



DIGITAL EQUIPMENT CORPORATION

Russell A. Gullotti
Vice President

Merrimack, New Hampshire
03050-4303

23 September, 1993

Ralph Ozorkiewicz
Wyle Laboratories

Dear Ralph,

Thank you for your participation in Digital's Corporate Briefing for Industry and Financial Analysts. The customer-focused sessions, in which your video-taped remarks played a significant role, provided a concise and direct reflection of Digital's performance in the market place.

The enclosed video tape is a copy of the final production of the complete U.S. customer session. I appreciate the time and effort you expended in preparing for and participating in this production. As you will see, your efforts resulted in a high quality presentation which was viewed by analysts as a credible highlight of the meeting.

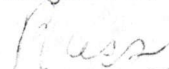
I look forward to working with Wyle throughout the continued development of Digital's channels strategy. Your participation and leadership in the growth of this business is an important factor to the success of Digital's transformation to a truly customer-focused corporation.

We recognize your organization's enthusiasm as an important ingredient to our success. And, we also recognize Digital's responsibility to have a close communication with our customers and understand your perspective of our products, organizational structure, strategy and our joint customer issues.

Again, thank you for your support. As we continue to deliver on our promise of meeting the needs of our customers, I am reminded of your systems sales manager's expression, "This is not your Dad's Digital".

I hope to see you soon Ralph!

Regards,


Russ Gullotti
Vice President, US Area

CC: Mike McSweeney

July 19, 1993

Mr. Ed Lucente
Vice President
Worldwide Sales and Marketing
DIGITAL EQUIPMENT CORPORATION
146 Main Street, MLO10-2/A55
Maynard, MA 01754-2571

Dear Ed,

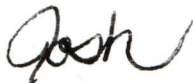
Just a short note to thank you again for your interest and involvement last Thursday. I believe that the more you understand our strengths and weaknesses, we will be able to partner together in a more mutually beneficial way. Digital Equipment is the "cornerstone supplier" for the Wyle Computer Products program. Without Digital, Wyle does not have a program.

Consequently, you have my commitment to provide any and all the support that Digital needs to be successful. When Digital succeeds, Wyle succeeds.

I have sent Ed Kamins a letter summarizing my comments about the SME Marketplace. His channels direction is absolutely critical, and your support for its consistent implementation will be key.

I would like to invite you to visit Wyle, the next time you are on the West Coast to meet our senior management and find out more about us. In the meantime, I would be glad to answer any questions that you might have about distribution or Wyle.

Yours truly,



Josh Napua
Executive Vice President
Computer Products
WYLE LABORATORIES

JN:dsh:01306

cc: J. Adamczyk
K. Bagley
C. Clough
R. Golotti
E. Kamins
R. Ozorkiewicz