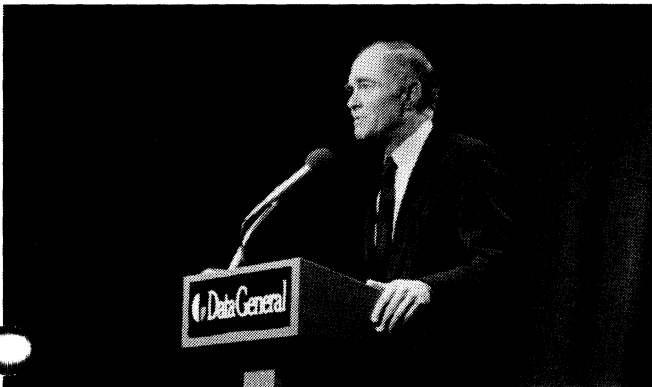# Mini News

News For The Employees of Data General

January 30, 1987

Data General Devoted To Winning Business

Data General is "devoting its full attention to winning business in a tough competitive market, and will do so this year."

That is the message President Ed de Castro delivered to 1600 employees gathered at a meeting Tuesday at 3400 Computer Drive. The same message was delivered to stockholders and investment analysts who attended the company's Annual Meeting held the following day.

Ed's Annual Meeting preview before employees on Tuesday came before he turned over the microphone to Data General Vice President/Nippon•Data General President Hishashi Tomino. Tomino-sans remarks on how Data General employees should prepare for future successes follow this story.

While Ed stressed that the company has strengthened itself over the past year, he sees no evidence of an improvement in the market for computer products. "Projections of U.S. capital spending for this year are roughly flat," Ed said. "Data General's own orders have also been basically flat. While our European business has shown modest improvement, the rest of our business has been quite weak."

"Our third generation ECLIPSE MV systems have ʻeived increasing acceptance in the market," noted ʻ. "The ECLIPSE MV/15000 computer, announced last month, has received solid early acceptance, mostly from existing accounts. Our CEO comprehensive electronic office software business continues to grow. But most other areas are weak."

During his address, however, Ed pointed out that the company has been readying itself to handle increased business when the computer industry slump comes to an end.

"We are increasing our marketing and Sales efforts in order to exploit more effectively our product leadership, and we are investing in increased development efforts to stay ahead. But, we are still very cautious about the year ahead.

General Market Demand

"Demand probably bottomed out sometime in 1985. While there have been a few seasonal swings and a little help from product cycle surges since then, general market demand has shown little fundamental improvement."

Ed believes it will take three to six months of "fairly consistent acceleration in orders and shipments for this industry to show real evidence of demand strength."

The prolonged slowdown also has been affecting Data General's service revenues, which track shipment changes several quarters later. This side of the company's business has been slowing sequentially this past year, and may show no growth in 1987.

Positive Outlook

Ed closed his talk by stating that the company's outlook is a bright one. "We will be benefitting from product cycle economics this year. The third generation ECLIPSE MV systems have improved margins and are selling well. They amount to about one-third of our December equipment sales. As the mix of products shifts toward new systems, the gross margins should show some improvement. How much they improve will be a function of increased volumes and competitive actions."

There was evidence of this in Data General's fourth quarter of fiscal 1986 and first quarter of fiscal 1987. An $8 million increase in equipment sales in the fourth quarter helped produce operating income of $12.6 million. A decline of $17 million in equipment sales in December helped reduce operating income to $7.5 million.

"What is surprising," said Ed, "is not that income declined, but that it declined so little under the circumstances. I believe that this is a tribute to the abilities of employees and managers to control costs and manage resources under difficult circumstances."

While Data General has been strengthening its Sales force, the company also is noticing new sales opportunities "that were not avaiable to us a year ago. We believe the increased staffing will help us win business we may have missed in the past."

Ed closed his address by stating that "longer term, I expect Data General operating margins to return to higher levels, although progress will be slow this year. But the market for computer systems inherently responds to improved value, just as most markets do long-term. With a strengthening product cycle and improved sales and marketing executi on, we look forward to growing revenues and profitability.

"Shorter term, we will continue on the course we have set fc ourselves. We are essentially running a break-even operation at current volumes. We do not believe, however, that further cost reductions in our operations or people are warranted."

A Look At Business In Japan

Ed de Castro and Hisashi Tomino.

Hisashi Tomino, a Data General vice president and president of the company's Japanese subsidiary, Nippon•Data General, told employees that they should learn from slowdowns in business so that "they can grow stronger and tougher." Hisashi's remarks came during Tuesday's meeting at 3400 Computer Drive.

Hisashi told employees that over the past couple of years, Japanese companies have become less competitive in world markets, due to the strengthening of the yen. As a result, most Japanese companies are now experiencing slowdowns in sales growth and have been forced to reduce costs, similar to the situation many U.S. firms are facing today.

He told employees that the world economy, and the world computer industry, has changed. "It will never be the way it was in the 1970s or early 1980s," Hisashi stated. "But, we have learned some lessons in Japan that we are now trying to apply:

• There is no special technique or approach to stay out of a slump;

• We should not fear a slump. We should exploit it, learn from it, and become stronger;

• A slump can give a spring-board effect for future growth. Slumps provide enterprises with a major opportunity to prepare for future growth;

• Enterprises must react promptly and properly with strategic approaches with the conviction of the entire organization that; 'We are all in the same boat;'

• To react promptly, we must agree among ourselves on a common perception about the crisis; and

• If the company can increase its sensitivity while experiencing difficult times, it can grow stronger and tougher because of that slump."

Slump Periods

According to Hisashi, the Japanese companies which have grown vigorously over the long-term suffered many more slowdowns or slumps than those which experienced slow growth. "It is interesting to note that among the top 50 of these fast-growing companies, 18 of them experienced slump years." Hishashi then pointed out that the strongest-growing companies doubled their revenues in 10 years even while having two to four slumps.

"This would indicate that Japanese industry looks upon the successful growth of companies over much longer terms than is usually done in the United States where companies are measured in much shorter terms, such as by quarter or year.

"We conclude in Japan that it is difficult to keep linear growth for any company over the long term. Enterprises cannot help experienceing slumps, and growing enterprises, unfortunately, experience slump years time after time.

"We also conclude that it is difficult for most organizations to change when things are going well. When the environment changes, competition changes very rapidly these days, especially in our industry."

Hisashi then stated that if they expect to continue growing, companies need to change in order to fit their operating environment. "However, it is difficult to change unless we face difficulty periods. It is similar to individual or team sports. We change and grow through difficulties. Athletes in the U.S. say: 'No pain -- no gain.'"

A Matter Of Cycles

Following his address at Tuesday's meeting with employees at the company's facility at 3400 Computer Drive, President Ed de Castro provided answers to several questions posed to him. These questions ranged from Manufacturing capacities to engineering exchange programs with Nippon•Data General.

One question asked of Ed dealt with the satisfact of employees working in Westboro. The following is Ed's response, edited for clarity:
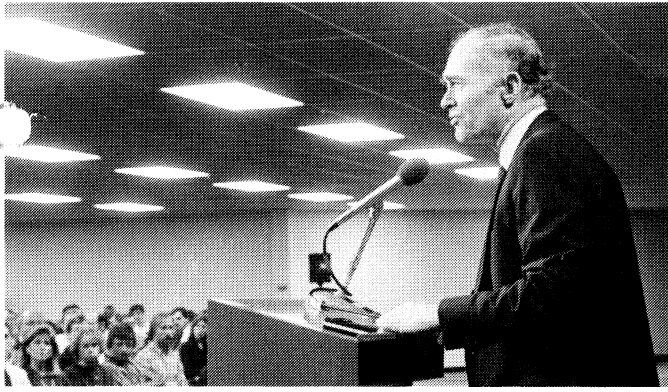
One of the fundamental problems is that people just plain like to work for companies that are growing and doing well. It feels good to go home and tell your friends that the company I work for just closed this big order, revenues were up 20 percent, or whatever.

In times like this, when business is tough, we really just have to dig in.

It's psychologically difficult, though. It's difficult for me. Every place I go, financial analysts are asking about our profits and why they are not higher. I've got to tell them that I don't care whether our profits are higher or not. We are making investments in research and development and sales for the long-term to make sure that we've got the company positioned to compete in the long-term.

Somehow, I don't feel as good as if they were saying 'Gee, wasn't that a terrific quarter you just had.'

I'm sure it is the same with you. I'd certainly be interested in any of your inputs or any of your ideas on how we turn the business around. I don't have any magic solutions. I know the computer industry is in a difficult position.

One of the things I do find as I visit various Data General locations is that the morale outside of Westboro is much much higher than it is here. It is very encouraging to go to a field Sales office where morale is very high, and Sales representatives are working hard. Business may be 'lousy,' but their morale is high. The same is true in Europe and Japan.

I believe the reason for the morale issue in Westboro relates very much to two fundamental dynamics of the computer industry.

The first one is that business is 'lousy.' We know that growth is slow. We've looked at the Commerce Department indicators. We've looked at IBM's results. We've looked at virtually every other company in the industry to find out that business as a whole is poor.

A second thing, and a little bit more subtle, is that customers are changing their tastes in the way they want to do data processing, and the types of equipment they want to buy. Customers are moving away from mainframes and to distributed data processing. This doesn't mean everyone is abandoning their mainframes, because mainframes have a continued use in the applications world.

But more and more, people are going away from mainframes toward distributed solutions. Distributed solutions are what we sell. We have to ask ourselves,

'Why is it that despite this trend, we are not doing well?' That is bothering a lot of employees.

And I think we have to ask ourselves why it is that Digital Equipment is doing well, when for all intents and purposes the market they serve and the products they have are probably more similar to our's than any other company in the industry.

Let me tell you why that is happening. There is phenomenon that has been a part of this industry for as long as I can remember, and it goes in cycles. We go through cycles when people are euphoric, when things are going well, when we expect things to continue going well, and no one is worried about much of anything, except whether or not they can get delivery of their products on time. And during those cycles, purchasers tend to look for vendors who give them best value for their money. They buy the best product at the most attractive price.

The cycles change and people get into down cycles. They get into cycles when business is poor. They then start to worry about the vendors. They wonder if that company they are buying from is really going to be around. Do they have the resources to support me, they ask.

And then they start to get paranoid. And during those cycles, they tend to become very averse to risk. And they then buy from the companies that are the largest factors in their industry.

When we have seen that cycle in the past, it has always been a pro-IBM cycle. People have gravitated away from all of the other vendors and gravitated toward IBM.

This time, we have a difference. Together with the customers' trend toward distributed data processing, IBM does not have the products they need. I believe that what those companies have done is move toward the safe buy, the largest company in the industry, the one they feel is the least risk for them. And that is Digital Equipment.

Now, if this all goes as it has in the past, when business begins to turn, when capital spending begins to go up, we are going to see a total change in that trend. People are again going to go for price and value.

During this time of good business, Digital Equipment has done a lot of interesting things.

Digital Equipment has very much alienated their VAR and OEM customers. In addition, their customers are beginning to think of them like IBM. 'They are big, they are beaurocratic, they are slow, and they are hard to do business with.'

They are the safe choice. I am convinced that we have to keep our product line as good as it is today, keep it moving forward, and continue to be able to offer customers superior price/performance. And by the way, all of the industry consultants will tell you that Data General's price/performance is the best in the computer industry, the best. As soon as we get past this downturn in the industry, when people are again looking for price/performance and are not worried about security issues, we are going to be able to take advantage of that upturn.

I believe that we have to hang in and keep working hard, keep making sure that we have products out there which are absolutely second to none, as they are today.

Data General Reports 1987 First Quarter Results

Data General last week reported income for its first quarter, which ended December 27, of $356,000, or $.01 per share, excluding a nonrecurring tax credit. Net income, including a $3.0 million, or $.11 per share, nonrecurring tax credit, was $3.3 million, or $.12 per share for the quarter, compared to $1.1 million, or $.04 per share, for the same period last year.

The nonrecurring tax credit resulted from the Tax Reform Act of 1986. The Act retroactively reinstated the tax credit for certain research and development activities and eliminated the investment tax credit.

Net income also reflected losses of $2.9 million, or $.10 per share, resulting from the company's equity in net losses of an unconsolidated affiliate.

Revenues for the first quarter were $313.3 million, compared with revenues of $293.7 million for the first quarter last year, an increase of 6.7 percent.

Operating income for the quarter, including the company's equity in the losses of an unconsolidated affiliate, was $4.6 million, or 1.5 percent of revenues, compared with $4.3 million, or 1.5 percent of revenues for the same period last year.

"Equipment revenues were down 7.4 percent from our previous quarter, which ended in September, 1986. This underscores the fact that we have yet to see any sign of improvement in industry-wide demand," says President Ed de Castro.

"However, we are continuing to take steps during this period to stimulate demand, including increased staffing of our field Sales and Systems Engineering organizations, stronger focus on high-growth market segments and a rapid pace of new product introductions.

"Our most recently-announced products, the ECLIPSE MV/15000 mid-range series of superminicomputers, have been well-received by our customers, who are particularly pleased with their superior price/performance and ease of upgrading from one model to another."

ECLIPSE MV/15000 Sold To HDS, Global Turnkey

Health Data Sciences Corporation (HDS) of California and Global Turnkey of New Jersey have purchased ECLIPSE MV/15000 systems worth a combined value of more than $2.2 million.

HDS is a leading supplier of automation solutions to the health-care industry. A Data General Authorized System Distributor, HDS has extensive installations across the United States and Canada. The company has purchased seven ECLIPSE MV/15000 Model 10 computers for use at customer installations with hospital information systems as well as for use at corporate headquarters for development purposes.

"We are very pleased to add the new ECLIPSE MV/15000 to our product line," says Ralph Korpman, president of HDS. "The unbeatable price/performance of these processors combined with the ease of upgrading makes it the perfect choice for our customers."

Global Turnkey is a value-added reseller that markets systems to the publishing industry for use in inventory and sales tracking. Clients include university presses such as Harvard and the Massachusetts Institute of Technology. Global Turnkey also supplies systems to building and electrical supply companies. It currently has more than 250 installations running on Data General processors. Global recently purchased six new ECLIPSE MV/15000 Model 8s.

"One of the things that appealed to us the most about the MV/15000 is the ability to add many terminals economically. Our customers can grow the size of their operation without having to invest a great deal of extra money," says Robert Bearden, Global Turnkey president. "We market our systems to a wide range of customers across the United States--a range that can be served in a very cost-effective way by the ECLIPSE/MV Models."

Data General introduced the ECLIPSE MV/15000 series last December.

Westboro

Join The Toastmasters

Newly-elected officers of the Data General Toastmasters group for 1987 are: (front row from left to right) Elaine Moore, treasurer; Janet Ruggles, president; Debbie Hixson, administrative vice president; Lydia Loche, educational vice president; (back row) Gary Richman, secretary and Mike Hoisington, sergeant at arms.

The Data General Toastmasters has elected Elaine Moore, Janet Ruggles, Debbie Hixson, Lydia Loche,

Gary Richman and Mike Hoisington as officers for the 1987 session.

The Toastmasters is an international organization that is devoted to helping people learn the art of effective eaking, listening and thinking.

Employees who participate in the program will be required to prepare a variety of speeches and speech experiences. In addition to presenting prepared speeches, Toastmasters will participate in Table Topics - an impromptu speaking exercise that will develop the ability to "think on one's feet" in such situations as interviews, seminars, business meetings and conversations. Another benefit of attending club meetings is the opportunity to watch other speakers and learn from them.

Toastmasters' meetings are held every Wednesday at noon in the conference room at Mail Stop E111. For additional information, call Debbie Hixson at extension 4973 or Janet Ruggles at extension 6569 in Westboro.

Westboro Parking Lots

Overnight Parking

During the winter months, the Security department requests that employees leaving their cars overnight in the Westboro parking lots contact extension 6100 and provide Security with their name and a car description. so, employees should park in the outer visitors' circle, in front of the lobby in Building 14A, adjacent to the helicopter pad. This will allow for more efficient snow removal.

Valuable Items

Within the past few months, items of value have been stolen from two cars after the passenger side windows were shattered in each case. Employees should either remove valuable items from the automobile or secure them in your car's trunk upon arrival in Westboro. If you see anything out of the ordinary, at any time, within the general parking areas in Westboro, contact the Security department at extension 6100 or 6111.

People

Bill Curley has joined Marketing Operations as manager for the new Marketing Events group. Bill will be responsible for trade shows and product announcements.

Bill comes to Data General with twelve years exhibit and show management experience. Most recently, Bill is worked as group show director for The Interface Group, a show management firm based in Needham.

Bob Andrews has joined the Marketing Operations organization as manager of the Marketing Services group based in Denver. Bob has been with Data General

for more than twelve years and has held various positions including hardware and software instructor, manufacturing training manager, 32-bit computer marketing product manager, third party software group manager, manager of the TEO announcement team and most recently, manager of the Denver technical support group.

The Marketing Services group in Denver will be responsible for creating, managing, supporting and promoting the Executive Briefing Center in Denver; managing the Denver facility's CEO network and systems; and providing general technical support to marketing events, customers, and vendors based in Denver.

Rick Chinberg recently has joined the Human Resources department in Milford as an Human Resources representative.

Rick replaces **Mary Collins,** who had begun her new position as Human Resources manager for the Customer Support Center in Norcross. Rick will be supporting the Milford-based Materials and Logistics organization. Rick, a recent graduate of the University of Minnesota, holds a master's degree in Industrial Relations and has prior experience at Honeywell in Minnesota.

Walter Fraser recently joined the Performance Analysis group within the Systems Development Division (SDD) as a senior software engineer. Walter will be responsible for analyzing the performance of Data General systems, and those of competitors, for the operation of communications and UNIX products. He reports to Tom Morgan, group leader.

Prior to joining Data General, Walter was employed as a senior systems analyst for Sony Corporation. He has also worked as a senior programmer/analyst for Compuscan, and a programmer for Data Communications. Walter holds a bachelor's degree from the New Jersey Institute of Technology.

Stephen Taylor also has joined the Performance Analysis group as a senior software engineer. Stephen will be responsible for defining and creating benchmarks to test graphics products. Stephen also will be responsible for analyzing Data General's systems' performance, and that of major competitors, for graphics and engineering workstation products.

Before starting at Data General, Stephen was employed as a software/hardware support technician at Lexidata. Stephen also had worked as a senior Field service engineer for Ramtek Corporation. He holds a bachlor's degree from Los Angeles City College.

Christine Hydeman has joined the Software Quality Assurance (SQA) department within SDD as a senior software engineer. She will be responsible for supporting Data General networking products. Chris reports to Charlie Stakus.

Chris worked as a software engineer in the quality assurance department for both Pacer Software and Prime Computer. She also had been employed at Computer Devices as a software engineer.

Rick Corley recently joined the Communications Systems Group as a hardware engineer. Rick will be responsible for designing microprocessor-based

termiinal servers. He reports to Manager Norm Schwartz.

Prior to coming to Data General, Rick worked for Concord Data Systems as a hardware engineer. Before that, he was a design engineer for SOLVation. He holds a bachelor's degree from Northeastern.

Milford

Human Resource Employees Gather in Milford

Human Resource assistants from Field Engineering offices throughout the U.S. are now better prepared to meet employees' needs, thanks to the recent Field Engineering Human Resource Assistants' Conference in Milford. This meeting gave the assistants time to share common experiences and learn from each other so that they can better perform their responsibilities.

Maris May, Field Engineering Human Resource manager, notes that, "These assistants are process experts - they make things happen. To optimize their human resource effectiveness, this conference provided them with an update on Data General's human resource systems and procedures."

Among the many topics discussed, the Human Resource assistants agreed that it was "great" to see HRIS (Human Resource Information System) in use at Milford. All information about employees within Field Engineering is processed via this system. By mid-year all Field Engineering Human Resource assistants should have HRIS capabilities within their offices.

Summing up the two-day meeting, Patsy French from Norcross, says, "Basically the meeting was to get together to establish common goals, and to work as a team in the Field Engineering Division for the company as a whole."

Agreeing with Patsy, Dianne Morano from Milford says, "The meeting brought us together face-to-face which personalizes our working relationship. Our efficiency will now be streamlined."

Fountain Facility - Progress Update

Construction of Data General's Field Engineering Logistics and Distribution facility in Fountain, Colorado is progressing on schedule. The building, which will employ approximately 600 people, should be ready for occupancy by the Materials and Logistics groups by mid-year.

With a floor area of 330,000 square feet, the size of the new building is an appreciable increase from the

85,000 square feet of the existing rented facility in Fountain.

The new facility is being built so that it will blend with the natural Colorado surroundings.

Inside, the facility will be divided into the produ repair center, office space, warehouse and distribution area, and cafeteria. Two walls of the cafeteria are glass, affording a magnificent view of the Rocky Mountains and Pike's Peak.

Fountain is located ten miles south of Colorado Springs.

Work progresses on Data General's facility in Fountain.

U.K. Instructors Train Field Engineers At Woodstock

Two employees from Data General's subsidiary in England have relocated to Woodstock for three years where they are lending their product expertise to train field engineers from around the world.

Instructors Bob Marriott and Mike O'Leary are now in Connecticut instructing employees in ways similar to what they were doing at Data General's Field Engineering training center in Warrington, England. The Warrington center recently closed so that worldwide training for field engineers can be focused at Woodstock.

Bob came to Woodstock in March of 1986 to set up the Systems Software Program. This is a software course to teach field engineers how to maintain three of Data General's main operating systems - RDOS, AOS and AOS/VS.

Bob, his wife and two young daughters live eight miles from Woodstock in Abington. Expecting the pace of life in America to be hectic, Bob and his family are surprised and delighted by the slower pace of life in rural Connecticut. Their overwhelming impression of New England is how similar it is to England - even the stone walls remind them of those found in areas of their own country. Bob says that though Woodstock is colder than Warrington, the family is enjoying New England's sunny winter skies.

Mike came to Woodstock in March of 1986 to instru field engineers in data communications and local area networks (LANs), especially Ethernet.

Mike, his wife and two young sons now live in Danielson, just 12 miles from the training center. The

rural life of northeastern Connecticut surprises them after living in densely-populated Warrington.

After their assignment in Woodstock ends, Bob and Mike, along with their families, will return to England here they will continue working with Data General.

Benefits

Verify Stock
Purchase Plan Balance

It is essential that all Stock Purchase Plan participants verify their Stock Purchase balance on the current Plan WHICH ENDS January 31, 1987 to ensure the correct amount of shares is ordered. This is particularly important for those employees who have transferred from one payroll to another.

Your Stock Purchase balance is printed in the lower right-hand box of your pay stub. Please verify the accuracy of this amount which should reflect the dollar amount withheld each week **since August 1 plus any carryover from the previous plan. For exempt employees, the final pay check of this stock purchase period is January 22. For non-exempt employees, it is the check of January 29.**

If you have any questions as to the accuracy of your balance, please contact your local Payroll Department.

Corrections that may be necessary after the Plan ends **CAN NOT BE PROCESSED** AFTER February 28, 1987.

Training

Hardware, Management
Courses Offered

Educational Services will offer the following three-day seminars, which will begin on Wednesday, February 4. Both courses are open to Data General employees, and will be held at the Education Center, 2400 Computer Drive, in Westboro.

Communications Hardware Architecture (SM333) examines the concepts, architecture and characteristics of Data General communications hardware used on ECLIPSE MV/Family systems. This course is designed for system programmers and system managers who want a detailed comparison of communications hardware and software configurations. A basic knowledge of data communications software and protocols is required.

Managing an AOS & AOS/VS Data Center (SM505) will help system managers deal with the increasing sophistication of today's computer centers. Designed to help system managers become more effective in their roles, this seminar addresses issues of multi-vendor networking, finance and staff motivation, as well as the problems of keeping computers on-line. Attendees should have some experience with AOS or AOS/VS computer center operations.

To enroll in either class, call tie line 221, extension 1647. The prior approval of your supervisor is required for course enrollment.

Educational Services Employee Training Schedule

The following hardware maintenance courses will be conducted by Educational Services at the Education Center, 2400 Computer Drive in Westboro. To enroll in any course listed below, call Central Registration at 221-1647. Supervisor's approval is required prior to registration.

HARDWARE MAINTENANCE COURSES

Date	Course Title	Number	Days
February 9	Data General 32-Bit Computer Architecture	H100/MV	10
February 16	ECLIPSE S130, S200 S230 Field Maintenance	H104	5
February 16	ECLIPSE S140/NOVA 4 S/X Field Maintenance	H121	5
February 23	ECLIPSE MV/4000 Field Maintenance	H148	5
February 23	ECLIPSE MV/10000 Field Maintenance	H168	5
February 23	ECLIPSE S130, S200 S230 Component Level	H304	10
March 2	Data General Computer Architecture	H100	10
March 2	6060/6061/6067/6122 Disc Field Maintenance	H204	10
March 4	6020 Mag Tape Drive Field Maintenance	H222	3
March 9	Data General Computer Architecture	H100	10
March 9	6236/6237 Disc Field Maintenance	H236	3
March 12	6125 Mag Tape Drive Field Maintenance	H217	2
March 16	ECLIPSE S140/NOVA 4 S/X Field Maintenance	H121	5
March 16	DASHER D2XX, D4XX Field Maintenance	H221	2
March 18	Diagnostic Operating System User	H101	3
March 23	ECLIPSE MV/8000 Field Maintenance	H128	5
March 23	ECLIPSE MV/10000 Field Maintenance	H168	5
March 16	ECLIPSE S140/NOVA 4 S/X Component Level	H321	10
March 30	Data General Computer Architecture	H100	10
March 30	Data General 32-Bit Computer Architecture	H100/MV	10
March 30	6300/6299 Mag Tape Field Maintenance	H224	3

MARKETPLACE

CARPOOL
Join/Form , from Worcester to Webo, flex, Yelena x3251.

Join/Form , from Rindge,NH to Sobo/Webo, 6-3, Ki x7573 (Sobo).

Join/Form , from Northboro to Webo, 9:30 - 6, Gayle x3599.

Join/Form , from Brookline to Sobo/Webo, flex, Katz x7093.

Riders Needed , Brighton, Brookline, Newton, Watertown to Webo, Matt x5184.

Riders Needed , Brighton, Brookline, Watertown, Newton to Webo, 8:30 - 5, Nancy x3967.

FOR RENT
House , West Yarmouth, 3 bdr., near Seagull Beach, $650/week, off-season available, 529-3434 (Upton).

Apartment , 3 rms, 1 bdr, large yard, parking, centrally located, available immediately, $450+, 481-0132 (Marlboro).

Apartment , 2 bdrm, frpl, hrdwd floor, deck, washer/dryer, microwave, avail. 4/1, 426-6572 (Boston).

Ski Condominium , Loon/Cannon Mt., sleeps 8-10, 2 baths, frplc, living room, whirlpool, util., rent for week, wkend, mo., 865-3047 (Millbury).

Apartment , 3 bdrm, w/appl, $675/mo incl util, avail 1/24, 753-0362 (Shrewsbury).

Ski House , Killington, slps 8, cable TV, wk $350/wknd $250, 464-2714 (Princeton).

Apartment , 1st floor, 6 rms, 3 bdrms, near RT 290/9, 799-6873 (Worcester).

Ski Vacation , Condo avail 2/14 to 2/21, slps 6, pool/clubhouse, cc/dh skiing, near Tenney/Waterville, 842-2510 (Shrewsbury).

WANTED
'79-'83 Jeep , prefer 6cyl, std, no rust, about $3000, 877-5400 (Framingham).

Daycare/Sitter , 2 days/week, 2 children, 3 mos., 15 mos., Grafton-Shrewsbury vicinity, 839-6731 (Grafton).

Housemate , male, nonsmoker, to share 3-bdrm duplex, Natick, $250/mo plus utils., avail 2/1. 879-9530 (Natick).

Roommate , to share 3-bdrm house w/ 1 other, no pets, references, $275/mo plus utils, avail 8/1, 756-4849 (Shrewsbury) after 6 p.m.

Roommate , female, to share 3-bdrm apt., 15 min to Sobo, $175/mo plus utils. 478-5943 (Milford).

Roommate , to share 2-bdrm condo in Webo, pool, tennis, $325/mo plus 1/2 utils. 926-8987 (Westboro).

Roommate , to share Hudson townhouse, wshr/dryr, 1.5 baths, pool, cath ceilings, prefer non-smoker, $400/mo. incl. utils. 526-5071 (Hudson).

Roommate , non-smoker, to share 3 bdrm duplex, 20 min to Webo, $270/mo + util, 481-1540 (Marlboro).

FOR SALE
Colonial Livingroom Set , Sofa W/Match Chair & Ottoman, Floral Pattern, Rust, Gold, Beige, Loveseat, Rust, $900 or BO, 755-1758 (Shrewsbury).

Timesharing Vacations , 88/month for 3 yrs, Lee 533-2939 (Medway).

50 Gallon Aquarium , Air Filters, Heater, Lights, Accessorys, and Fish, $200, 366-3956 (Westboro).

Items , Baby Items - Dressing Table, Crib, $20 or BO; Texas Instruments TI-99 Color Computer, $50 or BO; Colecovision Game Set, Works with Color TV, 11 Games, $165 or BO, 877-8111 (Framingham).

Golf Clubs , 2-9 Irons, 1,2,3,4 Woods, $150, 365-1617 (Clinton).

Ranch House , 7rm, Inground Pool, 2 Fireplaces, 2 Car Garage Under, 1+ Acre Lot, 179,900 (Grafton).

Babysitting Services , Willing to watch toddlers in my home, Northboro/Westboro line, 393-7886 (Northboro).

Stereo , used 2 months, JVC 25w fully-digital receiver, $120, and Fisher dual cassette deck w/high-speed dubbing, $80, 852-5624 (Worcester).

Whispering Pines Condo , 2 bdr, 2 baths, garage, laundry, deck, central A/C, $121,000, 562-3784 (Hudson).

Toddler Table , 8 ft. kidney shaped toddler school table, adjustable legs, $160, 852-6524 (Worcester).

Freezer , 15 cubic feet, 4 mos. old, $600/BO, 481-6546 (Marlboro).

Items , 19" TV, $250; answering machine, $25; upright vacuum cleaner, $50; coffee maker, $10; iron, $10; telephone, $25; plant, $30; wicker table, $15; skis w/bindings (135cm), $50; screen/divider, $25, 426-6572 (Boston).

Condominium , 1 bdrm, all appliances, incl., fully-carpeted, deeded parking, pool, tennis, min. from Pike & 495, $83,900, 839-5923 (Westboro).

Condominium , 2-3 bdrm townhouse, 2 bath, garage, $145,000, 881-1529 (Ashland).

Tires , PR Sears Roadhandler Ice/Snow Tires, P215/75R15 WW, $40, 529-4088 (Upton).

IBM PC Software , Rational Systems Instant C interpreter/compiler, reference books, $500/BO, 393-6603 (Northboro).

Radar detector , 1 1/2 years old, all accessories, manual, 842-7072 (Shrewsbury).

Camcorder , Olympus 8mm VX801, 3-year warranty, accessories, $1300, 853-4989 (Worcester).

Townhouse Condominium , 20 min. to Webo, 1 year old, 2 bedrooms, eat-in kitchen, full basement, laundry, 2 1/2 baths, central air, $125,000, 966-3125 (Bellingham).

House , 5-room ranch, garage, full basement, $128,000, 485-1423 (North Framingham).

House , Saltbox Colonial, 3 1/2 yrs old, attached garage, Northboro, 393-6341 (Northboro) or 967-0137 (Lowell).

Condominium , Victorian, Marlboro, 3 bdrm, 2-car garage, laundy room, 2 porches, $125,000, 653-9559 (Wayland).

House , Tudor/split, 6 rms, cath ceilings, frpl, garage, furniture optional, landscaped, $179,000, 842-6872 (Shrewsbury).

AUTOS
'76 SAAB99 Wagonback , automatic, am/fm, recent brks & timing chain, $1300/BO, 366-4767 (Westboro).

'78 Ford Mustang II , 90k mi, 4 cyl, $800 or BO, 333-5593 (Cumberland).

'79 Datsun 310 , 2 dr, std, AM/FM, 70K mi., $2,300/BO, 426-6572 (Boston).

'79 Chevy Impala Wagon , 305V8, AC, PS/PB, radials, $1295/BO, 473-5739 (Milford).

'79 Datsun B210 , lt blue, 2 dr, std, $1600/BO, 429-2321 (Holliston).

'81 Ford Escort GL Station Wagon , ps/pb, $400, 966-0826 (Bellingham).

'81 Ford Escort GL Station Wagon , auto, ps/pb, stereo/cassette, $1650, 842-0459 (Shrewsbury).

'81 Renault 18l , 4-dr, 5-spd, std, $1200/BO, 485-4007 (Marlboro).

'81 AMC Eagle Wagon , 4WD, V6 Auto, ps/pb, 4-dr, 366-7283 (Westboro).

'82 Suzuki GS450L , 6500 mi, $750/BO, 865-5921 (Sutton).

'83 Ford Escort L , 2-door htchbk, AM/FM, rstprf, new radials, 67K mi, $3400, 203-928-5258 (Woodstock, Conn.).

'84 Honda Accord LX , 5 Spd, FM Stereo quad, 2 New Michelins, 4,900/BO, 237-6233 (Wellesley).

'84 Chevy Cavalier , Type 10, AM/FM stereo, AC, automatic, $5,000, 752-4205 (Worcester).

'85 Mazda 626LX LTS , 4-door hatchback, sunroof, stereo, front wheel drive, new radials, 30 mpg, 34K mi, $8,700/BO, 897-3266 (Maynard).

'85 AMC Eagle , 4WD, 258CID-V6 auto, 4-door, PS/PB, 17K mi, $8,300, 366-7283 (Westboro).

'85 Kawasaki Vulcan 750 Low Rider , 500 mi, $2600 or BO, 368-0435 (Clinton).

'86 Camaro Sport Coupe , PS/PB, AM/FM, 8K mi., $9000, 754-6612 (Millbury).

'86 Toyota Corolla SR5 , options, 7.5K mi., $9,800, 437-7036 (Milford).

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 beverages.

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

Pumpernickel'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 a.m. - 10:00 a.m.; lunch, 11:15 a.m. - 1:00 p.m.; open from 6:30 a.m. - 3:00 p.m. for beverages.