

**DATA GENERAL INTRODUCES  
THE STANDARD  
BY WHICH EVERY OTHER PC  
WILL BE MEASURED.**



Ellington Washburn  
ABC Chemical International  
1256 W. 57th Street  
New York, NY 20345

Dear E.W.,

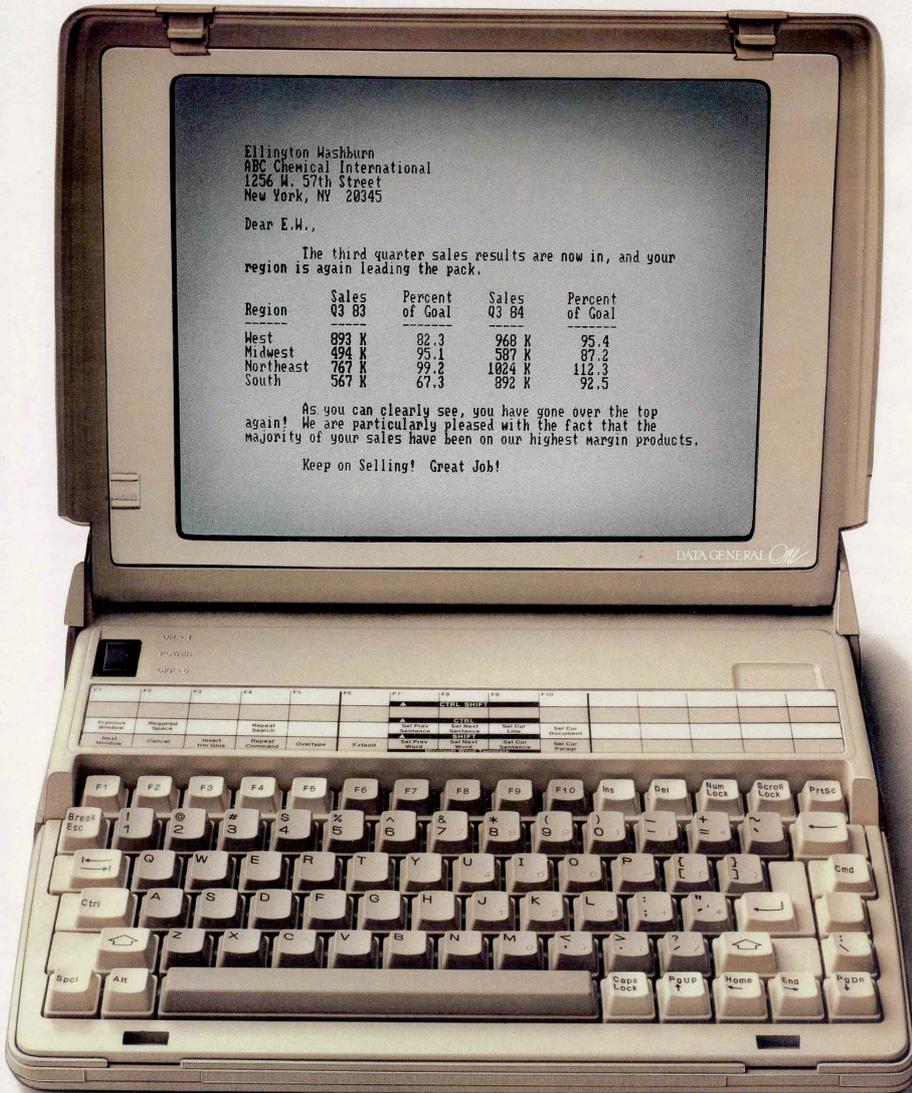
The third quarter sales results are now in, and your region is again leading the pack.

Region	Sales Q3 83	Percent of Goal	Sales Q3 84	Percent of Goal
West	893 K	82.3	968 K	95.4
Midwest	494 K	95.1	587 K	87.2
Northeast	767 K	79.2	1024 K	112.3
South	567 K	67.3	892 K	92.5

As you can clearly see, you have gone over the top again! We are particularly pleased with the fact that the majority of your sales have been on our highest margin products.

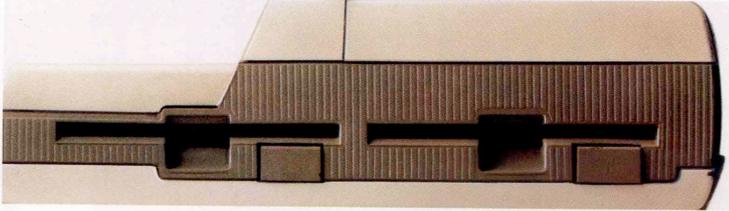
Keep on Selling! Great Job!

DATA GENERAL *CG*





*The only portable offering up to two built-in  
diskette drives for serious business applications.*



So you can do  
such things as

word processing, database management, spreadsheet analysis, and  
business graphics.

The DATA GENERAL/One is the only portable computer that offers  
up to two built-in diskette drives. Just like the leading PC.

It's the only way to do serious work. No more aggravation  
swapping diskettes.

And these are state-of-the-art 3.5-inch hardcased microfloppies—  
with twice the storage capacity at half the size  
of the 5.25-inch diskettes.

Internal memory is expandable up to 512 KB.  
Storage capacity is 1440 KB—nearly one-and-a-  
half-million characters of information.

And if you want more information, the optional  
built-in modem lets you communicate with other  
computers.

Finally, it's the only portable that can give you the  
benefits of integrated office automation—by connecting  
with Data General's CEO® system.

Other options include a portable printer, an 8-hour  
built-in battery pack, an external 1200-baud modem  
and an external 5.25-inch diskette drive unit.

The new DATA GENERAL/One portable.

It not only gives you everything the leading PC gives you. It also  
gives you something the leading PC doesn't give you.

Your freedom.

To find the name of your nearest Data General salesperson or  
authorized dealer, call 1-800-DATAGEN.



*Connects with Data General's  
CEO office automation system.*

 **Data General.**  
a Generation ahead.

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