

# Mini News

## News For The Employees of Data General

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July 1, 1988

### Monday Is A Holiday

Employees are reminded that Monday, July 4 is a Data General-paid holiday in observance of Independence Day.

### Ellen Richstone Named Treasurer

Ellen Richstone has been named treasurer, reporting to Mike Evans, vice president and chief financial officer.

Reporting to Ellen are: George Doble, director of Data General Financial Services; Ganne DeSomery, director of Risk Management; Jorge Reyes, manager of International Finance and Analysis; Neil Andrews, manager of Corporate Customs; Paul Malnati, manager of Foreign Exchange; Roland Theriault, manager of Corporate Finance; Sue Singer, manager of Corporate Stock and Ann Marie Belforti, Corporate Cash manager.

Ellen has been with Data General for seven years. She was most recently acting treasurer, a position she has held since August 1987. Prior to that, she was assistant treasurer.

Prior to Data General, Ellen held managerial positions in the controller's organization at Polaroid, and in the international division at Chemical Bank.

Ellen received a bachelor's degree from Scripps College in California. She holds three graduate degrees: two from the Fletcher School of Law and Diplomacy (Tufts/Harvard) in international business law and international affairs, and a degree in finance from New York University's Graduate School of Business Administration. Ellen also has attended Cornell University's Executive Development Program. In addition, she is a member of the Financial Executives Institute, the National Association of Corporate Treasurers, and is the chairperson of the Finance and Banking Committee of the International Business Center of New England.

### Data General Announces 32-Bit Business Basic

Data General has announced its first 32-bit implementation of AOS/VS Business BASIC. B-BASIC 5.0 features increased performance over Revision 4.20, and is fully compatible with the 16-bit B-BASIC product. The new revision is supported across the entire 32-bit product line and is available as a free upgrade for AOS/VS B-BASIC users on the Software Subscription Service.

Using Business BASIC, multiple users can simultaneously program, test, debug and execute programs independently. B-BASIC 5.0 offers a variety of improved performance features designed to enhance programmer productivity and maintainability. These new features include:

- Increased program and data space (from approximately 32KB to 256KB) enabling the programmer to write larger, more complex programs.
- Increased number of open channels (from 16 to 150) eliminating the overhead of closing and reopening files.
- Increased number of concurrent locks (from 85 to 584) allowing a greater number of B-BASIC processes to concurrently access common files.

Herb Osher, director of Product Marketing, says, "B-BASIC 5.0 offers a wide variety of features and capabilities designed to enhance programmer productivity and assist VARs in opening up new opportunities."

Pricing for B-BASIC 5.0 ranges from \$1275 with Right To Use license (RTU) for use on the ECLIPSE MV/1400 system to \$9690 (with RTU license) on the ECLIPSE MV/20000 system. A B-BASIC 5.0 run-time only license for the ECLIPSE MV/1400 computer is \$400, and a run-time only license for the ECLIPSE MV/20000 system is \$3300.

### Data General Expands VAR Sales Potential

Data General has introduced a new program for value-added resellers (VAR) seeking to expand the

sales potential for their value-added solutions. VARplus aims to encourage qualified VARs to increase the distribution of their products by contracting with agents to represent their companies in markets or geographic locations not covered by the VAR.

VARplus provides sales and marketing support from Data General to assist in the VAR's recruitment of highly qualified agents with strong marketing organizations and defined vertical market focus. Also included for the first year of the VARplus program is a bonus valued at up to two percent of the VAR's dollar volume agreement for business generated through a VAR/Agent relationship.

The VARplus program has already been successfully implemented by Compusystems of Fort Wayne, Indiana, a Data General VAR. Compusystems, which offers a complete solution for discrete manufacturers, has entered into agent relationships with Office Concepts, of Fort Wayne, Indiana, a major office equipment supplier with 2,800 commercial clients, and J.D. Cloud and Company, one of the largest, local CPA firms in the Cincinnati market. Data General projects revenues from the VARplus program to reach as much as \$20 million in the first year.

"A strong marketing oriented agent seeking the most appropriate value-added solution and support services to offer their client base benefits greatly through an alliance with a Data General VAR through the VARplus program," explains Ward MacKenzie, vice president of Corporate Marketing. "The strength of Data General as a price/performance hardware leader with worldwide service and support, combined with the reseller's expertise in providing value-added solutions and effective project management tools can create new sales opportunities for everyone involved. A qualified agent can serve as an extension of the VAR's own sales force in promoting the distribution of its value-added solution while at the same time providing their own clients with sophisticated computing solutions previously not available to them. The VAR, in turn, increases the geographic and market reach for its products while receiving a variety of support services and other incentives from Data General," adds Ward.

Data General will provide qualified VARs with customized marketing recruitment tools including slide show support and relevant demographic data to assist resellers in optimizing their agent recruitment efforts. Referrals made through the Data General Sales force will be presented to the VARs for their consideration. However, Data General does not enter into a contractual agreement with the agent; only VARs determine which business entities are best suited to represent them.

As a first year incentive, a bonus of up to two percent of the aggregate dollar value of Data General products sold to an end user through an agent generated sale will be credited to the VAR's account providing particular filing criteria are met. A demonstration development system will also be made available to an agent through a VAR at the same discounted

rate that the VAR receives. VAR agents will also be eligible for training through Data General at the same fee that VARs pay for their own employees sales training.

"We are genuinely excited about the possibilities that exist through the Compusystem Agency Program," says Ken Miller, a manager at J.D. Cloud and Company. Being a traditional CPA firm, the Agency Program represents new directions for our clients and us. While there are many excellent hardware and software systems on the market today, we feel that the team of Data General, Compusystems and J.D. Cloud and Company represent the most professional solution to client service in the local public accounting business. VARplus gives us the leading edge we are seeking in our ever-expanding role as business consultants."

#### Data General Awards Scholarships



Senior Marketing Consultant Ben Allen leads a group of students and parents through a tour of the Executive Briefing Center where they gathered last week to receive scholarship awards. During the reception in honor of the students, President Ed de Castro congratulated them for their academic achievements and wished them the best of luck over the next four years. Three children of Data General employees from Massachusetts' offices were awarded scholarships: Alex Fax, Paul Losch and Jennifer Thomas. Data General scholarship winners receive \$500 to \$2000 per year, based on financial need, during their four-year college career. Three students from Milford, Algonquin and Westboro high schools also received \$1000 scholarships for achieving the highest combined math/science averages in those cities which house Data General facilities. Ed then presented to those high schools \$500 in honor of the teachers who had positive impacts on the students' academic careers. The money will be used to fund future educational projects. Data General has been awarding scholarships since 1979.

## Data General Strategies Featured On Financial Network

Data General President Ed de Castro was featured on the Financial News Network's (FNN) CEO Spotlight segment during the week of June 13. The 15-minute videotape of Ed's remarks will be shown throughout the day on Tuesday, July 5 in the CEO Conference room at the Employee Conference Center in Building 14A in Westboro. Employees may stop by and view the videotape at their convenience on Tuesday between 9:00 a.m. and 4:30 p.m..

During the interview, Ed discussed Data General's industry-standards based strategy and its implications for the industry and computer users. He noted that customers are increasingly looking for standards-based solutions, which provide them with greater efficiency as well as the ability to interconnect several vendors' systems. Also discussed during the interview was the competition in the computer industry.

"FNN Evening News" is telecast nationally each evening over cable to more than 38 million households.

## Show Off Your Good Side

Smile and look sharp, because you may be on the cover of Data General publications distributed to employees and customers around the world.

Documentation Design, a creative design and production group at 2400 Computer Drive, is looking for employees interested in posing for photographs to be used in brochures and documentation. If you are interested, contact Documentation Design. It will arrange to have a sample photograph taken of you. The photograph, along with a brief description, will then be placed on file for possible use in future photography sessions for catalogs and brochures produced for the company.

The photo sessions will take place Thursday, July 14th from 9:00 a.m. to 11:30 a.m. and 1:30 p.m. to 3:30 p.m. in the Media Services studio located in Building 14B at Mail Stop F-014 in Westboro.

Interested employees can contact Tim Foley at extension 221-1655 to schedule an appointment, or just stop by Media Services during the session and say "CHEESE."

## Reyes Named Manager of International Finance

Jorge Reyes has been appointed manager of International Finance and Analysis, responsible for financing and capital structures for all international subsidiaries, and worldwide profit placement strategies and transfer pricing. He also is responsible for the

treasury analysis of all potential international investments and the forecasting of subsidiaries' cash flows. Jorge reports to Treasurer Ellen Richstone.

Jorge has been with Data General for almost four years and prior to his new assignment, he was the Latin America Area controller.

Jorge holds a master's degree in business administration from Seton Hall University and a bachelor's degree in accounting from Rutgers University.

## Training

The following courses are offered for the month of July and August for employees who wish to enhance their skills with Data General systems and software:

- **ECLIPSE MV/10000 Field Maintenance (H168)** - This course provides a functional, board-level overview of the ECLIPSE MV/10000 computer. It also covers information flow and control functions on three related levels; within individual boards; between boards; and over system buses. This five-day course begins Monday, July 25.
- **AOS and AOS/VS User (S209)** - This course offers an in-depth introduction to the use of the AOS and AOS/VS operating systems. This five-day course begins Monday, July 25.
- **Managing an AOS & AOS/VS Computer Center (SM505)** - This seminar will help system managers deal with the increasing sophistication of today's computer centers. Attendees should have some experience with AOS or AOS/VS computer center operations. This three-day seminar begins Wednesday, July 20.
- **CEO Rev 3.0 For System/Office Managers (SM526)** - This seminar provides you with the information necessary to efficiently and easily make the transition to CEO revision 3.0. This two-day seminar begins on Thursday, July 7.
- **XODIAC Internal Structures (SM431)** - This seminar presents an in-depth look at the workings of the XODIAC network management system. It reviews the X.25 recommendations and other standards, examines each layer of the X.25/XODIAC implementation by presenting an overview of the internals and describes the methods of implementing user applications that require network resources. This five-day seminar begins Monday, July 11.

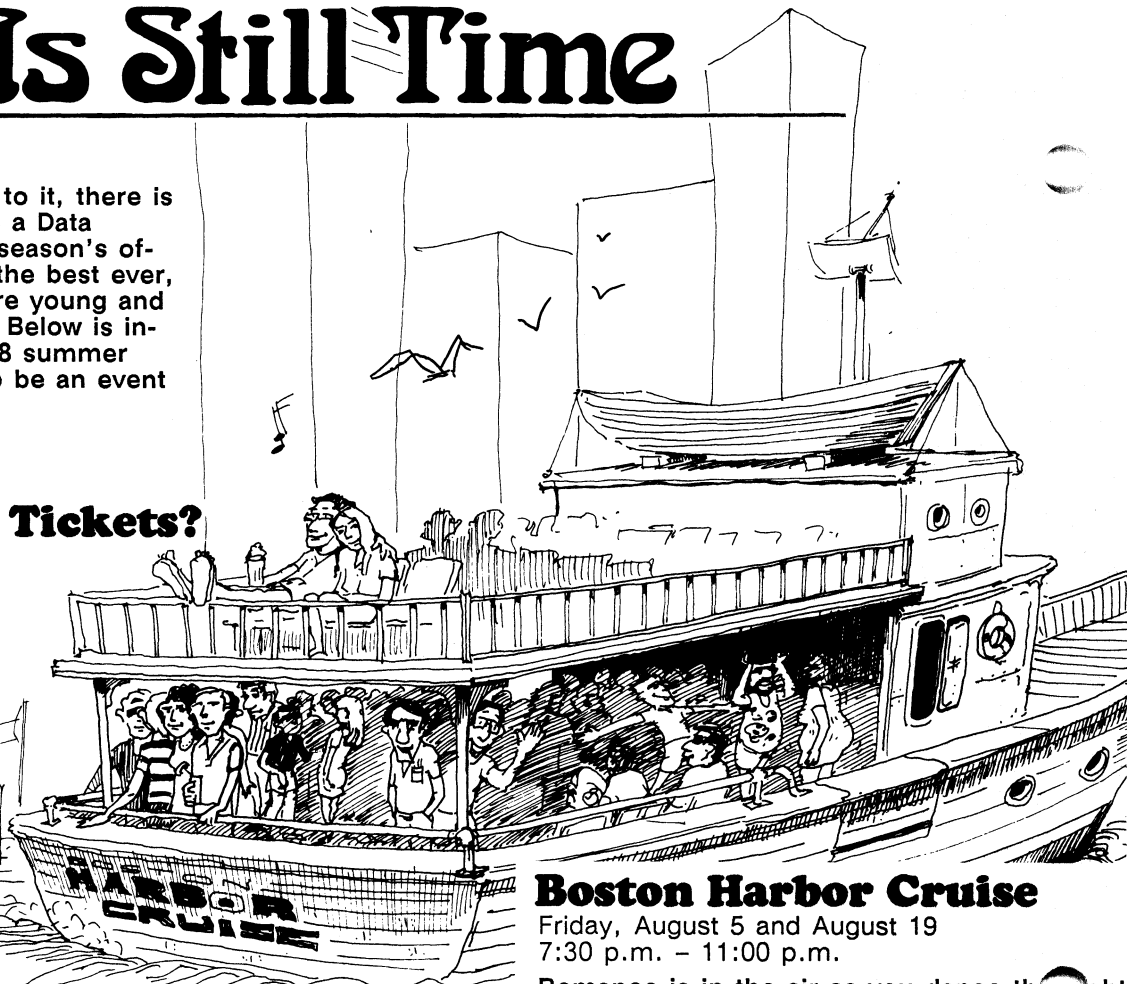
Prior approval of your supervisor is required for course registration. Please call (tie line) 221-1647 to enroll in these classes or for further information.

# There Is Still Time

If you have not gotten around to it, there is still time to get your tickets to a Data General summer outing. This season's offerings promise to be among the best ever, with activities for those who are young and those who are young at heart. Below is information on the available 1988 summer outings. Each one promises to be an event you will not want to miss.

## How Do I Get My Tickets?

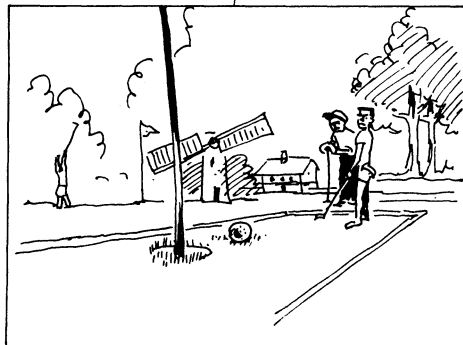
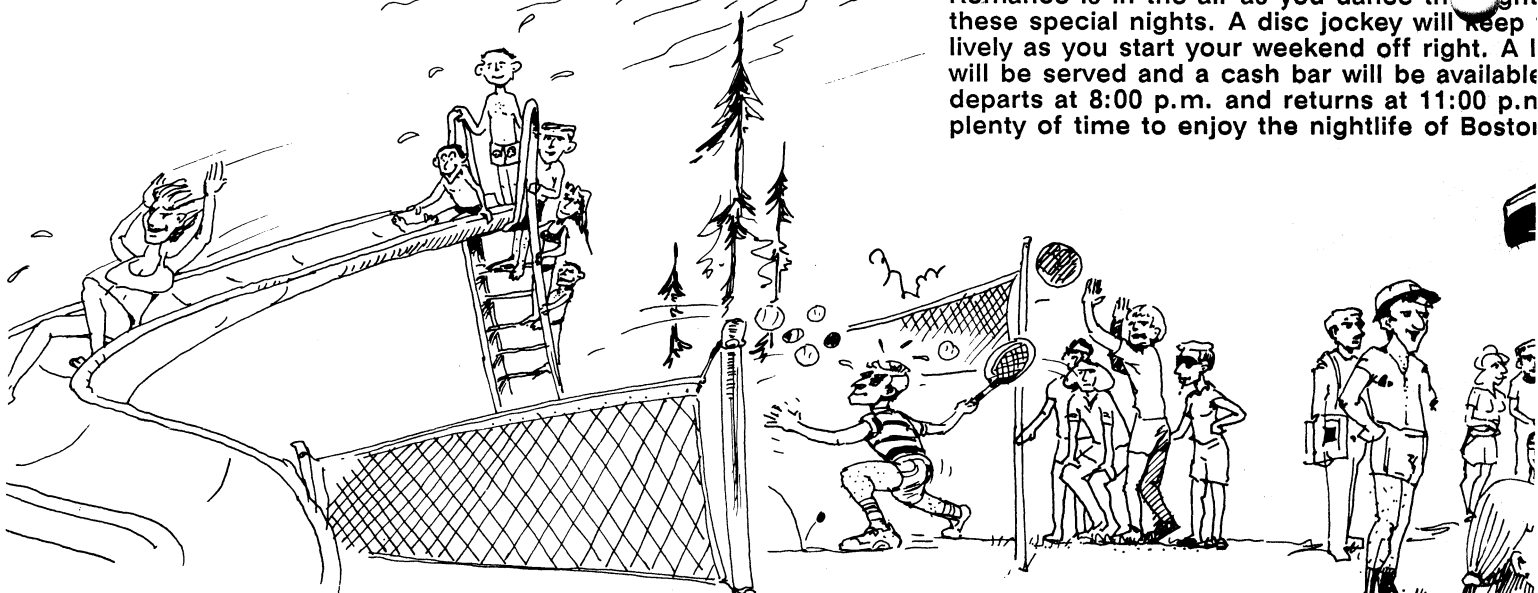
The price of tickets for summer outings is \$4 per adult and \$2 per child. Forms for all events are available at the cafeterias and Human Resources offices in Westboro, Southboro, Milford and Durham. Unfortunately, the Shear Madness outing has already been sold out. However, there are tickets still available for the four remaining outings so get your orders in now!



## Boston Harbor Cruise

Friday, August 5 and August 19  
7:30 p.m. - 11:00 p.m.

Romance is in the air as you dance through these special nights. A disc jockey will keep it lively as you start your weekend off right. A meal will be served and a cash bar will be available. The cruise departs at 8:00 p.m. and returns at 11:00 p.m. Plenty of time to enjoy the nightlife of Boston.



## Summer Olympics Picnic

Sunday, July 24  
9:00 a.m. - 6:00 p.m.

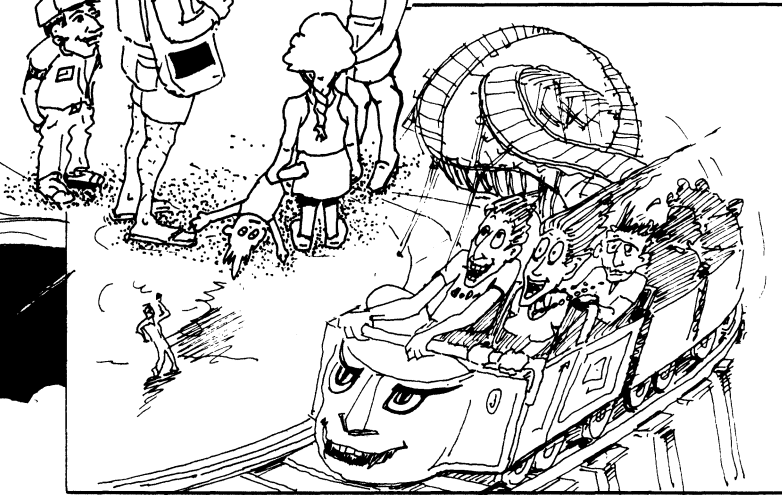
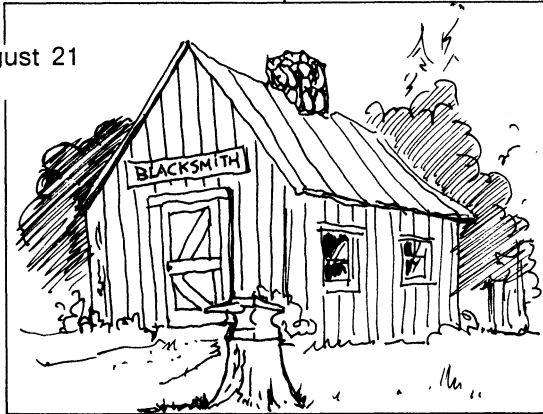
Come spend the day relaxing by the pool or competing for prizes at Data General's own company picnic. There is something for everyone at Cedar-dale Groveland Club: an Olympic size pool complete with a waterslide, miniature golf, a playground and "Olympic" games for the young and old. Later in the day, enjoy a traditional New England clambake with your friends and family. Cedar-dale Groveland Club is located off I-495 north at exit 51 in the Lowell/Lawrence area. Bus transportation is available at an additional cost.



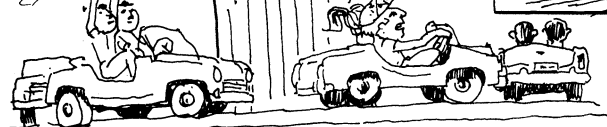
# Sturbridge Village

Saturday August 20 and Sunday August 21  
 Opens at 9:00 a.m.

Travel back in time as you explore an 1830's community at Sturbridge Village. Learn what the phrase "roughing it" really means as you meet the local blacksmiths and farmers. People of all ages find this authentic village fascinating. The price of this outing also includes lunch in the Great Room Buffet.



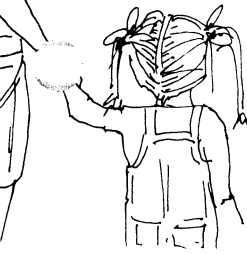
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 The boat  
 leaving you



# Riverside Park

Sunday, September 11  
 9:30 a.m. - 6:00 p.m.

Bring the kids or feel like a kid for a day of unlimited rides at Riverside Park. Riverside is one of the best amusement parks around. There are more than 150 attractions to choose from including the Cyclone Rollercoaster, the Red River Flume and the Black Widow Loop Coaster. Your day at the park also includes free lunch and dinner.



## Don't Light Up

In preparation for a "No Smoking" policy that will be implemented in Southboro at the beginning of fiscal year 1989, smoking cessation classes will be held in August for interested employees.

The class takes an hour and meets twice a week for two weeks. The first session will meet on August 2, 4, 9 and 11. The cost is \$25 and is reimbursed to the employee if the four classes are attended.

Please contact Christine Woods in the Building Five Health Services department at extension 7422 for additional information.

## Activities

### ***New England Aquarium Tickets Winners***

The following employees have won executive memberships to the New England Aquarium through a special contest held by the Data General Activities Committee:

Sherrie Carey  
Lyman Chapin  
Thomas Townsend  
Phil Shea  
Scott Lumnah

An executive membership entitles the bearer and up to three guests to enjoy free admission to the aquarium, including auditorium shows and marine mammal presentations, for the entire corporate year. Winners will be contacted by the Activities Committee as soon as their passes are received from the New England Aquarium.

### ***Weight Watchers Cancelled***

The Weight Watchers program scheduled to be held every Wednesday at 5 p.m. in the Pizzeria has been cancelled due to limited participation. The program is expected to resume in September.

### ***Shape Up With The Aerobics Club***

The Data General Fitness Club continues its exercise program with upcoming sign-up days for the next session of aerobics. Employees wishing to enroll in the classes may sign up on either of the registration days being held next Wednesday, July 6 or Thursday, July 7 at 5:30 p.m. in the main cafeteria in Westboro.

***Dancin' Aerobics*** and ***Free Style Aerobics*** are offered twice a week in the main cafeteria in Westboro at 5:30 p.m. for an eight-week period. Dancin' classes will be held every Monday and Wednesday, beginning Monday, July 11. Free Style classes will be held every Tuesday and Thursday beginning Tuesday, July 12. There will be no classes on registration days. All

classes are taught by qualified instructors from the Greater Worcester YMCA.

The cost is \$30 per person for the eight-week program. All payments must be made payable to the Data General Employee Activities Committee.

## Memo Pads Available

Memo pads highlighting the new 508 area code are available for employees to pick up in the cafeteria, pizzeria and deli in Westboro, and in the Southboro and Milford cafeterias.

The pads are designed to remind employees that they should be preparing for the addition of the 508 area code that goes into effect on July 16. Some things to consider are:

- Ordering new business cards, stationery, etc.
- Notifying business associates and vendors.

Employees with questions about how the new area code will effect their home telephone service can call 1-800-555-5000 Monday through Friday from 8:30 a.m. to 5:00 p.m.

### **Telephone Directory Update**

Recently a new version of the Data General Corporate Telephone Directory was distributed to employees. Since then, several incorrect numbers have been discovered among the field offices listed on pages 99-113. There also have been a few telephone number changes in recent weeks. Please use the following list to update your copy of the directory.

#### ***Correction***

Minnetonka, Minn. Tel.# 612-936-8900

Amherst, N.Y. Tel.# 716-689-6446

Fountain, Colo. should be listed as a Field Engineering office

St. Paul, Minn. should be listed as a Field Engineering office

Edmonton, Canada address should read Alberta 1K6 not 1KS

#### ***Number Changes***

Rockville, Md. Tel.# 301-590-3000

Riverside, Calif. Tel.# 714-784-6280

San Diego, Calif. Tel.# 619-571-7050

San Jose, Calif. Tel.# 408-739-9200

Macon, Ga. Tel.# 912-474-6400

Wichita, Kan. Tel.# 316-945-7176

South Plainfield, N.J. Tel.# 800-234-0120

Please help Telephone Services keep up with all the telephone changes constantly taking place in Data General. It is important to make sure that the proper employees at facilities are informed of any change in your extension number or mail-address. In Westboro, notify Mary Habacker at extension 6058 or Marsha Dibbern at extension 6057 of any telephone or address changes. In Southboro, contact Joanne Quinn at extension 7066. In Milford, report any telephone changes or corrections to Richard Lovejoy at extension 2158.

## MARKETPLACE

### FREE

**Springer Spaniel**, female, 10 yrs old, very friendly; (413) 436-7071 after 6:00 p.m. (Warren).

**tens**, 6 wks old, 2 blk/white females, 3 gray/white males; (401) 568-4158 (Pasacoag, RI).

### WANTED

**Roommate**, to share lg 3-bdrm house in Framingham, 1.5-bth, frplc, yard, near Mass pike/126, \$375-\$400/mo + 1/3 util; 793-9764 (Worcester).

**Housemate**, to share lg home, 6 mi. from DG Webo, w/2 non-smkr, Indry, no pets, \$375/mo + 1/3 util, avail 7/15; 460-1691 (Marlboro).

**Female roommate**, non-smkr, to share 2-bdrm condo, near 495/9 in Webo, avail 8/1, \$370/mo.; 898-2510 (Westboro).

**Roommate**, female, non-smkr, 25-35 yrs old, to share 2-bdrm, 2-bth, condo in Natick, avail 8/1, \$425/mo. + 1/2 util; 655-4581 (Natick).

**Roommate**, female, non-smkr, 25+, to share 2+ bdrm home in Newton or surrounding area, 872-5777 (Framingham).

**Rabbit hutch**, 473-7411 (Milford).

**Housemate**, to share lg. 3-bdrm house, garage, near mjr rts, \$320/mo. + 1/3 util, 872-8089 (Framingham).

### FOR RENT

**Apartment**, 2-bdrm, w/w, pool, tennis, a/c, ar 9/128, \$800; 327-8190 (Chestnut Hill).

**Modern condo**, 2-bdrm, near 495, 15 min. to DG, Boxboro, \$750/mo; 264-4266 (Acton).

**Condo**, 1-bdrm, a/c & heat included, \$650/mo; 562-5915 (Hudson).

**Scarborough, ME**, Pine Point, 2-bdrm cottage, 200 yds to ocean, \$400/wk; (207) 284-9636 (Maine).

**Apartment**, 1st floor, 3-bdrms, hdwd flrs, near rts 9 & 20; 799-6873 (Worcester).

**1-Bedroom apt**, new, private setting, non-smkr, no pets, \$600 + util; 393-3913 (Northboro).

**Onset beach**, cottage, 2-bdrms, enclosed porch, showers, walk to beach & town, \$250/wk, 529-6528 (Upton).

**W. Hyannisport**, 3-bdrm, 2-bth, 5 min to beach, avail thru 9/88, \$600/wk, min. 2-wk rental, 798-3497 (Worcester).

**Bourne**, 2-bdrm house, 100 yds to beach, pool, \$450/wk for June; \$550/wk for July & August, 222-0883 (Attleboro).

**Waterville Estates**, summer rental, slps 6, indoor/outdoor pools, tennis, \$350/wk; (603) 329-6499 (New Hampshire).

**Loon Mtn Village**, NH, 3-bdrm twnhse, 2-bth, wkend/hegtbl, 7/14-19, \$225; \$450/wk; 384-3292 (Wrentham).

**West Dennis**, yr rnd 3-bdrm, 2-bath, minutes to Bass river & ocean, June-Aug., \$595/wk; 583-8294 (Brockton).

**Silver Lake, NH**, private, furnshd, wtrfrnt, dock, 4-bdrms, 2-bths, Aug, \$750/wk; Sept & Oct, \$400/wk; 263-4745 (Acton).

**Sunrise Lake, N.H.**, chalet, yr rnd, slps 8, \$45/day mid-wk; \$65/day wkends, \$325/wk; 286-2653 (Revere).

**S. Yarmouth**, 2/10 mi. to ocean, 4-bdrm, 1-bth, \$525/wk, 5/88-10/88; red. rates May, June, Sept.; 568-0897 (Hudson).

**Dennisport**, efficiency w/patio, 2/10 mile to beach, \$295/wk or \$195/wk off-season; avail. long wknds, 435-3794 (Hopkinton).

**Dennisport**, 2-bdrm duplex cottage, deck, 1/10 mile to beach, \$460/wk or \$295/wk off-season; 435-3794 (Hopkinton).

### FOR SALE

**Townhouse**, Hopkinton, 2-bdrm, 1.5 bths, hdwd flrs, deck, nice view, lg fmly room w/ sliders, \$145,500; 435-3794 (Hopkinton).

**Hopkinton colonial**, 3-bdrms, 2-bths, 1/4 acre, \$145,000; 366-8391 after 6 p.m. (Westboro).

**'86 Prowler travel trailer**, 23', slps 7, full bath, \$6900; 655-3679 (Natick).

**Summer toys**, 12' Alcort mini fish, \$750 w/ new sail; Honda CB360T, 12K mi., \$650; Mistral competition wind surfer, \$700; 839-7625 (Grafton).

**Bruce Hollow/Condo**, 2-bdrm, cath. ceilings, skylights, frplc, garage, fmly rm, 2 decks, room for expansion, all appli, \$125,900; 839-6229 (Grafton).

**Items**, Sears a/c, 18K BTU, 2 yrs old; \$175; adult 10-spd, \$50; kerosene heater, \$25; Rampar dirt bike, \$20; 366-5398 after 5 (Westboro).

**Carpeting**, w/w, 13'x20', w/hair pad, \$30/BO; 791-7033 (Worcester).

**23' Aquarius sailboat**, pop-top, cntrbd sloop, tandem trlr, '85 Mariner 8 hp O/B, stereo, compass, VHF radio, butane stove, porta-poti, sink, anchors, sails, slps 5, \$8100; located in Newport; 881-5044 (Ashland).

**Truck camper**, slps 6, stove/oven, heated, bthrm, shower w/holding tank, (401) 568-4158 (Pascoad, RI).

**'75 Open Road camper**, 21', slps 8, \$2000/BO; 32' Owens cabin cruiser, needs some work, \$4000/BO; 667-5529 (Billerica).

**Items**, golf clubs w/bag, starter set; new 35 mm camera; B&D hedge trimmer; BO, 655-3039 (Natick).

**Nintendo games**, radracer, rygar, victory road; 443-7043 (Sudbury).

**Condo**, 2-bdrms, lg lvngrm, w/w, pool, tennis, a/c, near mjr rts, \$105,900; 327-8190 (Chestnut Hill).

**'86 Bayliner**, 16 ft., 85 hp O/B, cuddy cabin, AM/FM/cass., full canvas, trailer, never in salt water, asking \$7500/BO; 286-2653 (Revere).

**16' Side-winder**, fiberglass sail boat w/trlr, \$900; master class 315 sailboard w/5.4 raf sail, \$375; 486-8523 (Harvard).

### AUTOS

**'75 BMW 2002**, lt. blue w/tan interior, 67K mi. on new factory engine, \$4500; 359-2276 (Medfield).

**'80 Olds Cutlass**, blue, \$1200/BO; 839-4906 (Grafton).

**'81 Corvette**, glass t-tops, red w/tan leather interior, rebuilt engine, new tires, 47K mi., \$13,800; (401) 769-8037 after 5 p.m. (Rhode Island).

**'83 Plymouth Reliant**, auto, 4-cyl, 4-dr, 74K mi., AM/FM/stereo, \$1950/BO; 685-2194 (Methuen).

**'84 Grand Prix**, V6, auto, loaded, \$4500/BO; 883-4861 (Blackstone).

**'84 Honda V-65 Sabre**, maroon/blk, 2300 mi, w/warranty, \$2700/BO; 435-3591 (Hopkinton).

**'84 Dodge Charger**, 5-spd std, 4-cyl, AM/FM, front whl drive, rust prfd, 48K mi., 435-3794 (Hopkinton).

**'85 Mitsubishi Starion LE**, full power, auto, a/c, warranty, alarm, snows, \$8000; 435-6231 (Hopkinton).

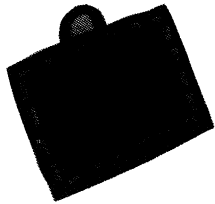
**'87 Mitsubishi Starion/Conquest**, 5-spd, turbo, silver/red, alarm, snrf, radio on steering wheel, snow tires, \$12,500; 491-2671 (Cambridge).

**'87 S-10 Blazer**, 4x4, tan/blue, Tahoe pkg, V6, a/c, ps/pb, Jensen AM/FM/cass, towing pkg, \$12,500; 881-5044 (Ashland).

**'87 Cutlass Salon sport coupe**, auto, a/c, t-roof, mags, V-8, loaded, \$13,500; (603) 647-9722 (Manchester, NH).

**'87 Monte Carlo SS**, white, 15K mi., loaded, extended warranty, chapman, cover, \$12,700/BO; 480-7123 (Marlboro).

**'87 Mitsubishi/Plymouth Colt DL**, 4-dr, auto, grey, AM/FM/cass, alloy whls, 30+ mpg, 19K mi., \$5599/BO; 755-0464 (Worcester).

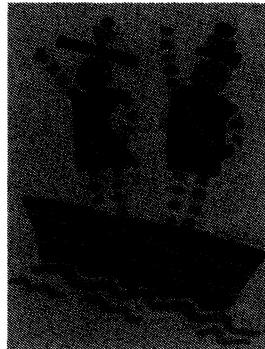
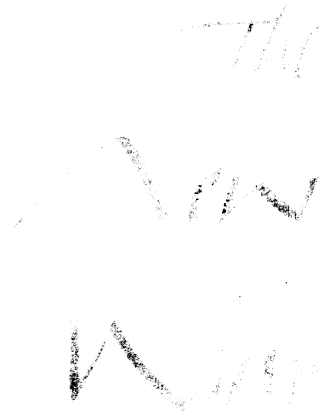


Ride the New Wave. . . On **Friday, July 22nd**, you could catch the **New Wave to Hawaii** — or four other great weekend getaways!



How do you get there from here? There are two ways to go:

1. **Referral** of a qualified **Sales, Systems or Product Development Engineering** candidate makes you eligible to enter our drawing for one of four special **"New Wave Weekend Vacations."**



2. If your candidate is **hired**, say "Aloha" to Hawaii! You'll be eligible to enter our drawing for the **Grand Prize** — a one-week vacation to this sizzling tropical paradise!

Before you pack your bags, remember all referrals **must be submitted by July 11** to be eligible to enter the July 22 drawings. So get ready to ride the New Wave at Data General today!



 Data General

