck Veit and **Sandy Roca** have joined Corporate Publications, reporting to Bob Boeri, manager of Technical Communications within Engineering Services and Support.

Chuck is a senior technical illustrator who will oversee the design and production of 35mm slides for presentations via a computer slide system. He comes to Data General from Temple, Barker and Sloane in Lexington. Chuck has a BA in studio art from Clark University and an MBA in linguistics from the same School. He has also studied at Carnegie

Art School in Pittsburgh, Pennsylvania, the Worcester Art Museum, and Johnson and Wales, Providence, Rhode Island.

Sandy will be responsible for editing MAPS (Marketing-Applications- Products-Sales) sales and product information for the field. He was a sales promotion specialist at Data General, a sales promotion consultant at Wang Laboratories and an advertising copywriter at Data Terminal Systems. He received a BA degree from Tufts University.

Rick Bove has joined the Corporate Manufacturing Human Resource staff as a personnel representative, reporting to Bill Farrell, Personnel manager for Corporate Manufacturing.

Rick comes to Data General from M/A COM, Inc., Burlington, where he was manager of staffing and development. He has a BA and MS in labor relations from the University of Massachusetts at Amherst and is currently on the faculty for the Continuing Education Program at Bentley College.

Vicki Kravitz joins the Information Systems Division (ISD) as a Marketing specialist, reporting to Stan Davis, Information Services manager. Vicki's duties include writing product samplers and briefs, new product announcements, and documentation for the Independent Software Vendor (ISV) program.

Vicki comes to Data General from Hanover Insurance Company. She has a BA in English from University of Massachusetts - Amherst and an MBA from Anna Maria College.

Paula Charbonneau has been promoted within Systems Development Division (SDD) to project leader of Software Release Support Utilities, reporting to Linda Skinner, section manager for Software Release Services. Paula is responsible for maintaining the Software Subscription Service (SSS) database, microfiche listing programs, Archive Information System (AIS), and the Guest Marketing Scheduler System.

Paula has been at Data General in Release Support for six years. In 1983 she received the Software Development Contributor of the Quarter award for outstanding performance. She is pursuing a BS degree in math at Worcester State College.

Tony Gromelski and **Barbara Donovan** of Corporate Safety/Security have been promoted to new positions.

As an associate safety engineer, Tony will provide assistance in the general management and administration of the Westboro site safety program. He reports to Senior Safety Engineer Max Helgemeier.

Tony has been at Data General for 10 years and has served as a Corporate Safety/Security technician, senior Safety/Security specialist, and maintenance mechanic. He has a BS in business administration from Bryant College in Rhode Island, and an associate degree in business administration from Dean Junior College.

Barbara, who reports to Harvey Burstein, Corporate director of Safety/Security, is responsible for

maintaining updated records of all government contracts, serves as an assistant security officer with all federal agencies and will supervise a records library.

During her six years at Data General, Barbara has held several positions in the Safety/Security department. She has a BS from Worcester State College and an AS from Quinsigamond Community College.

Dominick Mauro comes to Data General as a senior programmer in Distributed Systems, reporting to Section Manager Jeff Livermore. Dominick will support and enhance communication drivers for Data General operating systems. He has an associate degree of applied science in electronics from Farmingdale University in New York.

Susan Merriam has joined the System Development Division (SDD) as an engineer in the Electro Magnetic Compatability (EMC) group. She is responsible for assuring cost-effective EMC product designs.

Prior to coming to Data General, Sue was a graduate teaching assistant in the physics department at University of Louisville, where she received a BS and MS in physics.

Barbara Loonam comes to the Technical Products Division's Product Marketing group as a marketing specialist, reporting to Integrated Systems Manager Mary Zak. Barbara is assigned product manager for integrated system software, including UNIX.

Barbara comes to Data General from Paramin, Inc. of Wellesley. Previously she was a software support specialist at Digital Equipment Corporation. She has a BA in mathematics from Boston College.

Self-Study Aids Help Identify System Problems

The Educational Technologies group of Customer Educational Services has completed the development and production of "16-Bit Initial Symptom Recognition" Self-Study course. It is designed for non-technical personnel who are responsible for general day-to-day operation of a Data General computer system.

The course teaches how to recognize and identify the warning symptoms of a system malfunction. It consists of four audiotaped lectures and a student guide that contains illustrations, photographs, exercises and quizzes. Like all CD&MP self-study courses, this course is self-paced, so that students learn at their own rate and convenience.

For more information, call Central Information/Registration at Westboro extension 4096 or 4097.

Pick Up Keys Promptly

Employees who have submitted requests for keys to offices in their work areas may pick them up promptly after being notified by Security Control that they are ready. Keys not picked up by Thursday of the week in which the calls are made will be turned back to Security and requestors will be asked to reapply.

Gail Dehmer of Security Control, responsible for distribution, is located at MS C111, next to the cafeteria, x6100.

Field

People

John Ward has joined the Systems Division in Cambridge as an analyst. He reports to Charles Lindenbaum, commercial systems manager.

Prior to coming to Data General John was with several Canadian companies, Reed Stenhouse Ltd, Woods Gordon & Company, Sun Oil Company, Gulf Oil Company and Canada Wire and Cable, all in Ontario. He holds a BA in math and economics from Mount Allison University, Sackville, New Brunswick, Canada.

Benefits

Savings & Investment Program

Upcoming Dates To Remember

Transferring Funds? -- Forms Due December 9

One of the many features of the Data General Savings & Investment Program is the ability to transfer account balances from one investment fund to any other investment fund or funds, on January 1 each year.

To transfer monies from one fund to another is easy. Simply, complete a Fund Transfer form and return it to the Benefits department in Westboro (D138) no later than Friday, December 9. Fund Transfer forms are available in your Personnel or Benefits offices.

The transfer form will only affect the direction of contributions made PRIOR to January 1. The form allows up to 100% of the December 31, 1983 balance to be moved to the fund or funds of your choice. All transfers become effective January 1, 1984.

December 16 Deadline For Enrollment and Changes

Informational material describing the Data General Savings & Investment Program has been mailed to the homes of employees who will be eligible to enroll in the program for the first time. To be eligible, you must complete 90 days of employment with Data General before January 1, 1984.

Each year Data General makes a company contribution in the form of stock to employees who have at least six months of service and are employed on December 31. Therefore, the beneficiary section of the enrollment form must be completed and returned whether or not you choose to actively participate in the program at this time.

If you currently are enrolled in the program and would like to change the percentage of pay set aside each pay period or change the investment elections for future savings deductions complete and return the form.

January 1, 1984 is the effective date for new employee enrollments and for changes elected by active participants. The next opportunity to participate or to elect changes will be April 1. Send completed forms to your local benefits administrator no later than Friday, December 16.

Any Questions?

The Data General Savings & Investment Program allows employees to save a portion of their pay (up to 10%) before income tax is withheld.

Scholarship Applications Due December 16

December 16 is the deadline for submitting applications for the 1985 Data General Scholarship Program. Each year Data General awards six scholarships to children of Data General employees. Eligible applicants are employees' children graduating from high school in 1985 and planning to enter a U.S. college or university that same year. Applicants must have taken the Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (PSAT/NMSQT) given by all schools this past October.

Applications are available from your Personnel or Benefits office. Completed applications should be returned to the Corporate Benefits office (Westboro mailstop D138) no later than December 16, 1983. If you have any questions, call Chris Buxton on x4584 in Westboro.

In addition to the company contribution and the loan and withdrawal provisions, there are three funds to choose from: The Guaranteed Income Fund which pays an effective annual rate of 12.5% until the end of 1984 (the interest rate for 1985 will be announced before January 1); or the Balance or Equity Funds.

If you have any questions or need a form, contact your Personnel representative, your local Benefits administrator or the Corporate Benefits department (X4524) in Westboro. For questions pertaining to the Balanced or Equity Fund investment options, call the Putnam Management Company directly at 1 (800) 343-0909.

Change In Auto And Property Insurance Coverage

Beginning December 31, 1983, Wausau Insurance Companies will replace Commerce Insurance Company as insurance carrier for the auto and property insurance payroll deduction program for Massachusetts residents. The change is a result of Data General's efforts to consolidate the program for all U.S. employees and Commerce's decision to withdraw from payroll deduction programs. Wausau currently provides insurance through the program to employees in all states outside of Massachusetts.

Briefly, here's how the change will affect participating employees:

Auto Insurance Coverage

Your auto insurance will automatically be transferred to Wausau on December 31, 1983 unless you notify the agent, Marsh & McLennan, before that date that you wish to make other arrangements. Wausau will issue you a new auto policy based on 1983 rates and payroll deductions will continue unless you choose to withdraw from the program. Your policy renewal date will then become December 31, 1984 regardless of your current anniversary date.

With the transfer to Wausau, there will be no change in the type of coverage you had selected and no increase in cost. Your premiums will still be based on the rates established by the Massachusetts State Insurance Department for 1983 **minus** the special 5% discount afforded to all Data General employees through this program.

If you would prefer to retain your Commerce coverage, you may -- but not through the payroll deduction plan. You may switch to individual coverage with Commerce at any time and you will be billed at your home address. Payment of any remaining premiums must be handled between you and Commerce. Contact Marsh & McLennan on Westboro extensions 4601, 4603 or 4607 for instructions on maintaining your current coverage.

Property Insurance Coverage

Your homeowner's, renter's or condo insurance coverage will continue to be insured by Commerce through payroll deductions until your next policy anniversary date. At that time, you may remain in the

payroll deduction program by switching your coverage to Wausau, or you may continue your Commerce coverage on an individual basis.

You will receive a quote outlining the cost of the coverage through Wausau prior to the anniversary date. The coverage and premiums offered by Wausau are attractive, but may vary from your current cost. If you would prefer to remain with Commerce, contact Marsh & McLennan.

Additional Information

All Massachusetts employees currently in the payroll deduction program will receive a home mailing from Marsh & McLennan outlining full details and premium information for the new insurance arrangement. Marsh & McLennan will continue to service all aspects of the program. Direct all questions to their office in Westboro at extensions 4601, 4603 or 4607. New applicants also are encouraged. If you are not participating in this convenient payroll deduction program, contact Marsh & McLennan for details.

One Time Advance On Educational Assistance

To encourage employees to begin programs of continuing education, Data General is establishing a one-time loan provision as part of its Educational Assistance program.

Any employee with an approved course or program of study under the Educational Assistance program may now be advanced up to \$500 or the total cost of tuition, books and fees, whichever is less.

This advance may be given only once and will be repaid through payroll deduction over a period of 16 weeks beginning in January. To obtain the advance, employees complete a Cash Advance Request and Tuition Advance Repayment Agreement. Both forms are submitted to the Travel and Expense office for payment.

"This benefit is designed to help employees start programs of study and to prevent the occasional disruption of a school program due to financial difficulties," said Don Bateman, vice president of Human Resources. "Following one quarter or semester of cash advance, employees should plan to continue financing their education with their educational reimbursement."

Employees needing more information on Data General Educational Assistance or a copy of the Tuition Advance Repayment Agreement should contact their Personnel Representative.

Streamlined Procedure For Approving All Educational Assistance

Effective immediately, Educational Assistance will have a streamlined approval cycle and quicker reimbursement process.

Final approval for courses will now be in the jurisdiction of the employee's supervisor and manager with divisional Management and Organizational

Development (MOD) departments only maintaining records.

Following successful completion of the course(s), all receipts will be attached to an Expense Report and submitted to Travel and Expense for reimbursement. A copy of the Expense Report and receipts will be submitted to divisional MOD.

Employees may obtain additional information from MOD managers or Personnel Representatives.

Educational Assistance Provides Full Reimbursement Up To \$3500

Data General's Educational Assistance program provides reimbursement of tuition, fees and costs for books and supplies up to \$3500 annually. The program for full-time permanent employees paid out \$1.2 million to more than 2000 employees in fiscal 1983.

Educational courses covered must be work related or part of a bachelor or associate degree program or part of an advanced degree program in a field of benefit to Data General.

The course or program must be approved in advance by the employee's supervisor and the Management and Organization Development department. Reimbursement of expenses is made following successful completion of the course.

Activities

At The Centrum: Ice Capades

The Data General Activities Committee has discount tickets for the 3 p.m. performance of the Ice Capades (featuring the SMURFS) on Saturday, December 10. Tickets are \$7 per person. Send requests to: ICE CAPADES, MS D232 in Westboro, with a home addressed, stamped envelope. Make checks payable to the Data General Activities Committee.

Christmas - New England Style

Chestnuts roasting by an open fire at the old Sturbridge Village tavern will provide the setting for an old New England Christmas dinner Friday, December 16. Superb food and drink will be followed by entertainment by Richard Potter, a 19th century magician. Ticket price is \$18 per person. To secure reservations call Peter Faford (x6776); George Lawton (x4859) or Bev Gregory (x4865) in Westboro.

NOTE: Bus transportation is available to Sturbridge Village. It will depart from Lobby B (rear entrance) in Westboro at 5:30 p.m. The bus is scheduled to leave Sturbridge returning to Westboro at 11 p.m. The cost per person is \$5.50. If interested contact Bev Gregory (x4865) or Lisa Meturk (x5888) for reservations.

CARPOOL

Rider Needed, for existing carpool, Brighton, Brookline, Chestnut Hill, Rt. 9, Newton area to Webo/Sobo, flexible, call Katz x7093.

Join or Form, Leominster area to Sobo, 1st. shift (6:30-3:00), call Dave x7329.

Join or Form, from Cumberland or Woonsocket, RI to Webo, 8-4:30, flex, call Nancy x3349.

MARKETPLACE

Free

Labrador Retriever, 14 wks. old, has had shots, paper trained, 757-8765 (Shrewsbury).

Husky, 3 yrs. old, 55 lbs, male, 879-3580 (Framingham).

Kittens, 2 f, 1 calico, 1 tiger, 3 mo, 303-6581 (Northboro).

For Rent

Apt, 6 rms, Marlboro, stove, refrig, laundry hook-ups, spacious, \$550/mo, 485-9438 (Marlboro).

Wanted

Snowmobile, '80-'81, Artic Cat, 966-0129 (Bellingham).

Roommate, to share lg. 2 bdr. apt. near Clark U., avail. immed, \$175/mo, 753-3572 (Worcester).

Roommate, to share 2 bdr. Twnhse in Ashland, \$210/mo + 1/2 util, call Gayle 883-3756 (Blackstone).

Roommate, to share waterfront house, \$70/wk, 754-1097 (Shrewsbury).

Wheelbarrow, lg. (4 cu. ft), all metal, 792-9063 (Worcester).

Gas/Gas Stove, room heater or furnace, 754-1097 or 756-3656 (Shrewsbury).

Tire, 1 summer 14 in white wall with or without rim, sz. P195/678-14, 792-9063 (Worcester).

Roommate, to share 6 rms, pvt. driveway, \$50/wk, inclu. all, call Sue, 234-3521 (Whitinsville).

For Sale

Items, 275 gal oil tank, \$50; exercise bike, \$50; 5,900 BTU AC, used 1 mo, \$230, 478-6358 (Milford).

Atari 2600, 1 yr. old, 7 games, \$110, 755-6475 (Worcester).

Computer, Radio Shack TRS model 100, portable, expanded to 32 K RAM, 2 mo. old, \$850/BO, 879-5093 (Framingham).

Cassette Deck, new Alpine 7138 & Alpine 3023 18wx27 band graphic equalizer, both for \$350/BO, 753-3572 (Worcester).

Items, baby crib, changing table & toys; sofa, matching chair & recliner; lawn mower; TV stand, 839-3546 (Grafton).

Ham Radio Receiver, Drake model 2-C w/speaker & model 2NB noise blanker, covers amateur radio bands 80M to 10M, \$150/BO, 332-8336 (Newton).

Atari Video Game, missing one joystick, \$75, 964-2315 (Newton).

Items, Zenith stereo console, \$65/BO; twin box spring, \$45/BO; 2 adjus. bed frames, \$12/ea, 877-8111 (Framingham).

Atari 2600, game system w/ 17 cartridges + 12 cartridge holder, \$175, 263-8154 (Acton).

Woodstove, Scandia 920, wood/coal, \$130/BO, 839-4470 (N. Grafton).

Items, girl's dbl. runner ice skates, sz. 13, \$2; boy's hockey skates, sz. 1, \$5; wood sled, \$5; Ross Apollo bike, 20 in, 5 spd, \$25, 839-9325 (Grafton).

Tire Rims, new, blk, 15 in, 5 lugs, 473-4347 (Milford).

Recliner, lounge chair, green, \$35, 473-4347 (Milford).

Telephone, Radio Shack, push button, brown, 1 mo. old, \$15, 393-6293 (Northboro).

Snow Tires, G78x14, mounted on GM rims, full set of claw tire chains, \$50, 368-8787 (Clinton).

Auto Stereo, Bose 1401, AM/FM cassette, dolby, 50 watt power booster, 4 speakers, (413) 664-4065 (North Adams).

Car Battery, cruisemaster, 3 yr. warranty, \$40, 662-2744 (Melrose).

Items, 4 Bentwood dining chairs w/ cane seats, \$50; x-country skis, 200 cm w/bindings, \$30; Beseler 23c enlarger w/Nikon lens + misc. photography equip, BO; milkglass chandelier, \$10, 969-0006 (Newton).

Snow Tires, steel belted radials w/rims for VW Rabbit, BO, (413) 733-2096 (Springfield).

Cap, for pickup, fits 1/2 or 3/4 ton truck, insulated, windows, \$150, 534-0984 (Leominster).

Items, 3 pc. boy's navy suit, sz. 14 slim, \$30; seamstress adj. dummy, \$10; boy's skates, sz. 33, \$5; Adidas soccer shoes, sz. 4 1/2, \$4, 422-7175 (Sterling).

Stereo System, Sherwood Receiver, Benjamin/Miracord turntable, ADC speakers, \$250, 485-4007 (Marlboro).

Skis, w/bindings & polls; men's laced leather boots, sz. 10, BO, 792-9063 (Worcester).

Venetian Blinds, 18 various sizes, BO, 792-9063 (Worcester).

Printer, Centronics 737 Dot Matrix w/Apple interface card & cables, \$425, 881-4150 (Ashland).

Stereo Components, Lafayette amplifier, 25 watt channel; Realistic AM/FM tuner, \$40/ea, 478-3752 (Milford).

Utility Trailer, new sides & bottom, 4ft. wide x 6ft. 6in. long x 2ft. tall, \$210, 865-3033 (Millbury).

Franklin Wood Stove, w/elec. blower, \$75, 486-8570 (Littleton).

Items, 8 ft. oak wall unit, \$175; burnt orange rugs, 12x20 ft & 12x12 ft, \$150, 237-6233 (Wellesley).

Dryer, Maytag, gas, \$100/BO, 376-4156 (Millis).

Wood/Coal Stove, Shenendoah, used 3 yrs, \$350, 393-6581 (Northboro).

Washing Machine, lg. capacity, needs repair, \$25/BO, 473-7842 (Milford).

Autos

'71 Buick Stationwagon, 92K original miles, \$750, 444-5396 (Needham).

'71 VW Superbeetle, w/ snow tires, new some engine work, \$200/BO, 965-8642 (Newton).

'71 CB 350 Honda, motorcycle, needs cosmetic work, \$300/BO, 234-6571 (Whitinsville).

'72 Plymouth Duster, slant 6 engine, new tires, \$600/BO, 755-2160 (Shrewsbury).

'72 Ford Econoline Van, 6 cyl, high mileage, \$550, 879-3580 (Framingham).

'73 Ford LTD, \$400, 529-4407 (Upton).

'74 VW Bug, needs floor work, \$275/BO, 655-1323 (Natick).

'74 Plymouth Barracuda, 318-2bbl, auto, many new parts, \$2500/BO, 234-8128 (Whitinsville).

'74 Plymouth Sebring, engine runs but smokes, \$250/BO, 476-7756 Douglas).

'74 Datsun 260 Z, body needs some work, \$2000/BO, 476-7756 (Douglas).

'76 Impala, station wagon, new battery & front tires, snow tires in rear, 779-5353 (Bolton).

'76 Ford LTD, A/C, PB, \$1800/BO, 393-7367 (Northboro).

'76 Ford Maverick, 6 cyl, low mileage, auto, \$1700/BO, 443-6648 (Sudbury).

'77 AMC Pacer, station wagon, 6 cyl, auto, \$1800, 393-6415 (Northboro).

'77 Chevette, 2 dr, auto, \$1800, 754-1000 (Shrewsbury).

'78 Dodge Pickup, cap w/ crank windows & panelling, 6 cyl, stand, 481-2122 (Marlboro).

'79 Kawasaki KZ400, 8+K mi, \$900/BO, 393-2065 (Northboro).

'80 Honda Civic, hatch, std, 50K mi, \$3500/BO, 755-2160 (Shrewsbury).

'80 Chevy Citation, 2 dr, 4 cyl, 4 spd, PS, AM/FM, 32.5K mi, asking \$3350, 481-7873 (Marlboro).

'80 Buick Skylark, auto, limited addition, AC, PS/PB, rear defogger, \$4500, 481-1013 (Southboro).

'80 Honda Custom CX-500, extras, 5K mi, blk, \$1700/BO, 792-9063 (Worcester).

'80 Datsun 200 SX, hatch, 5-sp, 237-6233, (Wellesley).

'81 Honda Civic GL, AM/FM cassette stereo, 6 new tires, \$3950, 369-3394 (Concord).

'81 Toyota Celica, 5 spd, AM/FM stereo, cassette, 393-7969 (Northboro).

'82 Mustang, 4 spd, 17+K mi, blk w/red interior, \$6500/BO, 393-2065 (Northboro).