Mini News

News For The Employees of Data General

April 8, 1983

Data General Reports Second Quarter Results

Data General has reported revenues for the 12 weeks ended March 12, 1983 of $187.1 million, compared to revenues of $181.6 million for the same period last year.

Net earnings were $5.0 million, or $.42 per share, compared with $5.6 million, or $.52 per share in the prior year. Average shares outstanding increased by 10 percent over a year ago to 11.9 million.

Operating income for the period was $8.4 million, 4.5 percent of revenues, compared to $10.2 million, 3 percent of revenues for the same period last year.

While total revenues increased over the same period last year, equipment revenues declined, while service and other revenues increased. Cost containment and productivity programs continue to be emphasized.

"Any sustained improvement in Data General's earnings in the future continues to be closely tied to a sustained improvement in world economies," said President Ed de Castro. "When that improvement occurs, Data General is ready with the best offering of systems in its history, including a 32-bit product line that has no equal in the industry."

The company reported high customer interest in the new ECLIPSE MV/10000 computer system and said that shipments will begin within the next 60 days.

Installation will begin this month at E.F. Hutton for the first of 300 to 400 branch office CEO office automation systems based on the 32-bit ECLIPSE MV/4000 computer. The systems are part of a contract valued at $40 million.

Manufacturing Managers Receiving Training

Manufacturing managers exchange comments during a recent training session. Ron Raymond of Westbrook, Bob Chapin of Southboro, Al Moore of Clayton, John Langas of Southboro, Tim Narron of Clayton and Maurice Depalo of Westboro (left to right) were among the participants.

Data General Manufacturing's commitment to give 40 hours of training for each manager each year is being carried out at week-long sessions held monthly at Data General-Woodstock.

Manufacturing managers from around the country take courses in "Management Development" and "Leadership" taught in classroom and breakout sessions by Manufacturing trainers Tom Love of Austin, John Thompson of Westboro, Mary Ellen Alicandri of Westbrook, Bill Jassmond of Portsmouth and Bob Kelley, manager of Manufacturing Management and Organizational Development. Each course includes presentations by different Corporate Manufacturing directors.

At Woodstock, the managers share something they do not gain from outside training: while from different locations, they are all from within the same organization and enjoy the benefits of team-building through training with fellow managers. They soon learn they have similar concerns and solutions, and have a chance to share concerns and develop

solutions while spending time together. The managers attending are people who are committed to improving themselves.

The attributes of an effective manager are: a person who develops plans; communicates better; is able to listen to problems and helps solve them; serves as a model for employee development; and coaches employee development. Good managers are problem-preventers and problem-solvers who are able to lead people, says Bob Kelley.

"One of our philosophies is that periodically managers need the opportunity to get off-site and reflect upon their jobs. This increases their effectiveness when work calls for a reflex action on the job," says Bob.

New Course Enrollment Procedure For Customers

Data General's Customer Educational Services department has introduced an on-line Central Registration program that runs on the AOS/VS operating system. Now Data General customers enrolling in training programs at any of the companies six U.S. Educations Centers can do so with one phone call to Central Registration: (617) 366-2900 between 8:30 a.m. to 8 p.m. (EST), Monday through Friday.

Customer calls will be taken and questions answered by one of several education specialists staffing the Central Registration facility. So whether customers want to enroll in Atlanta, Chicago or any other one of Data General's six training facilities, one phone call does it all.

In addition to enrollment procedures, the educational specialists at Central Registration can answer customer questions regarding any aspect of Educational Services' training programs, and guide customers in selecting training that is appropriate to their needs.

Data General Publishes Application Software Catalog

Data General has published a catalog of applications software available on Data General information systems, titled the *Catalog of Application Solutions.*

The software includes packages available from Original Equipment Manufacturers (OEMs) and Independent Software Vendors (ISVs). Software includes both widely-used and industry-specific packages. These vendors develop, support and enhance software in the industries and markets they know best.

Over 600 pages, the *Catalog of Application Solutions* lists over 600 software packages for nearly 100 industries. The catalog includes packages for general accounting, financial management, general banking accounting, life insurance and other insurance applications, physician and dental office practice management, inventory control, MRP, architectural design, civil and mechanical design, text editing and more.

The catalog is available from any Data General sales office.

Data General Keeps Secure

Because of the competitive nature of Data General's business, it is vital that confidential information and industrial processes remain secret. For that reason, all visitors to any Data General facility need to be signed in *and accompanied* at all times by an employee.

Vendors, guests and children MUST acquire a visitor identification badge upon entering any building. Visitors must always display their badges throughout their stay on Data General property.

Prior approval from department managers and Security must be obtained before visitors can enter a building: weekdays after 6 p.m., weekends and holidays. Groups will be denied access to Data General premises for non-business related activities unless prior approval is gained from Personnel, Security and your department manager.

Children under 18 years of age cannot enter any Manufacturing area unless written approval is acquired from the Plant or Facilities Manager.

Westboro

People

Larry Morse joins Course Development and Media Products (CD&MP) as a training specialist/lecture course coordinator, reporting to Manager Chris Gundel.

Larry came to Data General in 1979 and most recently was a senior instructor in Customer Educational Services. Prior to Data General, he was a senior instructor and curriculum designer at GTE Sylvania.

Larry has a BS in general science from Oregon State University and also holds a master's degree computer science and education from Boston University.

Peg Raymond has been named Office Automation Training specialist in CD&MP. Previously a senior

technical editor, Peg is now responsible for the development and delivery of CEO® courseware for Educational Services.

Prior to joining Data General in 1980, Peg was a ⁄riter and curriculum developer for the Equitable Insurance Group and a teaching fellow in the English department at Northeastern University.

Peg holds a BA in English from Lowell State College and an MA in English from Northeastern University. She is currently working toward an MBA at Worcester Polytechnic Institute.

Support Services Receives Award

The Technical Products Business Unit presented its Quarterly Marketing Award to the Support Services group. "Everybody in the group received the award because of their outstanding work in a number of areas," says Don McDougall, director of Technical Products.

"They provided support for large accounts such as General Electric/NMR and Swanson Analysis," says Don. "In addition, they provided critical support for the announcement of the ECLIPSE MV/4000 computer, and most recently, the ECLIPSE MV/10000 computer and GW/4000 Expert ⁄Vorkstation and DASHER G500 graphics terminals. ⁄ome of the group members worked on our new Industrial Automation Center. Others worked on FORTRAN performance and conversion, marketing training classes, benchmarks for operating system languages, as well as trade show activity."

Technical Products' Quarterly Marketing Award was given to the Support Services group. Award winners are (rear, left) Don Hamson, Peter Sherman, Joe McDonald, John Wood and Marlin Cobb. Front, Bob Starkey, Howard Drake and Jim Lee. Not shown are Dave Boddy, Greg Bryant and Tom Manning.

Corporate Overview Given At Extended Staff Meeting

An overview of Data General's growth and change was the focus of Southboro's second Extended Staff Meeting, which was held last week. Senior Operations Manager Bill Grove presented a history of the company's product lines, organizational structure and customer base for more than 100 supervisors and managers in attendance.

Beginning with Data General's entry into the high technology market with the 16-bit NOVA computer line, Bill discussed the evolution of the company and its ability to keep up with the rapidly changing computer marketplace. He stated, "Data General has gone through a transition and is a very different company now than it was a few years ago."

Bill also noted that in the past Data General sales were oriented toward OEM based customers. Now, the company puts an increasing emphasis on the end-user, as well.

Data General's product line is one of the most competitive in the business, providing full compatibility and allowing customers to "trade up" as their needs expand. With the introduction of both the ECLIPSE MV/4000 and ECLIPSE MV/10000 computer systems, customers are offered a wide range of systems which are utilized for virtually every application and business existing today, including government, commercial business and engineering and scientific research.

These new systems along with the introduction of CEO proves that Data General is meeting the challenge of building excellent products while maintaining high quality standards. It is through products like these that companies such as E. F. Hutton chose to purchase Data General products.

A solid Field Engineering organization enhances product market ability, and Data General is committed to developing and maintaining the strongest support network possible, insuring customer satisfaction.

Bill added, "We have made the successful transition into a large corporation. We now not only sell tools for varied applications, we also provide comprehensive solutions for complex business needs."
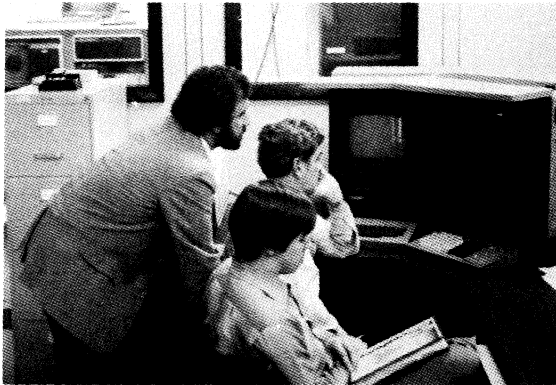
Additionally, Plant Manager Dave Foran spoke on the continuing effort being made to improve work life in Southboro. The reorganized Personnel department, which includes training and communications, is an important factor in this goal. Paul Smith, Personnel manager, answered questions pertaining to the attitude survey. Building 5's new Employee Relations representative, Pat Fitzgerald, was welcomed. Dave stated, "It is the responsibility of all

supervisors and managers to help each employee reach their goals by utilizing the tools we are providing."

*Senior Operations Manager
Bill Grove*

CAD/CAM Interest Strong

During a CAD/CAM training session, Tom Cader (standing) helps Chuck Lefebvre (left) and Rich Keeler (right) with some exercises.

Interest in learning to use Southboro's CAD/CAM (computer-aided-design/computer-aided-manufacturing) system is strong.

A system which is comprised of two McDonnell Douglas Automation Company (MCAUTO) terminals, related software and hardware is integrated with a Data General ECLIPSE S/140 computer system to enhance the design and manufacturing process of machined parts.

Tom Cader of Southboro Manufacturing Training and Pete Bergquist of Corporate Manufacturing Training have adapted a MCAUTO course for use in Southboro. This 40-hour training course meets once a week over a five week period. Attendees learn to operate the CAD/CAM system and perform basic and complex tasks, such as creating functional drawings of specified parts.

This course is offered primarily to those employees who will utilize the CAD/CAM system in their jobs. Tom states, "CAD/CAM can be learned by anyone. During the course, attendees gain the ability to do drafting by operating the system properly."

Employees who complete the course have the opportunity to continue the learning process by using a series of exercises which have been programmed into the CAD/CAM system. These exercises allow employees the chance to sharpen their new skill independently.

Pete adds, "CAD/CAM is really helping to streamline and automate design for manufacturing as well as being cost effective. Systems like CAD/CAM help Data General keep ahead in the computer industry with stronger and faster manufacturing capabilities."

When It's Lost...

If you lose or misplace Data General property, make sure to fill out a Loss Report form and submit it to Security Services at MS-4-8. These reports can be obtained from Security Services or ordered from stock under Form #10-19-041.

Personnel And PCB Work Together

Southboro Personnel and Printed Circuit Board (PCB) Fabrication Manager Al Young have been working as a team since the announcement of the phaseout of PCB Fabrication. To help employees make a smooth transition from the PCB operation into appropriate career paths within Data General, tours of Southboro Manufacturing Operations have been conducted. Interviews with Southboro Personnel representatives have also been held.

These activities give PCB employees a chance to become familiar with the various departments in Southboro as well as other opportunities available at Data General. Al states, "I am very pleased with the progress being made with employee placement. It has been a very positive experience working in conjunction with Personnel."

Already a significant number of employees have been placed in jobs where they will use their existing skills while learning new ones.

Linda Guerin is one employee who has gone full circle at Southboro. Linda came to Data General four years ago. As a group leader in Cables, she taught other employees proper use of machines. After two and a half years, Linda moved into the PCB department where she worked as a machine operator and learned to use a computer system that supports the fabrication of PCBs. Linda has now returned to Cables as a machine operator. She enjoys in her new job because of her prior experience in Cables.

Linda appreciates the support she received from Ron Dembkowski, her supervisor in PCB, and Al Young and feels she will continue to grow in her new ˈsition.

She states, "I like learning new skills and enjoy working for Data General. I have attended seminars which have enhanced my capabilities on the job. I have a lot of old friends here in Cables and I look forward to my future in the company."

Machine Operator Linda Guerin

Training Has New Focus In Southboro

A new Training area, headed by Valerie O'Connell, is currently forming in Southboro. Most recently of the Industry and Large Accounts Sales group, Valerie brings more than four years of Data General experience to her new position.

Although many training programs are ongoing in Southboro, a comprehensive needs analysis will be conducted during the next few months. The first step is to find out what specific training needs should be addressed immediately.

This assessment process will clarify what kinds of technical and skills programs as well as supervisory and management development programs will enhance employee ; atisfaction and productivity.

Valerie explains that training differs from education because education aims to impart ideas, thoughts and feelings. Training is oriented toward a specific task, environment or application. Valerie believes when employees are well trained they are better equipped to accomplish personal and company goals. She states, "If we do our job well, the Training department will always have new projects. We will be involved in the continuing progress of Southboro."

Valerie continues, "As organizations grow and ˈhange, so do the needs of the people in those ganizations. Training, well planned and well executed, is the bridge between that changing environment and the people in it."

People

The Field Engineering Employee Development and Training group in Milford has added several members.

Rich Dolsay has been named manager of the department, which reports to Wayne Saunders, manager of Field Engineering Education.

Rich will oversee the development and implementation of instructional programs to meet Field Engineering's operational needs. The department is involved in new program support, job efficiency training and professional development.

Rich has been with Data General for six years, the past five as supervisor of Field Engineering Training. He has been with the Technical Training department in Southboro, Dallas and, most recently, Woodstock.

Before joining Data General, Rich was with the Burroughs Corporation Defense, Space and Special Systems Group's field engineering training department.

Rich has an associate's degree in management from Newbury College and is pursuing a BS degree at Nichols College.

Also joining Field Engineering Employee Development and Training are Claudette Chagnon and Sybil Berman.

Claudette, a senior instructor, comes to the department from Manufacturing Training in Westboro, where she was a course development specialist.

Claudette will be developing programs to enhance the operational and management skills of North American Field Engineering branch managers.

Before joining Data General in June 1981, Claudette was employed with Program Management and Design Associates, Inc. as director of the Center for Computer Education. She has a BA in English from the University of New Hampshire, an MEd from Northeastern University and is pursuing an MBA at Babson.

Sybil was formerly an instructor in Corporate Educational Services in Westboro, where she developed Comprehensive Electronic Office (CEO) user courses and provided CEO training systems at customer sites.

As CEO office manager, Sybil will provide educational programs, as well as implementation support, to Field Engineering at Milford, Woodstock and other locations.

Sybil joined Data General a year ago. She previously worked as a customer support representative for Exxon Office Systems Company. Sybil also supervised student teachers at Boston College after being a public school teacher in Newton.

Sybil has BS and MS degrees in education from Central Connecticut State College and has done advanced graduate work at Boston College.

Julia Jackson has joined Field Engineering Technical Publications as an associate technical writer providing hardware documentation.

Julia has recently completed training at GTE Sylvania Technical School. In addition, Julia has attended the University of Maine and the University of Florida where she studied English.

Julia reports to Supervisor Bill Hoermann.

Benefits

Deductible vs. Out-Of-Pocket Maximum

Employees often are confused as to the difference between the terms deductible and out-of-pocket maximum.

Deductible is the amount of money a covered individual must meet before being eligible for partial or full payment for medical services rendered.

Out-of-pocket is the difference the employee must pay if the service rendered is only partially paid by the medical insurance program.

For example, this year employees participating in the Data General (Prudential) Medical Plan must satisfy a $100 per person / $300 maximum per family deductible.

After the deductible is met, the plan pays 80 percent of eligible expenses. The remaining 20 percent is paid 'out of the pocket' of the employee.

If an employee were to exceed $1,000 of out-of-pocket expenses, then the plan would pay 100 percent of the eligible expenses for the remainder of the calendar year.

This applies to all eligible expenses incurred on or after April 1, 1983. Any eligible out-of-pocket expenses or deductible incurred prior to April 1, 1983 will be credited toward the new maximum.

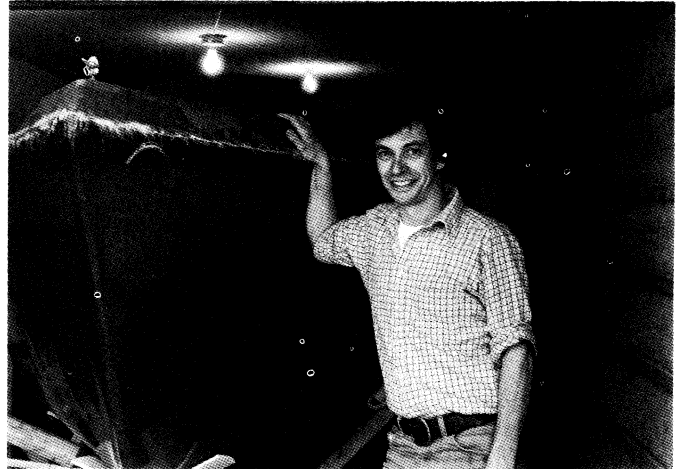## Savings & Investment Deductions Begin This Week

Employees participating in the Data General Savings & Investment program should note new payroll deductions in their paychecks this week.

The actual dollar amount you invest will be listed by fund on your paystub under *gross pay* each pay period.

If you have enrolled in the program but your paycheck does not reflect any changes contact your benefits administrator immediately.

Feature

Pete Driver "Likes To Build Things"

Pete Driver poses with his "labor of love."

It's a far cry from the sea, this acreage of woodland in Upton where no seagulls fly. But, close to the roadway lies a fairly new home and inside it lies a sailor's dream.

The home is Peter Driver's; his dream is a 20-foot sloop he is building by hand. Someday soon, it will sail the waters of Narragansett Bay in Rhode Island.

Pete, a supervisor in the Corporate Publications department at Westboro, has a background in civil engineering and technical art. He designed his house, a variation on a cape, and did all of the finish work himself. Now, he's in his second year of working on the sloop.

He bought the plans for the 20-foot boat, the largest he could build in a 24-foot garage. Just four inches of top clearance and six inches on each side isn't much room to work on a project like this.

Pete began by building a "strongback," a two-by-four frame on the ground. Ribs were cut for the frame and one-by-two strapping laid over them to create the shape of the hull. A double hull was created by using an ethylene foam covered with fiberglass on the inside and outside. Over that came three to seven layers of fiberglass "roving" (a coarse mat) and cloth. For the keel weight, Pete melted down 350 pounds of lead tire weights.

In the intial stages, the sloop was upside down. Later, it had to be taken out of the garage, flipped over and put back inside on a new level framework. The top part was then constructed of plywood and

fiberglass cloth. Left to be done are finishing the cockpit and pulling the craft outside to install the mast, boom and rigging. The finished boat will sleep four.

Weather is a factor in building the sloop. Pete can work on it for only six months a year as temperatures have to be above 60 to work with fiberglass and resins. To protect the fiberglass against ultraviolet rays, which break down certain resins, a prime rough coat of paint was applied. When finished, the sloop will be dark blue and white, like the colors on a Data General computer.

Even though it nears completion, the sloop is not quite ready for the sea. Pete is scrounging for axles and other parts he needs to build a tandem axle trailer to pull it.

Pete says it's probably costing him $3500 to build the sloop, as opposed to spending twice that to buy one. His is not as smoothly finished as a production boat, but he says it's double hull makes it stronger.

"I'm really quite pleased with it," Pete says. He calls the sloop "a labor of love."

Before joining Data General seven years ago, Pete did over a colonial saltbox in Connecticut. His present home contains several clocks in cabinets he designed and built. "I like to build things," he says. When he needs a respite from building things, Pete turns to bicycling. An avid biker, he rode more than 2000 miles last year.

Activities

Fish Cashes Ledge On August 3

An overnight fishing adventure to Cashes Ledge has been scheduled for August 3. The boat will depart from Gloucester to the prime fishing grounds of Cashes Ledge, 80 miles to the northeast. Space and berths are limited and will be filled on a first come basis. Total cost: $65 per person. Contact Alan Oberle on extension 7868 in Southboro.

Cruise To Nova Scotia

A cruise to Nova Scotia has been scheduled for the first weekend in May. The M/S Scotia Prince will leave from Portland, Maine at 9 p.m. on Friday, May 6 and return to Portland on Sunday, May 8 at 8 p.m. The price for Data General employees, family and guests is $99 per person, double occupancy (category C - upper and lower berth with wash basin) or $116 per person, double occupancy (category B -) lower beds with private bath). Price includes: selected passenger accommodations, buffet breakfast and dinner aboard ship plus overnight at the Colony Motor Inn in Yarmouth. Make checks payable to: Heritage Travel. Send check with request to

Francine DiFilippo, MS D127 in Westboro. Informational flyers are available at each facility in Personnel.

Backcourt News

The final game of the Data General Basketball League's regular season was played Tuesday, March 29. Final regular season standings are: SID (14-0); Hornets and Bullets (10-4); Lakers (8-6); Dawgs (6-8); Terminators and Techs (4-10) and Hoopsters (0-14).

The finals will take place Wednesday, April 13 and Thursday, April 14 at the Richer School in Marlboro. Trophies will be awarded after play on Thursday. Games begin at 6:00 p.m. All are welcome to attend.

Ron Jones Named MVP

Ron Jones of the SID team was selected most valuable player for the regular season. Ron was chosen for his sportsmanship, well-balanced skills and leadership qualities.

Tee-off Time

The Data General Golf League begins its 1983 season on Monday, April 25 with play every Monday evening during the summer months.

Players are divided into two flights, based on handicaps, with two players to a team in each division. New golfers' handicaps will be determined by three qualifying rounds, which will be held on April 25, May 2 and May 9. Competitive play will begin May 16.

The membership fee is $15 (payable to the Data General Golf League.) If you are interested in being a member of the Golf League send your name, mail stop, extension and membership fee to Elwin Elliot, MS A125 in Westboro no later than Friday, April 22. Clearly state whether you are an old member, new member or an alternate.

Good Seats Still Available

There are still tickets available to The Original Ringling Brothers-Barnum and Bailey Circus at the Centrum on Thursday, April 21 at 8 p.m. Tickets are $7 per person, children under 2 years old are admitted free. Send ticket requests to: CIRCUS, MS D127. Requests will not be honored without payment. **NOTE:** Make checks payable to the Data General Activities Committee. No refunds or exchanges will be allowed.

Boston Pops At The Centrum

The Boston Pops will be at the Centrum on Sunday, May 1 at 2:30 p.m. Conducting will be John Williams; with special guest appearance by Marvin Hamlisch. Tickets are $9.50 each. Call Francine at extension 4512 in Westboro for reservations.

POOL IT

Brookline/Newton area , Dee x4356, to DG-Webo, hrs. 8:30-5, van pool, wkly./daily, $2.50/day, 277-7305 (Brookline).

Boston , Mark, to DG-Webo/Sobo, need member, x6207.

St. Mary's/Chelmsford area , Ed x6744 or John x5640, to DG-Webo, hrs. 8:30-5, or 256-0143 (Chelmsford).

Oxford/Rte. 52 area , Anne, to DG-Webo, hrs. 8:30-5, not flex., x3599 or 987-5834 (Oxford).

MARKETPLACE

LOST

Leather Gloves , burgundy, x4527, Joyce.

FOR RENT

Lake Front House , 3 bdrm. contemporary, seas./mo., N. Conway area, 528-9733 (Franklin).

Cottage , Sconset, Nantucket Island, avail June/Sept, $450/$600/wk., 366-0551 (Westboro).

Summer Cottage , wkly., Dennisport, 2 bdrm., 359-6852 (Medfield).

Summer House , Chatham, 3 bdrm., 2 bath, 481-0336 (Marlboro).

Large Condo , 2 bdrm., pool, tennis, $450, 393-3593 (Northboro).

Cottage , Nantucket, 5/20 wknd., 881-3937 (Ashland) eves.

WANTED

Roommate , Whitinsville, female, 6 rm., $140/mo., 1/2 utils., incls. oil heat, 234-3521 (Whitinsville).

Roommates , 9 rm. Victorian home, $300/Apt., 366-6253 (Westboro) eves.

Housemate , share w/1 female, 2/males, $200/mo., incls. everything, 877-8275 (Framingham).

Roommate , Framingham, 872-6357 (Framingham).

Housemate , luxury townhouse, Wellesley, 5/1, 2 bdrm., 473-7971 (Milford) eves.

FOR SALE

Record-a-Call , answering machine, Audio vox, list $220 sell for $100, 478-0913 (Milford).

Yard Sale , 14 Nelson St. Holden, May 9/10, 8am-6pm, 853-7028 (Holden).

15 Waterford Crystal Gobletts , wine/water, Lismore pattern, $25/ea., or $350/lot 478-6840 (Milford)

Refrigerator , GE, $45, 829-2638 (Holden).

Quarter Panels , rear, for 68/76 Mustang, $120, 366-5376 (Westboro) days.

Colonial Sofa , chair, ottoman, solid pine, $300, 234-6972 (Whitinsville).

Boat , Starcraft, 18 ft. Holiday; 120 h.p. Mercruiser I/O, w/trailer, $5995, 839-3204 (Grafton).

Portable Dishwasher , Bradford, $100/best offer, 473-9623 (Milford).

Rossignol Concorde Skis , 185cm, used, $20, 648-1538 (Arlington).

Krystal Foamcore Skis , new, $25, 648-1538 (Arlington).

Kitchen Set , 41 in. round butcher block; 4 brn. padded vinyl swivel chairs, $80, 648-1538 (Arlington).

Wood Bed Frame , full, hdbrd., nightstand, $60, 648-1538 (Arlington).

Vacuum , Eureka, cannister, $20, 648-1538 (Arlington).

Prairie Home Companion , Radio Show Tickets, 2, $18/ea., 5/21 868-0223 (Cambridge).

OHM F Speakers , 126 WRMS, mint, $1500/pr., 881-4771 (Ashland).

IBM Executive Typewriter , $125, 485-1304 (Marlboro).

Weight Bench , Sears, w/leg lift; 110 lb. weight set, $75/best offer, 879-4071 (Framingham) eves.

Fiberglass Whaler Boat , 40 h.p. Johnson, trailer, $1250, 832-2158 (Auburn).

Transmission , B&M TUBO 400 Shortail, $350, 366-5568 (Westboro) days.

Gas Stove , w/heating unit, McGee, wht., $275, 278-6428 (Uxbridge).

Electronics And Home Entertainment Course , Bell & Howell, 12 bol., $125; charcoal grill, $40; ping pong table, $35; radial arm saw, 10 in., $300, 435-5603 (Hopkinton).

Bedroom Sets , Mediterranean, new cond., $775; Pine Cannonball, new cond., $1075, 234-2523 (Whitinsville).

British Seagull Outboard , 4.5 h.p., long shaft, best offer, 869-2597 (Boylston).

Riding Mower , 26 in., cut, Briggs, 7 h.p., $250/nego., 869-2597 (Boylston) eves.

Oak Sideboard , & free standing wardrobe, best offer, 869-2597 (Boylston).

Bike , 18 in. Fuji, boys, 10/spd., $100, 877-6310 (Framingham).

Autos

'56 Ford Victoria , 2 dr. hdtp., blk., $9000, 366-5568 (Westboro) days.

'67 Dodge Dart , convertable, slant 6 eng., $550, 843-2173 (Braintree).

'68 Ford Mustang , 6 cyl., auto., $2000, 366-5568 (Westboro) days.

'69 Camaro , V8, auto., blk. vinyl rf., $2500, 485-4166 (Marlboro).

'70 Ford Fairlane , $300, 366-4691 (Westboro) after 9 p.m.

'71 VW Superbeetle , std. trans., new tires, brakes & battery, $500, 529-3352 (Upton).

'72 Monte Carlo , 3 spd., 350 eng., $500/best offer, 480-7329 (Whitinsville).

'72 Ford LTD Wagon , 72K, 8 cyl., 10 passenger, $800, 947-7604 (Middleboro).

'73 Buick LeSabre , 2 dr. hdtp., Florida car, $1,350, 435-3064 (Hopkinton).

'74 Audi 100LS , 4 dr., auto., needs trans/work, $625, 698-8228 (Milton).

'74 Ford Pinto , 69K, new paint, tune up, 533-2236 (Medway).

'74 Chevy Camaro , V8, auto., $1500/best offer, 1 owner, 839-3514 (N. Grafton).

'75 Yamaha 250 Twin , luggage rack, windshield, ex. mi., $650, 533-2236 (Medway).

'76 Chevy Monza , 4 cyl., auto., new tires, $1495/best offer, 829-9528 (Holden).

'76 Ford Van , ex. cond., 70K, $2600, 485-8839 (Marlboro).

'77 Nova , auto. trans., a/c, ps, pb, $1995 firm, 865-4197 (Sutton).

'78 Plymouth Horizon , low mi., auto., 4 dr. Hatchback, 791-5177 (Worcester).

'78 Honda Accord , 5 spd., reg. gas, $1650, 263-7542 (Acton).

'79 Chevy , 250 cyl., 20K, $600, 366-5568 (Westboro).

'79 Bennelli SEI 750cc , 6 cyl., 839-3724 (Grafton).

'80 Toyota Custom Prime Sport Pickup , fiberglass tool boxes, wood rails; matching Mobile Traveler trailer, 5th whl., 18.5 ft., $16,000, 839-9048 (Grafton) eves.

'80 Dodge Van , 318 eng., couch/bed, sink, ice box, $7500, 653-4068 (Natick) eves.

'80 Volkswagon Rabbit , wht/red int., 4 spd., gd. cond., 568-8068 (Hudson) eves.

'80 Chevy Citation X11 , V6, 4 spd., p/w, am/fm, $3,000, 234-9646 (Whitinsville).

'81 Volvo , 4 dr., 5 spd., ovrdr., AM/FM, $7,995, 772-4200 (Ayer).

'81 Chevy 1/2 Ton Pick-up , w/cap, 19K, many extras, $6,000, 278-6428 (Uxbridge).

'81 Chevrolet Camaro , 77L, a/c, ps, rear defrost, $7400/best offer, 752-6606 (Worcester).

MENU

Westboro , Monday, Texas Special; Tuesday, Calzones; Wednesday, Italian Special; Thursday, Rachael's; Friday, Ides Of April

Milford , Monday, Italian Special; Tuesday, Sweet And Sour Chicken; Wednesday, Salisbury Steak; Thursday, Pizza; Friday, Fried Clams

Southboro , Monday, Baked Virginia Ham; Tuesday, Ravioli; Wednesday, Bar-B-Que Chicken; Thursday, Corn Beef Hash; Friday, Baked Haddock

Westboro Deli , Monday, Knockwurst And Potato Salad; Tuesday, Lasagna; Wednesday, Chicken Copenhagen; Thursday, Steak And Cheese Sandwich; Friday, Tuna Casserole