

Mini News

News For The Employees of Data General

July 11, 1986

Today's Opportunities Are Tomorrow's Successes



Dave Lyons, vice president of Group Marketing, leads a discussion of the organization's restructuring and future strategies at a recent meeting of Group Marketing employees.

Dave Lyons, vice president of Group Marketing, recently carried the message, "Restructuring completed," to a group of 150 employees at a meeting held in Westboro's cafeteria last week. Dave told the Group Marketing employees that the restructuring of the organization is complete, and "we are ready to aggressively pursue and win new systems sales."

The meeting was held as a result of last week's restructuring announcement in which some marketing functions were consolidated within or added to the new Information Systems Group. This will make the organization a complete systems marketing and sales support entity.

The Information Systems Group is comprised of: Group Marketing; the Systems Development Division; the Volume Products Division; the Federal Systems Division; Group Planning; Mass Storage Engineering; Japanese Business Development; and the Artificial Intelligence Business Unit.

Group Marketing determines the industry strategies, product-line strategies, business planning and product requirements, forecasting, and pricing and life-cycle management for the Information Systems Group.

Within Group Marketing are: a consolidated Industry Marketing Division, the Distribution Division, the

Product Marketing Division, an expanded Marketing Support Division and the Marketing Communications area.

Dave said the consolidation of the Technical Systems Division and the Information Systems Division into the Industry Marketing Division, "allows us to establish a division-level focal point for this vital worldwide marketing mission. We look forward to streamlining delivery of marketing programs to the field, eliminating confusion and reducing channel conflict. The result, we hope, will be increased customer satisfaction with Data General as a company to do business with."

The Industry Marketing Division, led by Vice President Don McDougall, is responsible for developing the strategies and programs to position Data General as a leader in providing total solutions to its customers and prospects in the selected target markets.

The Distribution Division, led by Vice President Cliff Bream, is responsible for developing and implementing the strategies, policies and programs for Data General reseller customers. According to Dave, the Distribution Division was added to Group Marketing since "alternate channels of distribution represent a major segment of Data General's business and must support the total marketing strategy of the company."

The Product Marketing Division, led by Director John Scanlon, is responsible for product management, product requirements, product business plans, systems marketing and competitive analysis.

The Marketing Support Division, under Director Frank Pinto, will provide a focused approach to implementing marketing programs among Sales groups worldwide. Dave explains, "One benefit will be the development of special sales/marketing teams to go after large opportunities. This will allow one-stop shopping for our Sales force when they require help to close a sale.

"In addition, International Marketing comes into Group Marketing with its functions properly located in the Marketing Support, Product Marketing or Marketing Communications area. Close to 40 percent of our business comes from outside the U.S. and we need to support that business," Dave adds.

With all Group Marketing communications within

the Marketing Communications area, under Director Dennis Byron, "our voice becomes one," said Dave. "From customer mailings to advertising to public relations - we will now have a single operation."

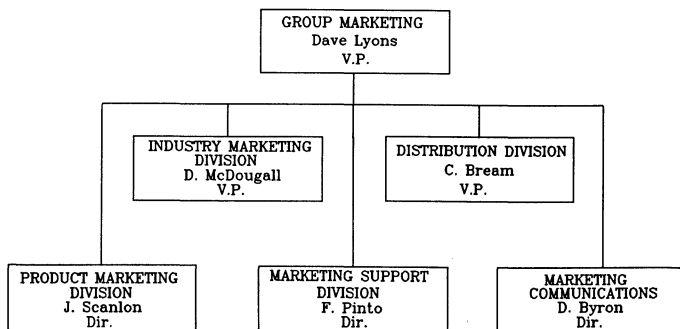
During the meeting, Dave stated that, "The company has the most competitive line of products in its history and it plans to add the field resources needed to improve market share, revenue and profitability," he said.

In light of the recent announcement, Dave explained that the focus on vertical applications and industry-specific marketing is a function of a mature company. Calling the success of CEO comprehensive electronic office software "phenomenal," he said, "the next logical step in our evolution is to strengthen our base and to increase our penetration of selected vertical markets. And, considering customer reaction to the products we announced last November, we are well on our way to this goal."

Dave said the company's new ECLIPSE MV/Family products and software products announced last year are gaining acceptance. "For example, Lou Corea, vice president of office information systems at Beneficial Corporation, told Computerworld magazine that the installation of his ECLIPSE MV/2000 DC computer was surprisingly easy. Corea added, 'I suspect this type of system is the machine of the future.'"

He left the group with these comments, "Data General has a focused worldwide marketing organization staffed by seasoned, talented people who know our company, know our industries, know our customers and know our prospective customers.

"We have a good solid product line that only needs to be properly exploited. We have a sales organization that is going to be beefed up over the next several quarters and will be looking to us to help make them successful. I believe we can turn the opportunities into success."



DTI And Data General Enter Pact

Data General and Digital Transmission Inc. (DTI) recently entered into a cooperative marketing relationship, allowing the telecommunications equipment manufacturer to integrate the ECLIPSE MV/Family of computers with its 585 Digital Switching Systems.

DTI's product line, originally developed by Rockwell International, includes both private branch exchanges (PBX) and automatic call distributors (ACD). The 585 product group, which has one of the industry's most architecturally-advanced networks for voice/data switching, can provide simultaneous data to every PBX or ACD voice port over a single line without increasing the traffic load of the systems.

According to DTI founder and President Curtis Graves, "The average voice/data user needs more comprehensive solutions to the difficult task of truly integrating the diverse range of data processing equipment into an efficient automated office. Intelligence and control must be added to the physical connections between computers. Data General has that expertise."

Adds Dave Lyons, vice president of Group Marketing, "By integrating this technology with our industry leading ECLIPSE MV/Family systems and CEO comprehensive electronic office software, we will be able to further our commitment to provide total solutions to customers."

DTI's 585 PBX has been certified on Data General's ECLIPSE MV/4000 through ECLIPSE MV/20000 computers. Testing of the 585 with the ECLIPSE MV/2000 DC system will be conducted shortly.

Data General Portable Helps WNEV On The Road



Keith Handyside, engineering supervisor for Boston's WNEV-TV news team, carries a DATA GENERAL/One Model 2 portable computer to "Moon Base," the rented mobile home used as a traveling television news room during the station's Celebrate New England tour.

Imagine traveling to 12 cities and towns in six different states in just 25 days. Moving in and out of hotels. Living out of suitcases. Hours on the road. Being away from family and friends.

Add to that the logistical and technical challenge of doing two live television news broadcasts each night from those sites, often outdoors, and you may have an idea of how ambitious a project WNEV-TV 7

of Boston undertook when its New England News Team hit the road to "Celebrate New England." The tour not only brought each day's news to the station's viewers in central New England, but also stories of the natural and cultural uniqueness of the region, along with insights into the social issues affecting citizens.

Life was made somewhat easier for the traveling crew of 23 (not to mention the reporters and technicians in Boston and at other news sites) by the use of DATA GENERAL/One Model 2 portable computers.

"These computers are great," says Keith Handyside, WNEV's engineering supervisor. "We could not have done this without them."

The team first began using the laptop computers for administrative tasks while broadcasting from the State House in Providence, one week into the tour. "We really needed a computer," recalls Executive Producer Sasha Norkin. People had told Sasha to convert her IBM PC files to work on a smaller personal computer that could be hauled throughout the region. However, what she really needed was a compatible, truly portable, machine.

Then someone mentioned Data General's newly-enhanced system. Sasha and Keith were soon carrying DATA GENERAL/One computers to use in their hotel rooms and at "Moon Base" - a rented mobile home used as a traveling television newsroom - to perform such tasks as tracking travel expenses, creating detailed schedules for the crew and general report and memorandum writing.

According to Keith, the system allowed him to submit to his accounting office complete and accurate reports of total expenses while traveling, rather than having 23 people send in their own individual reports, with piles of receipts for everything from soda to stock the mobile home's refrigerator to \$1000 light bulbs used to illuminate the news set. "We'd have 'a million' written reports, if we didn't have this computer," Keith adds.

When it came to scheduling assignments, the DATA GENERAL/One portable was also a "life saver." Schedules, written up by Sasha, told the crew everything from when to have their dry cleaning in the hotel lobby to when to be ready to shoot promotional segments with anchor people Tom Ellis and Diane Willis.

"The computers allowed us to be more effective on the road, eliminating possibilities for mistakes," Sasha says.

Both Tom and Diane, while not having hands-on experience with the portables, also were impressed by the machines. "They've come in handy," said Tom between tapings at Woods Hole Oceanographic Institute on Cape Cod, the final site in the New England road tour.

According to Sasha, when the crew arrived at each site, onlookers always came over to see the computers in action amid the hastily set up telephone

connections, huge satellite equipment and mobile video control booths. "People were impressed. They hadn't seen anything like it."



DATA GENERAL/One Model 2 portable computers sit atop a folding table in the sun of Woods Hole during preparations for WNEV-TV's live news broadcasts, the final stop in the Boston station's five-week news tour throughout New England.



WNEV-TV Engineering Supervisor Keith Handyside (left) and Executive Producer Sasha Norkin use DATA GENERAL/One Model 2 portable computers to schedule activities and track expenses for the 23-person traveling news crew, as preparations for the remote evening news broadcasts are made.



The work performed all afternoon by the DATA GENERAL/One Model 2 computers contributes to smooth sailing during the remote news broadcasts at 6 and 11 p.m. by WNEV-TV co-anchors Diane Willis and Tom Ellis. Here, the pair share a light moment between live segments during the 6 p.m. broadcast at Woods Hole Oceanographic Institute, the last stop in the crews' 12-site, six-state tour.

Awards Presented For Software Support Efforts



Software Qualification and Support (SQS) Contributors of the Quarter are: (left to right) Franklyn Athias and Vic Berry. Presenting the award is Manager Peter Steinbach.

Franklyn Athias and **Vic Berry** have been named Contributors of the Quarter for the Software Qualification and Support (SQS) group, headed up by Manager Peter Steinbach. SQS conducts software design testing before products are released, software release and facilities support, as well as pre- and post-sales support for all software products.

Franklyn was recognized for his work in qualifying the AOS/DVS operating system. He worked together with system developers to resolve software design issues and create extensive new tests to qualify the product for release. In doing so, Franklyn qualified four revisions of AOS/DVS in three months.

Franklyn took the initiative throughout the entire project, demonstrating a keen understanding of the product. The tests he developed have subsequently become a significant addition to the array of tests available for future software qualification projects.

Vic earned the award for taking on additional tasks and performing them in an exemplary manner within Corporate Systems Support. Among his accomplishments, Vic provided sole support for Xodiac and X.25 software and resolved a great number of software trouble report issues before they reached Software Development.

While performing his normal responsibilities, Vic also revised and taught the X.25 protocol section of the Installing and Using XODIAC course for Marketing Education, and completed a GSMGR Dump Analyzer program.

New Publication For Field Engineering Customers

Hot off the press is a new Field Engineering publication for customers and employees. *Contact* is a quarterly magazine which offers information on

Field Engineering's support services and programs as well as service technology issues that may impact Data General. It is one of many tools designed to enhance customer satisfaction.

The premiere issue of *Contact* has been distributed this week for employees in the lobby areas of their facilities.

Contact is edited by Jackie Thrasivoulos of the Field Engineering's Marketing Communications group.

Training

Resource Center Features Product Of The Month

Dbase II and Dbase III are the featured products of the month at the Corporate Information Resource Center (IRC) at Mail Stop C222 in Westboro.

Dbase II and Dbase III are command-driven, relational data base management systems. They offer full relational and programming features for interactive user- and programmed-applications development. Using easily-understood commands, you can create customized data entry programs and query reports from established databases. Both offer easy to use electronic training aids.

The IRC is open from 8:30 a.m. to 5 p.m. for employees who wish to use Dbase II or Dbase III software on a DASHER terminal or a DATA GENERAL/One portable personal computer. These products also are available for home use, through the IRC's loaner program.

Sharpen Your CEO Skills

Several CEO comprehensive electronic office software courses are available through the Manufacturing Information Training Center. All courses will be held at the Manufacturing Technology Institute Software Training Room, Mail Stop C223 in Westboro.

To register, call extension 6202 or 6176 in Westboro or send a CEO message to: Arell D:WEBO11 or Batley B:WEBO11. Supervisor's approval is necessary. All classes begin at 9 a.m..

Start Date	Course Title	Duration
7/18	Trendview	4 hours
7/23	Data Tables	4 hours
7/24	Wordview	2 hours
7/25	Spreadsheet	5 hours

New Seminar For CEO System Managers

A new three-day seminar on CEO system support will be conducted at the Education Center, 2400 Computer Drive in Westboro on Wednesday, July 30 through Friday, August 1. Developed by Educational Services, *Advanced CEO System Support* (SM518) provides in-depth information that will help system managers successfully support their CEO system.

For more information or to enroll, call Central Registration at 221-1646. The prior approval of your manager is required for enrollment.

Learn PRESENT Through CBT Testing

Programmers who are interested in learning PRESENT may do so by participating in upcoming product testing conducted by Educational Services. Three new computer-based training (CBT) courses are now ready for user-testing. The first of these PRESENT courses uses PRESENT with AOS/VS sequential files. The second course uses PRESENT with INFOS II files, and the third course uses PRESENT with DG/SQL files.

These CBT courses are designed for programmers responsible for preparing databases to use with PRESENT and creating queries for report generation and chart production. Participants in the testing must meet specified prerequisites, and must be willing to complete a pre-test and post-test, as well as participate in round-table discussions.

The testing will be conducted over two-to-three sessions during July and August, taking a total of approximately five days.

If you meet the prerequisites for any of these courses and would like to participate in the testing and learn PRESENT, contact Lillian Cochran at 221-1548 or via CEO COCHRAN L:ZETA.

Employee Investment Information (As of June 30, 1986)

Savings & Investment Program

Guaranteed Fund (Current Return) 11.5%
Balanced Fund (Share Value) \$14.83
Equity Fund (Share Value) \$12.45
Loan Interest Rate 12.5%

Stock Plan Reminder

The new payment period for the Employee Stock Purchase Plan will extend from Friday, August 1 to Friday, January 30, 1987. New participants in the plan or those making changes must complete an authorization form and return it to the Benefits department no later than next Friday, July 18.

The Stock Purchase Plan is explained in a prospectus and a Stock Plan booklet available through your local Benefits administrator or the Corporate Benefits department in Westboro.

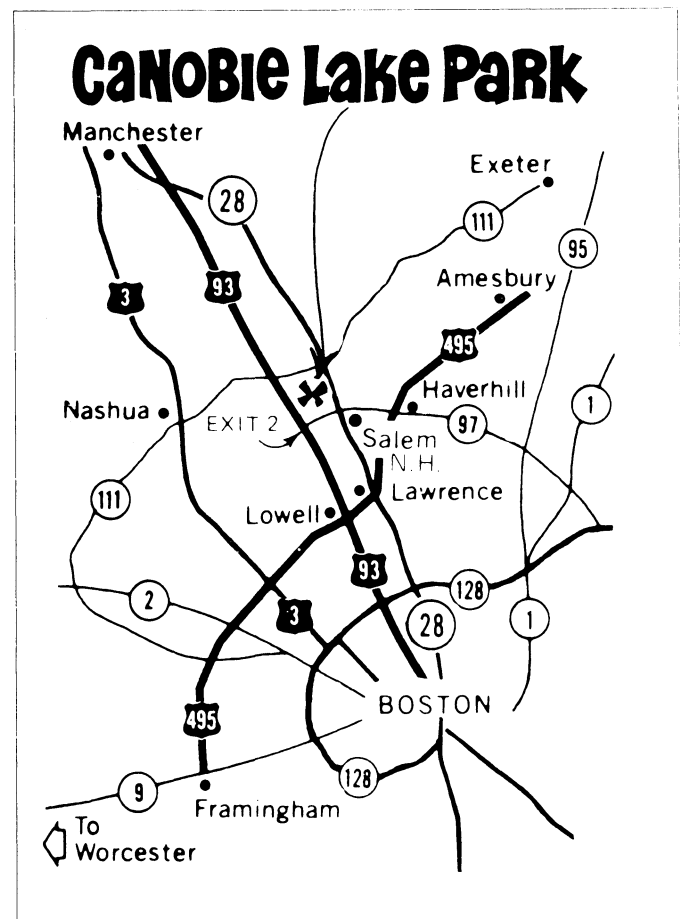
Any questions concerning the plan should be directed to Ellen Stefanik at extension 4570 in Westboro.

Activities

Canobie Lake Event Is Tomorrow

The Canobie Lake Park outing takes place on Saturday, July 12, from noon to 6 p.m. The amusement park is in Salem, New Hampshire, which is about a one-and-a-half hour drive from Westboro.

Directions are easy to follow. Take Route 495 north to Route 93 north. From there, take a right off Exit 2, then turn left at the first set of traffic lights. Follow the signs leading to the park. (See map below.)



Bus Arranged For Great Woods Outing

The Data General Activities Committee has made special arrangements to charter a bus for the Concert at the Great Woods outing, scheduled for Sunday, August 17 at 7:30 p.m.

Bus tickets are \$6 each. They may be ordered by sending a check made payable to the Data General Activities Committee along with a stamped, self-addressed envelope to: CONCERT COACH, Mail Stop 4-23 in Southboro.

Another Day Planned At Sturbridge Village

Data General employees can look forward to yet another day of fun at Old Sturbridge Village due to an overwhelming response for tickets. The Data General Activities Committee has added another day to the outing scheduled for Saturday, September 13.

Employees now may sign up to visit the historical park on Sunday, September 14. Both dates include a full-menu lunch and access to the many exhibits that recreate the 1830's agricultural community.

Summer Concert Tickets On Sale Here

Some tickets remain for selected summer concerts at the Great Woods Performing Arts Theater in Mansfield. Employees receive a 10-percent discount off regular prices.

To order, fill out the form below. Include a check made payable to the Data General Activities Committee and a stamped, self-addressed envelope. Send to: CONCERTS, Mail Stop C-128 in Westboro.

Great Woods Concerts

Name: _____

Mail Stop: _____ Extension: _____

Peter, Paul and Mary

Saturday, 7/26 ___ tickets at \$16.75 = \$_____

George Benson

Saturday, 8/30 ___ tickets at \$17.75 = \$_____

Note: All performances begin at 7:30 p.m.

Golf League Standings

The following are the results for the first half of the 1986 Data General Golf League season.

A Flight

Teams	Wins	Losses	Halved	Pts.
Denis Liptak / Don Dodds	4	1	1	9
John Ledoux / Steve Daily	4	1	1	9
Dick Schwartz / Randy Frost	2	0	4	8
Mike Duggan / Jim Gradilone	2	1	3	7
Dave Haskell / Dave Whitworth	2	1	3	7
Elwin Elliott / Jeff Lynch	1	2	3	5
Frank Stokes / Jack Smith	2	3	1	5
Bob Doucette / Tom Maziarz	2	3	1	5
Don Tocher / Mike Parise	2	4	0	4
Bert Chambless / Ken Sharp	0	5	1	1

B Flight

Teams	Wins	Losses	Halved	Pts.
Fred Mueller / Phil St. Marie	4	1	1	9
Steve Cappelli / partner	4	2	0	8
Rick Kozlowski / Roland Gauthier	3	2	1	7
Greg McSorley / John Paras	3	2	1	7
John DiMambro / Malcolm Lawson	3	3	0	6
Bob Guay / Mark Morawiec	3	3	0	6
John Gudgel / John Rousseau	3	3	0	6
Barbara Babcock / Bob Race	2	3	1	5
Bahman Sharifipour / Tom Morgan	2	4	0	4
Bill Fleming / Phylis Smalley	1	5	0	2

Softball Teams Organize For Tournaments

The Data General Softball League is sponsoring three softball tournaments for employees. Teams must have at least 15 players to enter. Tournaments will be round-robin or double elimination, depending on the turn-out, and all will start at 9 a.m. at the Knights of Columbus field in Ashland.

Scheduled tournaments are:

- Mixed - Saturday, July 26 and Sunday, July 27
- Competitive - Saturday, August 2 and Sunday, August 3
- One-Pitch - Saturday, September 13 and Sunday, September 14

Deadline to enroll a team for the mixed and competitive tournaments is Friday, July 18. Currently, two more competitive teams and up-to-four more mixed teams are needed for play. Sign-up for one-pitch continues until Friday, August 29. Interested employees should contact Steve Phaneuf at extension 7712 in Southboro to sign up.

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.

MARKETPLACE

CARPOOL

Carpool, Existing carpool needs rider, Brookline/Brighton/Allston/Newton to Webbo/Sobo, flex, Katz x7093.

KITTENS

Kittens, 10 wks old, trained, 485-0889 (Marlboro).

Black Newfoundland Puppies, 7 wks old, 473-1999 (Milford).

LOST AND FOUND

Gold Hoop Earring, if found please call Carole x6475.

FOR RENT

Apartment, 4 rm, \$500/mo incl heat/hot water + refrig, 15 min to DG Milford, 883-4772 (Blackstone).

House, Garrison, 3 bdrm, near beaches/marina/stores, September \$300/wk, July \$575/wk, 429-8024 (Holliston).

Apartment, 4 rm, 2 bdrm, garage space, appl provided, no pets, avail 8/1, \$525/mo, 839-9192 (Grafton).

Town House, West Dennis, 2 bdrm, appl, near beach/stores, \$475/wk, 839-6544 (Grafton).

Condominium, 1 bdrm, AC, security, garage, avail immed, \$550/mo incl hot water, 877-7182 (Framingham).

House, 3 bdrm ranch, West Yarmouth near Seagull Beach, \$600/wk in August, \$400/wk in September, 529-3434 (Upton).

Apartment, 1 & 2 bdrm, appl, \$50/675/mo incl heat/hot water, 5 min to Webo, 562-5915 (Hudson).

Room, use of whole house, non-smoker, \$225/mo, 393-8272 (Northboro).

Apartment, 1st floor, 6 rm, hardwood floors, auto hot water, 799-6873 (Worcester).

Apartment, 2 bdrm, pool/tennis, 8 mi to Webo, \$479/mo + low util, avail 9/1, 842-4333 (Shrewsbury).

House, split entry, 3 bdrm, 2 car garage, \$1100/mo, 485-7095 (Marlboro).

Storage, dry/secure, for furniture/cars etc, 234-9647 (Whitinsville).

Apartment, 4 rm, \$500/mo, incl heat/hot water/appl, 15 min to DG Milford, 883-4772 (Blackstone).

Apartment, 2 bdrm, parking, \$725/mo, 862-8195 (Lexington).

Oceanfront Rooms, near beaches/restaurants, (207) 363-2554 (York Beach, ME).

Rooms, S. Yarmouth, walk to beach, 398-9503 (Dennis).

WANTED

Ski Boat, trailer, week of August 18, current inland marine ins covers, 435-6780 (Hopkinton).

Roommate, to share 2 bdrm apt, kitchen/pool, non-smoker, 651-0651 (Natick).

Roommate, to share 4 bdrm house, 10 min to Milford, \$230/mo incl util, 528-8356 (Franklin).

Love Birds, w/cage, \$15, 661-4590 (Cambridge).

Roommate, to share 2 bdrm apt, female, non-smoker, \$250/mo + 1/2 util, 529-4045 (Upton).

Roommate, to share new town house, near Rt 495, non-smoker, \$400 + 1/2 utils, avail August 1, 237-9126 (Wellesley).

Roommate, to share 3 bdrm house, 15 min to Webo, \$275/mo + 1/3 util, 568-0370 (Hudson).

Dog Sitter, to care for Old English Sheepdog on certain weekends, 393-3198 (Northboro).

Roommate, to share 3 bdrm town house, Windsor Ridge, \$287/mo incl heat, 870-0473 (Westboro).

FOR SALE

Pfaltzgraff Dishes, Yorktown stoneware, eight 5 pc place settings w/napkin rings/butter dish/soup tureen + more, never used, 987-3220 (Webster).

Sailboat, 23', trailer, 4 sails, new outboard, VHS marine radio-telephone, slps 4-5, \$5900, 435-6780 (Hopkinton).

Chairs, 2 high back, \$75/70; gold swivel rocker, \$10; 481-4140 (Marlboro).

Items, 17.2 cu ft refrig, 5 yrs old, \$325/BO; china cabinet, \$75/BO; tires, E78 x 14, \$50/both; electric lawnmower, \$75/BO; Hirsh saw table; 879-5919 (Framingham).

House, raised ranch, 3-4 bdrm, new kitch/family rm, garage, 2 1/2 baths, \$155,900, 485-5717 (Marlboro).

House, 7 rm Colonial, w/barn/garage, deck, new furnace, 1/2 + acre, \$129,900, 562-3633 (Leominster).

Racquetball/Nautilus Membership, Futura in Framingham, \$28/mo, initiation fee pd, 469-3902 (Brookline).

Sylvania Color Television Console, 25", 15 yrs old, \$100/BO, (401) 766-4868 (Woonsocket, RI).

Pioneer Belt, driven turntable, w/Othophon MC-10 moving coil cart, \$225, 473-5939 (Milford).

Guitar & Amplifier, '85 G & L Skyhawk, blk ebony fretboard, w/tremolo, \$400/BO, 877-7502 (Framingham).

Fender Super Champ Tubes, '84, \$150, 877-7502 (Framingham).

Condominium, 2 bdrm, pool/tennis, AC, \$98,500, 481-6928 (Marlboro).

Items, Sears car top carrier, \$60/BO; cool-mist vaporizer, \$5; exercise mats, \$18/ea; 2 Sears SuperGuard XST snow tires, E78-14, \$55/ea/BO, 2 rims, 13", 4 lug, \$25/BO for both; 839-9523 (Grafton).

Wheel Covers, hub caps, more than 250 to choose from, '50's thru '80's, domestic cars some trucks, \$5/BO ea, 263-5034 (Acton).

Items, dog house for small dog, \$20/BO; Super-8 sound movie camera, Bell & Howell, \$50/BO; 19" Zenith b & w portable TV, \$50/BO, 842-0883 (Shrewsbury).

Coal, Chestnut size, 1200 lbs in 100lb bags, \$5/bag, 839-9771 (Grafton).

Bicycle, men's Raleigh, 3 spd, \$100, 244-6723 (Newton).

Vivitar Zoom Lens, 75-205, Pentax mount, used twice, \$75, 839-9560 (N. Grafton).

Items, Yamaha classical guitar & bag, \$50; 2 Spalding graphite racquet ball racquets, \$20; Cliff Hangers electric racing car game, \$25; 393-9728 (Northboro).

Ceiling Light Fixture, wagon wheel, \$15/ea, 755-8705 (Worcester).

Canoe, new 16 ft, \$350/BO, 883-3412 (Bellingham).

Bath Vanity, white w/cast iron sink, 24" wide, \$50, 852-3764 (Worcester).

Tickets, to Starship at Great Woods, July 16 at 7:30, seats under roof, \$35, 384-3292 (Wrentham).

House, 5 rm ranch, full basement, garage, low taxes, \$131,900, 877-3541 (Framingham).

Pool Table, 4' x 8', 966-0623 (Bellingham).

Items, Commodore 64 computer, \$75; Commodore 1541 disk drive, \$100; Simon's basic cart, Timeworks word processor, \$40; all for \$200, 234-7108 (Linwood).

Firewood, various prices and lengths, 966-0623 (Bellingham).

Brown Plaid Maple Sofa & Chair, \$75/BO, 562-5177 (Hudson).

Town House, Laurelwood, 2 bdrm, AC, deck, \$139,900, 473-0808 (Hopedale).

Items, Ethan Allen sofa, \$400; winged chair, \$200; Sharp microwave carousel II, \$375; 473-6656 (Milford).

Items, Peachtext 5000, J-Cat modem, flip sort plus, 791-9510 (Shrewsbury).

Items, RCA, VKT-430 VCR, wireless remote, w/4 head recording, \$400/BO; Nikko NA-890 stereo amplifier, \$300/BO; Nikko NT-890 stereo tuner, acces incl, \$200/BO; Atari 1027 letter qual printer, \$175/BO; 135mm telephoto lens w/hard case (Cannon mt), \$100/BO; Sharp VX-1199 electronic printing calculator w/dust cover, \$60/BO; car speakers, 1 pr Jensen Triax II flush mount, 20 oz magnet, grill - 6 1/2 x 6 1/2, \$75/BO; new Homelite automatic gas chainsaw, \$325/BO; 897-4836 (Maynard).

AUTOS

'62 Chevrolet Impala, 4 dr sedan, 283 V8, 1 owner, \$2300/BO, 365-4783 (Clinton).

'72 Alfa Romeo 2000, AM/FM cassette, convertible, new brakes, \$950, 829-5758 (Holden).

'72 Impala, V8, PS/PB, AC, low mi, BO, 842-8045 (Shrewsbury).

'75 Honda Goldwing, full dress, 40K mi, \$1800/BO, 393-3072 (Northboro).

'75 Ford Granada, 302 V8, no rust, dependable, California car, \$695, 842-0049 (Shrewsbury).

'76 Dodge Aspen, 6 cyl, AC, PS/PB, AM/FM, \$800/BO, 366-1681 (Westboro).

'77 Nova, 6 cyl, \$900/BO, 875-6518 (Framingham).

'77 Ford Van , 60K mi, 350, 8 cyl, \$3500, 865-4290 (West Millbury).

'77 Ford Mustang II , parts car, V6, 100K mi, snrf, AC; also '78 Ford Mustang II, PS/PB, AM/FM, 99K MI, \$2000/both, 476-7377 (Douglas).

'77 Honda Civic Hatchback , 5 spd, 1500 cc, body needs work, '79 eng has only 66K mi, \$325/BO, 456-8590 (Harvard).

'78 Porsche 924 , Alpine White, 60K mi, new tires/Koni shocks, expertly maintained, 729-3749 (Winchester).

'78 Toyota Celica GT , 67K mi, recent exhaust/brakes, needs body work, \$1000/BO, 626-0369 (Framingham).

'78 Suzuki GS 550 , must sell, \$500, 795-0954 (Worcester).

'78 Volkswagen Rabbit , 2 dr, 4 spd, stereo, \$1000/BO, 651-0005 (Natick).

'78 AMC Concord , AC, PS, AM/FM cassette, new water pump/alternator, 100K mi, \$1200, 476-7377 (Douglas).

'78 Honda CB750K , Windjammer, w/trunk, AM/FM, \$1200, 481-3052 (Marlboro).

'79 Ford Granada , PS/PB, AC, new top, 85K mi, \$1300/BO, 485-5156 (Marlboro).

'79 Honda Twinstar Motorcycle , 175cc, 9K mi, 80 MPG, \$500, 393-8861 (Northboro).

'79 Datsun 310 Hatchback , 2 dr, snrf, 39K mi, AM/FM, \$2100, 393-9728 (Northboro).

'80 Camaro , V6, no rust, AM/FM cassette, std trans, \$3900/BO, 263-5034 (Acton).

'80 Chevrolet Monza , 2 dr hatch, V6, 4 spd, snrf, stereo/cassette, \$1500/BO, 485-4937 (Marlboro).

'80 Oldsmobile CPE 98 Regency , leather int, loaded, \$3000, 795-0954 (Worcester).

'80 Mercury Cougar XR7 , loaded, 57K mi, 302ci, Chapman lock, \$3250, 791-1283 (Worcester).

'80 Chevrolet Citation , 4 dr, hatch, V6, auto, AC, PS/PB, AM/FM, \$2000, 655-3039 (Natick).

'81 Ford Escort L , hatch, standard, \$1500, 795-0954 (Worcester).

'81 Volkswagen Rabbit , diesel, hatch, \$2900, 435-4592 (Hopkinton).

'81 Volkswagen Rabbit , diesel, snrf, stereo, \$2300, 966-0623 (Bellingham).

'81 Honda Prelude , pwr moonroof, new brakes, AM/FM, no rust, 653-4376 (Natick).

'82 Yamaha Seca 750 , silver w/cover, lock, 600 mi, \$220, 877-0701 (Framingham).

'82 Datsun 210 , 4 dr, 5 spd, \$2500, 795-7479 (Shrewsbury).

'82 Nissan Sentra , 4 dr, auto, \$2000, 795-7479 (Shrewsbury).

'82 Yamaha Seca 750 , silver w/sport fairing, incl cover, 5600 mi, \$1450, 485-0236 (Southboro).

'83 Mustang GT , red, 5 spd, AC, AM/FM cassette, \$6850/BO, 435-5172 (Hopkinton).

'83 Trans Am , T-top, loaded, Chapman, 27K mi, warrenty, \$11,500, 234-6871 (Northbridge).

'83 Dodge Omni , 5 spd, 2.2 eng, rustproof, new clutch, 60K mi, \$2500, 757-2563 (Worcester).

'84 Ford Mustang LX Convertible , red w/blk top, 6 cyl, 61K mi, \$5200/BO, 828-1803 (Canton).

'84 Harley-Davidson , loaded, \$8000/BO, 524-1948 (Jamaica Plain).

'85 Honda CRX , blk, stereo/cassette, \$8200/BO, 865-9408 (Millbury).

'85 Ford EXP Sports Coupe , must sell, moving, 5 spd, snrf, AM/FM cassette, \$6600, 238-4645 (S. Easton).

'85 Plymouth Reliant SE , 4 dr, AM/FM, AC, 8K mi, rear defrost, \$7500, 393-9728 (Northboro).

Hours

Westboro Cafeteria , full breakfast, 6:30 a.m. - 10:00 a.m.; lunch, 11:30 a.m. - 1:30 p.m.; open from 6:30 a.m. - 3:00 p.m. for beverages.

Pizzeria , serving from 10:00 a.m. - 2:00 p.m.

Pumpnickel's Deli , Coffee & pastries, 6:30 a.m. - 7:30 p.m.; full breakfast, 6:30 a.m. - 10 a.m.; deli lunch, 11 a.m. - 2 p.m.; Take-out, 3 p.m. - 6:30 p.m.; dinner, 5 p.m. - 7:30 p.m.

Milford , full breakfast, 6:30 a.m. - 8:30 a.m.; lunch, 11:15 a.m. - 1:15 p.m.; supper, 5:30 p.m. - 7:30 p.m.; open from 6:30 a.m. - 3:15 p.m. for beverages.

Southboro , full breakfast, 6:30 - 10:00; lunch, 11:15 - 1:00; open from 6:30 - 3:00 for beverages.

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