Mini News

News For The Employees of Data General

May 1, 1987

Data General And HDS Improve Health Care

Data General has signed a three-year contract, valued at more than $11 million, with Health Data Sciences Corporation (HDS) of California.

Data General will provide HDS with about 10,000 specially-designed and developed hospital bedside terminals for use with the HDS ULTICARE software, an innovative bedside-based, integrated hospital information system that helps to improve the quality of patient care and shorten the length of a hospital stay.

The hospital bedside terminal for the ULTICARE system was developed by Data General with numerous special features including: an implosion-proof screen that will not shatter if the terminal falls; wiring specifications that ensure shock hazards are minimized; a special data/voice board that carries voice and data transmissions over the same line; an enlarged character display on a 14-inch diagonal measure screen; and a variety of paging, windowing and video display attributes to enhance the terminal/user interaction.

"Data General and Health Data Sciences are putting leading-edge technology where the health care industry most needs it," notes Dave Lyons, vice president of the Group Marketing division. "The increasingly severe economic pressures on providing quality health care are having a profound effect on the way health care is delivered in America. Bringing a terminal into a patient's room lets health care professionals gather data where it is generated -- at the patient's bedside. Making the bedside terminal the center of the hospital information system means not only higher quality care, but a decrease in the cost of delivering that care."

Dr. Ralph Korpman, president of HDS, further explains: "The bedside focus of the ULTICARE system is unique. Traditionally, hospital information terminals are clustered at a nursing station. With ULTICARE, patient information is gathered, updated, and maintained at the source -- increasing the amount of time doctors and nurses spend with the patient while decreasing time spent on clerical tasks. Providing an automated patient schedule to both physicians and nurses has a significant impact on the quality and efficiency of patient care."

How The System Works

Those with authorization to access the computer system at the bedside terminal do so by running a magnetized card through a badge reader attached to the terminal keyboard. Tasks and activities scheduled for the patient appear chronologically on the screen, allowing each person who serves the patient to see exactly what needs to be done. Tasks that need to be accomplished are highlighted in bold video while those that have been completed appear dim. Charting at the end of the day is eliminated because nurses and physicians are continually updating patient information at the bedside -- electronically recording re-assessments of treatment and care plans.

HDS has installed the ULTICARE system at hospitals across the United States and Canada.

A Vision For Success

Data General President Ed de Castro addressed the company's top field engineers last Friday during Field Engineering's Excellent Service Awards Conference in Montreal. During his talk, titled "Preparing For The Future," Ed discussed Data General's recently-announced second quarter financial results.

During the quarter, Data General reported a net operating loss of $9.6 million, or $.36 a share. The company also reported two non-recurring items which affected its income: an extraordinary charge of $18.2 million for the cost of retiring $150 million in debentures; and a one-time loss of $134.8 million resulting from the writedown of the investment in Dama Telecommunications. Revenues for the second quarter were $315.2 million, compared with revenues in the second quarter of 1986 of $318.8 million.

Below are excerpts of Ed's comments on the company's earnings results:

While we continue our long-term focus, we must deal with short-term performance issues.

By retiring the debenture offering, we strengthened both our balance sheet and our income statement. We reduced our long-term debt substantially and income expense by $18.5 million from our income statement. At

current rates of interest, this will reduce our net interest expense by approximately $9 million.

We were able to take this action because our positive cash flow from operations is sufficient to meet our needs. We added over $20 million to our cash position in the quarter. After paying the debt, I expect our cash reserves to be approximately $166 million.

During the quarter, we also acquired Dama and wrote down their assets to fair market value. While Dama contributed over $17 million to our net loss for the quarter, we expect Dama's technology and products will play an important role in our telecommunications business that will return that investment many times over.

Dama's personnel and technology have been integrated into our Communications Systems Group.

Combined, these two non-recurring items brought the net loss to $42.6 million or $1.59 per share.

Revenues for the second quarter were $315.2 million, compared with revenues in the second quarter of 1986 of $318.8 million.

Equipment revenues were $211 million, and service revenues were $104.2 million.

Although the revenues were disappointing, the news is not all bad. Revenue growth in our ECLIPSE MV/Family of 32-bit systems was strong enough to almost entirely offset the decline from older 16-bit products compared to last year.

Acceptance of our ECLIPSE MV/15000 series and newer ECLIPSE MV/Family of superminicomputers continues to be very positive. The largest revenue growth area during the past quarter, however, was in our ECLIPSE MV/2000 and ECLIPSE MV/7800 systems, which have lower margins than our high-end systems.

Geographically, our European business continued to grow modestly, although our U.S. sales were flat and Americas/Far East business was weak.

The questions that I'm sure you have on your mind are: "When is this pattern going to change? When is Data General going to start growing again?"

Last summer we began implementing plans to increase our field Sales, Systems Engineering and development organizations to stimulate demand. So far, we added 110 Sales people and 100 systems engineers to our field force. We are still hiring.

We cannot realistically expect instant results from these investments. The expenses of this buildup are necessarily occurring before any increase in revenues.

In this industry, it takes more than a year for even experienced sales people to make a major contribution to a company's revenues. And the current buying patterns of our customers are such that most major orders take more than a year of hard sales work to complete. It takes repeated sales calls, complex demonstrations, benchmarks, executive briefings and the like.

So I expect it will take a few more quarters before the added Sales and Systems Engineering people bring any important improvements in revenues.

In the meantime, we plan to continue these programs to stimulate demand while monitoring costs closely. We believe that our efforts to target a small number of fast-growing markets in which we have product and marketing advantages is the right one.

We are also strengthening the areas where we have not been as successful in recent years, such as the technical market. Five years ago, Data General was leader in industrial automation. We missed some market opportunities in the past few years while we successfully pursued growth in office automation.

I believe that we have the capability to regain product strength in the technical area through a focused development program. Besides being the acknowledged industry leader in superminicomputer price/performance, we have the only truly integrated office and technical applications software system available today, with TEO. We have a basis for growth.

We remain committed to offering total solutions to the technical marketplace as part of our strategy of being a broad-based supplier.

Data General has focused its investments in areas which will benefit the company over the long haul. I know it isn't going to be easy. It takes more than dollars to succeed. It takes a commitment from each of us to do what it takes to make the company successful.

You have already proven that you can make that kind of commitment. You are the leaders in your organization. You are the role models for others.

I look forward to seeing you at the next Field Engineering Excellent Service Awards. And I'm sure you share in Data General's long-term commitment for success.

Data General Introduces Key-To-Disk Data Entry Software

Data General has introduced AOS/VS KEYSPEED, a key-to-disk utility software product for the company's ECLIPSE MV/Family line of superminicomputer systems. Designed for high-volume data entry applications, KEYSPEED facilitates standard data-entry functions including record entry, verification, deletion and movement. It supports up to 20 data entry stations per process and operates on any standard Data General terminal. An on-line screen definition and modification capability is provided for users.

The product is suitable for companies with significant data entry requirements. Typical environments include government prime contractors, state businesses, and bank and credit organizations.

According to Ken Miner, product manager for Data General's Software Products and Services Division, "KEYSPEED software brings data entry users a number of important advantages. Its statistical reporting capability keeps track of operator keystrokes, so performance can easily be monitored.

"In addition, KEYSPEED offers tremendous flexibility making it easy to change and define on-line screen formats quickly or even customize new applications and formats. And, since KEYSPEED features extensive validation capabilities, accurate data is obtained," Ken says.

Pricing for KEYSPEED starts at $5250.

Managing Innovation

"Managing Innovation," a week-long program held recently in Woodstock, has better-prepared managers ⌐n address issues affecting their areas. Sponsored ⌐ntly by Data General's technology divisions and the Management Organizational Development department, "Managing Innovation" provides an intensive educational and problem-solving forum once a year for Data General managers who are critically involved in the company's technology innovation process.

This most recent program featured lectures, discussion sessions and case studies. Some of the sessions focused on team participation, during which employees analyzed, diagnosed and problem-solved innovation issues specific to Data General. Teams were made up of managers from the Systems Development Division, the Marketing groups, Field Engineering, and the Communications Systems Group. The course concluded with team presentations of the issues and recommendations made to Data General executives.

Faculty members were among the most-renowned in the field of technology-based innovation. They came from Columbia University, the Massachusetts Institute of Technology, the University of California at Berkeley and Stanford University.
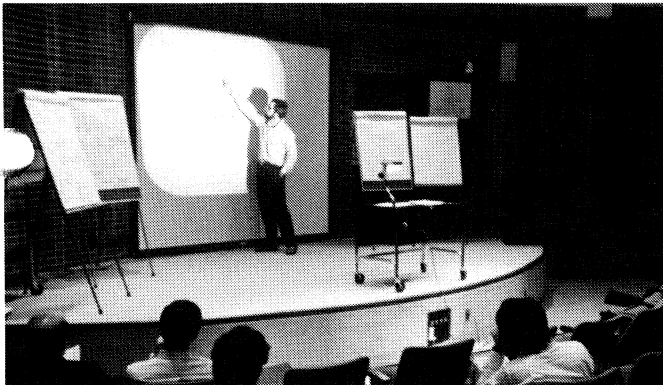
John Doyle of the Central Processor Development department gives his group's presentation to the rest of the class and Data General executives at the recently-held "Managing Innovation" workshop.

Ten-Year Employees To Gather At Walt Disney World

Data General employees reaching 10 years of service between June 1, 1986 and May 31 of this year will be treated to a weekend at Walt Disney World in Florida this month. With more than 600 employees from the United States and Canada reaching the 10-year mark this year, the service award trip will be split between two weekends.

This weekend, employees from Westbrook, Portsmouth and the field offices (including Canada) and their guests will travel to the Magic Kingdom and EPCOT for two days of fun. Employees from Westboro, Milford, Southboro, Durham, Research Triangle Park, Apex, Clayton, Denver, Sunnyvale, Hooksett and Woodstock will take the trip on May 16 and 17. In all, more than 200 employees from Westboro, Southboro and Milford reached 10 years of service this year.

Employees will arrive in Orlando Saturday morning, and will be taken directly to Disney World for an entire afternoon in the park. On Saturday evening, a Ten-Year Recognition celebration will take place at the Hyatt Orlando Hotel, where the Data General employees and their guests are staying. The weekend festivities continue on Sunday with a buffet breakfast followed by another day in the park.

"This trip gives employees a chance to enjoy the company of colleagues who started at Data General together," says Richard Lawler, Employee Activities administrator. "The atmosphere will be somewhat reminiscent of a reunion. Employees who began their careers at Data General together may have transferred over the years, and this trip brings them back together.

"And it's a good way for Data General to recognize those employees who have dedicated 10 years of service to the company. Those people should be congratulated, and thanked."

Visits Limited For Safety Reasons

Employees are reminded that non-business visits to Data General by friends and family are discouraged, primarily for safety reasons. This is especially true for visitors under the age of 18. When such visits do occur, manager approval should be requested in accord with the Security Access policy. Visitors must be escorted at all times and must wear the Visitor Identification badge.

Children under 18 are not allowed to visit any area in which mechanical equipment is in use, such as a Manufacturing plant, shipping and receiving, copy centers, and food preparation areas. Even other areas, however, may present hazards to young children through the use of such equipment as fork lifts, pallet trucks and lab equipment.

If and when children do visit, the visit should be limited to one area; the child should not roam around the building; and employees should remain with the child. Infants and toddlers must be held at all times.

Data General's concern is for the safety of all employees and visitors, but extra concern is expressed for children who are unfamiliar with the working environments and may be unpredictable.

Data General Employees Are Born To Run
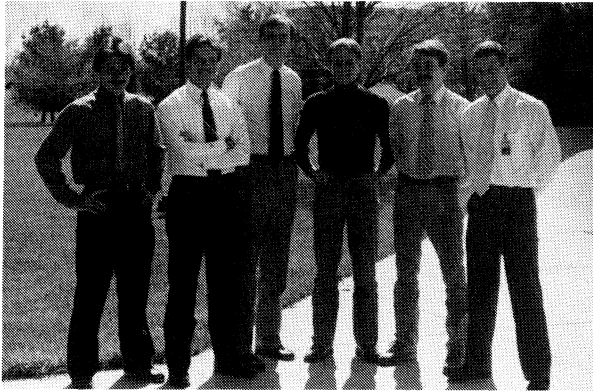
Several Data General employees participated in the Boston Marathon held last week. Employees who ran the 26-mile, 385-yard course included, from left, Dick McCarrick (3:41), a technical writer within the Customer Documentation department; Brian Stetson (2:56), a business analyst within the Business Controls and Development group; Thom Townsend (3:38), department manager within the Advanced Manufacturing Engineering and Technology department; Tim Webster (3:20), who works in the Facilities department; Jim McNamara (3:32), who also works in the Sales Administration department; and Peter O'Dunne (3:59), the Commodity Purchasing manager within the Corporate Purchasing department. Winston Chang, an engineer in the Power Supply group, ran the race (3:15) but was unavailable at the time the photo was taken. This was the first marathon for Peter, and the 18th for Tim. Each runner says he will do it again next year.

CSG Announces Organizational Changes

Several departments within the Communications Systems Group have reorganized to provide additional emphasis on Data General's network service, information requirements and marketing. These changes are made to better position the Communications Systems Group to take advantage of the emerging market in information networks.

In the Network Services area, the following are now part of Data General Network Services: Special Projects, under Director Craig Lippman and Network Operations, under Gabe Carbone. Craig and Gabe respectively report to Howard Brooks and Debbie Wessner at Rockville, Maryland.

Data General Network Services, formerly DamaNet, is responsible for wide-area network deployment including sales support, network design, implementation, and continued network operation for both customers and internal users.

In the Business Planning and Marketing area, a new Information, Technology and Control division has been formed with responsibility for Data General information administration, tool development, training and the corporate deployment of Information Resource Centers and internal CEO network services. Business Automation Planning under Emily Zofnass and Client Services under John Provost are part of the new division, which reports to Director Jagdish Dalal.

The Technical Services department of the Special Projects divsion under Dick McCluskey has transferred to the Central Support Group of the Communications Systems Group, reporting to Director Peter Hawtrey.

Training

Education Center Course Update

Educational Services is offering a variety of technical seminars and office automation courses to Data General employees. All classes will be held at the Education Center, 2400 Computer Drive, in Westboro. To enroll in any training program offered, call tie line 221, extension 1647. The prior approval of your supervisor is required for course registration.

Technical Seminars

• *Introduction to the MV/UX environment (SM230)* - This comprehensive seminar teaches participants how to improve program development and data processing with MV/UX utilities. It also introduces DG/UX and explores the problem of portability between the two systems. Participants should be experienced AOS/VS users or have taken the prerequisite S209 AOS/VS User course. This two-day seminar begins on Wednesday, May 20.

• *C Language: An Introduction (SM131)* - Participants in this seminar receive an introduction to the "C" language as implemented under MV/UX and AOS/VS. Also covered are data structures and syntax of the language and actual "hands-on" experience with C programming under AOS/VS and MV/UX. This three-day seminar begins on Monday, May 18.

Office Automation

• *CEO Decision Base Charting (OA157E)* - This course teaches participants how to use business graphics to create models in pictures, and use those pictures in displays and presentations. OA146 (Getting started with CEO Spreadsheet) or OA153(CEO Decision Base Data Tables) are prerequisites for this course.This one-day course is offered on Tuesday, May 19.

• *Advanced CEO Word Processing Topics (OA142)* - Participants will learn how to productively use the advanced features of CEO word processing. This course is designed for those who have taken the prerequisite OA 141(Getting Started with CEO Word Processing) and wish to follow up with this more advanced course. This one-day class is offered on Wednesday, May 27.

People

'n Marketing

Richard Slisinger has joined Data General as a senior Marketing specialist. He reports to Ray Schwartz, manager of Market Planning within the Distribution Division. Richard will be responsible for the creation of VAR programs.

Richard was previously employed with the Tandy Corporation as a VAR regional manager. Richard also worked at ADP and Business Corp. He holds a bachelor's degree from Wayne State University in Detroit.

In Educational Services

Jim Montagnino has been promoted to North American Operations manager within the Educational Services group. In this new position, he will be responsible for supporting all Educational Services Training Centers. Jim reports to Richard Jaross, director of Educational Services.

With Data General since 1980, he has been an instructor, section manager, branch manager, and Eastern regional manager. Jim holds a bachelor's degree from Montclair State.

In Human Resources

Ralph Fader has recently joined Data General as a Human Resources manager, and will be reporting to Bob Vitale, director of Sales and Systems Engineering Human Resources. He will be responsible for managing all Human Resources support for North American Sales and Systems Engineering and administrative personnel in Area 1.

Ralph was most recently a personnel operations manager for Xerox Microelectronics Center in California. He holds an MBA from Harvard University and a bachelor's degree from the U.S. Military Academy at West Point.

In Technical Services

Lauren Cilluffo has joined Data General as an associate Systems programmer within the Technical Services division. She reports to Robert Donahue, manager of Software Products and Services Division (SPSD). Lauren's responsibilities include systems management, customer support and commercial software development.

Lauren was most recently employed by Nova Technology. She holds an associate's degree from Becker Junior College, and a bachelor's degree from Bentley College.

ı Systems Development

Antonio Gellineau has joined Data General as a Software Engineering staff specialist within the Systems Development Division. He reports to Dennis Damico, senior department manager. Antonio will help to design and to implement terminal services components which will be used by multiple Data General operating systems.

Antonio was most recently employed with Schlumberger as a project engineer. He also has worked for Magnavox, TRW and Bell Telephone Laboratories. He holds a bachelor's degree from the Massachusetts Institute of Technology (MIT), and a master's degree from both MIT and the University of Texas at Austin.

In DG/Direct

Keith Guernsey has joined Data General's DG/Direct department. Keith will serve as senior telemarketing representative for supplies and accessories.

Keith comes to Data General from Zep Manufacturing where he was a sales representative. Keith also has worked for Acom Plus Business Center.

He has earned a bachelor's degree from Framingham State College.

Employees Are CPR Graduates

The following Data General employees have successfully completed the American Heart Association's national cardiopulminary resuscitation (CPR) examinations and have been certified as basic life support providers:

David Brown
Dave Manjarrez
Tony Abraham
Kate Oftring
Craig Presson

The next CPR class will be offered next fall. In the two years the program has been held in Westboro, 136 employees have been certified in CPB.

Toastmasters To Hold Outdoor Meeting

Wednesday, May 6, begins 'Return to Nature' month for the Data General Toastmasters. The next meeting will be the first-ever to be held outdoors (weather permitting.) All interested employees are encouraged to attend this and all Toastmasters' meetings for an opportunity to gain experience in formal and informal speaking. The exact location of the outdoor meeting will be posted on the door of the MTI Conference Room B (near the Information Resource Center) on Wednesday. For further information, contact the club president, Lydia Losch, via CEO host system Challenger or extension 3363 in Westboro.

Activities

Warm Up For Exercise

The Data General Fitness Club continues its exercise program with upcoming sign-up days for the next session of aerobics classes. Employees wishing to enroll in the classes may sign up on either of the registration days being held Monday, May 4 and Tuesday, May 5, at 5:15 p.m. in the main cafeteria in Westboro, regardless of the class chosen. There are no longer any mail-in registrations.

Dancin' Aerobics and *Free Style Aerobics* are offered twice a week in the main cafeteria in Westboro at 5:20 p.m. for an eight-week period. Dancin' classes will take place every Monday and Wednesday starting Wednesday, May 6. Free Style classes will be held every Tuesday and Thursday beginning Thursday, May 7. There will be no classes on registration days. All classes are taught by qualified exercise instructors from the Greater Worcester YMCA.

The cost is $20 per person for the eight-week program. All payments must be made payable to the Data General Activities Committee.

Weight Watchers Program Is Offered

All interested employees are invited to shed some excess pounds with the all-new Weight Watchers At-Work Program.

Based on the famous Quick Start Program, the At-Work program has been specially designed for hard-working people who do not seem to have the time to eat properly. You will learn how to eat better, stay motivated, handle stress and, most important, how to fit losing weight into your busy life.

The At-Work Program will be conducted on Wednesdays at 5:00 p.m. in the Westboro pizzeria. The cost is $50 prepaid, per person, for the eight-week series.

Employees interested in this program should contact Ann Castiglione via CEO address CE.AAC:BLUTO. Checks should be made payable to Weightes Watchers. Classes begin on Wednesday, May 6.

Entries Now Accepted For Spring Dasher Races

Data General employees are reminded that the Dasher Races are scheduled for Friday, May 15.

Included will be 3-mile and 10-kilometer foot races and a 15.5-mile bicycle race. Bike race participants are required to wear hard-shell helmets.

Anyone interested in serving as a race day volunteer may contact the Dasher Road Race Committee at Mail Stop E111 in Westboro. The Dasher races are sponsored by the Data General Activities Committee solely for Data General's employees.

For those of you interested in participating in the race, the map on the next page details the course.

Entry Form - Dasher Road Races - May 15
(Please Print)

Name: _____

Location: _____ MS: _____

Extension: _____ Badge #: _____

Race Categories:
(Please check correct information)

___ Under 35   ___ 35 or Over
___ Male   ___ Female
___ 15.5-Mile Bicycle Race
___ 3-Mile Foot Race
___ 10-Kilometer Foot Race
___ Race Day Volunteer

T-Shirt Size:
(Please circle correct size)

S   M   L   XL

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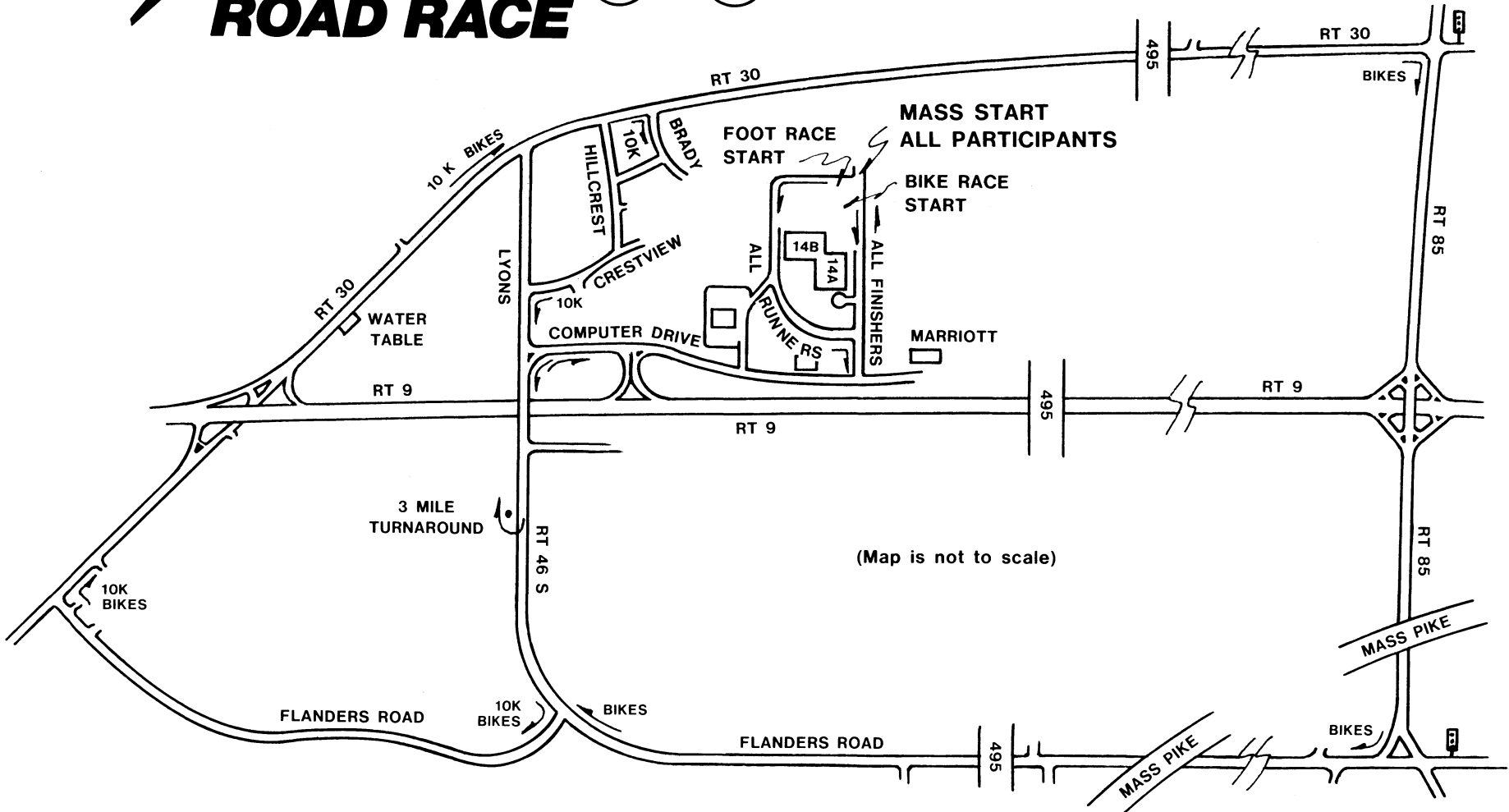
Signature: _____

Date: _____

Return this race form to Dasher Race, Mail Stop E-111 in Westboro no later than May 8. *INCOMPLETE FORMS WILL NOT BE ACCEPTED.* The Dasher races are sponsored by the Data General Employee Activities Committee solely for Data General employees.

Data General

DASHER
ROAD RACE

RT 30

495

RT 30

BIKES

RT 30

MASS START
ALL PARTICIPANTS

FOOT RACE
START

BIKE RACE
START

10 K BIKES

BRADY

10K

HILLCREST

RT 85

RT 30

LYONS

CRESTVIEW

14B

14A

ALL

RUNNERS

ALL FINISHERS

WATER
TABLE

10K

COMPUTER DRIVE

MARRIOTT

RT 9

RT 9

495

RT 9

RT 9

3 MILE
TURNAROUND

RT 46 S

(Map is not to scale)

RT 85

10K
BIKES

FLANDERS ROAD

10K
BIKES

BIKES

FLANDERS ROAD

495

MASS PIKE

MASS PIKE

BIKES

MARKETPLACE

CARPOOL

Ride/Carpool , from Arlington to Westboro, flexible, Pete x5469.

Ride/Carpool , looking to join or form new one from South End to Westboro, Frank x3340.

Carpool , from Chelmsford to Westboro/Southboro seeking additional driver, 8:00 - 5:00, Max x6033.

Ride/Carpool , from Springfield/Palmer to Milford, Ron x2487.

Carpool , from Brookline to Southboro/Westboro, flexible, Katz x7093.

Ride/Carpool , from Chelmsford to Westboro, 7:00 - 8:00 to 4:00 - 5:00. Duane x6731.

Ride , from Whitinsville to Westboro, Rosemary x5615.

Ride , from Marlboro to Milford, 8:00-8:30 to 5:00-5:30, Helen x2137.

FREE

Puppies , 3 males, 2 females, 6 weeks old, part lab & part shepherd, 393-7278 (Northboro).

FOR RENT

House , Dennisport, 3 bdrms., enclosed porch, deck, cable tv., walk to beach, $595/wk. 562-3274 after 4:30 pm. (Hudson).

Apartment , 1st floor, 6 rms., near Rt. 9 & 290, 799-6873 (Worcester).

House , 6 rms., 3 bdrms., fenced in yard, water rights to lake, newly renovated, avail. May 1st, $750/mo. + util. 799-2599 (Worcester).

Cottage/Condo , Dennisport, 2 bdrms., w/deck, 1/10 mi. to beach, $450/wk., $295/off-season wk., 435-3794 (Hopkinton).

Efficiency , Dennisport, w/fenced patio & pool, 2/10 mi. to beach, $3000/season, $295/wk., $175/wk. off-season, $50/off-season wknd. 435-3794 (Hopkinton).

Condo , 2 bdrms., 2 baths, garage, tennis, 20 min. to Westboro, $820/mo. 429-7085 (Hopedale).

Condo , 2 bdrms., near 290, washer/dryer, all electric, A/C, available June, $595/mo. + utilities. 568-0155 (Hudson).

House , 3 bdrms., deck, near beaches and boat landings, Falmouth, June $300/wk., July & August $400/wk. 923-1489 (Watertown).

House , Cape style, 2 floors, 2 lg. bdrms., single bath, 2 small rooms off bdrms, unfurnished, utilities extra. $700/mo + sec. dep. 234-2713 (Northbridge).

House , Cape Cod; 3-bdrm. Near Seagull beach. West Yarmouth. $650/wk 529-3434 (Upton).

WANTED

Kitten , 7 - 12 weeks old, 435-6780 (Hopkinton).

Roommate , non-smoking, female, to share townhouse in N. Worcester, master bdrm., 1 1/2 baths, June 1st. occup., $195/mo. incl. heat 856-9485 (Worcester).

Roommate , to share 2 bdrm. apartment, 1st floor of 2 family house, May 15th occupancy, $200/mo + 1/2 util. 865-9806 eves. & wknds. (Millbury).

Item , house painters scaffolding to buy or rent. 435-6780 (Hopkinton).

Furniture , in good condition, 435-6496 (Hopkinton).

Child Care , for 21 month old girl, Mon. thru Fri. 8:00 - 4:30, would prefer my home, excellent salary. 842-4734 (Shrewsbury).

Roommate , female, to share 2 bdrm. apartment in N. Framingham, non-smoker, no cats, $190/mo. + util. 877-7178 (Framingham).

Carpenter/Handy Man , to help restore Victorian House in Wellesley, evenings and/or wknds, plenty of projects, 431-7265 eves. (Wellesley).

Roommate , to share large apartment in Worcester, partially furnished, w/parking. $280 + 1/2 util. 792-2360 after 4:30 pm. (Worcester).

FOR SALE

Compressor , 1 hp. air compressor, good for small projects, $110/BO. 832-5691 (Auburn).

Items , tires, P195/75 R14, Uniroyal, new, BO; piano, upright, BO; golf clubs, full set of irons, 3 & 4 woods, BO; 898-2373 (Westboro).

Items , Hoover vacuum cleaner, $150/BO; Whistler spectrum radar detector, $120/BO; Sony alarm clock radio, $30; Krups coffee maker, $25; Panasonic 5' bw TV, $50; all items are 1 1/2 yrs. old. 655-9261 (Natick).

Garden Tractor , Bolens ST110 11 hp., 5 spd., 3 yrs. old, incl. backpak grasscatcher, 38" mower attachment, 42" snow thrower attachment, $2500. 435-6780 (Hopkinton).

Mobile Home , located in Falmouth, 35 ft., 1 bdrm., living rm., kitchen, 2 add a rooms, $12,500. 473-7382 wkds, 548-2629 wknds. (Falmouth).

Items , couch, 6' black velvet w/matching chair & 3' round velvet trimmed coffee table, $150/BO; cradenza, 7' long, light mahogany formica finish, w/2 sliding doors & adjustable shelf, $75/BO. 251-7481 (N. Chelmsford).

Item , oscilliscopes, one Tektronix 545 dual trace, delayed sweep, one Tektronix 525 dual beam, needs tube, BO for both, 798-4235 after 7:30 pm. (Shrewsbury).

Waterbed , 2 queen size, drawers, padded sides, bookshelf headboard, $200/ea. 528-4454 (Franklin).

Condo , luxury condo in Westboro, 2 bdrms., 2 1/2 baths, 2 car garage, appliances, 10 minutes to DG, $150,000. 529-6116 eves. (Upton).

Truck Cap , aluminum, 33" x 8' x 6', for full size truck, w/aluminum ladder racks, $300/BO. 528-6781 (Franklin).

Items , 2 rec. room couches & ottoman, $150/BO; baby items, inc. crib, changing table, English pram, $250/BO; bumper pool table, $125/BO; asst. tables & lamps, BO; 366-0206 (Westboro).

House , colonial, 3 bdrms, 1 bath, completely remodeled, new carpeting, all appliances + washer/dryer, eat-in kitchen, storage pantry, rear mudroom, cellar laundry & work rooms, $148,900. 562-3374 after 5:00 pm. (Hudson).

Items , waterbed, pine frame, queen size, w/heater, $90; pine dresser, 6 drawers, $75; teak coffee table, $100; kitchen table, buther block w/formica, 6 chairs, $60. 485-9894 (Hopkinton).

Drum Set , Tama 5 pc., white, power toms, roto toms, & all access. $1500. 485-4007 (Marlboro).

Refrigerator , Sears coldspot, coppertone color, frostfree, $60. 485-9894 (Hopkinton).

Bow , Jennings Woodstar, 29"- 31" draw length, 45-60 lbs., 4 pinsights w/peep, string guard, spare string & kwikee quiver, $150. 256-5559 (Chelmsford).

Hutch , mahogany hutch, $100. 365-3314 5:30 pm. (Bolton).

Condo , top floor, 1 bdrm, near Rt. 495/9, walk-in closet, w/w, fully appl., $79,500. 870-1831 leave message. (Westboro).

AUTOS

'68 Cutlass Olds , 350 V8, 104k mi., AM/FM cass., $1000/BO. 491-2671 (Cambridge).

'68 Dodge Dart GT , slant six, 898-2373 (Westboro).

'76 Monte Carlo , 350 V8, PS/PB, AM/FM $600/BO. 366-6554 eves. & wknds. (Westboro).

'77 GMC Pickup Truck , 250, 6 cyl., w/cap, many new & rebuilt parts, 3 spd. standard shift on floor, $500/BO. 792-0484 leave message (Worcester).

'78 Cadillac Eldorado , 2 dr., A/C, cruise control, pwr. everything, $2400. 388-6975 (E. Douglas).

'79 Ford Stepside Pick-up , short bed, 302, 4 spd., new all terrain tires, dual fuel tanks, class II hitch, $2000/BO. 435-9235 (Hopkinton).

'80 Mercury Zephyr Wagon , auto, A/C, AM/FM cass., cruise control, PS/PB/PW/PL, rear def/wiper, $1700/BO. 393-9329 (Northboro).

'81 Renault 18l , 4 dr., 5 spd., 65,000 mi., $1000/BO. 485-4007 (Marlboro).

'81 Pontiac Firebird , white w/tan int., V6, PS/PB, mag wheels, rear def., AM/FM stereo, 81k mi., $3000/BO. 756-5079 (Worcester).

'81 Toyota Celica ST , one owner, 67,000 mi., new brakes, tires, battery & exhaust, $3100. 537-8573 (Leominster).

'82 Ford LTD Crown Victoria , 49,000 mi., AM/FM stereo, pwr. windows, locks, cruise control, tinted windows, int. wipers, $4,500. 481-5566 (Marlboro).

'82 Kawasaki 550 - LTD , 4400 mi., black, garaged last 2 yrs., $1200 481-9360 (Marlboro).

'83 Ford Escort GL , 4 cyl., 2 dr., hatchback, rear def/wiper, $2700/BO. 393-9329 (Northboro).

'84 Mazda RX7 GSL-SE , silver, 5 spd., 39,000 mi., A/C, cruise control, sunroof, PW/PB/PM, AM/FM cass., leather int., ext. warranty, $11,000/BO. 856-9977 (Worcester).

'85 Ford Escort , 4 cyl., auto., 4 dr. hatchback, tan, PS/PB, AM/FM, 36k mi., $5500/BO. (401) 765-4775 (R.I.).

'85 Chrysler 5th Ave. , loaded w/options, 476-7536 (E. Douglas).

'86 Ford F150 XL-Pick Up , 6k mi., 8 ft. bed, step-in-tow bumper, liner bed, $7750/BO. 865-4656 after 6:00 pm. (Sutton).

'86 Corvette , 12k mi., 4 spd./ovd., red w/black leather inter., 2 alarms, all options, $26,000/BO. 655-9261 (Natick).