

# Mini News

## News For The Employees of Data General

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September 6, 1985

### Mellen Appointed Director Toohey Named General Manager

**Brian Mellen** has been named Area IV Sales director, reporting to National Sales Director Denny Olmsted. Based in Schaumburg, Illinois, Brian is responsible for Data General sales in Michigan, North Dakota, South Dakota, Minnesota, Ohio, Illinois, Nebraska, Kansas, Missouri, Indiana, Wisconsin, West Virginia, Kentucky, and parts of Maryland, Pennsylvania and New York.

Since late 1983, Brian had been general manager for Data General-Canada, responsible for all sales, service and administrative activities. Prior to that, Brian was Country Marketing manager for Data General-Canada. Brian came to Data General-Canada after more than 22 years of computer experience in the U.S., Canada, Australia and the Far East. He joined the company from International Computers where he held a number of senior sales positions, including National Sales manager based in New Jersey, vice president of Sales, and acting general manager for Canada.

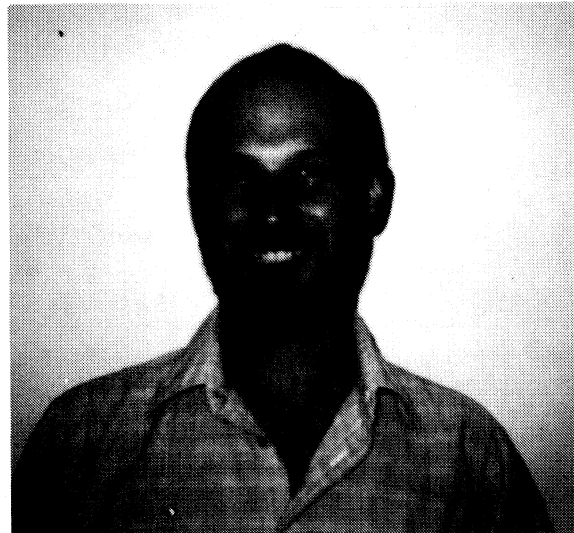
Succeeding Brian as general manager for Data General-Canada is **Mike Toohey**. Reporting to Mike are: National Marketing Manager John Pregle; Federal Sales Manager Brent Cahill; National Systems Manager Erwin Kantweg; National Field Engineering Manager Tony Smears; National Human Resources and Administration Manager Earl Hough; and the National Sales manager to be appointed.

Mike recently joined Data General-Canada as assistant general manager. Before joining the company, Mike was president of Paradyne Canada Ltd. Prior to that, he was with IBM for more than 17 years.

Mike reports to North American Sales Division Vice President Frank Keaney.

### ASD Employees Receive Director's Awards

Advanced Systems Development (ASD) employees Uli Goerke, Karen Prince and Nelson Ronkin were recently presented Director's Awards for their contributions to engineering projects at Data General. "I am pleased to recognize these employees for their contributions to Data General. Their work has made a critical difference in key projects and is representative of the outstanding efforts made by this group as a whole," comments Don Tocher, director of ASD.



*Uli Goerke*

Uli Goerke of Power Systems received an award for his role in the development of a new power system, incorporating state-of-the-art high-density technology.

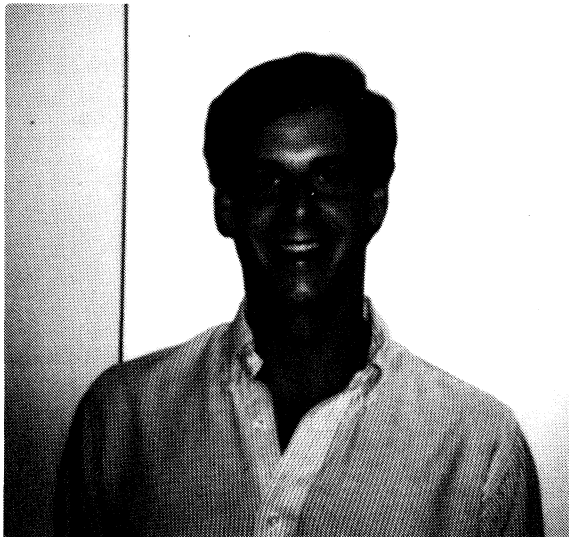
**Career In Human Resources...page 2.**

**Field Engineering Five-Year Employees Have Their Day...page 4.**



*Karen Prince*

Karen Prince of New Distributed Systems Software was recognized for her involvement in the design and implementation of distributed systems software.



*Nelson Ronkin*

Nelson Ronkin of New Distributed Systems Software, who also worked on distributed systems software design, received an award for his contribution to the development of communications software.

## **Sales Administration Reorganizes**

Corporate Sales Administration (CSA) recently reorganized to meet current business needs, future strategies and to provide more responsive support to field organizations. The reorganization is a continuation of the recent Sales Administration and Distribution Sales Administration consolidation.

CSA now consists of two Domestic and one International Purchase Order Administration units, with one worldwide Contract Administration and

NASD Dealer/IED Purchase Order Administration unit.

These units are supported as follows:

Sonny Michelson manages the CSA unit supporting Domestic Sales Areas 1 and 2; Bill Rogers manages the CSA unit supporting Domestic Sales Areas 3, 4 and 8; John Baronian manages the CSA unit supporting International Sales Areas (including Canada); and Steve Bradford manages the CSA unit supporting Contract Administration and Dealer/IEDs.

Dick Lukason continues to manage the Manufacturing Customer Support and CSA Support operations.

As part of the reorganization, Ron Reidy has joined the Automated Configuration Group (ACG) in Corporate Order Distribution. Ron is responsible for coordinating new product awareness and announcements throughout Corporate Order Distribution (COD), and the timely distribution of configuration and pricing data to the field. He is the primary interface between field Sales employees and the Automated Configuration Group within COD.

Prior to this position, Ron was manager of North American operations, Areas 2 and 8, within Corporate Order Administration. Ron's initiative, interpersonal skills and rapport with field Sales is a valuable addition to the Field Quote Generator/Configurator (FQG/C) project team.

## **Human Resources Career Program Kicks Off**



*Data General Human Resources managers recently met to discuss career development within Human Resources.*

Career development within Human Resources was the topic at a recent day-long meeting of Data General Human Resources managers at Central New England College in Westboro. All major divisions were represented among the 17 attendees who focussed on encouraging a career development

dialogue between managers and their employees.

The orientation session was led by Donna Conlin, who developed the program while in Corporate Management and Organizational Development (M.O.D.). Donna is Human Resources manager in the Systems Development Division. Also participating in the program were M.O.D. Director Jon Lane and Eric Giskes, director of Human Resources Operations.

"To provide professional, cost-effective Human Resources support to all of the company's operations requires the full development of the talent within our organization," states Human Resources Vice President Don Bateman. "Internal efforts such as the Human Resources Career Program provide this expertise."

The orientation day will be repeated in Denver and again in Westboro during the next few months, followed by a series of career development workshops for interested individual contributors within Human Resources.

## People

### Promotion

With Data General since 1983, **Frank Fisher** has joined Corporate Manufacturing at Westboro as a Senior Management and Organizational Development (M.O.D.) specialist reporting to Human Resources Manager Paul Martineau.

In this position, Frank supports Corporate Manufacturing in areas such as career development, attitude survey administration, team building, the development of work plans and management training.

## STS Systems New Authorized System Distributor

STS Systems of Quebec has been appointed an Authorized System Distributor (ASD) in the Data General System Supplier Program.

STS markets computer systems for two markets in the United States and Canada: petroleum industry clients, and retail merchandising. The System for Total Operating Retail Efficiency (STORE) and the petroleum industry applications are designed to run on the Data General ECLIPSE MV/Family of 32-bit minicomputers.

Experts in serving business customers, Authorized System Distributors market Data General computers complemented with their own industry-specific software. ASDs have extensive nationwide experience in installing and supporting computer systems designed for a particular market.

Since its introduction in 1975, the STS STORE system has grown and developed to meet the needs of both the small and the large retailer. The STORE package is currently installed in retail chains including ladies wear, men's wear, children's wear, and junior department stores.

With STORE, customers can more efficiently track sales, place orders, and distribute merchandise. As a result, the retailer sees higher sales and fewer markdowns, which means higher profits.

STS' main petroleum packages include a retail home heat system (MINIFUEL), a wholesale fuel distribution system, and a gas station and convenience store control system. In addition, STS offers a number of accounting packages for management control.

The petroleum industry systems monitor product flow and constantly update on-line information for better management control.

### Address Update

Data General's Technical Products Division (TPD) is located in Colorado at the following address:

**6300 South Syracuse Way  
Englewood, Colorado 80111**

**Mail Code:** 8X

**Tie Line Number:** 271

**Phone Number:** (303) 694-2900

**TWX Number:** K976

**Fax Number:** (303) 779-0507

**CEO Host System:** ROCKY

The Greensboro, North Carolina Field Engineering and Sales offices, now located in a new suite within the same building, each have separate phone numbers. The address and new phone numbers are:

**5 Centerview Drive  
Lenoir Building -- Suite 207  
Greensboro, North Carolina 27407**

**Mail Code:** 5I

**Sales Phone Number:** (919) 852-2685

**Field Engineering Phone Number:** (919) 852-2689

**TWX number:** K341

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

## Field Engineering Five-Year Celebration

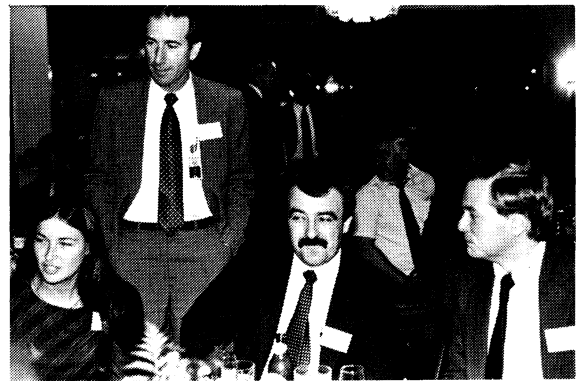
Field Engineering employees from Data General-Milford and local field offices gathered at Duca's At The Maridor in Framingham last Friday to celebrate their five years of service at Data General.

Data General President Ed de Castro and Senior Vice President of Worldwide Field Engineering Frank Silkman congratulated the group of five-year veterans for their efforts in making Data General's Field Engineering Division the success that it is today.

Also attending the luncheon were Vice President of North American Field Engineering Bill Bentley, Vice President of Field Engineering Support Tony Nicoletti, Vice President of Engineering Services Fred Cochrane, and Walt Green, director of Field Engineering Human Resources.

The five-year employees received commemorative teak trays highlighting Data General events and milestones from June 1979 to May 1980 when the group joined the company.

Scenes from the five year event appear below.



## MIRMT Courses Offered To Employees

Manufacturing Information Resource Management Training (MIRMT) is offering several CEO Comprehensive Electronic Office courses to employees. All courses will be held in Westboro in the Learning Center located at Mail Stop C232.

To obtain a registration form, call extension 6202 or 5038 in Westboro or send a CEO message to Training:WEBO08. Supervisor's approval must accompany registration. All classes begin at 9 a.m.

Start Date	Course Title	Duration
9/18	<i>CEO Data Tables</i> This class covers creation and manipulation of the data table (a columnar list of data composed of rows). This facility has powerful and easy-to-use sort, select and join features.	2/3 Day
9/20	<i>Trendview Rev. 3.4</i> An introductory class which teaches users to create line, bar, pie charts and screens of text interactively using a charting package as well as working with stored command files by using the SED text editor.	1/2 Day
9/25	<i>CEO List Processing</i> A course on how to use CEO merge function for mass mailings and repetitive documents, with special emphasis on select and sort features. User should be familiar with the CEO word processor.	1/2 Day
9/26	<i>CEO Data Tables</i> (See explanation of class on 09/18)	2/3 Day
9/27	<i>Present (Non-Technical)</i> An introductory class which teaches users how to generate reports and charts from a master file (sequential, CEO List document, CEO Data Table document) through the creation of command files.	1 Day
10/3	<i>CEO Decision Base</i> An introductory class on how to effectively use an electronic spreadsheet to organize and analyze numerical data in rows and columns.	2/3 Day

## CEO Training Available

Two new CEO Comprehensive Electronic Office classes, designed and developed by Educational Services, will be conducted for Data General employees on Thursday, September 26 and Friday, September 27 at the Education Center, located at 2400 Computer Drive in Westboro.

**CEO Rev 2.10 Enhancements** (course number OA152E) will be held on Thursday, September 26. This one-day class is an intensive, hands-on workshop that highlights the differences in CEO functionality from Rev. 2.0 to Rev. 2.10. It is designed

for CEO users who are currently familiar with Rev. 2.0, and who want to become familiar with the increased functionality of the new revision. This course covers the enhancements to CEO mail, footnoting, hyphenation, list processing, SPELL, printing, editing/viewing, CEO calendar, user profiles, spreadsheet and data tables that are a result of CEO Rev. 2.10.

**CEO Decision Base Data Tables** (OA153E) will be taught on Friday, September 27. This one-day class is also a hands-on interactive workshop. Designed for CEO users who are familiar with CEO, CEO spreadsheet and PRESENT, this class teaches the functionality and uses of the CEO Decision Base Data Tables facility. Course topics include: creating a data table; accessing HELP; column field definitions, table profile characteristics; field information; advanced functionality; SORT, SELECT, SAVE and JOIN; printing a data table; and using data tables in CEO.

To enroll in these new CEO courses or for additional information on Educational Services' employee training programs, call extension 4079 in Westboro. Enrollment in any course requires the prior approval of the employee's supervisor.

## Benefits

### Savings And Investment Plan Deadlines

Monday, September 16 is the deadline for submitting all new enrollments and quarterly changes to the Data General Savings and Investment Plan. The enrollment forms (used for both new enrollments and changes) must be returned to the Benefits department in Westboro by Monday, September 16. All enrollments and changes will become effective October 1.

The program is available to all regular employees who have at least 90 days of service with the company as of October 1. Newly-eligible employees were sent a home mailing containing information about the program and the enrollment procedure. If you have not received this information, contact your Personnel or Benefits representative immediately.

Enrollment Forms are available from your Personnel representative or the Corporate Benefits department in Westboro.

If you have any questions contact the Corporate Benefits department at extension 4524.

### Employee Investment Information

(As of August 30, 1985)

#### Savings & Investment Program

Guaranteed Fund (Current Return) 12.5%  
Balanced Fund (Share Value) \$11.91  
Equity Fund (Share Value) \$10.55  
Loan Interest Rate 13.5%

## Activities

### Summer Outing Schedule

- September 14 - Riverside Park, Agawam, MA.
- October 5 - Edaville Railroad, Carver, MA.

### Riverside Park - Summer Fun In September

Data General employees may enjoy summer activities right into the fall by attending Riverside Amusement Park in Agawam, Mass. on Saturday, September 14. The park opens at 10 a.m. with rides, food and fun for the whole family.

Choose from softball, tennis, volleyball or horseshoes, or just relax and visit with friends in the shade of the trees at Riverside's picnic grove. A chicken barbecue with all the fixins will be served, in addition to many delectable snacks served throughout the day.

Enjoy the more than 50 different rides including roller coasters (three of them), various children's rides in two separate sections of the park, a flume ride, monorail, miniature golf, and auto racing at Riverside's own race track starting at 8 p.m.

Riverside Park is a few miles southwest of Springfield, Mass., about 1 1/4 hours driving time from Westboro. For those who enjoy camping, there are plenty of camp grounds in the area to plan a fun weekend around the outing. To obtain tickets, send a completed outing order form with your payment and a stamped, self-addressed envelope to "1985 OUTINGS" Mail Stop F036 in Westboro. For more information on the event, contact Evie Dumas at extension 223-2167 in Data General-Manchester, or Jacqui Risolo at extension 231-2206 in Milford.

### Ski Club Firms Up Schedule

The Data General Ski Club is in the final stages of planning the 1985/86 skiing schedule. Employees interested in joining the ski club and receiving ski trip announcements should send their name, phone extension, Mail Stop and work location to: Data General Ski Club, Mail Stop F211 in Westboro.

## Wallyball 1986

The Data General Wallyball League will begin its season in October, 1985.

All persons interested in participating this year in the league should complete the following form and return it to Paul Gavin; at mail stop B214.

If you have any questions concerning this exciting, competitive, co-ed sport contact Paul Gavin at extension 4134 in Westboro; Jim Cuthbertson at extension 7055 in Southboro; or Ken Linell at extension 2389 in Milford.

### Data General Wallyball League

Complete either the **INDIVIDUAL** or the **TEAM** section.

#### INDIVIDUAL:

Competitive League [ ]      Recreational League [ ]

Last Name      First Name      Initial

Mail Stop      Extension      Badge #      CEO Address

#### TEAM:

Competitive League [ ]      Recreational League [ ]

Team Name

#### TEAM CAPTAIN:

Last Name      First Name      Initial

Mail Stop      Extension      Badge #      CEO Address

#### MEMBERS:

Last Name      First Name      Initial

Mail Stop      Extension      Badge #

Last Name      First Name      Initial

Mail Stop      Extension      Badge #

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Mail Stop      Extension      Badge #

**Discount Tickets  
For Renaissance Faire**

Discount tickets for the Seventh Annual King Richard's Renaissance Faire in Carver, Massachusetts are available through the Data General Activities Committee. The Faire features performances, music, dance, jousting matches, food and drink, crafts and much more all in the spirit of the Renaissance era.

Adult discount tickets may be purchase at \$5 each (regular price \$8.50). Children's tickets (ages 5 to 12) are \$3.50 each and may be purchased at the time of admission. Children under 5 years of age are admitted free. These discount tickets are valid on the following dates: September 7, 8, 14, 15, 21, and 28; and October 5, 12, and 19.

Adult discount tickets may be obtained by sending a check, payable to Data General Activities Committee and a stamped, self-addressed envelope to KING RICHARD'S FAIRE, Mail Stop 4-78 in Southboro.

**Fall Aerobics  
To Begin**

The Data General Fitness Club has organized two aerobics classes for this fall:

Dancin Aerobics will be held on Monday and Wednesday evenings at 5:30 p.m. in the main cafeteria in Westboro. Classes start Monday, September 16.

Free Style Aerobics will be held on Tuesdays and Thursdays at 5:30 p.m. also in the main cafeteria in Westboro. These classes start Tuesday, September 17.

Registration will be held on Monday, September 9 and Tuesday, September 10 at 5:30 p.m. in the Westboro cafeteria. The cost is \$25 for the ten-week session. Registration is on a first come, first serve basis. Space is limited.

For more information, stop by the cafeteria on Monday, September 9.

**Play Chess  
During Lunch**

The Data General Chess Club meets at noontime twice a week - Tuesday in the Engineering Training Room at Mail Stop C123, and Thursday in Conference Room B at Mail Stop E111. Employees at all levels of play interested in playing a recreational game of chess during lunchtime are invited to attend. For more information, contact Richard Mulhearn at extension 4717 in Westboro.

**Hams Needed  
For Race**

The Data General Amateur Radio club is looking for amateur operators to provide communications for the Dasher Road Race on Friday, September 20. Radios will be available for those not having two-meter capability. Interested employees should fill out a road race entry form and contact Pete Simpson at extension 6837 in Westboro.

**Road Race  
Entry Form**

(Please Print)

Name: \_\_\_\_\_

Extension: \_\_\_\_\_

MS: \_\_\_\_\_ Badge #: \_\_\_\_\_

**Race Categories:**

*Check*

- under 35
- 35 and over
- Male  Female
- Bike Race
- 3-Mile Foot Race
- 6.2-Mile foot Race
- Biathlon
- Race Day Volunteer

**T-Shirt Size:**

*Circle One:*

S M L XL

I represent that I am in good physical condition and sufficiently trained to participate in the Dasher Road/Bike Race. I am aware of the risks which are inherent to this activity, and I am participating at my own risk. In consideration of Data General Corporation and the Data General Runners Club accepting this application, I hereby assume any and all risks which may be associated with this activity and hereby waive and release all causes of actions and claims for damages of any nature whatsoever which I may have against Data General Corporation, its employees, directors, officers and agents arising out of or connected with my participation in the activity.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Return the race form to DASHER RACE, MS E111 in Westboro no later than one week prior to the race date. This race is sponsored by the Activities Committee solely for Data General employees. Incomplete forms will be rejected.

## MARKETPLACE

### CARPOOL

**Existing Carpool**, needs riders & drivers, from S.Shore/Hingham/Randolph, Ed x5997.

**Carpool**, passengers looking to join/form carpool, Woonsocket/Blackstone to WEBO, 8-5, Lucille, x4790.

**Existing Carpool**, needs riders, Brookline/Brighton area to WEBO/SOBO, flex, User, x7093.

### LOST & FOUND

**Ladies Bracelet**, gold, found in cafeteria on 8/7, call x6100.

### FOR RENT

**'84 Motorhome**, Tioga Arrow, slps 6, all options, off-season and long-wknd rates, 533-2184 (Medway).

**Townhouse**, Parson's Hill, Worcester, new, 2 bdrm, fully-applianced kitchen, 1 1/2 bath, washer/dryer, deck, walk-out basement, \$675/mo., avail. Oct., 435-9631 (Hopkinton).

**Townhouse**, Newton, 3 bdrm, 1 1/2 bath, fireplace, washer/dryer, \$1200/mo. plus util., 782-3420 (Brighton).

**Cottage**, Dennisport, slps 7, 300 yards to Sea St. beach, \$300/wk., 533-2184 (Medway).

**Condo/Apt**, Killington, 1 mile to bars/restaurants/lifts, mid-week rentals, 655-1368 (Natick).

### WANTED

**Babysitter**, to babysit 6:45 am to 3:45 pm for two boys, ages 5 months and 19 months, 481-8743 (Marlboro).

**Roommate**, to share 3 bdrm townhouse, laundry, pool, tennis, \$287/mo., heat incl., avail. Oct. 1, 870-0473 (Westboro).

**Roommate**, to share townhouse, 1 1/2 bath, washer/dryer, pool, \$350/mo., 562-5071 (Hudson).

**Roommate**, to share 4-bdrm house, 10-min. to Milford, 20-min. to WEBO, \$230/mo. including util., 528-3948/376-2110 (Franklin/Millis).

**Roommate**, to share 3-bdrm house, pool, 15-min. to WEBO, \$285/mo. & util., 568-0370 (Hudson).

**Roommate**, to share new house in Uxbridge, w/w, \$290/mo. & 1/2 util., 278-3701 (Uxbridge)

### FOR SALE

**Riding Mower**, runs/needs work, \$40; 3.5 hp Lawn Mower, runs well, \$25, 481-4140 (Marlboro).

**Thomasville Oak Dining Room**, American Country, chairs, server, display china and buffet china, \$4500, King-size bed w/ cabinets and light bridge, \$2500, 529-3434 (Upton).

**27' Boat**, Grady White Catalina, wood, new Chrysler engine, depth finder, Coast Guard equipment, \$8900, 883-4864 (Blackstone).

**Television**, Admiral color console, \$200; 72" sofa, beige w/dusty rose and purple wildflowers, \$400; dusty rose chair, \$75; endtable, \$100; Mahogany dresser w/bevelled mirror, \$250; adjustable book shelves, \$150; gas dryer, \$50, 839-9617 (Grafton).

**Cassette Duplication System**, Telex 6120, 3 slaves/1 master, \$4500, 695-1913 (Plainville).

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

**Tires**, mud & snow, 3.75-16.5, \$100, 529-4427 (Upton).

**Clarinet**, Selmer Signet 100, wood w/case, \$200/BO, 755-7871 (Worcester).

**Windows**, aluminum combo storm windows, w/screens, BO, 792-9063 (Worcester).

**Tires**, 2 Dunlop snow tires, on rims, G78-15; 2 Firestone Towne & Country on rims, BR78-13; inflatable spare tire, BO, 792-9063 (Worcester).

**Business Computer**, CT NGEN 80186 microprocessor, 1MB memory, 50MB dual floppy drive, 2 monitors/keyboards, \$15,500, 695-1913 (Plainville).

**Kitchen Set**, 5-piece, 42'-round table w/swivel chairs, \$75, 872-5127 (Framingham).

**Woman's Boots**, 2 pair, 7 1/2 - 8, leather, \$10 each, 473-7842 (Milford).

**Condo**, Milford/near 495, 2-bdrm., 1 1/2 bath, balcony, cable TV, indoor pool, sauna, \$86,900, 478-6407 eves. (Milford).

### AUTOS

**'67 Camaro**, convertible, \$3900, 938-8333 (Woburn).

**'70 VW Bug**, new clutch and brakes, alum. mag wheels w/Michelins, \$900, 842-0514 (Shrewsbury).

**'71 Cadillac Coupe deVille**, new exhaust, runs, \$400, 757-2853 (Worcester).

**'72 GMC Van**, good work vehicle, \$400/BO, 481-0458 (Southboro).

**'77 Grand Prix**, PS/PB, 96K, \$1000, 562-4556, (Hudson).

**'77 Dodge Aspen**, 4-door wagon, 6-cyl., wood-look sides, dark cream, \$1400, 755-2307 (Worcester).

**'78 Suzuki GS-400**, 2 helmets, \$500/BO, 369-5365 (Concord).

**'78 Datsun 280Z**, 5-speed, new brakes, AM/FM stereo, \$4000, 528-5561 (Franklin).

**'79 Subaru DL Wagon**, 5-speed, AC, 70K, \$2300, 754-2031 (Worcester).

**'79 Mercury Cougar XR7**, 65K, \$2500/BO, 753-8804 after 5:30 (Shrewsbury).

**'80 Toyota Corolla**, AC, PS, PB, 5-speed AM/FM cassette, \$3500/BO, 393-8272 (Northboro).

**'80, Suzuki**, GS8506, shaft drive, w/extras, \$1400, 842-0514 (Shrewsbury).

**'80 Mercury Monarch**, auto., 2-door, AC, 60K, new exhaust/battery, \$2900/BO, 244-0814 (Newton).

**'82 Honda Civic**, hatch, 4-speed, AM/FM cassette, 38K, \$3800, 345-3004 (Fitchburg).

**'82 Mercury Marquis**, 4-dr., AM/FM, AC, 45K, other extras, \$6000, 928-4457/791-8653 (Hubbardston/Worcester).

**'84 Honda Accord**, 40K, 4-door, 5-speed, new rear tires, \$7700/BO, 452-4088 (Lowell).

**'84 Starcraft Pop-up**, w/ref. htr. and stove, king-size bed, 428-1330 (Osterville).

**'84 Mitsubishi Starion LE**, 31K, loaded, \$12000, 897-8937 (Maynard).

**'84 Subaru GL**, gold, 5-speed, AC, baggage rack, 5-year extended warranty, AM/FM cassette, \$6950/BO, 795-7742 (Shrewsbury).

**'84 Plymouth Colt**, 4-speed, AM/FM cassette, 15K, \$4800, 883-3197 (Blackstone).

### MINI NEWS

All ads must be submitted in writing and include employee's name, home phone and extension numbers. Ads will be stamped with the time and date as they are received and will run on a first come basis. Send ads to Sharon Ellis, MS A235.