



DIGITAL DIALOGUE



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Employee Newsletter of Digital Research Inc.

January 1983

PG employees transfer to DRI (UK) Ltd.

Two employees from DRI Corporate Headquarters will leave Pacific Grove the end of January to help establish Digital Research (UK) Limited, the first of three DRI offices in Europe. Maureen Minnes will serve as company administrator and Dan Erickson will be a technical support consultant, both operating from the European Headquarters in Newbury, England, which was opened last month.

The European Operations are under the direction of Paul Bailey who has requested the transfer of Maureen and Dan to assure continuity of DRI policies and procedures in setting up the new offices.

"It's an exciting challenge," said Maureen in talking about her new position which will have a broader range of responsibilities than she has had in the Pacific Grove office. As OEM coordinator, she has been servicing the large accounts in Europe and has become acquainted with their needs. However, in Newbury, in addition to working

with those accounts, she will be establishing office procedures and administering systems for orders, invoicing, credit control, bookkeeping, inventories and distribution. She also will prepare and administer contracts pertaining to OEM agreements, distributor agreements and software evaluation agreements and will operate end user registration systems and maintain various mail lists.

Maureen has lived on the Peninsula for 10 years. After she left Del Monte Aviation (where she met Gary Kildall when he came in for flying lessons), she took some parttime work at Digital Research because 801 Lighthouse was down the street from her house. That was two and one half years ago and since then she has worked in a number of departments, including packing and shipping, order processing, marketing and bookkeeping.

"I am looking forward to starting with a
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1983 holidays for DRI

Holiday	Will be observed
Washington's Birthday	Feb. 21 (Monday)
Memorial Day	May 30 (Monday)
Independence Day	July 4 (Monday)
Labor Day	Sept. 5 (Monday)
Thanksgiving	Nov. 24 & 25 (Thursday & Friday)
Christmas	Dec. 23 (Friday) & Dec. 26 (Monday)

The winners are

Winners of door prizes at the Digital Research Christmas party were:
Carmen Governale (wine)
Stan McKee (DRI binder)
Quinn Carter (gift certificate)
Tom Byers (DRI binder)
Tom Saulpaugh (dinner for two)

DRI schedules seminar on money management

A "Money Management Seminar" will be offered for employees of Digital Research Saturday, Jan. 29, 9 a.m. to 1 p.m.

The seminar will be presented by Waddel & Reed, one of the largest financial planning organizations in the world.

Topics to be discussed include:

- * How to cut your income taxes
- * How to reduce inheritance and estate taxes
- * How to defer income tax on savings and investments
- * How to reduce life insurance costs 30 to 70 percent

Interested spouses and friends may attend. Additional information will be available from the Personnel Department.

New field offices open; others move

Digital Research has another address to add to its growing list of national sales offices. A Midwest regional office has opened in the Chicago metropolitan area at 999 Plaza Drive, Suite 400, Schaumburg, IL 60195; telephone (312) 490-0880.

The newest office officially opened its doors Nov. 1, according to Branch Sales Manager David Smoot.

Some of the other sales offices also have made changes recently. The Palo Alto office, which as field operations headquarters was temporarily located in Burlingame, is now fully operational at its permanent site at 1860 Embarcadero Road, Suite 215, Palo Alto, CA 94303; telephone (415) 856-4343. Stephen G. Maysonave is director of field operations and Dick Dixon is Western regional manager.

The DRI Boston sales office also moved this fall — but only right next door to 8 New England Executive Park, Burlington, MA 01883. So put that in your Rolodex; but do not change the phone number which remains

(617) 229-6222. Bruce Cohen is Northeastern regional manager.

Finally, there are some changes in Southern California. The Sierra Madre technical support group, that was located at Compiler Systems, Inc., has moved downtown to the Southwest Regional office at 6033 West Century Blvd., Suite 400, Los Angeles, CA 90045; telephone (213) 410-0410. Mark Plinke is Southwest branch sales manager.

In addition, Digital Research is in the process of setting up a network of international sales offices. Paul Bailey is director of DRI's European Operations. The first office, which opened this fall in temporary quarters, is now located permanently at Oxford House, 12/20 Oxford St., Newbury, Berkshire, England RG 13 IJB; telex is 848-507 REFDRL. The United Kingdom, Scandinavia and Ireland will be served from this site. During the next few months a second office will open in Germany to serve Central Europe; a third will be located in France to serve Southern Europe.



BIRTHDAYS

- Jan. 1 Frances M. Borda
- 4 Catherine E. Murphy
- 6 Nancy M. Zentner, Mellisa L. Phillips
- 9 James H. Tillinghast, David Smoot
- 12 Andrea M. Davis
- 14 Sherri S. Chartier
- 18 Alix C. Oliver
- 19 Shirley J. James, Barbara A. Turner
- 20 William J. O'Connell
- 23 Linda Sargeant Morga, Brian Curtice
- 24 Jason Loveman
- 25 Bruce Kendrick Skidmore
- 26 Beatrice E. Bui
- 28 Ralph Seifert, Gary Gerttula
- 29 Linda K. Wann, Patricia G. Oto

- Feb. 1 J. Steve Williams, Peggy J. Gillespie
- 2 Michael P. McCarthy, Terry G. Gibson
- 3 Nancy J. Curnutt
- 5 Kathy Strutynski

Phone training offered

Digital Research now has an in-house communications trainer for the Dimension Phone System. New employees who have not yet learned the system or continuing employees who suspect they may not completely understand it, may contact Sylvia Gardner at 6270.

Sylvia will supply written information or will provide one-on-one training in use of the system.

Suggestion box now in place

A box has been placed near the bulletin boards in the lounge at 160 Central to receive your suggestions for Digital Dialogue. Please contribute your news, letters to the editors, ideas for articles, your writing or anything else you think could be shared through the employee newsletter.

Library hours announced

8:30 a.m. to 12 noon — open for video tape viewing

12 noon to 1:30 p.m. — closed

1:30 to 5 p.m. — open for library use

During seminars, library hours may fluctuate because Librarian Lucy Diaz assists with these programs.

New jobs are posted weekly at all DRI sites

The job bulletin system, which began in October 1982, seems to be working. A number of inquiries have been received from employees interested in posted jobs. As a result, several transfers have occurred.

I would like to remind employees, especially new hires, that job bulletins are posted regularly in all of our building locations. At 160 Central Ave., bulletins can be found in the employee lounge.

Jobs are posted at the discretion of the hiring manager. Generally, postings will occur weekly if new openings arise.

So if you want to know about current job openings, check the bulletin board in your area. Joanne Nelson



NEW FACES

- Margaret A. Munn, Technical Writer, Dec. 1.
- Glenn P. Halstead, Contract Administrator, Dec. 1.
- Kin-Man Chung, Software Engineer, Dec. 2.
- Jim D. Rogers, Technical Writer, Dec. 6.
- Alice M. Clark, Contract Processor, Dec. 7.
- Nancy Beaton, Secretary in MarCom (temporary), Dec. 10.
- Chris Michaels, Secretary in Operating Systems SBC, Dec. 13.
- Chris D. Ubick, Secretary in Languages Marketing, Dec. 13.
- Renee Perry, Switchboard Operator, Dec. 13.
- Melissa L. Phillips, Shipping Clerk, Dec. 13.
- Gary Gerttula, Product Marketing Manager, Dec. 14.
- Peter T. Gallanis, Technical Support Specialist in Chicago office.
- Daniel I. Cunha, Layout Artist (temporary), Dec. 20.
- Judith E. Gash, Data Entry Clerk (temporary), Dec. 27.
- Rebecca Daniels, Data Entry Clerk (temporary), Dec. 27.
- Lisa Anne Kuhn, receptionist, Dec. 28.

Total employees: 244

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small operation again and helping it grow," she said.

Dan Erickson also sees the future as challenging. "It's going to be a lot of work, but I'm really looking forward to it," says Dan. My job will include broad responsibilities and be invaluable experience."

Dan came to Digital Research last April from Intel in Aloha, Ore. He worked in the applications group there when John Rowley was head of marketing. At DRI he has been a technical support analyst.

In his new position as technical support consultant he will be more involved with pre-sale work, talking with potential OEMs and contractors and conducting training of in-house personnel and for dealers and distributors "on the road." He expects this will require considerable traveling in the United Kingdom and Scandinavia. Dan also will continue his post-sales support, similar to his work in Pacific Grove, helping people with problems, namely OEMs with BIOS implementation and ISVs with application development.

"The first order of business will be to set up a support operation similar to the one we have here," Dan explained.

Jan. 28 will be the last day of work at DRI Corporate Headquarters for both Dan and Maureen. They will report for work in Newbury, Feb. 7. Their contracts call for them to remain there for a minimum of two years and a maximum of three years.

Digital Research Field Operations

DIGITAL RESEARCH CORPORATE HEADQUARTERS

Post Office Box 579, 160 Central Ave., Pacific Grove, CA 93950
(408) 649-3896 TWX 910 360 5001

FIELD OPERATIONS HEADQUARTERS

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(415) 856-4343 Telex: 334403 DRI PLA

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Richard D. Dixon
Jim A. Tillinghast
Dan A. Simchuk
Van A. Crandall
Bill P. Haufe
L. Mike Smith
Bill C. Schwegler
Peggy J. Gillespie
Bea E. Bui

Director of Field Operations
Western Regional Manager
North American Distribution Manager
National Manager Field Technical Support
Distribution Sales Manager
Branch Sales Manager
Branch Sales Manager
Technical Support Specialist
Administrative Manager
Secretary/Receptionist

EASTERN REGIONAL OFFICE

8 New England Executive Park, Burlington, MA 01803
(617) 229-6222

Bruce L. Cohen
Mike P. McCarthy
R. Mike Segroves
Bruce C. Arwine
Don DeVitt
Bill J. O'Connell
Diane Masciovecchio
Julie Cook

Northeastern Regional Manager
Distribution Sales Manager
Sr. Technical Support Specialist
Technical Support Specialist
Technical Support Specialist
Sr. Sales Representative
Sr. Secretary
Receptionist

MIDWEST REGIONAL OFFICE

999 Plaza Drive, Suite 400, Schaumburg, IL 60195
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David P. Smoot
Peter Gallanis

Midwest Branch Sales Manager

Technical Support Specialist

WESTERN REGIONAL OFFICE

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Mark A. Plinneke
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Southwest Branch Sales Manager
Technical Support Specialist

EUROPEAN OFFICE

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TELEX 848-507 REFDRL

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Frank Iveson
Allan Davies
Veronica Purnell

Director of European Operations
Director of N. European Operations
Sales Manager, Northern Europe
Secretary (temporary)

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