

# Mini News

## News For The Employees of Data General

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October 24, 1986

### Conference Promotes Communication



*Distribution Division Vice President Cliff Bream (left) and NASD Vice President Frank Keaney (right) present a Silver Club award to Gary Reif of S.A. Levitz. During the recent System Supplier Conference, Data General presented the award to 11 firms which have served as value added resellers for ten or more years. S.A. Levitz sells computers to customers in the retail furniture industry.*

Nearly 80 Data General value-added reseller (VAR) companies participated in three days of seminars and workshops during the eighth annual Worldwide System Supplier Conference held recently in Atlanta. It was conducted in order to help VARs better understand Data General's business directions so they may enhance their operations.

The conference gave VARs from throughout the U.S., Canada, Italy, the Netherlands, England, Australia and Nigeria an opportunity to learn about Data General's marketing and product strategies, information they need to help them run their operations more effectively. Attendees also participated in one-on-one consultations with Data General advertising, public relations and training experts so that they could tailor similar programs within their own firms to better market and sell Data General computer equipment.

Cliff Bream, vice president of the Distribution Division, opened the conference by stating that it promised "to be the best Conference yet." And the consensus of the attendees was that his promise was fulfilled - it was the best conference yet.

Two-way communication played a large and vital part in this year's conference as Cliff exemplified in his remarks to VARs. "We need to better understand and implement programs which directly address the real issues which you face both in doing business with Data General and doing business with your customers. And we will. It is one of my goals that while we may not have all the answers by the end of the conference, we will, at the very least, have made great strides toward understanding your needs and translating those needs into our goals."

Business Group Marketing Vice President Dave Lyons addressed the audience on the importance of the reseller channel in Data General's overall marketing strategy. "We consider you - our value added resellers - to be strategic partners in reaching our goal of becoming one of the top suppliers of total solutions," he said. "The reseller channel represents nearly 50 percent of Data General's business. We expect that to continue through 1990. You'd better believe - from the top down -- that we're committed to the channel that delivers half our business."

Industry Marketing Vice President Don McDougall then shared Data General's plans to further develop its focus on industry marketing. "With some markets - we're focusing on solutions, and in other markets - we're focusing on awareness," he said. "With this industry marketing focus, Data General, our system suppliers, VARs, and ultimately the end user, will have the competitive advantage."

During the conference, Cliff introduced the VAR Awards program. Beginning this year, the 'Silver Club Award' will be presented to a special VARs -- those who have been a part of Data General for 10 years or more. Frank Keaney, vice president of the North American Sales Division, then presented awards to representatives from the following companies: Aid In Management, American Airlines/Agency Datasystems, Carolina Cipher, Distribution Management Corporation, Compusource, Genuine Parts, Integrated Computer, Ranac, S.A. Levitz, STS Systems, Ltd. and World Computers.

At the wrap-up session, Frank addressed the issues and concerns expressed by Data General's VARs and what the company is doing to resolve them as well as improve the relationship with those VARs.

## An Award Winner



The DATA GENERAL/One computer last week was recognized by PC World magazine as the best laptop system available in the computer industry. The system received the honor following the magazine's poll of its readers. During a ceremony at the Computer Museum in Boston, Publisher Bartlett Rhodes (second from left) presents the 1986 World Class trophy to DATA GENERAL/One Product Manager Barbara Nolan. Looking on (from the left) are employees who were involved with the design and marketing of the portable computer: Roland Archer, Data Management and Microsystems manager at Data General-RTP; Bob Johnson, Systems Software product leader; Ron Pipe, Japanese Business Development (JBD) Engineering manager; Ron Lincoln, acting director for JBD; Ken Whitaker, Microsystems Development section manager at RTP; and Ed Fortini, Mechanical and Industrial Design manager.

## Health Services To Offer Diabetes Screening Program

November has been designated as national diabetes month. During this time, the Westboro Health Services department will provide diabetes screening for employees. Data General-Westboro employees are invited to make an appointment to have their blood glucose level tested.

An estimated six percent of the U.S. population (about one in every 16 people) has diabetes. Half of these people are not even aware that they have this condition. While diabetes and its complications are a leading cause of death in the U.S., individuals can treat the disease or reduce their risks of developing diabetes.

A simple diagnostic test for diabetes - the blood glucose test - will indicate whether you should see your physician for further consultation or treatment. The Health Services department also will be able to provide a referral, if needed.

For more information or to set up an appointment, contact Laura Benedetto, Human Resources Medical assistant at extension 4544 in Westboro.

## People

### In Human Resources...

**Kathi Dierks-Rancer** has been named Human Resources manager for Corporate Manufacturing at Westboro, reporting to Tom Gately, director of Human Resources for North American Manufacturing. Kathi succeeds Paul Martineau who recently became Human Resources manager at Southboro.

Most recently, Kathi was Employee Relations section manager at Southboro. Prior to that, she was a Management and Organizational Development (MOD) section manager for Southboro; an MOD section manager for Northeast Manufacturing; and an MOD specialist in Corporate Manufacturing. Kathi joined Data General in 1983 from B.F. Goodrich where she was an organizational research analyst specializing in corporate attitude surveys. Before that, she was an assistant professor at Kent State University.

Kathi holds BA, MA and PhD degrees in communications from Bowling Green State University.

**Charlie Waite** has been named manager of Corporate College Relations, reporting to Eric Giskes, director of Employment and Executive Search. Corporate College Relations is responsible for ensuring that both current and future college hiring goals are met.

Charlie joined Data General in 1977. He held management positions in Plant Quality Assurance at Westboro until being named manager of Quality Control at Westbrook in 1979. He returned to Westboro in 1983 as manager of Manufacturing and Field Support in Corporate Quality Assurance. He holds a bachelor's degree in electrical engineering from Northeastern University and a master's degree in engineering from Rochester Institute of Technology.

Reporting to Charlie will be **Adele Shapiro**, College Recruiting coordinator; **Kathy O'Day**, the newly-appointed College Applicant Tracking System (CATS) coordinator; and **Sally Radziewicz**, a newly-named College Relations representative.

Kathi joined Data General in 1981 and most recently was a senior Human Resources assistant. Prior to Data General, she was with Personnel Data Systems, Temp Force and Morgan Memorial/Goodwill Industries. Kathi holds an associate's degree in business management from Fisher Junior College.

Sally will be joining College Relations from Corporate Benefits, where she has been a Benefits analyst responsible for the communication of Data General's benefit programs. Sally has been with Data General since 1981.

### In SDD...

**Dave Dubois**, **Barbara Dolloff** and **Suzanne Connolly** have joined the Corporate Systems Support group.

Dave is a software engineer II, reporting to CEO Group Leader Leevi Raasina. Dave is responsible for supporting CEO comprehensive electronic office software. He had worked in DS&C for two years, supporting S/VS, CEO and XODIAC. Prior to coming to Data General, Dave worked at the University of Rhode Island (URI) Oceanographic Research Institute. He holds a bachelor's degree from URI in computer science and math.

Barbara is a software engineer I, reporting to Commercial Software Section Manager Maureen Bulger. Barbara is responsible for reviewing enhancements to Data General's business graphics software. She recently graduated from the University of Wisconsin in Madison where she majored in computer science, psychology and social welfare.

Suzanne is a software engineer I, reporting to CEO-Related Products Section Manager Madeleine Andrews. Suzanne supports CEO Decision Base software. She recently graduated from Brown University where she received a bachelor's degree in computer science.

## PRIDE Leader Training Next Month

A PRIDE Leader training course will be held from November 3 through November 7. Although enrollment priority is given to those interested in leading a PRIDE Circle, the training is open to all Westboro employees as space permits.

The five-day training will focus on PRIDE problem-solving techniques including brainstorming, cause and effect analysis, Pareto analysis, and data collection and analysis. Other topics which will be addressed are: group dynamics, communications, leadership and motivation.

Interested employees are encouraged to contact John Thompson at extension 4929 or Anita Cederholm at extension 4886 in Westboro to enroll in the course.

## Activities

### Catch The Celtics

The Activities Committee is sponsoring a trip to see the Boston Celtics play the "All New" Philadelphia 76'ers. The trip includes tickets to the game (at the Spectrum in Philadelphia), roundtrip motorcoach transportation to Philadelphia, one-night accommodations at The Dunfey Hotel (features three swimming pools, a whirlpool, disco, etc.), a full-course dinner Saturday evening, and a buffet breakfast in the hotel restaurant. Prices per person are \$162 for a single room, \$139 for a double, \$129 for a triple, and \$126 for quad occupancy. The trip leaves the Westboro parking lot on Saturday, April 4 and returns on Sunday, April 5. Seating is limited. Reserve early. Checks should be made payable to the Data General Activities Committee and sent to CELTICS at Mail Stop 6-5 in Southboro. Employees who have questions about the trip can direct their queries to Activities on CEO host TITAN.

## Golfers Elect Officers

Dick Schwartz has been named president of the Data General Golf League for the 1987 season. Dick was elected to the position during the organization's 1986 season wrap-up banquet held recently. Other employees selected to head up the league are:

Frank Stokes	Vice President
Fred Mueller	Secretary
Elwin Elliott	Treasurer
Bert Chambless	Handicapper
Bill Fleming	Tournament Committee
Jeff Lynch	

In addition, the top teams in the league's two divisions were presented awards during the year-end meeting. Receiving winners' trophies were:

First place—	A-Flight—Mike Duggan/Jim Gradilone
Second place—	A-Flight—Randy Frost/Dick Schwartz
First place—	B-Flight—Fred Mueller/Phil St. Marie
Second place—	B-Flight—Roland Gauthier/Rick Kozlowski

## Sign Up For Exercise

The Data General Fitness Club continues its on-site exercise program with a sign-up for the next aerobics session. New members may sign up on the first day before the start of either of the following classes.

**Dancin' Aerobics** and **Free Style Aerobics** are offered twice-a-week in the main cafeteria in Westboro at 5:30 p.m. for an eight-week period. Dancin' Aerobics classes will take place every Monday and Wednesday starting Monday, November 3. The Free Style Aerobics session will be held every Tuesday and Thursday beginning on Tuesday, November 4. All classes are taught by qualified exercise instructors from the Greater Worcester YMCA.

The cost is \$20 per person for the eight-week program. Repeat attendees need only fill out the form below and mail it to Carol Brestovan at Mail Stop B-135 in Westboro along with a check. All payments must be 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.) - \$20 \_\_\_\_\_

Free Style Aerobics  
(T/TH at 5:30 p.m.) - \$20 \_\_\_\_\_

Total Enclosed \_\_\_\_\_

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

## MARKETPLACE

### CARPOOL

**Carpool**, looking to join existing or form new carpool, Brookline to Webo/Sobo, flex, Katz, x7093.

**Carpool**, riders needed for existing carpool, Brighton/Watertown/Newton to Webo, 8:30 to 5, Nancy, x3967.

### FOR RENT

**Apartment**, 3 rm, appl, AC, parking, no pets, no util, 754-5926 (Worcester).

**Condominium**, 2 bdrm, garage, appl, 10 min to Webo, \$800/mo + util, 568-0812 (Hudson).

**House**, 4-5 bdrm, 2-3 baths, garage, 5 min to Webo, 393-9832 (Northboro).

**Chalet**, White Mt, 3 bdrm, 2 baths, frpl, incl util, \$300/wk, \$175 wknd, 696-6065 (Milton).

**Condominium**, 1 bdrm, appl, near Rts 495 & 2, pool, no pets, \$650/mo, 486-4998 (Boxboro).

**Ski House**, Killington, VT, slips 8, appl, cable, plowing, \$4200/Nov 1 to May 1, 464-2714 (Princeton).

### WANTED

**Roommate**, to share 2 bdrm condominium, female, exercise rm, \$287/mo + 1/2 util, 797-3543 (Worcester).

**Skiers**, to share large contemporary 3 bdrm house, jacuzzi, near Killington, 267-6695 (Boston).

**Oil Drum**, 275 gal, 234-3931 (Whitinsville).

**Roommate**, to share 2 bdrm apt, Natick Green, female, non-smoker, \$365/mo + util, 653-5350 (Natick).

**Roommate**, to share 2 bdrm apt, female, non-smoker, \$300/mo + util, 366-2583 (Westboro).

**Roommate**, to share house, appl, deck, parking, \$300/mo + 1/2 util, 897-6210 (Acton).

### FOR SALE

**Furniture**, leather reclining chair, rust, \$75; fur lounge w/hassock, \$125, 478-0010 (Milford).

**Tires**, E7814 snowtire; 2 165 SR 15 Dunlop SP4 radials, BO, 368-1958 (Clinton).

**Wood Stove**, Russo glass-view, side-loading, thermostat/blower, 30"x 24"x 26", 4' heat shield incl, \$800, 435-5166 (Hopkinton).

**Up-Right Freezer**, 16 sq. ft, lock/key, \$700, 839-9562 (Grafton).

**Metal Bed Frame**, twin, \$20, 266-0079 (Westboro).

**Furniture**, Scandi Line sofa & chair, Haitian cotton/off-white, teak base, \$350, 568-0960 (Hudson).

**Items**, 19" Magnavox color TV, \$50; Panasonic 8 track/tapes, \$30; Smith Corona Manual typewriter, \$50; 753-8932 (Worcester).

**Piano**, Baldwin Hamilton studio upright, pecan case, 2 1/2 yrs old, \$2300, 264-9043 (Boxboro).

**Caloric Double Gas Oven**, self-clean, 30", brown, fan incl, \$95/BO, 875-3389 (Framingham).

**House**, 3-4 bdrm, ranch, porch, 1/2 acre, \$154,900, 485-1304 (Marlboro).

**Town House**, 15 min to Webo, garage, frpl, 2 bdrm, 1 1/2 baths, loft w/skylights, wet bar, \$129,900 (Worcester).

**Printer**, model # 4434, 160 CPS, dot-matrix, friction/form feed, 924-0481 (Watertown).

**Condominium**, 3 bdrm, appl, laundry, balcony, AC, parking, maint fee \$50/mo, \$74,900, (401)766-7545 (Woonsocket, RI).

**Sofa/Love Seat**, green/white, traditional, \$400/both, 877-8610 (Framingham).

**House**, 7 rm, 1 1/2 baths, garage, deck, 3/4 acre, \$179,900, 881-2738 (Ashland).

**House**, 5 rm ranch, garage, porch, full basement, \$133,900, 485-1423 (Marlboro).

**Items**, men's leather jacket, sz 38, \$60; women's fox coat, \$400, sz small, 883-6007 (Blackstone).

**Black Labrador Retriever Puppies**, 8 wks old, \$125, 473-7132 (Mendon).

**Barstools**, chair style, 4, 562-3242 (Hudson).

**Suzuki 4 Wheelers**, '85 & '86, tilt trailer, 852-1975 (Worcester).

**Items**, 8 ft North Lander aluminum truck cap, \$100; coffee table, \$75, 883-3245 (Blackstone).

**Electric Snow Blower**, \$50, 966-0316 (Bellingham).

**Items**, Kelvinator refrig, \$85; student desk, \$15; 529-3925 (West Upton).

**Piano**, Hawaii studio upright, black, brand new, \$2500, 444-9505 (Needham).

**Items**, Vivitar 200mm lens, auto telephoto, 35 SLR camera, bayonet mount, \$75; Vivitar 28mm wide angle lens, bayonet mount, \$50; metal 6-drawer desk, BO; folk guitar "Harmony" by Stella, 6-string, w/case, BO; snow tires, 15" mounted on rims, BO; coal burning stove, incl 5 bags coal, BO, 839-6961 (Grafton).

### AUTOS

**'68 Dodge Dart GT**, 2 dr, vinyl hardtop, buckets, AC, PS, needs body work, \$600, 870-0577 (Westboro).

**'72 Volkswagen Passenger Van**, no rust, new muffler, 130K mi, \$450/BO, 375-4156 (Millis).

**'73 Ford Pickup Truck**, manual, \$450, 234-2244 (Northbridge).

**'74 Dodge Dart**, slant 6, \$500/BO, 877-9030 (Framingham).

**'74 Volkswagen Beetle**, 86K mi, AM/FM, BO, 842-8845 (Shrewsbury).

**'74 Plymouth Trail Duster**, 4 wh dr, \$750, 799-2662 (Worcester).

**'75 Ford Granada**, 302V8, 100K mi, snow tires, \$295, 842-0049 (Shrewsbury).

**'76 Plymouth Volare Station Wagon**, \$700, 393-8133 (Northboro).

**'77 Saab 99GL**, 4 dr, 4 spd, 103K mi, new exhaust, \$2800, 528-9769 (Norfolk).

**'77 Volkswagen Scirocco**, 120K mi, solid mechanically, 30 mpg, \$1100, 623-6967 (Somerville).

**'78 Toyota Celica**, new paint, red, no rust, new exhaust/hoses/radiator, \$2200/BO, 435-4327 (Hopkinton).

**'78 Chevrolet Camaro**, auto, radials, AM/FM, \$1600/BO, 568-8818 (Hudson).

**'79 Volkswagen Bus**, 7 passenger, 94K mi, \$2000, 528-9769 (Norfolk).

**'79 Chevrolet Monza**, V6, auto, AM/FM, new tires/muffler, rear defrost, 78K mi, \$1500/BO, 883-9673 (Bellingham).

**'79 Volkswagen Rabbit**, 2 dr, fuel injection, \$1495, 842-6767 (Shrewsbury).

**'79 Buick Regal**, V6 cyl, auto, new transmission, 234-2294 (Northbridge).

**'80 Lincoln Continental Mark VI**, loaded, \$5800, 842-6767 (Shrewsbury).

**'80 Buick Skylark**, new battery/motor ('82 Citation), \$1750/BO, 867-7115 (W.Brookfield).

**'81 Ford Fairmont**, 6 cyl, auto, AM/FM, \$2500, 234-2294 (Northbridge).

**'81 Oldsmobile Cutlass Supreme**, AC, Calair package, 58K mi, \$4200/BO, 795-1054 (Worcester).

**'81 Pontiac Catalina**, 4 dr, 8 cly, 60K mi, AC, cruise, \$2500, 799-2232 (Shrewsbury).

**'82 BMW**, 5 spd, loaded, 40K mi, BO, 568-8818 (Hudson).

**'82 Chevrolet Chevette**, 2 dr, 4 spd, 50K mi, AM/FM, \$2100/BO, 839-6961 (Grafton).

**'82 RX7GSL**, gold, loaded, 90K mi, \$7495, 883-1486 (Blackstone).

**'83 Mazda GLC Sport**, 4 dr, loaded, 60K mi, \$4250/BO, 883-1645 (Blackstone).

**'84 Datsun 200 SX**, 23K mi, AM/FM, AC, Chapman, auto, \$7100, 391-1644 (Medford).

**'84 Audi 4000s LTD Edition**, silver, loaded, 60K mi, Blaup cass, (603) 778-8713 (Stratham, NH).

**'84 Mazda RX7 GS**, silver/maroon, 5 spd, 48K mi, AM/FM, \$9200/BO, 528-9947 (Franklin).

**'85 Celica Hatchback**, blk, auto, 25K mi, Clarion sound sys, loaded, \$12,500, (603) 778-8713 (Stratham, NH).

**'85 Nissan 200SX**, light pewter, 5 spd, 15K mi, Chapman, \$7900, 872-0471 (Framingham).

**'86 Pontiac Fiero SE**, 6 cyl, lock/ID numbers, loaded, 12K mi, \$13,900 (413) 245-9400 (Holland).

### HOURS

**Westboro Cafeteria**, full breakfast, 6:30 a.m. - 10:00 a.m.; lunch, 11:30 a.m. - 1:30 p.m.;

open from 6:30 a.m. - 3:00 p.m. for beverage.

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

**Pumpnickel's Deli**, Coffee & pastries, 6:30 a.m. - 7:30 p.m.; full breakfast, 6:30 a.m. - 10 a.m.;

deli lunch, 11 a.m. - 2 p.m.; Take-out, 3 p.m. - 6:30 p.m.; dinner, 5 p.m. - 7:30 p.m.

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

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

### 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