

Mini News

News For The Employees of Data General

February 19, 1988

Wightman And Pierce Assume New Responsibilities

Fred Wightman has been appointed director of Product Management/Product Support Engineering, reporting to Fred Cochrane, vice president of Field Engineering's Engineering Services group. In his new role, Fred will direct the combined Product Support Engineering and Product Management departments. These areas develop product support strategies within Field Engineering and provide worldwide product technical support and problem-management systems.

Fred has been with Data General since 1979. Most recently, he was director of Worldwide Technical Programs and the National manager of Field Restructure. Before that, he was with Field Engineering in Atlanta for five years where he held positions as Area manager for Field Support Operations, Atlanta Region manager, and Atlanta Area Technical Support manager. He joined Data General as a Field Engineering Branch manager in Connecticut.

Fred holds an MBA from Emory University.

Craig Pierce replaces Fred as director of Worldwide Technical Programs, also reporting to Fred Cochrane. In this position, Craig is responsible for developing and implementing all technical products and programs which will reduce service delivery costs, improve the mean time to repair, and increase the efficient utilization of materials.

Craig has been with Data General for 11 years, most recently as manager of Systems Products within Field Engineering Product Management in Westboro. Prior to that, Craig worked in the same organization, helping to develop maintenance strategies for large ECLIPSE MV/Family systems. Before that, he was a group leader in Product Support Engineering. Craig joined Data General as an instructor in Customer Education.

Craig holds a bachelor's degree in engineering management technology from Central New England College.

Partnership For Success Program Names Winners

The Partnership For Success program, which calls for field engineers to take part in sales efforts, has generated nearly \$27 million in sales since being implemented nearly a year ago. The program recognized several employees within the Field Engineering Division, the North American Sales Division (NASD) and the DG/Direct organization for their contributions to the program.

Partnership For Success brings together field engineers, Sales representatives and employees within the DG/Direct group to enhance the team approach to doing business. The program identifies sales opportunities among existing customers; strengthens communication between the Field Engineering Division, the North American Sales Division (NASD) and DG/Direct; and increases sales of hardware for new systems, upgrades and add-ons, supplies and accessories, diagnostics, documentations and spare parts.

For their sales efforts, field engineers are awarded points which they can convert toward prizes. These points are given to field engineers based on the dollar value of each lead which turns into a successful sale. The following employees have achieved the highest number of successful sales leads and greatest dollar value of those leads.

Field Engineering Division Winners

Stan Neri -- FY 1987 Most Successful Region Leads
Mike Stephens -- FY 1987 Most Successful Branch Leads - East Area

Chuck Mowry -- FY 1987 Most Successful Branch Leads - West Area

Tom Westrick -- FY 1987 Top Dollar Leads - East Area

Ron Iskierka -- FY 1987 Top Dollar Leads - West Area

DG/Direct Winners

Gordon Paulsen -- Largest Dollar Amount For Successful Leads

Scott McKinnon -- Highest Lead Success Rate

North American Sales Division Winners

Chester Plauche -- Responsiveness Leader - Metairie, Louisiana

Gary Dixon -- Million-Dollar Topper - Charlotte, North Carolina

Tom Moylan -- Two-Million-Dollar Topper - Birmingham

Westboro

Tax Forms Available

Starting Monday, individual federal and state (Massachusetts) income tax forms will be available in the literature distribution rack outside the Westboro pizzeria in Building 14B. Availability is limited, so employees should take no more than two of each and only those that are needed. Forms that do not appear in the rack should be obtained through the Internal Revenue Service, a bank or other public distribution location. Employees should not contact the Corporate Tax department for forms or assistance.

Library Open Wednesday Nights

Beginning this month, and continuing through the end of April, the Corporate Library will stay open on Wednesday evenings until 7:00 p.m. This is a three-month trial which will be used to determine the benefit of evening hours to employees. From the group of employees who use the library during these evening hours, the library will survey their needs and preferences with regard to extending library hours. Your opinion will count only if you use the library during the evening and only if you take a few minutes to fill out the survey while you are there.

Training

Educational Services is offering the following courses. Prior approval of your supervisor is required for course registration. Call (tie line) 221-1647 to enroll in these classes or other classes. All classes are held at the Education Center at 2400 Computer Drive in Westboro.

• **Data General FORTRAN 77 Programming (S113)** - is a five-day course that teaches how to code, compile, load, execute and debug programs using Data General's FORTRAN 77. Experience in FORTRAN programming is the prerequisite for this course. This class begins Monday, February 29.

• **PRESENT through CLI (S142)** - is a two-day course that teaches employees how to create and use queries through CLI using the capabilities of PRESENT. The prerequisite for this course is S209 (AOS & AOS/VS User) or equivalent experience. The course begins on Wednesday, March 9.

• **C Language: An Introduction (SM131E)** - is a special three-day seminar. It is designed to provide hands-on experience with C programming under AOS/VS and MV/UX. Employees should have experience in writing code in high-level languages to take this seminar which begins on Tuesday, March 8.

• **ECLIPSE S130, S200, S230 Field Maintenance (H104)** - is a five-day course that teaches how to load and run diagnostics, perform installations and board-level maintenance through the operation, bus structure and organization of the ECLIPSE S130, S200 and S230 processor. The prerequisite for this course is H100. Class begins on Monday, February 29.

Cyberquery Classes Offered

The Information Resource Center (IRC) will be offering Cyberquery classes on a monthly basis. The one-day class will be held in the MTI-B Training Room (Mail Stop C-232) next to the IRC in Westboro. Classes have been scheduled for February 24 and March 23. There is no charge for the course.

What is Cyberquery? Cyberquery is an inquiry system and report generator. It provides a method to quickly select records and produce reports. Cyberquery is fast, uses English-like language, and can be used by non-programmers.

There are no prerequisites for this course. It is helpful, but not necessary, to be somewhat familiar with the SED text editor. It is also helpful for the class participant to understand the concepts of files, records and fields.

To enroll in a class, please send a CEO message to Training at host system IMG008 or call Julie Catullo at 228-6292 in Westboro. Enrollments will be taken on a first come, first serve basis. There is a minimum requirement of ten people to hold a Cyberquery class.

Advanced CEOwrite Training Available

From March 2 through 4, Educational Technologies will conduct an alpha test of a new Advanced CEOwrite Computer-Based Training (CBT) course. If you need to learn this software and meet the prerequisites, please contact Lillian Cochran at (tie line) 221-1548 or via CEO at host system ZETA as soon as possible.

On completing the course, you should be able to use selected intermediate and advanced functions of the CEOwrite word processor as it runs on ECLIPSE MV systems.

The prerequisites for this course are:

1. Familiarity with CEO word processing under AOS/VS; and
 2. Completion of the Introduction to CEOwrite CBT or equivalent experience with CEOwrite.
- For further information, contact Lillian.

MARKETPLACE

CARPOOL

Needs A Ride, Milford to/from Westboro, hrs 8:30 to 5:00, Kannan, x231-2276.

FREE

Ben Sofa, like new, will deliver, 655-9379 (Natick).

WANTED

Roommate, to share home w/2 women, non-smoker, off-street parking, fireplace, patio, \$400/mo + 1/3 util, 235-7799 (Wellesley).

Doghouse, for medium to large dog, 865-5033 (Millbury).

Tickets To US Open Golf Tournament, Brookline, 6/1/88, will exchange weekend tickets for weekday tickets, 754-0056 after 6 p.m. (Worcester).

Roommate, to share 2 bdrm condo, \$300/mo + 1/2 util, 877-0701 (N. Framingham).

FOR RENT

Condominium, 2 bdrm, 1 1/2 bath, deeded parking, easy access to Mass. pike, \$725/mo + utilities, 832-5831 (Auburn).

Condominium, 2 bdrm, historically-renovated, 25-min to DG, \$725/mo + utilities, 898-3977 (Westboro).

Apartment, 2/3 bdrm, off-street parking, washing machine, refrig, stove, avail, 3/15, 791-7607 (Worcester).

Apartment, 2 bdrm, in Marblehead, parking, \$750/mo includes heat and hot water, 77-7124 (Wellesley).

Apartment, 2 bdrm, lrg living room/kitchen, 2nd floor, hrdw floors, cable TV, off-street parking, \$650/mo + 1/3 utilities, 842-7964 evenings (Shrewsbury).

Summer Rental, West Hyannisport, 5 min to beach, 3 bdrm, 2 bath, ranch, dishwasher, disposal, deck, \$600/week, minimum 2-week rental, 6/88-9/88, reduced rates in June, 798-3497 (Worcester).

Apartment, Shrewsbury, 3 rms, off-street parking, great location, avail 3/1/88, \$425/mo util incl, 755-3640 (Shrewsbury).

Cottage, Cape Cod, West Yarmouth, priv beach, 5 min walk, \$350/wk, 835-6327 (W. Boylston).

Ski Chalet, White Mts, 3 bdrm, 2 baths, frpl, all util, \$300/wk, \$200/wknd, 696-6065 (Milton).

FOR SALE

Condominium, 2 bdrm, dining rm, living rm, eat-in kitchen, all-new appliances, wall-to-wall, 20-min to DG, \$105,000, 264-0116 (Boxboro).

Headboard, with mirror and shelves for king size waterbed, waterbed heater and padded side rails, \$100/BO, 865-5033 (Millbury).

Items, Sharp color TV, \$180; cordless steam iron, \$30; pop-up toaster, \$2; vacuum cleaner, \$10; 870-5947 (Westboro).

House, 7 rm, Colonial, 3 bdrm, family room, fireplace with wood stove, \$129,000, 534-4484 (Leominster).

Pups, black Labs, 3 male/1 female, no papers, \$25, 568-1577 (Berlin).

House, ape, four years old, Acton enter, \$269,900; upright piano, BO; Yamaha turntable, \$50; 2 platform beds, \$170s; teak bookcase, \$50; 263-2983 (Acton).

Commercial Heavy Duty Upright Freezer, 18 cu ft, w/doorshelves & lock, 2 yrs old, \$500/BO; country-style loveseat, brown, \$75/BO, 883-2724 (Millville).

Amiga 2000 Computer, & keyboard, in box, never opened, \$1500, 668-2021 (Walpole).

Condominium, Marlboro, 1st floor, 2 bdrm, 15 min to Webo, \$90,500, 865-2678 (Sutton).

House, 8 rm cape, garage, finished bsmt, hdwd throughout, priv yd, 10 min to Webo, 485-7730 (Marlboro).

AUTOS

'76 **Ford Mustang II**, well maintained, 65K mi, 628-1030 (Somerville).

'78 **Ford Granada**, std, some rust, BO, 881-1875 (Ashland).

'79 **Volkswagen Bus**, std, needs muffler, running, BO, 881-1875 (Ashland).

'80 **Sunbird Hatchback**, 60K miles, \$1500, 883-1097 (Blackstone).

'81 **Honda Motorcycle**, 400-cc, 2K miles, \$800, 473-8481 (Milford).

'81 **Cutlass Cruiser Wagon**, AC, auto, luggage carrier, 64K miles, \$2600, 692-7411 (Westford).

'83 **Subaru GL Wagon**, 4 x 4, 61K mi, well maintained, \$3800, 485-1421 (Marlboro).

'84 **Honda Accord**, 5 speed, AC, moon roof, PS, PB, \$6900/BO, 966-1479 after 7:00 p.m. (Bellingham).

'85 **Mercury Grand Marquis**, fully loaded, 44K miles, \$10,000, 852-1021 (Worcester).

'85 **Toyota Truck**, 4x4, storage box, AM/FM/cassette, 42K miles, \$6000, 845-8251 (Shrewsbury).

'86 **Escort L**, 4 dr. hatchback, 5 speed, PS, PB, AM/FM, rear defrost, \$4600, 870-5946 (Westboro).

'86 **Toyota Camry**, AC, auto, AM/FM, PS, PB, 26K miles, many extras, \$10,000, 366-2801 (Westboro).

'87 **Mitsubishi/Plymouth Colt**, 4 door, auto, AM/FM/cassette, alloy wheels, 14K miles, \$6499/BO, 755-0464 (Worcester).

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.-10:00 a.m.; deli lunch, 11:00 a.m.-2:00 p.m.; Take-out, 3 p.m.-6:30 p.m.; dinner, 5 p.m.-7:30 p.m.

3400 Computer Drive Cafeteria, full breakfast, 7:30 a.m.-10:00 a.m.; lunch, 11:00 a.m.-1:30 p.m.; open from 7:30 a.m.-3:00 p.m. for coffee and pastries.

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.

Sales Referrals Earn Employees \$1000 And \$2000 Bonus Payments

Some things never change!!!

The best people we hire are still those introduced to the company by other employees.

The best products in the world still don't sell themselves. They need to be introduced to customers by knowledgeable Sales people.

And, Data General takes advantage of marketplace opportunities.

Right now, the market is right for introducing potential customers to the great line of Data General products. We need to add more experienced Sales people to the growing North American Sales Division (NASD) team.

If you refer a Sales person who is hired by the company, you'll receive a \$1,000 bonus. If it's your second or subsequent referral, you'll receive \$2,000.

It's simple:

Provide a resume or completed application to the Human Resources representative responsible for the opening. If you are not sure who to send it to, submit it to Referral Program, NASD Human Resources, MS A-237 in Westboro.

For further information about the program, you can send a CEO message to Lil Glockner at host system IMG003 in Westboro.

Everyone's eligible except the managers in whose organizations the openings exist and any employee in Human Resources.

Current openings exist for
Sales representatives/Account Executives in:

Eastern Operations

Baltimore
Charlotte
Cincinnati
Cleveland
Detroit
New York City
Pittsburgh
Tampa
Washington, D.C.

Federal Sales Operations

Washington, D.C.

Western Operations

Dallas
Denver
Indianapolis
Los Angeles
Minneapolis
Phoenix
Santa Ana