

DIGITAL EQUIPMENT CORPORATION
INTERNATIONAL (EUROPE)

PIER CARLO FALOTTI
PRESIDENT AND
CHIEF EXECUTIVE OFFICER

Mr Janez SKRUBEJ
President
ISKRA DELTA
Parmova 41

61000 LJUBLJANA / Jugoslavia

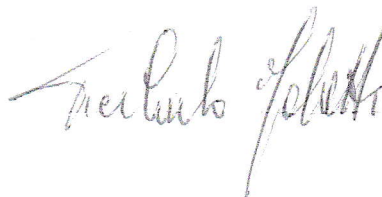
Geneva, 28 January 1988 /mjh

Dear Janez,

I was glad to receive your reminder of 15 years of co-operation between our two companies. Indeed, it seems only yesterday that we were starting and now, thanks to your entrepreneurial quality, you have built a very successful organization.

I look forward to a continued, close business relationship and another 15 years of success. Hopefully I will have the pleasure of seeing you again this September, on the occasion of DECworld'88 in Cannes.

Best regards, and congratulations on your impressive achievement.



cc: Yves Sarrazin, Digital CDG, Paris.