

Mini News

News For The Employees of Data General

October 23, 1987

Data General Announces Holidays For 1988

The following is the holiday schedule for Data General employees for 1988.

January 1 (Friday)	New Year's Day
February 15 (Monday)	President's Day *
May 30 (Monday)	Memorial Day
July 4 (Monday)	Independence Day
September 5 (Monday)	Labor Day
November 24 (Thursday)	Thanksgiving Day
November 25 (Friday)	Day After Thanksgiving *
December 26 (Monday)	Day After Christmas

In addition, two personal holidays are available for each regular employee scheduled to work more than 20 hours a week, and hired before July 1 of next year. **Note:** Personal holidays must be taken before December 31 of each year. You may not carry over or receive pay in lieu of personal holidays.

The remaining holidays for 1987 are:

November 26 (Thursday)	Thanksgiving Day
November 27 (Friday)	Day After Thanksgiving
December 25 (Friday)	Christmas Day

Personal holidays for this year must be taken by December 31, 1987.

* Field Engineers will take these as floating holidays

Data General Introduces AOS/VS UNIBOL Language

Data General has introduced the UNIBOL language for the AOS/VS operating system. This software is highly compatible with DIBOL-83, a simplified derivative COBOL offered by Digital Equipment. The AOS/VS UNIBOL language allows business applications written in Digital Equipment's DIBOL language to run efficiently on Data General's AOS/VS operating system which runs on the company's entire ECLIPSE MV/Family products.

Recently, the company also introduced DG/UX UNIBOL, which runs on Data General's proprietary DG/UX, a UNIX-based operating system.

According to Ward MacKenzie, vice president of the VAR Marketing and Development division, "AOS/VS UNIBOL software is the latest in a series of products that Data General has launched to make software migration as easy as possible. With this product introduction, Data General is offering an attractive solution for current DEC DIBOL Value-Added Resellers (VARs) and customers who want to switch vendors, but without relinquishing their significant software investment."

"As part of our strategic marketing commitment to new and prospective VARs, we have also developed a series of programs to make migration to Data General easy and cost-effective," Ward says. "This effort is vital to attract prospective VARs and to maintain a strong cooperative business relationship with our current VAR base."

Prices for the AOS/VS UNIBOL software range from \$1800 to \$9100, depending on processor.

Forgione Appointed Communications Director



Joe Forgione

Joe Forgione has been promoted to director of Communications within the Product Marketing Division. He reports to Division Director John Scanlon. In this new position, Joe will set all business and marketing

strategies for Data General communications products, including those developed within the Communications Systems Group (CSG).

Since Joe joined Data General in 1983, he has held a series of marketing positions. Most recently, he was manager for Communications within Product Marketing. Prior to that, he was a product line manager and senior marketing specialist.

Before coming to Data General, Joe was with Raytheon for three years, and Motorola for two years.

Departments reporting to Joe are: IBM Networking; Proprietary Networks; New Business, which includes product marketing for all communications products being developed by CSG; and International Marketing.

Joe holds a master's degree in management from the Massachusetts Institute of Technology, and a bachelor's degree in electrical engineering from the same school.

Klatman Named Director Of Corporate Public Relations



Mike Klatman

Mike Klatman has been promoted to director of Corporate Public Relations, reporting to Herb Richman, executive vice president. Mike will oversee the company's press relations with the business, general and broadcast media.

Mike has been with Data General for more than seven years. Most recently, he was Marketing Communications Programs manager for the Industry Marketing Division, providing the Sales and Systems Engineering organizations with sales support tools. Prior to that, he was Advertising and Sales Promotion manager for the former Technical Systems Division, and Corporate Public Relations manager, managing business/financial press relations. He joined the company in 1980 as corporate information officer.

Prior to joining Data General, Mike spent three years with the public relations firm of Creamer Dickson Basford.

Mike holds a bachelor's degree from Boston University.

Westboro

Diabetes Screening Clinic Set

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

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.

Activities

Discount Tickets Still Available

Discount tickets for the annual King Richard's Renaissance Faire are still available for Data General employees. Adult discount tickets may be purchased at \$6.00 each (regular price \$9.75). Children's tickets (age 2 to 10) are \$4.00 each. Children under 2 are admitted free. These discount tickets are valid tomorrow, October 24, and October 31. Employees interested in purchasing tickets may send their requests to Chris Campbell at Mail Stop 4-78A in Southboro.

Data General Ski Club Plans 1988 Season

The Data General Ski Club has lined up its 1988 trip schedule which is made up of trip at reduced prices to some of the "coolest" ski paradises in the world.

All trips (except as noted) include roundtrip motorcoach transportation, ski club refreshments/party en route, two nights lodging, two single-day lift coupons, all taxes and gratuities. Many packages include all your meals and other extras.

Employees interested in the following trips should fill out the attached trip request form and return it, with deposit, to the appropriate coordinator in charge of trip. The coordinator will be in touch with you with all the trip details. You can correspond directly with your

MOD Develops Training Schedule For Fiscal 1988

The Management and Organizational Development (MOD) department is responding to recent changes in the business environment by structuring a 1988 fiscal year training program focused on Data General's most immediate needs. The training emphasis is on professional and managerial instruction which will provide employees with information on how to become stronger managers and decision-makers.

It is important for employees to work together with their managers and Human Resources representatives to identify critical training needs. MOD encourages employees to meet with their managers and Human Resources representatives to prioritize the training needs that will meet both the individual's developmental needs and the needs of the business.

In this insert, you will find a complete listing of the MOD courses offered in the first quarter of fiscal 1988. In addition, a description of new courses is provided. MOD courses are offered at Woodstock and at a regional site in Raleigh/Durham. Beginning in the second quarter of fiscal 1988, a western training site will be established.

New MOD enrollment request forms are available from your manager or through MOD. During this fiscal year, enrollments will be accepted from exempt employees only. Forms can be obtained at Mail Stop D-134 in Westboro or via CEO at address MOD Registrar:IMG003. To register, send enrollment request forms to either the mail stop or CEO address. All enrollment forms must have a manager's approval. When submitting a form via CEO, the form must be received from the manager's CEO system. All requested information must be provided or the forms will be returned, thereby delaying enrollment. MOD will send notifications of enrollment status directly to employees. Cancellations received less than 10 working days prior to the start of class will be charged full price. Employees should note that a nomination from a vice president is required to enroll in the Strategic Management Workshop.

Because MOD's schedule is made up of courses which offer the greatest immediate impact for employees and Data General, not all the courses offered last year have been scheduled for this year. However, employees should refer to the Resource and Program guide from last year since most descriptions of programs offered this year are unchanged.

For information regarding external educational/training opportunities, employees may consult the Resource and Program guide or the Human Resources policy manual.

"Working together, we can maximize the effectiveness of our training time during the coming year," says Kathy Gagne, MOD Marketing manager. "MOD is looking forward to providing the best possible training for employees."

Attention New Managers

Becoming a new manager is a major career milestone. The change represents months of orientation, assimilation and development which stretches an employee to new professional limits. An employee's successful transition into this new position is crucial to the success of Data General.

Management and Organizational Development (MOD) recognizes the need to support this transition process and offers several courses geared toward new managers. According to Kathy Gagne, MOD Marketing manager, these courses will enable new managers to become oriented to the role of managing people effectively. The courses provide an opportunity for managers to become assimilated into the culture of Data General by focusing on the missions and expectations of their position. The courses help managers develop the skills necessary to establish effective work relationships with other employees.

Courses For New Managers

Supervisory Training will enable supervisors to apply basic managerial and administrative skills while following the principles of management when interacting with employees. This course focuses on improving employee performance and work habits, maintaining improved performance, using effective disciplinary actions, handling employee concerns, conducting satisfactory performance reviews, delegating responsibility, teaching a new job and work planning. This course is for supervisors of non-exempt employees. In the first quarter, this course will be offered in Woodstock October 28-30, and will be offered again in the third quarter.

MANAGEMENT AND PRO WOODSTOCK TR FISCAL 1988 - €

<p>MIDDLE MANAGEMENT</p> <ul style="list-style-type: none"> CORPORATE ORIENTATION FOR EXPERIENCED MANAGERS* NEGOTIATIONS FOR MIDDLE MANAGERS STRATEGIC MANAGEMENT WORKSHOP* <p>MANAGEMENT</p> <ul style="list-style-type: none"> EFFECTIVE MANAGEMENT PRESENTATIONS FINANCE FOR NON-FINANCIAL MANAGERS FRONTLINE LEADERSHIP I FRONTLINE LEADERSHIP II NEGOTIATIONS: MANAGING COMPETING INTERESTS PROGRAM FOR NEW MANAGERS* SUPERVISORY TRAINING PROGRAM <p>PROFESSIONAL</p> <ul style="list-style-type: none"> EFFECTIVE TECHNICAL PRESENTATIONS EXTENDING YOUR ORGANIZATIONAL EFFECTIVENESS INTRODUCTION TO MANAGEMENT* INTRODUCTION TO PROJECT MANAGEMENT MANAGING INTERPERSONAL RELATIONSHIPS TECHNICAL WRITING WORKSHOP
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OCTOBER		
28	5	12
		<div style="text-align: right; padding-right: 5px;"> 10/12 (3 DAYS) </div>
	<div style="text-align: center; padding: 5px;"> 10/7 (3 DAYS) </div>	
		<div style="text-align: right; padding-right: 5px;"> 10 (2 DA </div>

* Core transition courses

PROFESSIONAL DEVELOPMENT TRAINING SCHEDULE FOR ONE COURSE

	NOVEMBER				DECEMBER				
19	26	2	9	16	23	30	7	14	21
		11/2 [] (3 DAYS)				11/30 [] (3 DAYS)	12/7 [] (2 DAYS)		
							12/2 [] (3 DAYS)		
		11/4 [] (3 DAYS)		11/16 [] (3 DAYS)			12/2 [] (3 DAYS)		
		11/2 []					12/9 [] (3 DAYS)		
	10/28 [] (3 DAYS)	11/2 [] (5 DAYS)							
10/19 [] (3 DAYS)	10/27 [] (3.5 DAYS)								
10/21 [] (3 DAYS)							12/7 [] (3 DAYS)		
10/21 [] (5 DAYS)			11/11 [] (3 DAYS)						

Program For New Managers is designed for employees who have recently been promoted from an individual contributor to a first-line managerial position. This course begins by familiarizing the new manager with a picture of Data General: the company history, strategy, culture, Human Resources functions, and policies and procedures. Speakers from various departments throughout the company will present this information in a discussion format. Participants also learn about performance management, how to run effective meetings, and how to take hold during the various stages of a new role. Participants receive feedback from their managers and a variety of other employees. This is collected prior to attending the program and reflects a "snapshot" picture of his or her current managerial skills and style. The course is offered November 2-7 in Woodstock. It will be offered again in the second and third quarters.

Frontline Leadership I will help managers understand and develop crucial working relationships necessary to work within a business environment. This course focuses on building a constructive relationship with your manager and with your peers, confronting issues with your manager and peers, gaining support from others using interpersonal skills, getting good information from others and to others. This course is for managers of exempt employees. It is offered in Woodstock November 4-6 and in Raleigh/Durham December 8-10. It will be offered once each quarter for the rest of fiscal 1988.

Frontline Leadership II will help a manager establish performance expectations, give constructive feedback to improve an employee's performance, develop job skills through coaching, and develop action plans around expectations with employees. This course is a good step toward strengthening positive relationships with employees as a leader and a manager. It is offered in Woodstock November 16-18 and again in the second and fourth quarter.

Please note: These courses are not sequential. The numbers are used to differentiate the content of the courses only.

Corporate Orientation For Experienced Managers is geared toward managers who are new to Data General but who have held managerial positions at other companies prior to joining Data General. Its purpose is to accelerate the learning of these managers by providing them with the opportunity to understand the organization in which they have just begun to work. Various directors will provide information and answer questions about their particular area. Managers will become familiar with the culture of Data General. They will develop strategies for successfully taking over their new positions. This course is offered in Woodstock December 7-8 and again in quarter three. This is a new course being offered for the first time.

If you need further information on these courses, contact the MOD department at (tie line) 228-6958 in Westboro. You can enroll directly in the courses by sending an enrollment request form to MOD Registrar at CEO host IMG003 or Mail Stop D-134 in Westboro.

New MOD Courses Introduced

The following courses are being offered this fall by Management and Organizational Development (MOD) for the first time.

Middle Manager Negotiations will improve the negotiation skills of middle managers in order to facilitate the integration of departmental and organizational objectives. The course runs two and one half days, which includes evening sessions. Middle managers from throughout Data General are eligible to participate. Members of the Conflict Management Institute, the consulting arm of the Harvard Negotiation Project, will conduct this course.

Some of the course highlights include a negotiation model based on "Getting To Yes," by Fisher and Ury (used in the Camp David peace accords), with additions from the book "Beyond Yes." Lectures and discussions with the consultants will be part of the course, as well as three role plays which will be conducted by participants with feedback given by consultants. A negotiation movie will be shown by Roger Fisher. After the course, when managers are back on the job, participants will be able to negotiate with peers, subordinates and superiors in a collaborative manner in order to work toward mutually-acceptable solutions.

Interview Workshop will help participants learn to conduct an effective and legal selection interview, and to use a team process to evaluate a candidate for employment. This course, which runs two days, is geared toward managers and professionals who interview candidates for employment. Some of the key topics include creating a job model, screening resumes and choosing questions and questioning techniques in the interview preparation, discussion of specific legal practices and regulations for employment, analysis of data, and evaluation and decision-making. During the course, participants will plan and conduct an interview with a recent hire and receive feedback. Back on the job, participants will be able to conduct a selection interview using effective interview techniques.

Technical Writing Workshop is geared toward technical individual contributors and managers, and lasts two days. Major goals of the course include teaching participants to organize ideas and materials quickly and clearly using an explicit and flexible format, to take the struggle out of writing a coherent first draft, to make writing clear and readable by applying nine simple principles for editing sentences and paragraphs, and to use alternative ways to organize technical information.

Participants will learn by critiquing client correspondence and by composing memos related to their line of work. They will receive individual feedback on their writing style. Some of the key topics include the principles of organizing ideas, paragraph and sentence structure, the format for a one-page cover letter, and what it takes to make correspondence more readable. When back on the job, participants will be able to write concise technical reports and other related business documents.

coordinator via CEO or internal mail. Employees should not contact the coordinator by telephone.

This year's officers and coordinators are: Cheryl Barnard - President, John Watkins - Vice President, Debbie Blood - Treasurer, Teresa Forster - Secretary, Jeff Koehler - Coordinator, Paul Noe - Coordinator, Paul Sullivan - Coordinator and Jim Petrie - Coordinator.

Waterville Valley, New Hampshire - Paul Noe (Coordinator), Mail Stop A-112 (Host system BAN). January 8 - 10, 1988. Price: \$107 per person. \$50 deposit by November 2. Bus transportation is not provided for this trip. Two nights' accommodations at the Black Bear Lodge based on four per unit are included. The lodge features a heated indoor/outdoor pool, whirlpool, exercise room with sauna and steam room.

Smuggler's Notch, Vermont - Paul Sullivan (Coordinator), Mail Stop 1-D (Host system WEBO04). January 15 - 17, 1988. Price: \$158 per person. \$75 deposit by November 2. Two nights' accommodations at the village at Smuggler's Notch based on variable occupancy are included. Condominiums are slopeside with full kitchen facilities. Price includes use of indoor pool and hot tub.

Mt. Snow, Vermont - John Watkins (Coordinator), Mail Stop B-233 (Host system WEBO06). January 29 - 31, 1988. Price: \$146 per person. \$50 deposit by November 2. Two nights' accommodations at the Snowtree Condominiums are included, which includes free use of whirlpool, sauna and weightroom.

Sugarloaf USA, Maine - Cheryl Barnard (Coordinator), Mail Stop M-319 (Host system FE1Z11). February 5 - 9, 1988. Price: \$157. \$50 deposit by November 2. Two nights' accommodations at the Sugarloaf Hotel based on double occupancy are included.

Sunday River, Maine - Jeff Koehler (Coordinator), Mail Stop F-211 (Host system KTI). February 19 - 21, 1988. Price: \$130 per person. \$50 deposit by November 30. Two nights' accommodations at the slopeside Cas-

cade Condominiums with full kitchen facilities are included. Price is based on 4 per unit. There is a guaranteed lift line policy of 8 minutes or less or a \$2 refund will be issued.

Saddleback, Maine - Teresa Forster (Coordinator), Mail Stop C-134 (Host system ABACUS). February 26 - 28, 1988. Price: \$140.00 per person. \$50 deposit by November 30. Two nights' accommodations at the Rangeley Inn are included. Gourmet-style meals are included on this trip. Live entertainment will be provided on Saturday night. Price is based on quad occupancy.

Bolton Valley, Vermont - Jim Petrie (Coordinator), Mail Stop F-213 (Host system EWD). March 4 - 6, 1988. Price: \$137.00 per person. \$50 deposit by November 30. Two nights' accommodations at The Black Bear Inn are included. This trip features home-style breakfasts and dinner. Located close by is an indoor sports complex with indoor pool, sauna and jacuzzi. Price is based on quad occupancy.

Innsbruck, Austria - Debbie Blood (Coordinator), Mail Stop EBC/3400 (Hixson D:IMG002). March 12 - 20, 1988. Price: \$790 per person based on double occupancy. Seven nights' accommodations at a four-star hotel, the Roter Adler, in the heart of Innsbruck. Roundtrip airfare via Pan Am, continental breakfast and dinner daily, all transfers, taxes and fees, discount on multi-day lift package are included. \$100 deposit per person is due by November 20.

Steamboat, Colorado - John Watkins (Coordinator), Mail Stop B-233 (Host system WEBO06). April 2 - 9, 1988. Price: \$635 based on six persons per three bedroom condominium. Condominiums have fireplaces and full kitchens. The lodge has a whirlpool and jacuzzi. Five of six days lift pass and K2 ski raffle are available for those paid in full by deadline. \$100 deposit per person is due by November 20.

Trip/Date	Coordinator	Dep Due	Amt	# People	Total
01/08/88 Waterville, NH	Paul Noe MS A112/Westboro	11/2/87	\$50	X _____	= \$_____
01/15/88 Smuggler's Notch, VT	Paul Sullivan 1-D/Westboro	11/2/87	\$75	X _____	= \$_____
01/29/88 Mt. Snow, VT	John Watkins MS B233/Westboro	11/2/87	\$50	X _____	= \$_____
02/05/88 Sugarloaf USA	Cheryl Barnard MS M319/Milford	11/2/87	\$50	X _____	= \$_____
02/19/88 Sunday River, ME	Jeff Koehler MS F211/Westboro	11/30/87	\$50	X _____	= \$_____
02/26/88 Saddleback, ME	Teresa Forster MS C134/Westboro	11/30/87	\$50	X _____	= \$_____
03/04/88 Bolton Valley, VT	Jim Petrie MS F213/Westboro	11/30/87	\$50	X _____	= \$_____
03/12 - 03/20/88 Innsbruck, Austria	Debbie Blood 3400 Bldg-EBC/Westboro	11/20/87	\$100	X _____	= \$_____
04/02 - 04/09/88 Steamboat, Colorado	John Watkins MS B233/Westboro	11/20/87	\$100	X _____	= \$_____

Data General Ski Club Deposit Form

Please use this form to reserve space on the Data General Ski Club 1988 season ski trips. Please use one form per trip. If you are going on multiple trips, please use a separate deposit sheet for each trip. Forward that request to the coordinator listed next to the trip with your deposit. No cash please. Please make checks payable to the Data General Ski Club.

Name _____ Badge _____ MS _____
Ext: _____ CEO Address: _____ DG Building _____
Home Address: _____

Please add my name to your mailing list.

Ski Club To Hold Information Night

The Data General Ski Club is sponsoring an Information Night on Wednesday, October 28, from 4:00 to 6:00 p.m. Ski Club officers will be available to answer questions about ski trips planned for the new season. Videos will be shown, and handouts and refreshments will be provided. The meeting will be held in the MTI Classroom C, Mail Stop C-223, in Building 14A in Westboro.

MARKETPLACE , FREE ,

Blue Point Siamese Cats , 8 yrs old, neutered/spayed, brother/sister, indoor cats, declawed front paws, moving, free to good home, 435-5552 (Hopkinton).

YARD SALE ,

Yard Sale , Saturday, October 24, 2 family, 9 - 3, 18 Ruggles St, Webo, 366-1968 (Westboro).

CARPOOL ,

Carpool , existing seeks another driver, from Chelmsford to Webo/Sobo, 8:30 - 5, flex, Hilgemeier ext 6033.

Carpool , from Methuen/Lawrence to Webo, 8 - 5, 682-8801 (Lawrence).

Carpool , looking to join existing, from Northboro to Webo, 9:30 - 6, Gayle ext 3599.

Carpool , from Nashua, NH to Webo, flex, Jim ext 5826.

Carpool , looking to join existing or form, from Brookline to Sobo/Webo, flex, Katz ext 7093.

WANTED ,

Two Tickets , to Whitney Houston concert, Nov. 11/Centrum, 393-2484 (Northboro).

Volkswagen Rabbit , convertible, 232-3724 (Brookline).

FOR RENT ,

Apartment , 2 bdrm, frpl, cbl, util incl, no smoking/pets, \$650/mo, 842-8743 (Shrewsbury).

Apartment , 2 bdrm, appl, avail 11/1, \$550/mo, 755-9227 (Worcester).

FOR SALE ,

Multi-Functional Gym , Sears Lifestyler 2000, never used, \$75, (401) 828-0732 (Cranston, RI).

Items , CD dual cassette stereo system, \$150; large Capo Dimone centerpiece, w/roses, \$125, 481-6321 (Marlboro).

Tire , 1 Goodyear Vector radial, P195/75R14, \$50, 839-3724 (Grafton).

Maytag Washer , \$15, 366-9407 (Westboro).

Car Stereo Equipment , Pioneer Super Tuner III cass/radio, \$170; Clarion 50 watt equalizer/booster, \$60; Pioneer 6 x 9 4-way speakers, \$70; or \$300/all, 485-5714 (Marlboro).

Men's Leather Motorcycle Jacket , sz 44, \$90, 839-9301 (S. Grafton).

Luggage , 5 pc Samsonite set, 2 hard-side suitcases, 2 carry-ons, 1 train case, \$30, 481-7437 (Marlboro).

Items , queen sz bed set, dbl dresser w/2 mirrors & chest, \$399; white canopy twin sz bed frame, \$59, 562-2675 (Hudson).

Hockey Skates , Bauer Supreme, style 92, man's size 7 1/2, BO, 285-9329 (Norton).

Baby Items , car seat, play pen, walker, swing, BO, 829-9528 (Holden).

Sink , blue porcelain, w/fixtures, \$35, 473-4347 (Milford).

Honda Accord Rims , 1 pr blk tire rims, \$25/pr, 263-4032 (Acton).

Snow Tires , 2 P205/75R14 Sears Roadhandlers, mtd/bal, GM rims, BO, 966-2335 (Bellingham).

Fullsize Sofa/Sleeper & Love Seat , light brown, 1 yr old, \$600, 568-0524 (Hudson).

Microwave , Sharp Carousel, 1.5 cu ft, \$150, 965-1940 (Newton).

Hotpoint Dryer , electric, 2 yrs old, \$150, 393-5641 (Northboro).

Benjamin Franklin Woodstove , w/swing-out grill, decorative, \$200, 529-3186 (Upton).

Kenmore Microwave Oven , 1.3 cu ft, under 1 yr old, \$100, 366-1968 (Westboro).

House , 3 bdrm ranch, deck, frpl, woodstove, \$160,900, 481-6546 (Marlboro).

Items , Ethan Allen maple coffee tbl & commode tbl, \$200; oak sofa tbl, \$100, 366-3956 (Westboro).

Sony Stereo , XR75B, AM/FM cass, w/clock, XM55 pwr amp, Alpine 6 x 9 speakers, BO, 842-5394 (Shrewsbury).

Winnebago , '72, 26', self-contained, class A, lo mi, AC, generator, bath, uphol/curtains, CB, stereo/cass, rd lights, levellers, new tires/brakes, \$7500/BO, 481-7245 (Marlboro).

Barrecrafters , lockable ski racks, fits full-size car w/rain gutters, \$30, 943-0970 (Webster).

Woodstove , 5 yrs old, \$100, 839-4011 (N. Grafton).

Items , Clayton Marcus qn sz sleeper/sofa, chair; maple end tbl; recliner; chandelier, Ethan Allen dinette w/2 chairs; outside hanging swing chair; BO, 839-9292 (Grafton).

Items , Blazeking airtight woodstove w/blower, \$400; 16 1/2' Yukon Delta camper, slps 4, \$800; gas furnace, 65K btu, wall unit, \$400; 36" copper stove, LP gas, self-clean, \$300; 883-3313 (Bellingham).

AUTOS ,

'69 Mercedes Benz 280S , white, needs head gasket, runs, good restoration vehicle, \$1850, 842-8743 (Shrewsbury).

'77 Cutlass Supreme , \$250/BO or sold as parts, 839-3144 (Grafton).

'78 Chevrolet Pick-Up , 1/2 ton, V-8, auto, \$2000, 839-6248 (Grafton).

'79 Pontiac Grand Prix LJ , 2-tone, landow rf, sport whls, loaded, many new parts, \$2500, 842-8743 (Shrewsbury).

'80 Suzuki GN400X , \$500, 485-1577 (Marlboro).

'80 Chrysler Volare , 4 dr, slant 6, 38.5K mi, 839-9611 (Grafton).

'81 Pontiac Phoenix , silver, 4 dr hatch, 5 passenger, new tires/battery/muffler/brakes, no rust, \$1500, 425-9185 (Shirley).

'81 Toyota Tercel , 4 dr, front whl drive, AC, 5 spd, AM/FM cass, 77K mi, \$2000/BO, 473-3624 (Milford).

'81 Dodge Colt , hatch 4 + 4, AM/FM stereo, new brakes/exhaust/shocks, 93 K mi, \$1150/BO, 528-7454 (Franklin).

'83 Yamaha 650 Special 2 , 4K mi, extras, \$600/BO, 839-9301 (S. Grafton).

'84 Mazda RX7 GS , AC stereo, blk/red, \$8900, 529-4625 (Upton).

'84 Ford Tempo , brown, 4 dr, PS/PB, 4 spd, 49K mi, \$2995, 425-9185 (Shirley).

'84 Nissan Maxima , silver, 5 spd, all pwr, elec snrf, garaged, 443-9274 (Sudbury).

'84 Ford Ranger , 4 x 4, AM/FM, 4 cyl, PS/PB, hd susp, std bed w/extra high fiberglass cap, 62K mi, \$6200, 486-4985 (Littleton).

'84 Dodge Aries Station Wagon , dk grey, auto, PS, pwr locks/windows, new tires, garaged, \$4000, 443-9274 (Sudbury).

'85 Toyota Corolla SR5 Liftback , AM/FM cass, new tires, pwr mirrors, tach, 5 spd, v maintained, \$6000, 476-3997 (E. Douglas).