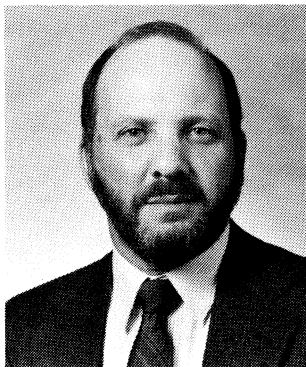


Mini News

News For The Employees of Data General

February 7, 1986

Frank Elected Vice President



Jacob Frank

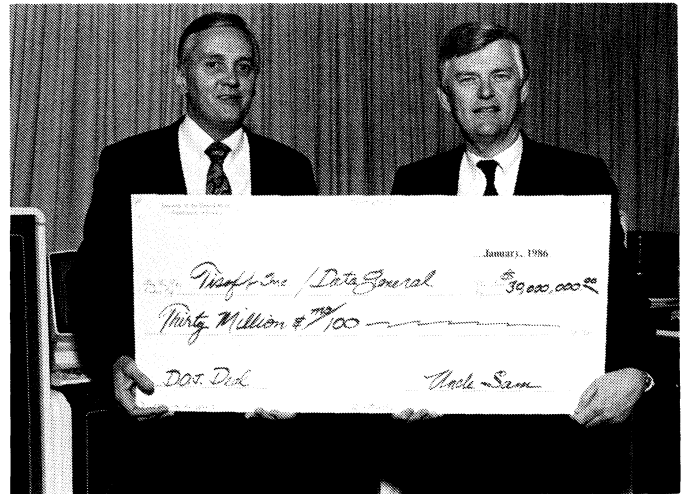
Jacob Frank of Data General's Legal department has been appointed vice president and general counsel, continuing to report to President Ed de Castro.

Jacob is responsible for both Data General's Law and Security departments. He directs the law department in the management of all legal matters relating to company operations, including general, patent, contract, and international law, as well as oversees security operations for company facilities throughout the world.

He joined the company in 1973 as patent counsel, and he was appointed department director in 1974. He assumed the added responsibilities of corporate counsel and assistant vice president in 1980. Before joining the company, he was patent counsel for Hoffman LaRoche, patent and general counsel for Farrington Manufacturing Company, and a patent examiner for the U.S. Patent Office.

A member of both the Washington, D.C. and Massachusetts Bar Associations, Jake earned his doctor of laws degree from American University, and bachelor's degree in electrical engineering from Delft Polytechnic Institute.

Tisoft, Data General Win Justice Department Contract



Larry Holswade (left), vice president and general manager of the Federal Systems Division, and Pat Gallagher, president of Tisoft, formally accept a \$30 million contract awarded by the Justice Department to establish a state-of-the-art office automation system for the department's Civil Division.

Tisoft Inc. of Fairfax, Virginia, in combination with Data General, has been awarded a contract by the Department of Justice to establish a state-of-the-art office automation system for the department's Civil Division. The award, which is for several years, will be worth \$30 million over the life of the contract.

The new system, AMICUS II, will support the Civil Division's approximately 900 lawyers, professionals and support staff nationwide.

The comprehensive system will include sophisticated telecommunications and advanced office automation applications for word processing and electronic mail as well as other decision support tools such as case management and tracking.

The system will permit direct access by the division's lawyers and other professional workers to legal research and other types of information and documentation from the department's existing main-frame computers and third-party legal services. The new system also will permit division lawyers, who

are required to represent the government throughout the United States, to use portable computers and regular telephone lines to access the information and support they need to defend the government's interests.

The award includes a wide range of Data General products, ranging from ECLIPSE MV/10000 computer systems to DATA GENERAL/One personal portable computers.

"This award means that Civil Division personnel will be able to handle their ever increasing case loads more efficiently and more productively," says Larry Holswade, vice president and general manager of the Federal Systems Division. "We feel strongly that we and Tisoft had offered the best solution and, consequently, we are gratified that the Department of Justice agreed."

Installation of the office automation network will begin soon at the division's Washington headquarters.

Stock Bought At \$33.75 New Period Price Is \$36.25

Employees who participated in the Data General Stock Purchase program, which ended on Friday, January 31, 1986, purchased stock at \$33.75, 85 percent of the average market price on August 1, 1986, the first day of the Plan.

Data General stock certificates will soon be mailed to participants' homes. Anyone who expects to receive stock but does not by February 15, 1986, should contact Morgan Guaranty Trust at (212) 587-6447.

For the February through July period, the opening day price was \$36.25, 85 percent of the average market price on February 3, 1986. Stock will be purchased at \$36.25 or 85 percent of the average market price on July 31, 1986, whichever is lower.

For your information, the average fair market value on January 31, 1986 was \$42.81.

FSD Names Cramp And Nierman To Marketing And Sales Posts

John Cramp and **Bob Nierman** have been appointed to head up marketing and sales groups within the Federal Systems Division.

John has assumed the position of director of Federal Programs. John returned to Data General late last year after two years at Wang Laboratories, where he also was director of federal programs. His responsibilities at Wang included direction of the company's major federal programs and procurement activities and proposal development and analysis.

Prior to that, John had served as Sales manager of Data General's McLean, Virginia-based Defense and Special Programs Branch. Before that he served in various positions within Data General Sales and marketing.

Bob has been named to the new position of National Sales manager in the Federal Systems Division. His responsibilities will include the direction and supervision of Data General's Sales and Systems Engineering endeavors in the federal marketplace.

Bob joins Data General from Control Data Corporation where he most recently was vice president of sales and marketing for the Computer Integrated Manufacturing Division. During his 18 years with Control Data, he held such positions as vice president of sales for the eastern region and eastern regional sales manager for Government Systems Marketing.

John and Bob report to Larry Holswade, vice president and general manager of the Federal Systems Division.

Data General Takes The Lead In Driver Safety



Data General's corporate fleet recently received an award from Ryder Truck Rental Inc. for its outstanding contributions to traffic safety during 1985. As a result of the cooperative efforts of Traffic department employees and fleet drivers, Data General has excelled in areas such as accident prevention and driver safety. Dave Bliss (right), Ryder's safety manager of the Rocky Mountain, N.C., district, makes the presentation to Data General at the corporate fleet's annual Driver Safety meeting held in Raleigh, N.C. Receiving the award on behalf of the company is Bob Proulx (left), manager of Corporate Transportation and Fleet Operations. Corporate Fleet Supervisor Joe Monaghan also received a certificate of appreciation for his contributions to driver safety.

Quality In A Support Environment



A group of three interns from Babson College recently assisted Sales Administration in implementing a quality program that enhances the quality of service to the Data General Sales force and customers. Kathy Hultin makes a formal presentation to Data General managers on her recommendations for resolving quality issues.

As a leading supplier of computer systems, Data General goes to great lengths to provide customers with high-quality, low-cost products. For instance, at the company's Manufacturing facilities located worldwide, quality is maintained by keeping close track of production data and using that information to solve issues. The method used to collect and analyze that data is called Statistical Process Control (SPC). To ensure superior products in the areas of price, performance, reliability and delivery time, however, quality must be a foremost concern in all areas of the company.

At Westboro, Sales Administration recently implemented a quality program utilizing SPC in a continuing effort to enhance service to Sales representatives and customers. SPC helps the department to keep track of the speed of processing customer orders and to monitor the error rate in order to increase efficiency and enhance quality. (Errors in orders may occur in data entry or when order issues are not resolved.) The quality program is the first of its kind to be employed in a Sales support environment.

The program was tailored to meet Sales Administration's needs by the group's managers and business analysts, with the help of three interns from the Babson College MBA program. Kathy Hultin, Mitch Bourget and Dave Cushman spent their fall 1985 semester at Data General customizing the quality program within Sales Administration. Recently, they made a formal presentation to the entire Sales Administration group along with managers and directors from other support organizations on how operations could be closely monitored and improved upon.

"The monitoring of quality in a service environment is not as clear cut as the monitoring of quality in a production line," states Mitch, a second-year student. "'Rules' of production, in the form of a model, must first be defined and then the output of the organization must be sampled and measured in accordance with those rules."

In establishing a model, Sales Administration first defined the standards of "quality output," such as orders that are correctly processed, by establishing a list of "quality criteria." Output, or the computer purchase orders processed by Sales Administration, is sampled and measured against the standards to determine the department's quality level. Areas of concern are traced over time and the resolution of issues is sought by the department's managers.

"The model used by Sales Administration incorporates statistically-acceptable methods of data collection and analysis such as regression analysis, control charts, random sampling and pareto analysis," says Steve Bradford, manager of Business Controls and Development. "It was designed so that other service organizations within Data General also can incorporate it into their processes."

Adds Business Analyst Brian Stetson, "A model of quality standards is an effective tool in helping managers to assess and correct concerns within their organizations." (Brian also participated in Data General's Internship program while attending Babson College and worked as the company advisor for this internship on quality control.)

While gaining invaluable on-the-job work experience, the group of interns shared with Data General their knowledge of current business theory and quality control. "Data General's internship program is a true collaborative effort between academia and industry," states Sales Administration Manager Ed Simisky, who was responsible for the Babson interns. "We believe the quality program developed will improve our service to the company."

Software Agreement With Sun, Wide Range of UNIX Packages Available

Data General recently announced several software agreements, including an agreement with Sun Microsystems, Inc., at the UniForum in Anaheim, California. UniForum is the international conference of UNIX users.

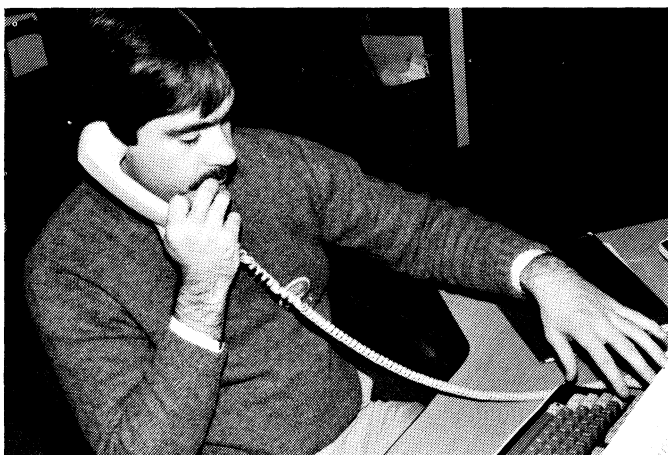
The software agreement with Sun Microsystems enables Data General DG/UX-based ECLIPSE MV/Family computer systems and DS/7000 engineering workstations to operate with Sun's Network File System (NFS). Data General is one of the first companies to announce and demonstrate this capa-

bility. NFS allows workstations linked through an Ethernet local area network to share files and resources.

Four other software agreements announced involve Relational Technology Inc.'s INGRES, a new relational data base management package; Marc Software International, Inc.'s WordMARC Composer, a word processing package, and two communications software packages - COSI Inc.'s Synchrony, (formerly known as Tango) and BLAST by Communications Research group.

Data General's participation in UniForum, at which it exhibited the widest range of compatible UNIX hardware in the industry, is the culmination of the company's efforts to sign on name-brand UNIX software packages. Other recent agreements include those made with Relational Database Systems Inc., which offers Informix relational data base tools; and with Unify Corp., which offers the UNIFY UNIX relational data base system.

Careers Are Top Priority



Jim Wessel handles customer service calls for the Area 1 Service Operations Center (SOC) during its last day of operation in Milford. As the SOC group relocated to Norcross, Georgia, Jim was among those remaining in Milford. He now works as a customer service representative in Spare Parts Telemarketing.

Over the last year and a half, Data General has expanded its operations to locations throughout the U.S. to better meet the company's business needs. When the company's Area 1 Service Operations Center (SOC), moved in December to the Customer Support Center in Norcross, Georgia, Data General was able to accommodate the career requirements of employees within the group as well as meet its business needs to facilitate a smooth transition.

As in other moves, employees' careers within Data General are a key consideration. Area 1 SOC employees remaining in Massachusetts were able to continue to pursue other opportunities within the company while carrying out their SOC responsibilities. Working together with Human Resources em-

ployees and managers from throughout the company, group members found other positions at Milford and Westboro that matched their career aspirations.

To assist them in their job search, the former SOC group took part in career development workshops and one-on-one counseling sessions, offered by Human Resources. Through the combined efforts of Manager Rick Mays and Human Resources Representative Marcia Guzy, employees first identified their skills and interests through self-assessment techniques. This information was used to target specific career goals. Employees then wrote and revised resumes, finally participating in mock interviews with various Data General managers.

While "managing" their careers, this group fully supported the Area 1 SOC until the group's last day at Milford. Says Marcia, "These employees continued to provide high-quality customer service throughout the transition. They worked hard until the last minute of the last day and succeeded in 'raising the bar' in customer satisfaction."

People

In Purchasing...

Peter O'Dunne joins Westboro's Purchasing department as manager of Corporate Commodity Purchasing reporting to Lou Basoli, manager of Direct Materials Purchasing. In this position, Peter is responsible for the implementation of the company's worldwide procurement strategy for commodities.

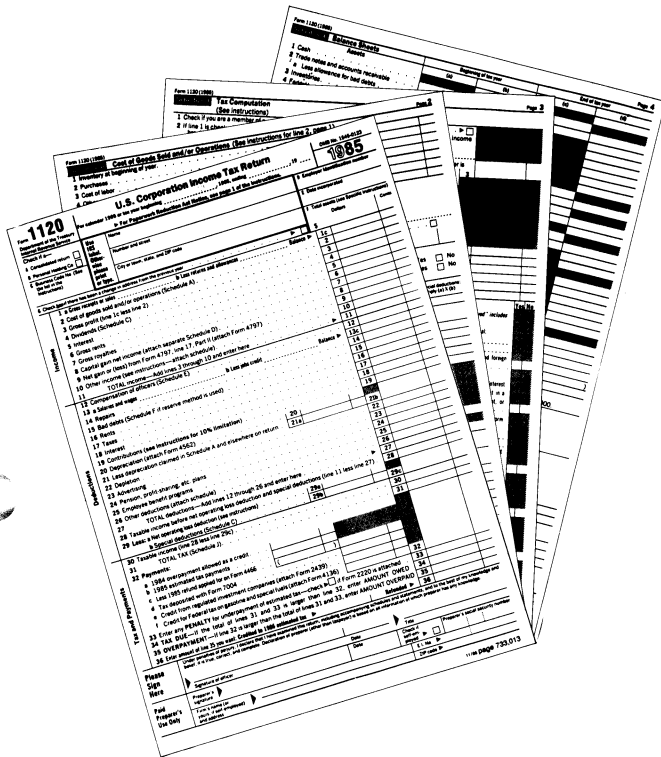
Peter most recently worked as a Purchasing manager at Data General's Manufacturing facility in Clayton, North Carolina. With the company since 1979, he also worked in Westboro as a senior commodity specialist and before that, he contributed to the start-up of the Printed Circuit Board Fabrication area at Clayton. He holds a BS in business administration from Lynchburg College in Virginia.

In Manufacturing...

Yvonne Yoneshige comes to Data General as a programmer analyst reporting to Jean Harwick, section manager in the Marketing and Sales Information Systems (MSIS) group. In her new position, Yvonne is responsible for the programming and system analysis of the Field Quote Generator/Configurator (FQG/C) and field forecasting system. The FQG/C allows Data General Sales representatives to create price quotes and computer configuration statements for customers.

Mini News

SPECIAL INSERT



Tax Reform Means Changes For All

It is said that the only two inevitable things in life are death and taxes, but Congress and President Ronald Reagan would like to make an addendum to that maxim for 1986 as they push to make tax reform a certainty.

Late last month, the President garnered bipartisan support for the House Ways and Means Committee's tax reform bill, even though the measure differed from Reagan's original plan. Reagan won House approval for what he calls his "number one" domestic priority. The bill now awaits Senate action, which is not likely to come before mid-spring.

"We have a lot of problems with the Ways and Means tax reform bill," explains Government Affairs Manager John Moriarty of Public Affairs in Westboro, "but we supported final passage of the bill, not because it is good for business, our company or our

employees, but because passage kept the tax reform effort alive. If the bill was allowed to die in the House, the hope of positive reform for taxpayers would be lost for a long time. We want to see what the Senate does before we pass final judgement."

The House bill as it currently stands advocates many changes in tax structure to affect both individuals and business. This special insert provides a glimpse of how the current tax reform proposal may affect taxpayers.

Gains And Losses For Individuals

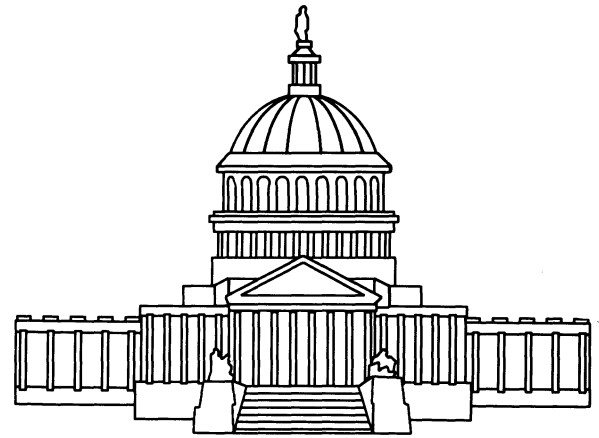
With the House Ways and Means Committee's tax reform bill, all individuals stand to benefit from reduced rates. Others will lose some cherished interest deductions, and those who invest in tax shelters will find some added filing complications.

Proposed changes include increasing the personal exemption to \$2000 for non-itemizers and effectively \$1500 for itemizers. The current figure is \$1040. The standard deduction (the amount of deductions a filer must accumulate to make itemization worthwhile), which is currently \$3540 for joint filers and \$2390 for individuals or heads of households, would be set at \$4800 for joint returns, \$4200 for heads of households and \$2950 for single taxpayers (A "Head of Household" is defined as an unmarried filer who pays at least half the cost for the support of a principal residence, for at least half a year, for himself or herself and an unmarried dependent).

Tax rates also would change. Four marginal tax rates - 15, 25, 35 and 38 percent - would be established (see chart below), in contrast to the 15 current rates which range from 11 to 50 percent of a filer's income.

The House Ways and Means Committee tax reform bill would establish four marginal tax rates for individuals. The rates and the corresponding filer status and taxable income levels are found on the chart below.

Tax Rates	15%	25%	35%	38%
Filer Status				
Married Filing Jointly	Up to \$22,500	\$22,501 to \$43,000	\$43,001 to \$100,000	More than \$100,000
Single	Up to \$12,500	\$12,501 to \$30,000	\$30,001 to \$60,000	More than \$60,000
Head of Household	Up to \$16,000	\$16,001 to \$34,000	\$34,001 to \$75,000	More than \$75,000



While these changes offer an 8.4-percent reduction in the overall tax payments for individuals, other areas also are affected by the bill.

For example, most interest payments are currently deductible. The reform bill, however, stipulates that in regard to interest paid on property loans, mortgage interest expense only from primary and secondary houses can be deducted. In addition, a \$10,000 deduction limit would be set for individuals and a \$20,000 ceiling would be made for joint filers for other non-business interest.

In addition, the two-earner married couple deduction and income averaging would be repealed, and the capital gains tax would be increased from 20 percent to 22 percent.

"The bill simplifies the process for individual filers with ordinary income," explains Data General Treasurer George McClelland. "You will find that the Ways and Means bill gets more people at the lower end of the scale out of paying taxes. The simplified rate structure also is a positive move."

The bill also has something to say about tax-deferred savings and pension plans. The penalty for withdrawals from Individual Retirement Accounts (IRAs) and other deferred savings plans would be increased from 10 percent to 15 percent, and the maximum contribution for 401(k) plans, such as the Data General Savings and Investment Program, would be reduced to \$7,000, including the initial \$2,000 for IRA contributions. "This," George says, "will have a decidedly negative effect on individuals' savings rates, which is already low historically." The maximum employer-and-employee contribution would be lowered to \$25,000.

Shift Of Burden Raises Competitive, Economic Concern

The tax reform bill recently passed by the House of Representatives shifts much of the tax burden - \$140 billion worth - onto the business community. Data General, along with other well-known names in American industry such as Chrysler, Dow Chemical and AT&T, has expressed concern about the tax proposal, claiming that the bill in its current form is unfair.

Explains John Moriarty, Government Affairs manager in Public Affairs at Westboro, "As the bill stands now, the negatives outweigh the positives. Any individual gain made at the expense of the national economy is a loss for everyone. It would penalize Data General as well as our customers. To the degree that the proposals focus on taxing production rather than consumption, they are, from the start, fundamentally flawed."

Industry leaders contend that the proposed legislation would raise the cost of doing business in the United States by repealing certain credits and deductions, and increasing the amount of a company's taxable income. This would make its products more expensive and subsequently less competitive than products from other nations where tax policy is more sympathetic to the needs of business.

Major objections to the bill by the business community are its reduction of the research and development tax credit, the elimination of the investment tax credit, and the lengthening of most equipment depreciation schedules. The measures could choke off capital spending and subsequently weaken the U.S. economy and spark inflation.

"My clients," said a Washington lobbyist after committee approval in November, "think the bill is anti-job, anti-growth and anti-competitive."

"Industry should not be adverse to paying a reasonable amount of tax," says Data General Treasurer George McClelland, "however when the tax structure puts U.S. industry at a competitive

disadvantage in world markets, we all get hurt. Reformers should not look at U.S. corporate tax policy in isolation. It must be compared to the policies of major industrial competitors worldwide."

Like individuals, corporations also would see a revamping of their tax rate. Rather than a top rate of 46 percent with four other rates from 15 to 40 percent for income under \$100,000, the proposed plan would establish a flat rate of 36 percent with special graduated rates for small businesses with income under \$75,000. President Reagan is pushing for a 35-percent rate.

The benefits of these rates are outweighed when one considers the other sweeping changes.



Says Data General Treasurer George McClelland, "Industry should not be adverse to paying a reasonable amount of tax. However, when the tax structure puts U.S. industry at a competitive disadvantage in world markets, we all get hurt."

R&D Credit

For many industries, high-technology in particular, the plan to reduce the research and development credit from 25 to 20 percent and extend its use for just three years rather than permanently, poses a serious threat. Groups including the U.S. Chamber of Commerce believe that the action would raise the cost of capital and hurt economic growth.

"Naturally, a company such as ours cannot stop investing in research and development," John explains, "but the reduction of the credit will make R&D more expensive, putting us at a disadvantage with our foreign competition."

Data General took an active role in seeking the inclusion of the R&D credit in the House bill through the co-founding of the Coalition for Advancement of Industrial Technology (CAIT) (see story on the following page). The credit was allowed to expire on December 31, 1985, however, a temporary reinstatement is expected to be made while the tax reform debate continues.

Investment Tax Credit

The plan to repeal the 10-percent investment tax credit also concerns the business world. The credit now allows companies to reduce their tax bills by up to 10 percent of the cost of new and used equipment. "It's going to cause us a cash problem from the tax point of view," John Loffredo, the chief tax counsel for the Chrysler Corp. told *The New York Times* recently. Loffredo felt that the credit's elimination would discourage new investment in the United States.

For the high-technology industry, the repeal of the investment tax credit would have more of an indirect impact. Explains George, "We are concerned about the repeal of the investment tax credit, not only because of what it means to the high-tech industry, but what it means to our customers." Without the credit, businesses will be less able to purchase needed equipment such as computers and machinery.

Vico Henriques, president of the Computer and Business Equipment Manufacturing Association, agrees. In an article written for *Mass High Tech*, Vico said, "The overall tax proposal has hit hard at many of the computer industry's major customers - especially those trying to revitalize their businesses. ... Many experts analyze our economy as plagued by overspending and underinvestment. The House bill further aggravates this situation by sacrificing the investment tax credit to finance individual tax cuts - further promoting spending. If this situation remains permanent, we could suffer a longer-term economic decline."

Depreciation

Besides being hurt by the repeal of the investment credit, capital spending also is threatened by the plan's proposed restrictions on the Accelerated Cost Recovery System. This now allows companies to rapidly write off the cost of equipment. Under the proposed straight-line depreciation, companies would take equal annual write-offs over a longer period of time, thus increasing taxable income and cutting cash flow. This provision does, however, allow high-technology equipment to be written off over a shorter period of time when compared to other types of equipment, because the equipment normally has a shorter lifecycle.

Further, the tax burden within the business sector would shift under the proposal. Service companies would pay less because of lower overall rates while capital-intensive businesses, such as Data General and other hardware manufacturers depending heavily on investment credit and accelerated write-offs, would pay more in taxes.

"We will lobby very hard both directly and through trade associations to convince the Senate to support a bill that does not impede economic growth," John

explains. "Any provisions that tend to make our industry less competitive in the world market, and any attempt to jeopardize employee benefits, such as making tuition reimbursement taxable, will be vigorously opposed."

Company Leads Effort To Retain R & D Credit

A past cover story in National Journal, a weekly magazine on politics and government, described the high-technology industry as "A Reluctant Giant," when it came to pushing its causes in Washington.

However, when the wheels of government began to grind dangerously close to the industry's heart - research and development - Data General and several other major players in the industry, decided the arms-length relationship with government could no longer continue.

After failing in 1984 to gain an extension of the Research and Development Tax Credit, which expired last Dec. 31, several high-technology companies joined up with research-oriented universities and several trade associations to form the Coalition for the Advancement of Industrial Technology (CAIT), an ad hoc group designed to ensure retention of the R & D tax credit.

"When previous independent efforts failed to save the credit," explains Government Affairs Manager John Moriarty of Public Affairs in Westboro, "CAIT formed to make the credit a priority issue in the tax reform debate (see preceding story). The concern was - and is - that in the heat of the tax reform debate, the R&D credit would be subject to political tradeoffs. In response, the industry undertook, for the first time, a significant and well-financed lobbying program, incorporating some of the best legal and lobbying talent in Washington, D.C."

According to John, CAIT was instrumental in obtaining "the proper language" in tax proposals drafted by the White House and Department of the Treasury. Eventually the House Ways and Means Committee included a three-year extension in its bill despite opposition by key committee members, including Chairman Dan Rostenkowski, a representative from Illinois.

"There is no question that CAIT is a success," John says. "The lesson learned is that our industry needs to approach many other issues on an ad hoc coalition basis if we are to be successful. Every time we went to the Ways and Means Committee, it was like being in a sudden-death game. The credit could have been wiped out. But we have survived the first half of the season in the House. We may be going into the Senate with some injuries but we expect to be around for the playoffs. I feel confident that we will get some type of extension."

According to John, the industry's fight for credit retention has been seen by some as self-serving, "but we are dealing with basic competitive issues."

Soon after the House committee proposed to reduce the credit as part of its tax-reform package, Dr. Joseph Rowe of Gould, Inc. and CAIT chairman stated, "Our major international competitors ... have highly supportive programs, including tax policies, for technological advancement of industries. Most critics have charged that the U.S. R&D tax credit is too modest and the government should do more to help U.S. firms stay technologically competitive. It is ... ironic that Ways and Means staff should recommend that we do less."



Government Affairs Manager John Moriarty of Public Affairs in Westboro is involved in lobbying efforts that support retaining the Research and Development tax credit in the current tax reform proposal now awaiting Senate action.

In separate studies commissioned by CAIT and by the group's opposition in Congress, it was reported that not only would retention of the credit be vital for the high-technology industry, but the entire nation would benefit through new investments, new innovation, new industry and new employment. A study by the Joint Economic Committee called for a permanent credit.

"We believe that the R&D credit has produced significant private sector benefits, and we are gratified to find confirmation of our belief that the credit has provided great social value to the entire country," said Joseph in response to a study on research and development in the U.S. done by the Brookings Institution and Data Resources Inc.

CAIT is continuing its efforts to maintain and perhaps make permanent the R&D credit. In addition to Data General, CAIT's membership consists of about 60 different companies, including IBM, Digital, Prime and Wang; 20 universities and more than 10 trade associations.

Before joining the company, Yvonne worked as a co-op student in software engineering at Digital Equipment Corporation. She currently is pursuing an MS in information systems from Northeastern University in Boston.

In Corporate Traffic...

Toby Teller has been promoted to Traffic administrator reporting to Bob Proulx, manager of Corporate Transportation and Fleet Operations.

With the company since 1976, Toby most recently was a supervisor in the Shipping and Receiving area in Westboro. He has a BS in physical distribution and management from Northeastern University.

In International Marketing...

Brigitte Casemyr is a project manager in the International Software and Documentation group reporting to Andy Hawley, department manager. Brigitte coordinates the translation of Data General's personal computer software as well as supervises the translation of Swedish software and documentation.

Brigitte has worked with Data General since 1983 as a consultant in the Swedish documentation area. She holds a BA in international marketing from the Institute for Advanced Marketing Studies in Gothenburg, Sweden.

In Continuing Products...

Herb Fox has been named manager of DG/DIRECT Sales and Telemarketing reporting to Howard Berg, director of the Continuing Products Division (CPD). Herb is responsible for the entire DG/DIRECT Telemarketing and Field Sales operation. Additionally, he is managing all aspects of marketing for the DG/DIRECT systems, software, add-ons and peripherals program.

With Data General since 1973, Herb most recently was manager of International Marketing Support in International Marketing. Before that, he was in the North American Sales Division's Large Account Sales group. He also has worked as a Branch and Regional Sales manager. Herb started at Data General as a Sales representative in Southern California.

Herb came to Data General from IBM where he was a systems engineer and sales representative. He holds a BSEE from MIT and earned an MBA from Columbia University.

Quarter 1 Sales And Systems Engineering Awards

The following employees have received Sales and Systems Engineering awards for their outstanding performance during Quarter 1 of fiscal year 1986.

	<i>Sales Representatives</i>	<i>Systems Engineers</i>
Area 1		
Region 1		Lenore Stine
Region 2	Chuck Quackenbush	Greg Depta
Region 3	John Gillis Steve Levitt Rick Gordon	Tom Musante
Region 4	Nick Kyritsopoulos	Ray Carpenter
Area Group		Dave Baril
Area 2		
Region 1	Ron Goldsmith	Ted Nichols
Region 2	Grady Sain	Coleman Poag
Region 3	Tina Alger	Dan Murdock
Region 4	Jim Pelisek	Cathy Harris
Area Group		Mike Brown
Area 3		
Region 1	Charles Williams	Kevin Kalajan
Region 2	Charles Mickens	Mark Ward
Region 3	Paul Jones	Bert Wright
Region 4		
Area 4		
Region 1	James Roop	Julie Weidinger
Region 2	Terry Asher	Chuck Turner
Region 3	Larry Orwin	Tristan Spindler
Region 4	Tom Kaczynski	Don Shepherd
Federal		Steve Watts
Canada	Catherine Coleman	Martin Fraser
Branch Sales Managers		
Area 1	Lewis Kirschner	Mark Novick
Area 2	Rudy Watkins	Russell Ray
Area 3	Brian Conway	
Area 4	Lee Bonneau	
Federal		Ray Maurer
Canada	Bruce O'Mara	

Regional Sales Manager:

Neil Knox - Area 2, Region 4

Regional Systems Manager:

Steve Jackson - Area 2, Region 4

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.

Westboro

Safety Tip Of The Month

"You can feel it in your bones - falls hurt!"

F...Floors: Clean up wet spots.

A...Aisles: Keep them clear.

L...Litter: Pick it up.

L...Ladder: Place it securely.

S...Stairs: Walk, do not run and use the handrail.

Avoid *fall-ty* habits and watch where you step. Avoid slips and trips by staying alert and taking your time. Remember, when it comes right down to it, you can never relax on safety.

Prudent Living - Makes The Heart Grow Stronger

Westboro employees Jonathan Greene, Fran Habib, Carole Carnovale and Julie Koski make up the latest group of employees trained in good heart health. As basic life supporters, they are knowledgeable about heart disease, risk factors and prudent heart living. As rescuers, they are qualified to perform one- and two-person cardio-pulmonary resuscitation (CPR) and foreign body airway obstruction management on adults and children.

The next CPR class is tentatively scheduled for mid-march. For more information, contact Occupational Health Nurse Helen Royal at extension 4542 in Westboro.

Tax Forms Available

For the convenience of Data General employees, Federal and State Income Tax forms once again will be distributed this year. The forms can be found in the Employee Activities publication racks located outside the cafeteria, pizzeria and deli in Westboro. Due to the limited number of forms, please take no more than two copies of each form. Forms also are available at area banks, post offices and local Internal Revenue Service offices.

DID Reminder

Employees are reminded to notify outside contacts of their Direct-Inward-Dialing (DID) telephone numbers. The telephone system was installed

at Westboro to enable outside callers to contact employees or departments directly without operator assistance.

By using your DID number, callers can reach you quickly and efficiently. So spread the word about Direct-Inward-Dialing!

Training

Financial Systems Classes

Financial Systems Services (FSS) Training is offering several courses to Data General employees. All courses are held in the FSS Training room located at Mail Stop F222 in Westboro.

To receive a registration form, dial extension 5450 in Westboro. Your supervisor's signature must be on the registration form. All classes begin at 8:30 a.m.

Course Title	Start Date	Duration
Decision Base Spreadsheet	2/11	1 Day
Introduction to CEO	3/19	1 Day
Advanced CEO WP	3/26	1 Day
Introduction to FCS-EPS	4/8	2 Days
EPS Intermediate Workshop	4/22	1 Day
EPS Hierarchical Consolidation	4/23	1 Day

Employee Investment Information

(As of January 31, 1986)

Savings & Investment Program

Guaranteed Fund (Current Return) 12.1%

Balanced Fund (Share Value) \$13.22

Equity Fund (Share Value) \$12.09

Loan Interest Rate 13.5%

Activities

New York, New York

The Data General Activities Committee is planning an overnight trip to the "Big Apple." Buses will depart Westboro for New York City on Saturday, March 15, and return on Sunday, March 16. The trip includes round trip transportation via motor coach, hotel accommodations at the Haloran House (located next to the Rockefeller Center), baggage handling, and a Sunday matinee of a Broadway show titled "Mystery Of Edwin Drood."

Cost for the trip is \$139 per person, based on double occupancy. Price includes all taxes and service charges. To reserve space, send a check of payment in full made payable to Data General Activities Committee to: NYC, Mail Stop C-138 in Westboro. Include a self-addressed stamped envelope.

Join The Celts In Philly

Follow the Celtics to the city of brotherly love in a weekend trip sponsored by the Data General Activities Committee. The trip to Philadelphia, scheduled for Saturday, April 5 to Sunday, April 6, includes roundtrip transportation via motorcoach, overnight accommodations at the Bellevue Hotel, and dinner at the Bookbinders restaurant. Sunday's activities will consist of breakfast followed by a 1 p.m. Celtics versus the Philadelphia 76ers game. Employees will return home immediately after the game.

Price is \$129 per person, based on double occupancy. Checks MUST be payable to Club Getaway Tours and are due by Friday, February 14. Send your requests to CELTICS at Mail Stop 6-5 in Southboro. Space is available on a first-come, first-served basis.

The Small Town Politics Of Backed-Up Sewers

That is the title of one of two speeches planned for this week's Toastmasters' meeting. Interested? Come be a part of the audience on Wednesday at noon in Conference Room 4 at Mail Stop E111 in Westboro. Speaking that day will be Michael Cadden and Robin Shore. For more information, call Loni Pecker at extension 5533 in Westboro.

Plenty Of Ski Trips

There is still time for employees to sign-up for the following ski trips sponsored by the Data General Ski Club.

- *Mt. Ascutney, Vermont, February 28 - March 2:* \$130 - double occupancy with payment in full required as soon as possible. Trip includes: round-trip bus transportation; lodging at slopeside condominiums; lifts for two days; indoor olympic pool/whirlpool, racquet ball; weekend health club membership; NASTAR racing and free ski lessons.

- *Sugarbush, Vermont, March 21 - March 23:* \$142 - double occupancy with a \$50 per person deposit required immediately. Trip includes: round-trip bus transportation; lodging at luxury condominiums; lifts for two days and Ski Club party.

- *Innsbruck, Austria:* Spaces are available to travel with the Ski Club to Innsbruck, Austria on March 7 - March 15. For more information, call extension 4988 in Westboro.

- *Whistler, British Columbia:* Join the March 17 - March 23 trip to Whistler. Payments are now due in full. Call extension 5099 in Westboro for more details.

Lift Tickets Available:

Mount Snow \$18
Smugglers Notch \$15
Saddleback \$15

To purchase lift tickets, send a check made payable to the Data General Ski Club to Mail Stop F211 in Westboro. Expect about two weeks for delivery.

Aerobics Offered At Westboro

Don't leave for home without exercising first. Aerobics classes are offered on-site for employees through the Data General Fitness Club. New members may sign-up for the fourth aerobics session on Monday, February 17 or Tuesday, February 18 at 5:15 p.m. in Westboro's main cafeteria.

Dancin' Aerobics and Free Style Aerobics are offered twice a week in the main cafeteria at 5:30 p.m., for a 10-week period. Dancin' Aerobics classes will take place every Monday and Wednesday starting on Wednesday, February 19. The Free Style Aerobics session will be held every Tuesday and Thursday, beginning on Thursday, February 20. All classes are taught by qualified exercise instructors from the Greater Worcester YMCA.

The cost is \$25 per class for the 10-week program. All new comers MUST attend one of the sign-up sessions to enroll. Repeat attendees need only fill out the form below and mail to Carol Brestovan at Mail Stop B135 in Westboro along with a check. All payments must be made in check, made payable to the DATA GENERAL FITNESS CLUB.

Data General Fitness Club (...for repeat attendees only.)
Name: _____
Badge#: _____ Extension _____
Dancin' Aerobics (M/W at 5:30 p.m.) - \$25 _____
Free Style Aerobics (T/TH at 5:30 p.m.) - \$25 _____
Total Enclosed _____
Mail check made payable to the Data General Fitness Club to Carol Brestovan at Mail Stop B135 in Westboro.

MARKETPLACE

CARPOOL

Carpool, Existing carpool needs rider, Brighton/Newton/Watertown/Brookline to Webo, 8:30-5, Nancy x3967.

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

LOST & FOUND

Found, White heart pendant earring, brwn leather chg purse, watch, sunglasses in brwn "A/O SUNVOGUE" case, may be claimed at site security office, C111.

FOR RENT

Apartment, 5 rm, wash/dry hk-up, sunpch, parking, security req, \$595/mo, 234-6972 (Whitinsville).

Storage, Clean, dry, secure storage for furniture, \$30/mo, 234-3103 (Whitinsville).

A-Frame, 20 min to major ski areas in New Hampshire, \$200/wkend, \$500/wk, 478-4963 (Milford).

House, on lake, 3 bdrm, min to Rt 495 & Mass Pike, wash/dry, \$900/mo, 435-4486 (Hopkinton).

Furnished Room, Grafton center, \$60/wk, incl everything, 366-4506 (Westboro).

Apartment, 2 bdrm, lvg rm, kitch, prvt yard, 481-0109 (Marlboro).

Cape Cod House, 3 bdrm ranch, near Seagull Beach, West Yarmouth, \$600/wk, 529-3434 (Upton).

Apartment, 5 rms, stove & refrig incl, \$450/mo + util, 478-4325 (Milford).

Room, in priv home on Lake Quinsig, recently renovated, share kitch & lvgng rm, 798-8216 (Shrewsbury).

Apartment, 3 bdrm, hdwd flrs, dshwshr, disposal, wash/dry, garage, 5 min to Webo, \$825 + util, 481-0294 (Marlboro).

Apartment, 2 bdrm, hdwd flrs, dshwr, dspsl, wash/dry, garage, 5 min to Webo, \$750 + util, 481-0294 (Marlboro).

White Mountains Chalet, 3 bdrm, 2 baths, frnshd, \$275/wk, \$150/wkd, 528-2028 (Franklin).

WANTED

Roommate, to share 3 bdrm duplex, 15 min to Webo, wash/dry, \$235/mo + util, 626-0022 (Framingham).

Roommate, to share 2 bdrm apt, 15 min to DG, pool, tennis, \$325/mo incl heat, 485-1339 (Marlboro).

Roommate, to share Cape, wash/dry, yard, parking, \$225/mo + 1/2 util, 881-2487 (Ashland).

Greenhouse Space, near Westboro, must be heated, 473-8618 (Hopedale).

Roommate, to share house in Uxbridge, w/w carpet, full appli, garage, deck, \$300 + 1/2 util, 897-6210/278-3701 (Maynard/Uxbridge).

Roommate, to share 2 bdrm twnsh, wash/dry, pool, tennis, \$425/mo, incl util, 877-9501 (Framingham).

Bagpipes, gd cond, 757-3364 (Worcester).

FOR SALE

Hawaii Trip, 5 days/4 nights, for 2 incl, round trip air/Maui Marriott Resort, 2/12-2/17, \$1100, 651-3788 (Natick).

Condominium, 2 bdrm, appl kitch, balcony, near MBTA, \$129,000, (Watertown).

Items, Hopedale cable TV box, \$10; Olympic exterior stain, \$6 gal, 529-3434 (Upton).

Scriptomatic, #28 label maker, \$100/BO, 838-2274 (Berlin).

Ski boots, Nordica, size 10, \$120, 935-2298 (Woburn).

Items, Toshiba microwave, 4 yrs old, BO; generator, 5000 watt, 110/30 amp, 220/20 amp, BO, 435-6496 (Hopkinton).

Commodore 64, software/hardware, IBM supplies/software, call for list, 842-7145 (Shrewsbury).

Portable Organ, Farfisa Matador, incl stand, case, \$150, 842-4333 (Shrewsbury).

Electric Typewriter, 8 yrs old, \$50, 277-6467 (Brookline).

Condominium, 3 bdrm, 2 1/2 baths, garage, many extras, \$146,900, 881-2692 (Ashland).

Admiral 19" Color TV, w/stand, \$100/BO, 839-6471 (Grafton).

Polaroid Camera, 1 step 600, never used, \$25, 529-4277 (Upton).

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

Furniture, Colonial print sofa & chair, \$500, 881-1215 (Ashland).

Items, 2 motorcycle helmets, Bell Stal LTD, full face, size 7 5/8, \$75; Aries, full face, size med, \$30; 2 baseball gloves, 1 adult, \$15, 1 child, \$8; motorcycle lock, 5 ft long, \$30, 791-5725 (Worcester).

Items, sm Sears air cond, used twice, \$100; full size maple headboard & footboard, \$25; twin size headboard & footboard, \$15, 478-0011 (Milford).

Lab Puppies, black, AKC Canadian/American field line, top breed, 862-4630 (Lexington).

Racquet Club Membership, Wayside Racquet Club, \$225, 481-1658 (Marlboro).

Condominium, 2 bdrm, applncd, pool, \$80s, 366-6143 (Westboro).

Bicycle Trainer, ECLIPSE Vortex wind trainer, \$75, 393-7304 (Northboro).

Pro-sound Equipment, Carver PM-1.9 st pwr amp, \$750; QSC 1400 st pwr amp, \$400; Rane AC23 5-way act x-over, \$425; Ashley comp/limiter, \$175; or EAW BH-800 18" loaded subwoofers, \$1000, 485-8404 (Marlboro).

2 Condominiums, dshwsh, disposal, wash/dry, hdwd flrs, garage, 6 rm unit \$115,000; 7 rm unit \$120,000, 481-0294 (Marlboro).

7 Room Cape, 2 1/2 baths, 15 min to Webo, 3 finished rms in basement, 473-7842 (Milford).

AUTOS

'70 Monte Carlo, 66K mi, PS/PB, pwr windows, AC, \$1600/BO, 792-2787 (Worcester).

'76 Oldsmobile Cutlass Supreme, wagon, V8 auto, AC, PS/PB, cass, 92K mi, \$1200/BO, 755-2233 (Worcester).

'78 Chevrolet Chevelle, std, needs work, \$500/BO, 838-2274 (Berlin).

'78 Toyota Celica GT Liftback, AM/FM, 5 spd, AC, \$2500, 769-4576 (Norwood).

'78 BMW 733i, Recent tires, Blaupunkt stereo, \$7000/BO, 731-4855 (Allston).

'79 Datsun, 2 dr, std, 90K mi, \$1200/BO, 473-8839 (Milford).

'80 Kawasaki 305, elec start, 3K mi, needs work, \$500/BO, 234-3594 (Whitinsville).

'81 Toyota Corolla, 1.8 lt, 2 dr, 5 spd, 57K mi, \$3600, 877-9903 (Framingham).

'81 Plymouth Horizon, 4 dr, hatch, 4 spd, AM/FM, 59K mi, \$1995, 877-3428 (Framingham).

'82 Pontiac J 2000, 4 dr, AC, auto, 4 new tires, \$4300, 891-9427 (Waltham).

'83 Monte Carlo, Landau rf, AC, PS/PB, AM/FM, 48K mi, \$7300/BO, 791-8467 (Worcester).

'83 Pontiac Firebird, 6 cyl, 2K mi, auto, AM/FM/cass, anti-burglar device, \$7000, 752-6023 (Worcester).

'84 BMW, 318i, 19K mi, loaded, \$13,900/BO, 366-0478 (Westboro).

'84 Camaro, w/F41 suspension, 30K mi, 5 spd, AM/FM/cass, t-roof, rally whls, \$7800/BO, 485-2317 (Marlboro).

'84 Ford Ranger, 4 cyl, 4 spd, w/cap, 36K mi, \$6000/BO, 528-9611 (Franklin).

'84 Saab Turbo, 5 spd, snrf, loaded, new tires, 235-5668 (Wellesley).

'84 Ford Ranger Pickup, 4 cyl, 5 spd overdr, AM/FM, sliding window, 7K mi, \$5500, 393-3371 (Northboro).

'84 Toyota SR5, 4x4, dark gray metallic, loaded, 28K mi, 839-4031 (Grafton).

'85 Subaru Brat, 4 wh dr, 70K mi, extras, 842-6156 (Shrewsbury).

'85 Porsche 944, 263-2983 (Acton).

'85 Camaro Z-28, auto w/over dr, custom cloth int, rear defrost, low mi, \$12,500/BO, 845-6803 (Shrewsbury).

MINI NEWS

All ads must be submitted in writing and include employee's name, home phone and extension number. Ads will be stamped with the time and date as they are received and will run on a first come basis. Send ads to Laureen Sasseville, MS A-235 or CEO SASSEVILLE L:MSIS03