

# Mini News

## News For The Employees of Data General

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June 28, 1985

### Data General Purchases Interest In Cericor, Inc.

Data General this week announced that it will purchase a minority interest in Cericor, Inc. of Salt Lake City, Utah, a leading developer of second-generation Computer-Aided-Engineering (CAE) software for electronic component design.

Data General has invested \$2 million in Cericor stock and has obtained a minority interest in the company. In addition, Data General will receive one seat on the seven-seat Cericor Board of Directors.

The design automation company was founded in 1983 to develop and market computer-aided design software for the design and simulation of electronic circuitry. The company's products compete primarily in the electronic design automation marketplaces, alongside offerings from Daisy Systems Corporation, Mentor Graphics Corporation and Valid Logic Systems Incorporated. Cericor is a privately-held company, with revenues for the first quarter of 1985 of \$1 million.

### Center Serves Employees Affected By Reduction

In order to serve employees affected by the recent workforce reduction, Data General has established outplacement counseling centers in Westboro, Sunnysvale, Raleigh, N.C. and a center for the Westbrook and Portsmouth Manufacturing facilities.

Each center is staffed by a professional outplacement consulting firm and representatives from Data General's Human Resources organization. This staff is working with local companies and other sources of employment to help affected employees find other job opportunities.

The Placement Support Center serving affected employees from Milford, Southboro and Westboro is located at 2400 Computer Drive, adjacent to Buildings 14A and 14B.



*Among the resources available to employees affected by the workforce reduction is a bulletin board listing of jobs. More than 1000 job openings for more than 100 companies are posted.*

At this center, counselors from the outplacement consulting firm of Costello & Erdlen conducted one- and two-day employment seminars providing an overview of job-finding techniques including resume writing/development, interviewing skills, and other information to help reinforce the skills needed for a successful employment search. After the seminars, one-on-one counseling sessions are provided and will be available on an on-going basis.

In addition, a 10-member support staff assists employees in the typing of resumes and related correspondence.

According to Steve Hobbs, manager of Corporate Employment, the Human Resources group is putting together employee resume books which are being sent out to more than 400 companies actively recruiting.

Steve adds that there has been an overwhelming response from employers. More than 1,000 job opportunities from about 100 firms are posted on bulletin boards at the center. Each day, more and more listings for jobs are arriving at the center.

#### **Notice:**

Due to the Manufacturing shutdown, the next issue of *Mini News* will appear Friday, July 19.

## New Procedure For Ordering Business Cards

Corporate Purchasing has developed a new order form and processing procedure for business card requests. Effective Monday, July 15, all requests for business cards should be sent directly to the vendor, Regal Press, Inc.

Procedures for ordering business cards:

1. Completely fill out a separate form for each set of business cards ordered. This new form is available from Literature Distribution in Southboro. When ordering, use form No. 013-000-921.
2. Attach a sample business card to the form, if available. The vendor will always print to specifications written on the form, not necessarily what is written on the attached sample card.
3. Retain the blue copy of the form for your files and mail the remaining copies to:  
The Regal Press, Inc.  
129 Guild Street  
Norwood, MA 02062
4. Regal will process your request and ship the cards within 3-4 weeks. *Remember, order forms that are not filled out completely or which deviate from the standard business card set-up - will not be processed and will be returned.*
5. If you have any questions or problems with your business card order, contact Regal's Customer Service department at their toll-free number (800) 447-3425.

*Please note: Westboro employees ordering business cards are asked to postpone ordering until the new Direct-Inward-Dialing phone numbers go into effect in August.*

Also, the new order form and procedures apply only to business card requests. All requests for stationery, envelopes and labels should continue to be ordered on form No. 013-858-01 through Purchasing in Westboro.

If you have any questions regarding the order form process, contact Gini Giuliani at extension 4348 in Westboro or Lori Cote at extension 4301.

## Travel Tip

Corporate Travel reminds employees that airline tickets have VALUE! All unused and/or partially-used airline tickets must be returned immediately to your local Travel and Expense department. Tickets that are left unused and are not returned for refund cost Data General a significant amount of time and money.

## Corporate Portrait Will Soon Be Available

The 1985 Data General Corporate Portrait is a three projector slide show that provides a brief, fast-moving overview of the company, its markets, its products and its people. It was initially presented to attendees of this year's Million Dollar Club meeting in Hawaii.

The portrait will soon be available for company-wide use, both internally and externally, as an audiovisual aid. It will be available from Southboro by mid-July.

When ordering, use the following 012 numbers:

| Description  | 012 Number  |
|--|-------------|
| Corporate Portrait,<br>3/4 in. Video Tape                                      | 012-2285-01 |
| Corporate Portrait,<br>1/2 in. Video Tape,<br>VHS Format                       | 012-2742    |
| Corporate Portrait,<br>Single Projector Slide Show,<br>Sound Synch             | 012-2278-01 |
| Corporate Portrait,<br>Hard Copy Script,<br>Cued for Single<br>Projector Show. | 012-2284-01 |

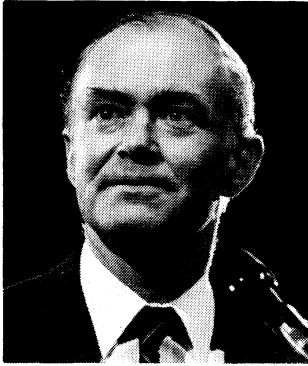
For more information about the show, contact Gary Wolfe in Corporate Public Relations at extension 4846, MS C-238, CEO MSIS03.

## Data General International Posters Are Available

Colorful posters depicting little known facts about Data General International are available. The series of eight posters may be obtained by sending a request to Luann Alejandro at MS F131 or via CEO, MSIS03. Be sure to include your mail stop. They will be given on a first-come, first-serve basis.

*Mini News* is published weekly for the employees of Data General-Westboro. Material may be submitted for publication to Joy Ibraham, extension 4705, MS A235. Data General - An Equal Opportunity Employer.

## de Castro Addresses Slowdown



Ed de Castro

*The computer industry has been in a slump due to a weakened demand for computer products. In reaction to business conditions, companies such as Data General, Wang, Apple, Burroughs, Sperry and Computervision recently have been forced to reduce their workforces and/or shutdown manufacturing plants.*

*During the recent Independent Software Vendors conference in Boston, Data General President Ed de Castro addressed the reasons for the slower than expected sales. Below are his remarks:*

Mark Twain claimed that Mississippi riverboat pilots had the toughest job in the world. No matter how often they made the trip between St. Louis and New Orleans, the river never stayed the same.

Sand bars would move with the river's current.

Snags would appear where they hadn't been before.

And, the river would often shift its channels -- creating islands out of peninsulas and peninsulas out of islands.

Of course, Twain lived in the 19th century.

If he lived in our times, he'd know that high tech executives have the toughest job in the world. No matter how long we've been in this industry, nothing stays the same. This has been especially true recently.

### **Reasons**

Clearly, our entire industry has been hit by a slowdown in demand, although things haven't stopped by any means. And, it was very sudden, very unexpected. I frankly didn't forecast it and I don't know anybody who did.

I think it's quite clear it's a cyclical slowdown, a pause, but I can't tell you exactly when it's going to end.

Let me comment on the hypotheses people have advanced for the slowdown. They fall in two categories: economic uncertainty and what I'll call "technical uncertainty."

There is no question that we've had a lot of uncertainty over the economy. It started with concern

centered on tax reform proposals. Some believe that business stopped investing in capital equipment because they didn't know what the tax basis was going to be and how much it was really going to cost them.

But the economic hypothesis I'm most inclined to believe relates to the effects of the strong dollar. While consumer spending in the U.S. has been pretty strong, we also have a very large trade deficit. This indicates consumers are spending a lot more on foreign products, reducing U.S. production.

The overpriced dollar acts as an indirect subsidy to foreign importers competing in the U.S. against our customers.

Combine the strong dollar with weak production of goods and we can see why the industrial sector is not all that anxious to invest in new capital equipment. Under these economic conditions, the technical uncertainty hypothesis gains more credibility.

Customers are no longer sure of their computing needs, and it's easy to see why. Neither stand-alone nor centralized computing has provided the solution. Now communications is being touted as the long-term cure, but the choices seem infinite.

It adds up to an environment where customers are taking a needed pause to reconsider their future direction.

This leads me to believe that the computer market is not saturated, as some have suggested. Far from it.

Customers haven't stopped looking for computing solutions -- our Sales force, and every one of you can attest to that. Sales situations are numerous and many of them are very sizeable. They are simply slow in closing.

But why?

Are customers afraid of choosing the wrong solution?

Is it the uncertainty over what the "next generation" of systems will bring?

Do they doubt our industry will settle on a standard communications environment?

The answer, as I see it, is probably a little of each. Customers are wisely re-examining the benefits they are receiving from existing computing before they take another step into the future.

Still, the technical factors would not have as significant an impact without the economic uncertainty.

So where does all this lead us?

Obviously, the world has changed somewhat in the past months...at least the computer world. Instead of full speed downstream with a clear navigational path, we're heading upstream while facing storms, sandbars and a strong current.

### **Priorities**

Let's take a look at our company's priorities when the year began.

First, to increase market share by being in the right segments, winning key accounts, and capitalizing on pricing opportunities as they arise.

Second, to continue investments which help us retain product leadership.

Third, to build a clear identification as a broad line computer company.

Fourth, to introduce automation and other programs aimed at lowering our product costs.

And, fifth, to continue to grow positive relations with our customers.

Now, in regard to today's priorities, there are no changes. That's because the fundamentals of our business haven't changed. We're still concentrating on the same markets. We're still investing in product development to retain our leadership position. We're still promoting our presence as a broad-line systems supplier. We're still striving to be the low-cost producer. And we're still building strong relations with our customers.

But while our priorities haven't changed, the business environment has. And we will have to manage our business even more carefully to reach our goals.

Twain was right. The river doesn't stay the same. But we've learned how to read the river, we're confident we can navigate its changing current, and we'll reach our destination ahead of the competition.

## New Courses Teach CLI Skills and Macros

During the week of July 22, Data General employees can learn to use the Command Line Interpreter (CLI), and to create and invoke CLI macros in two courses offered by Educational Services.

**Introduction to CLI (S160E)**, scheduled for July 22 and 23, teaches CLI fundamentals under AOS and AOS/VS. This introductory two-day course covers: using control characters; command line syntax; the HELP facility; SED text editor; files and directories; and the CLI environment. Designed for anyone who needs to have a working knowledge of CLI features, this course is a subset of the five-day AOS and AOS/VS User course that is offered regularly by Educational Services.

**CLI Macros (S161E)**, a one-day course scheduled for Wednesday, July 24, will teach participants how to write and modify CLI macros. Among the topics covered in this course are: dummy arguments; pseudomacros; recursion; macros and the environment; trace; and conditionals. Students in this course should have completed the Introduction to CLI class or have equivalent experience.

Other upcoming courses for Data General employees include:

|              |  |           |
|--------------|--|-----------|
| July 1 - 3   | Introduction to Small Computers          | S100E     |
| July 8 - 12  | AOS/VS Operator Training                 | SH109/VSE |
| July 15 - 16 | Introduction to Data Communications      | S140E     |
| July 17 - 19 | XODIAC System Manager                    | S220      |
| July 15 - 16 | Getting Started with CEO Word Processing | OA141E    |
| July 17      | Advanced CEO Word Processing Topics      | OA142E    |
| July 18      | Getting Started with PRESENT             | OA145E    |
| July 19      | CEO List Processing                      | OA147E    |
| July 22 - 26 | COBOL Programming with INFOS II          | S107E     |

All courses are held at the Education Center at 2400 Computer Drive and require prior approval of the student's supervisor. To enroll in a class or for more information, call Central Registration at extension 4079 in Westboro.

## Westboro

## Direct Link To The Inside

Outside callers will be able to reach a Data General department or employee directly without the assistance of an operator through a new telephone service called Direct-Inward-Dialing (DID).

Every employee will receive an information packet describing the Direct-Inward-Dialing Service and how it will affect you during the week of July 27. This packet will contain your new DID seven-digit number, that will appear on a sticker you may easily affix on your phone for easy reference.

Please be aware of the following:

- Westboro employees ordering business cards are asked to postpone ordering until the new numbers go into effect.
- Your direct dialing number will go into affect during mid-August.
- Data General-Westboro's present number (366-8911) will remain the same for those callers unaware of the change and in need of operator assistance.
- Your internal extension and access code remain unchanged. The new telephone number will only affect those calls coming in from outside locations.

Questions concerning the new Direct-Inward-Dialing service can be directed to John Gudgel at extension 6097 in Westboro.

## Dataproducts Visits Data General



Data General employees had the opportunity to view the latest in printer technology on the Dataproducts van, which visited Data General-Westboro this week as part of their 1985 roadshow across the U.S. On display was their latest in band, matrix, Daisywheel, and laser non-impact printer technology.

## Sign Up For CPR Classes

Classes in cardio pulmonary resuscitation will be offered next month at Data General-Westboro. The four two-hour sessions will be held from 5 to 7 p.m. Interested employees should fill out the following form and drop it off at the nurse's office in either Building 14A or 14B:

Name \_\_\_\_\_  
Dept \_\_\_\_\_  
Ext \_\_\_\_\_ M.S. \_\_\_\_\_

## Activities

### Summer Outing Schedule

|              |  |
|--------------|--|
| July 13      | Country Western Barbecue<br>At Indian Ranch, Webster, MA.          |
| July 20      | Provincetown Cruise<br>Commonwealth Pier, Boston                   |
| August 10    | Beach Party At<br>Steep Hill Beach<br>Crane's Estate, Ipswich, MA. |
| August 24    | Red Sox VS Minnesota Twins<br>Fenway Park, Boston                  |
| September 14 | Riverside Park, Agawam, MA.  |
| October 5    | Edaville Railroad, Carver, MA.                                     |

### Directions To Indian Ranch

**From Massachusetts and points east and west:**  
Take the Mass Pike west to exit 10/Auburn and follow 395 S. to exit 2. Take a left at the bottom of the exit ramp onto Rt. 16 and proceed 1 1/4 miles. Indian Ranch is on the right-hand side of the road.

### Aerobics Second Session Will Begin July 8

The Data General Fitness Club will be starting the second session of Dancin' Aerobics, beginning July 8. The program will be offered Monday and Wednesday from 5:30 to 6:30 p.m. in the main cafeteria at Westboro.

The ten-week class will be conducted by the YMCA of Greater Worcester. Included in the program is a cardiovascular risk factor analysis and fitness check which will take place at the first class. This will be followed by 19 sessions of aerobics which emphasize cardiovascular work, strength and flexibility. Each class will include a warm-up and cool down period, along with the aerobics portion.

The YMCA instructor is trained by the YMCA and holds a current cardiopulmonary resuscitation (CPR) certificate.

Cost of the program is \$25 for ten weeks. You can join the fitness club and sign up for the pilot Aerobics class by registering in the Employee Activities office, MS B111. Space is limited and registration will be on a first-come, first-serve basis.

### Registration For Westboro Plaza Fitness Center

The Data General Fitness Club has arranged for discount memberships to the Fitness Center in the Westboro Plaza Hotel complex adjacent of Data General's Westboro headquarters. Discount memberships are still available. For a tour of the facilities and membership information, contact Richard Lawler

in Activities at extension 4512, M.S. B111 in Westboro.

The Center will include:

- Nautilus equipment (10 stations)
- Lifecycles
- Rowing machines
- Indoor heated 20' x 40' swimming pool
- Whirlpool
- Aerobic room
- Men's lockers with sauna
- Women's lockers with sauna

The Fitness Center will be managed by the Greater Worcester YMCA. Members will receive an exercise evaluation upon joining and will be placed in a personal exercise program based on the evaluation results and their personal goals. Programs will encourage members to become involved in a total wellness program.

The discount membership is \$250 (15 percent off the membership fee of \$270 and the initiation fee of \$25). Subsequent years memberships also will be offered at the 15 percent discount. Payment must be in full by check, payable to the Westboro Plaza Hotel, or by MasterCard, Visa or American Express.

Fitness Center membership is to be limited to 450 people. Guests of the hotel and members of the Worcester YMCA, also will have access to the

facilities. YMCA memberships are not transferable to the Fitness Center. YMCA members will, however, have use of the facilities for a per use fee.

A full range of YMCA programs will be offered at the center. Fitness center membership does not cover these programs and is not required for participation in these programs. The YMCA programs will be offered to both members and non-members of the Worcester YMCA. The fee for individual programs will be lower for YMCA members.

### **Radio Enthusiasts**

There will be a meeting of the Data General Amateur Radio Club, Tuesday, July 2 at 11:30 a.m. to be held in a Guest Marketing conference room in Westboro. You don't have to be an amateur radio operator to attend, all interested employees are welcome.

### **Softball Update**

The Data General Softball League team rosters should be updated and forwarded to Donna Mattson in Westboro at MS D232 or Dennis Bishop in Westboro at MS C223. Also, winning teams should now send final game scores to Paul Barker in Southboro at extension 7319.

## **Don't Wait Until The Last Minute Order Your Tickets Now!**

### **PROVINCETOWN OUTING July 20**

*Attendees will be assigned to a group in order to balance the event.*

*Bus transportation has been added to allow you more time in Provincetown.*

#### **Group A**

##### **Departure:**

- Group A departs Commonwealth Pier at 7 a.m. by motorcoach. Arrives at Provincetown around 10 a.m.
- Group A departs Provincetown at 3 p.m. on the MV Commonwealth. Arrives at the Commonwealth Pier approximately at 7 p.m.

#### **Events And Facilities**

Box lunches will be distributed to each group aboard the MV Commonwealth, Group B beginning at 10 a.m. and Group A beginning at 3:30 p.m. Entertainment is planned for the cruise portion of each trip.

##### **MENU**

|            |       |
|------------|-------|
| Sandwiches | Fruit |
| Dessert    | Drink |

#### **Group B**

##### **Departure:**

- Group B departs Commonwealth Pier at 8 a.m. on the MV Commonwealth. Arrives in Provincetown approximately noon.
- Group B departs Provincetown at 5 p.m. by motorcoach. Arrives at Commonwealth Pier about 7:30 p.m.

## MARKETPLACE

### CARPOOL

**Existing Carpool**, departing from St. Mary's Church Chelmsford to Webo, 8:30-5, John x4174 or Ed x6744.

**Car Needed**, to Webo from Worcester, 8:30-5, Richard x8737.

**Existing Carpool**, needs additional riders, Brookline/Brighton area to Webo/Sobo, flex, User x7093.

### FOR RENT

**Apt**, Harwichport, Cape Cod, avail wk of 6/29, 839-4258 (Grafton).

**Cottage**, across from beach, Jerusalem, RI, slps 6, \$425/wk, also cottage that slps 10 \$700/wk, 752-6828 (Worcester).

**Apt**, in 2 family house near Webo center, 2 bdrm, \$650/mo + utils, avail July 1, 366-7486 (Westboro).

**Condo**, Quechee, VT, 1 bdrm, slps 5, tennis, golf, swimming, \$165/wkend or \$305/wk, 492-6167 (Cambridge).

### WANTED

**Roommates**, to share 3 bdrm home, pool, 15 min to Webo, \$285/mo + util, 568-0370 (Hudson).

**Apt/House**, 4 + rooms, access to Pike/Route 9, between Newton & Westboro, 881-6428 (Ashland).

**Playpen**, 926-2949 (Watertown).

**Sunfish/Laser Sailboat**, to rent 7/6 - 7/20, 393-7521 (Northboro).

**Roommate**, to share 3 bdrm apt in Windsor Village, Westboro, \$250/mo incl heat & hot water, 366-0019/366-3919 (Westboro).

**Roommate**, to share 4 bdrm home, \$230 all util incl, 528-3948/376-2110 (Franklin/Milllis).

**Apt**, to rent in a two-family house in Worcester, 286-0045 (Revere).

### FOR SALE

**Sailboat**, 23 ft sloop, slps 4, new outboard, 4 sails, VHF radiotelephone, \$6800 or will trade for coastal or lake side property in Maine, 435-6780 (Hopkinton).

**Snow Thrower**, Lombard, model P6, 6 HP, power unit, 839-6062 (Grafton).

**Refrigerator**, 4 yrs old, moving must sell, \$150/BO, 877-0975 (Framingham).

**Car Body Sections**, '70-'71 Lemans rear body sections, \$50/BO, 839-3180 (Westboro).

**Items**, solid oak picnic table w/ 2 benches, \$60; 2 metal lawn chairs, \$5/ea, ping pong table, \$25; pine lawnchair & lounge, \$40, 366-1579 (Westboro).

**House**, Ranch, 5 years old, 3 bdrms w/ attached garage, Osterville, MA, 393-2360 (Northboro).

**Bed**, Four poster, 18th century design, solid mahogany, canopy, queen, 881-6428 (Ashland).

**Windows**, double hung, single pane, storms, 248-5305 (Charlton).

**Furniture**, living room sofa & matching chair, \$115, 655-8687 (Natick).

**Bike**, 10 spd, blue/silver, 8 yrs old, \$65, 839-3138 (Grafton).

**Dryer**, GE Electric, top-of-the-line, \$150/BO, 965-0122 (Waban).

**Bike**, Schwinn BMX, orig owner, \$70, 875-4437 (Framingham).

**Items**, contemporary black sofa, loveseat, 4 chair, \$225; snowtires, E78R14 GM cars, \$35; rims for Ford cars, \$5 ea, 393-2490 (Northboro).

**Canning Jars**, old, wire type, \$5 ea, 485-2972 (Marlboro).

**House**, on New Found Lake, Bristol, NH, 3 bdrms, \$400/wk, 372-8056 (Haverhill).

**Moped**, Columbia, 700 mi, \$350/BO, 485-3327 (Southboro).

**Chainsaw**, Homelite, 2.3 cu in engine, 16 in bar, 3 yrs old, \$85, 537-1168 (Leominster).

**Zoom**, Sears 80-200 F4, Pentax-K, \$50, 966-2738 (Bellingham).

**Rowing Machine**, AMerec/610, hardly used, \$250, 277-0318 (Brookline).

**Boat**, '83 Galaxy, 16 ft Bowrider Tri-Hull, full canvas, E-Z loader trailer, 50 HP Merc, \$4300, 473-2594 (Milford).

**Items**, free standing stall shower, complete, \$50; woodstove, \$150; glass fireplace doors, \$50, 481-1087 (Marlboro).

**Organ**, Yamaha Electone, 2 level keyboard, instrument sound selection, 5 tempo controls w/instructions & music, \$350, 842-8791 (Shrewsbury).

**Boat**, '84 Century Maridian

**Body Toner/Rowing Machine**, partially assembled, slant board, \$75/BO for both, 366-2958 (Westboro).

**Washer**, Sears Kenmore Heavy Duty, \$150, 234-9736 (Northbridge).

**Items**, Kenmore gas dryer, \$200; 4000 BTU air conditioner, \$75; portable dishwasher, \$50; JVC cassette deck, \$100; Blokemp Quartz heater, \$25; BO, 481-0850 (Marlboro).

**Items**, woodstove, fireplace insertable w/blower, \$50/BO, turntable, Sony PST3, DD, PLL w/AT cartridge, \$50/BO, 393-3979 (Northboro).

**Moving Sale**, tables, chairs, lined draped, bathroom accessories, rugs, etc, 234-9694 (Whitinsville).

**Townhouse Condo**, 2 bdrms, full bath, walk-up attic, low fees & taxes, \$154,500, 235-2081 (Wellesley).

**Man's Ring**, sz 10, gold florentine setting w/ 1 karat Zirconia diamond, BO, 234-9694 (Whitinsville).

**VCR**, Sears Beta, w/20 tapes, \$250, 752-9153 (Worcester).

**Boat**, '73 V173 Galstron w/8.5 hp Johnson outboard incl shoreline trailer, \$4000, 393-7929 (Northboro).

**Cap**, for Subaru Brat, BO, 562-7026 (Hudson).

**Items**, ladder, 40 ft heavy duty alum. indust., never used, \$400; '83 Sony color console TV, remote, \$500; heavy duty motorcycle carrier, holds 2 bikes, all steel, \$650, Chapman ignition/hood lock, \$50, (401) 765-3322 (Cumberland, RI).

**Items**, Victor gas welding/cutting outfit - heads, regulators, hoses, cart, lg tanks, \$350/BO, 644-8100 (Manchester, NH).

**Items**, baby crib, \$40; car seat, \$20; swing, cuddlepack, car bed, jump-up, etc, 422-6955 (Sterling).

**'66 Rambler Engine**, 199 cu inch w/3 spd tranny rebuilt, \$150/BO, 366-4506 (Westboro).

**Dresses**, for bridesmaids, 1 orchid, 1 pink, both sz 10, BO, 234-8083 (Whitinsville).

### AUTOS

**Suzuki 500**, on/off road, \$1000/BO, 839-9207 (Grafton).

**'66 Olds 442**, needs body work, \$1500/BO, 366-3993 (Westboro).

**'72 Chevelle**, 307-V8, auto, PS/PB, \$100, 943-4716 (Webster).

**'74 VW Superbeetle**, \$1800/BO, 576-3373 (Cambridge).

**'76 Chevy Blazer 4x4**, 350 V8, auto, 100K mi, AM/FM, PS/PB, \$1800, 481-8058 (Southboro).

**'76 Dodge Van**, work truck, new tires, exhaust, brakes, wired for 110 volts, \$2800, (401) 765-3322 (Cumberland, RI).

**'78 Camaro**, 305, V8, PS/PB, stereo/tape deck, Jenson spkrs, low mi, \$3500, 875-2320 (Framingham).

**'78 Ford Fairmont**, 2 dr, PS/PB, AC, 61K mi, \$1700/BO, 393-2490 (Northboro).

**'79 Horizon**, 87K mi, 4 spd, 32 mpg, 4 dr, hatch, \$1350, 435-6780 (Hopkinton).

**'79 Honda Goldwing 1000**, full dress, 24740 mi, \$4800, (401) 765-3322 (Cumberland, RI).

**'80 Oldsmobile Toronado**, diesel, full power, velour seats, \$6000, (401) '67-2483 (Woonsocket, RI).

**'80 Dodge Omni**, 56K mi, auto, PS, AC, cruise, fwd, \$3200, 485-6972 (Marlboro).

**'80 Ford Thunderbird**, V8, metallic green, AC, 38K mi, \$5100, 478-2507 (Milford).

**'81 Mercury Lynx**, 4 spd, 64K highway mi, 1 owner, \$2400/BO, 754-3084 (Worcester).

**'81 Datsun 210**, 5 spd, AM/FM, \$2400, 226-4984 (Attleboro).

**'82 Suzuki GS450A**, auto, extras, \$1500, (401) 765-3322 (Cumberland, RI).

**'83 Pontiac J2000 Sunbird**, coupe, 5 spd, AM/FM, snrf, cloth seats, \$6000, 366-8426 (Westboro).

**'84 Chrysler New Yorker**, fully loaded w/options, 20K mi, \$14,500, 435-5430 (Hopkinton).

**'85 Plymouth Colt**, std, stereo cassette, 8K mi, 38 mpg, \$5950 537-0981 (Leominster).

## MENU

**Westboro**, Monday, Turkey Divan/Hot Pastrami; Tuesday, Beef Pepper & Onions/Quiche; Wednesday, American Chop Suey; /Chicken Cutlet Parmesan Sub.

**Milford**, Monday, Baked Manicotti; Tuesday, Open Turkey Sandwich; Wednesday, Quiche Lorraine.



## DATA GENERAL ASKS: ARE YOU PLAYING RUSSIAN ROULETTE WITH YESTERDAY'S TECHNOLOGY?

FOR ADVANCED COMPUTER SYSTEMS, TALK TO US. IT'S WHY SO MANY GOVERNMENT DEPARTMENTS HAVE CHOSEN DATA GENERAL.

Government business is too critical to be taken for granted. Too much depends on it.

No wonder nineteen of the top twenty U.S. defense contractors have bought a Data General system. As have all the Armed Services and most major departments of the federal government.

And to date, nearly thirty U.S. Senate offices and committees have chosen Data General.

### TODAY'S BEST VALUE

Why such unanimity? Because Data General offers a complete range of computer solutions for government programs, with one of the best price/performance ratios in the industry.

From our powerful superminis to the DATA GENERAL/One™ portable. From unsurpassed software to our CEO® office automation system. Plus complete systems for Ada® and Multi Level Secure Operating Systems, and a strong com-

mitment to TEMPEST.

All Data General systems have full upward compatibility. And because they adhere to international standards, our systems protect your existing equipment investment. We give you the most cost-effective compatibility with IBM outside of IBM—and the easiest to set up and use.

### SOLID SUPPORT FOR THE FUTURE

We back our systems with complete

service and support. As well as an investment in research and development well above the industry norm.

So instead of chancing yesterday's technology, take a closer look at the computer company that keeps you a generation ahead. Write: Data General, Federal Systems Division, C-228, 4400 Computer Drive, Westboro, MA 01580. Or call 1-800-DATAGEN.



 **Data General**  
a Generation ahead.

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