DATA GENERAL INTRODUCES THE STANDARD BY WHICH EVERY OTHER PC WILL BE MEASURED.
Ellington Waxman
ABC Chemical International
1250 W. 37th Street
New York, NY 10018

Dear E.M.,

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

<table>
<thead>
<tr>
<th>Region</th>
<th>Sales (M)</th>
<th>Percent of Goal</th>
<th>Sales (M)</th>
<th>Percent of Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>West</td>
<td>954.2</td>
<td>93.3%</td>
<td>954.2</td>
<td>93.3%</td>
</tr>
<tr>
<td>Midwest</td>
<td>975.1</td>
<td>95.3%</td>
<td>975.1</td>
<td>95.3%</td>
</tr>
<tr>
<td>Northeast</td>
<td>972.7</td>
<td>97.3%</td>
<td>972.7</td>
<td>97.3%</td>
</tr>
<tr>
<td>South</td>
<td>612.3</td>
<td>92.5%</td>
<td>612.3</td>
<td>92.5%</td>
</tr>
</tbody>
</table>

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!
INTRODUCING THE
DATA GENERAL/One™
PORTABLE.

Now, for the first time, you can be freed from the confinement of your desk. And your desk-bound computer.
With the first, full-function business system that lets you do your work anywhere: at the office, at home, or anywhere in between.

A portable is a computer with the capability of the leading PC: two built-in diskette drives, the same full-size screen, and full-size characters. It even runs the same programs as the leading PC.

All this in a size small enough to fit inside the average briefcase: 11.7 x 13.7 x 2.8 inches, and less than 11 pounds.

Someday, all PCs will be like this. It's the only portable computer to give you a full-size 80-column by 25-line screen.
Other portables give you as little as 8 lines. It's compatible with IBM®-PC software, which means you can run the thousands of programs available to PC users. Software like 1-2-3™ and Symphony™ from Lotus™, Wordstar®, dBase II®, Multiplan®, as well as the most popular packages from the pfs® series, like pfs: file.
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 microflopphies—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.

Data General
a Generation ahead.

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