

DIGITAL EQUIPMENT OF CANADA LIMITED

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ANNUAL REVIEW 1984



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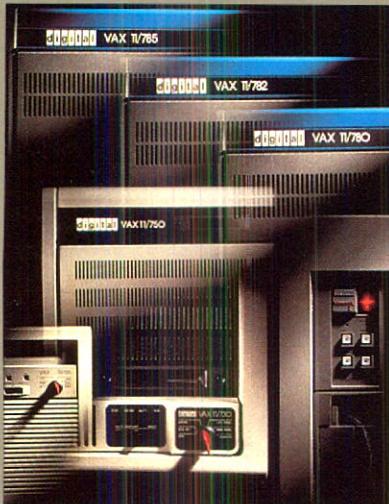
CORPORATE PROFILE

Digital Equipment of Canada Limited is one of Canada's largest manufacturers of computers, associated peripheral equipment, and related software and supplies. The Company is a leading supplier of information management systems for a broad range of customer applications, including office, factory and laboratory automation, education, engineering, personal computing and small businesses. Digital Canada also provides a full range of field, software and educational services.

Headquartered in Kanata, Ontario, the Company operates 38 sales and service offices, and employs 2200 Canadians from coast to coast.

Digital Equipment of Canada is a subsidiary of Digital Equipment Corporation which is based in Maynard, Massachusetts. Our customers, therefore, benefit from the backing of a global organization that maintains more than 660 sales, service, manufacturing and engineering facilities in 47 countries, employing about 86,000 people world wide.

Note: As a subsidiary, Digital Canada is not required by law to produce an Annual Report containing full disclosure of financial information. However, in an effort to keep our customers informed of major new products and services, and corporate activities that will influence the direction of our Company, Digital Canada publishes this Annual Review.



Digital's VAX family of supermini-computers, the standard of performance for 32-bit virtual memory machines since their introduction in 1977, offers the computer industry's widest range of compatible systems.

FINANCIAL HIGHLIGHTS

DIGITAL EQUIPMENT OF CANADA LIMITED

FINANCIAL HIGHLIGHTS (Dollars in thousands)

	FY 1984*	FY 1983	% Change
Total net operating revenues	\$419,726	\$308,541	36
Net depreciated value of property, plant and equipment	\$ 36,829	\$ 32,099	15
Total number of installations**	3,446	3,016	15
Total employees	2,189	1,901	15

*For the year ended June 30, 1984

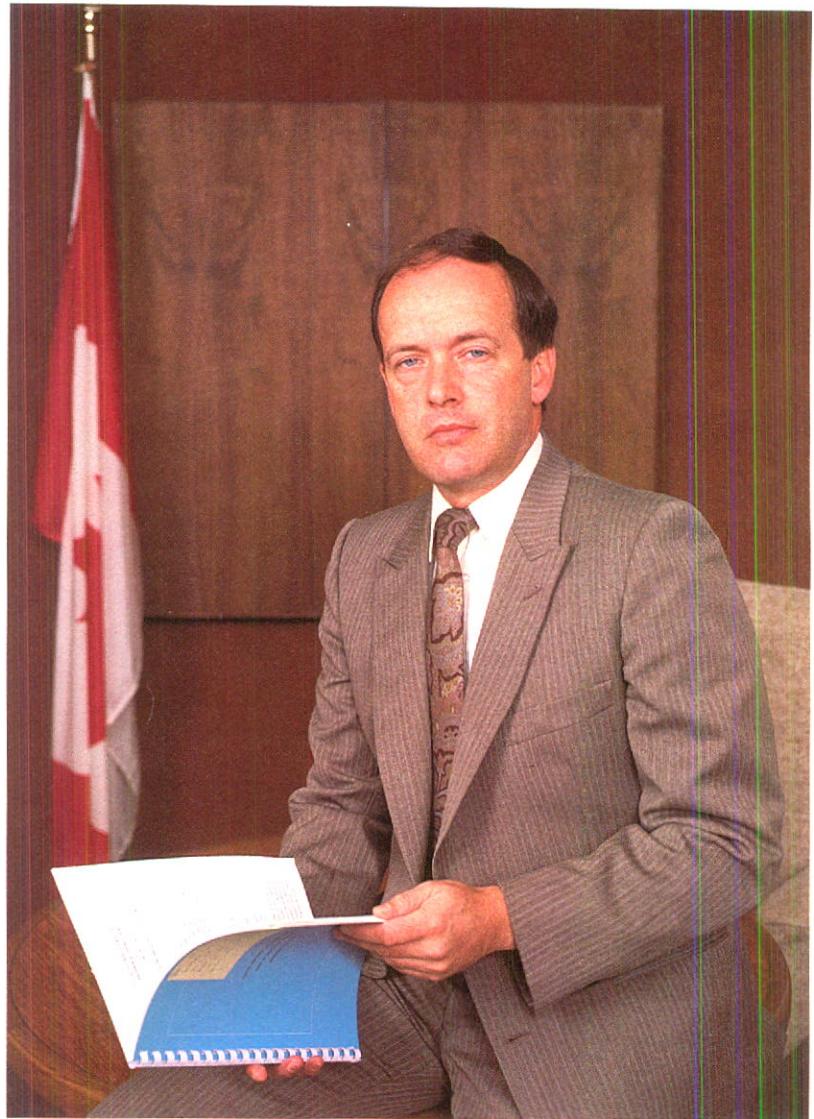
**Canadian Information Processing Society (CIPS) report.

Based on calendar year.

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Kenneth B. Copeland, President

PRESIDENT'S LETTER

With a healthy increase of 36 percent over the previous year, Digital Equipment of Canada Limited's total revenues in Fiscal Year 1984 are testimony that the slow business period experienced by the Company during the recent recession is now behind us. Further evidence of this recovery has been clearly demonstrated by the strong performance of our manufacturing exports, and software and educational services revenues which, I am pleased to report, have been restored to the levels experienced prior to the recession.

The signals are just as strong for orders of Digital's hardware products. Orders in the last quarter of this fiscal year were about two and a half times the level achieved in the first quarter, reflecting increased customer confidence in our product and service offerings. While the sale of personal computers through resale channels has been disappointing, sales of PCs as part of our integrated network solutions — especially in the office automation area — have been strong.

While Digital Canada's profit margins are not yet fully restored to those experienced in the late 1970s, we did rebound considerably in 1984 with a 67 percent increase over the year before.

An increasing percentage of the Company's sales during the last half of Fiscal Year 1984 were pilots for major projects to come. These pilots will lead to significant additional sales within the near future, further establishing Digital Canada's leadership in a broad range of new and strategic markets.

Through both direct sales and sales by our Original Equipment Manufacturers, the Company's performance in the traditional markets of engineering, science and education has been steadily improving with the resumption of capital goods expenditures in Canada.

Overall, the Company views our performance during Fiscal Year 1984 to be consistent with our strategic objectives. Furthermore, the many successes realized over the past year have created a positive momentum — one that now carries Digital Canada into 1985 and beyond.

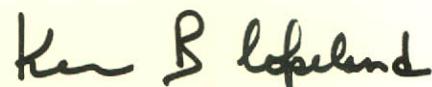
Another important foundation re-established during the past year was our management and employee base. A number of new appointments were made to our Canadian Management Committee. In addition, attrition and growth resulted in the recruitment of a fair number of new employees. We are very confident that this combination of experience and newness will enhance the stability and strength of the planning, marketing and operational abilities of Digital Canada.

As a newcomer to the organization myself, I have the added advantage of experiencing Digital Canada from both an external and internal point of view. From an external point of view, the Company always held — for me — an element of "mystique" as the originator of desk-top computing. From an internal viewpoint, I have had the opportunity over much of the past fiscal year to get to know Digital — the organization, the people and their philosophies. These philosophies are best summarized by one of Digital's slogans: "Computers for Professionals by Professionals." It is, without doubt, the professionalism and dedication of our employees, coupled with the quality of our products and services, that have enabled the Company to achieve success over the past years. Digital Canada intends to continue emphasizing the importance of sound human resource planning and the involvement of our employees in the realization of our goals.

While imitated, the Digital Corporation continues to be the standard of excellence in distributed processing. The immediate challenge now facing Digital Canada is to extend the leadership of our products and services into broader applications and customer markets — large, medium and small.

Digital Equipment of Canada Limited is in an excellent position to take advantage of new market opportunities emerging in this country. It is with confidence in our experience, products and services that we approach these opportunities.

Sincerely,



Kenneth B. Copeland
President
August 30, 1984

REPORT OF THE CANADIAN MANAGEMENT COMMITTEE

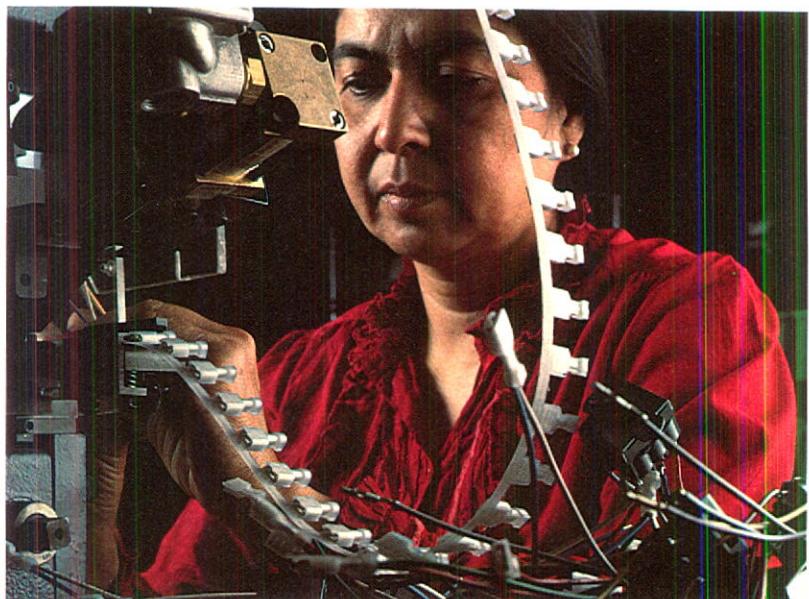
The Fiscal Year 1984 was a repositioning period for Digital Equipment of Canada Limited. Our major challenge was the fine-tuning of our organization in response to rapidly-evolving markets and customer requirements.

Despite a somewhat sluggish Canadian economy — one that is recovering steadily, albeit at a slower pace than the U.S. — Digital Canada did make considerable gains in a number of significant areas of our operation. Commitments were realized through the introduction of a broad range of new hardware and software products. We aggressively pursued a key business goal of increasing customer satisfaction by investing in a number of new maintenance, software and educational services. Our focus on the research and development of new technologies was redoubled, resulting in major joint R and D programs with research and educational institutes in Canada. And our efforts to harness new market opportunities were successful

through an aggressive marketing program that, among many activities, saw the establishing of a network of Computer-Aided Design and Computer-Aided Manufacturing (CAD/CAM) Centres in Canada.

In this period of repositioning and moderate growth, the significantly

improved earnings of Digital Equipment of Canada during Fiscal Year 1984 are a major achievement, one that is indicative of the Company's ability to respond quickly and effectively to the changing requirements of our customers and the Canadian marketplace in general.



About one quarter of Digital Canada's employees work out of the Company's manufacturing facility in Kanata, Ontario.

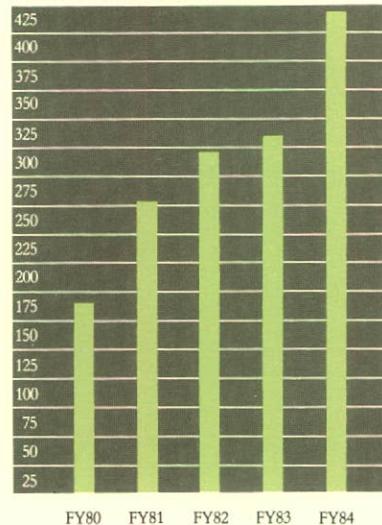
FINANCIAL PERFORMANCE

Net operating revenues for the fiscal year ended June 30, 1984 were \$419.7 million, an increase of about 36 percent compared with the previous year.

The Company recorded an increase in after-tax profit margins of 67 percent over Fiscal Year 1983.

The export portion of our total revenues, in particular, is well deserving of mention. Total export revenue in 1984 increased 130 percent over 1983.

**TOTAL REVENUE (DOMESTIC & EXPORT)
DOLLARS IN MILLIONS**



ASSETS AND EXPENDITURES

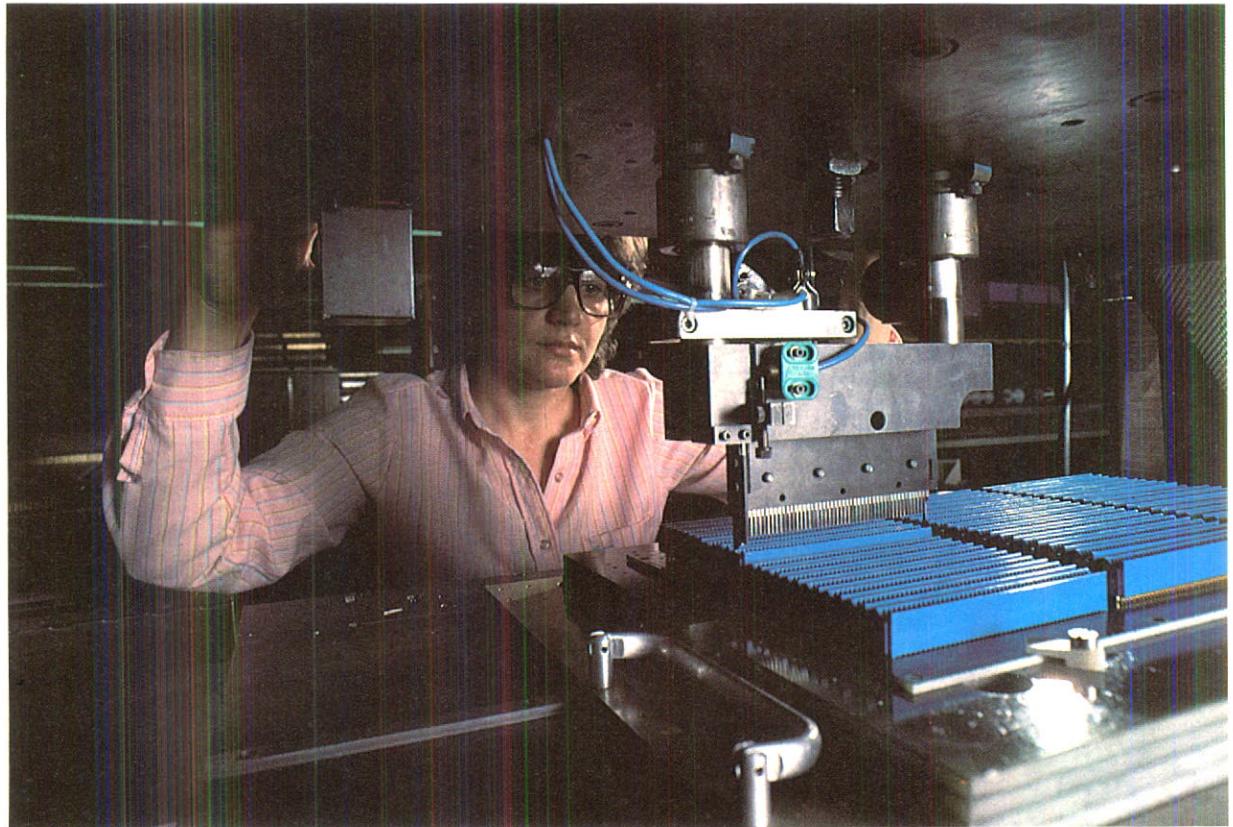
Digital Equipment of Canada's total investment in assets was about \$63.5 million in Fiscal Year 1984, an increase of 24 percent compared with the \$51.2 million recorded the year before.

Capital expenditures in 1984 were predominantly in plant, equipment and buildings. A new District Office was opened in Toronto, providing an increased level of service to customers in that region. In the area of new market opportunities, the Company invested about \$2 million in facilities,

equipment and human resources to establish a network of CAD/CAM Centres. Two of the centres were officially opened during the second half of this year, with the remaining two scheduled for Fiscal Year 1985.

The net depreciated value of property, plant and equipment was \$36.8 million in Fiscal Year 1984, compared with \$32.1 recorded in 1983.

During the past fiscal year, the Company placed priority on the increased cost-efficiency and productivity of our manufacturing and administrative processes, while continuing to expand the range of services we offer to our customers.



The manufacturing of backplanes for Digital Equipment Corporation locations worldwide remains the most labour-intensive part of the Kanata Manufacturing operation, ensuring continued expansion of Digital Canada's employment base.

MANUFACTURING

Digital Equipment of Canada continues to increase our production mandate.

The Company currently manufactures interconnect modules, or backplanes as they are otherwise known, for use by the Corporation worldwide. Backplanes provide the internal electrical connections in computer processors and peripheral devices. It is the Company's intention to pursue expansion of this segment of our manufacturing business.

During the past fiscal year, total manufacturing output — consisting of high-volume production of backplanes, subassemblies and cables, as well as the assembly of processor systems and computers for Canadian and export markets

— increased by about 83 percent over the previous year.

Total export revenue, as mentioned, rose 130 percent. This was accomplished mainly through the maturing of Digital Canada as a centre of expertise in the area of backplane and interconnect technology within the Digital corporate world, as well as the success of the Corporation itself worldwide.

Fiscal Year 1984 also saw renewed emphasis on the research and development of new manufacturing processes that will increase productivity and cost-efficiency, while allowing the Company to maintain its established record of top-quality products.



High-volume manufacturing of cables and subassemblies complements the backplane operation in Kanata.

SENIOR MANAGEMENT CHANGES

Digital Equipment of Canada announced a number of key changes to its Canadian Management Committee (CMC) during the past year.

The Company was pleased to welcome Kenneth B. Copeland as President.

Brian A. Coll was appointed to the newly-created CMC position of Marketing Manager. His organization reflects the Company's emphasis on increasing our marketing expertise and share in Canada.

E. Alvin Seaman was appointed to the newly-created position of External Relations Manager. The position demonstrates the Company's desire to enhance our relationships with the Federal and Provincial Governments, research and educational institutions, as well as industry and trade associations.

Other CMC appointments during the past fiscal year included: Everett T. Anstey, Sales Manager; Brian J. Deery, Software Services Manager (replacing Mr. Seaman); A. Patrick Fitzgerald, Finance and Administration Manager; and Richard T. Wilkins, Educational Services Manager.

These appointments overall are indicative of Digital Canada's ability to perceive and respond to changes within the marketplace. The Company is confident we now have in place a firm management foundation for our continued growth and expansion.

NEW PRODUCTS

Digital Canada was successful in expanding its product line through the introduction of a broad range of hardware and software products during the past fiscal year.

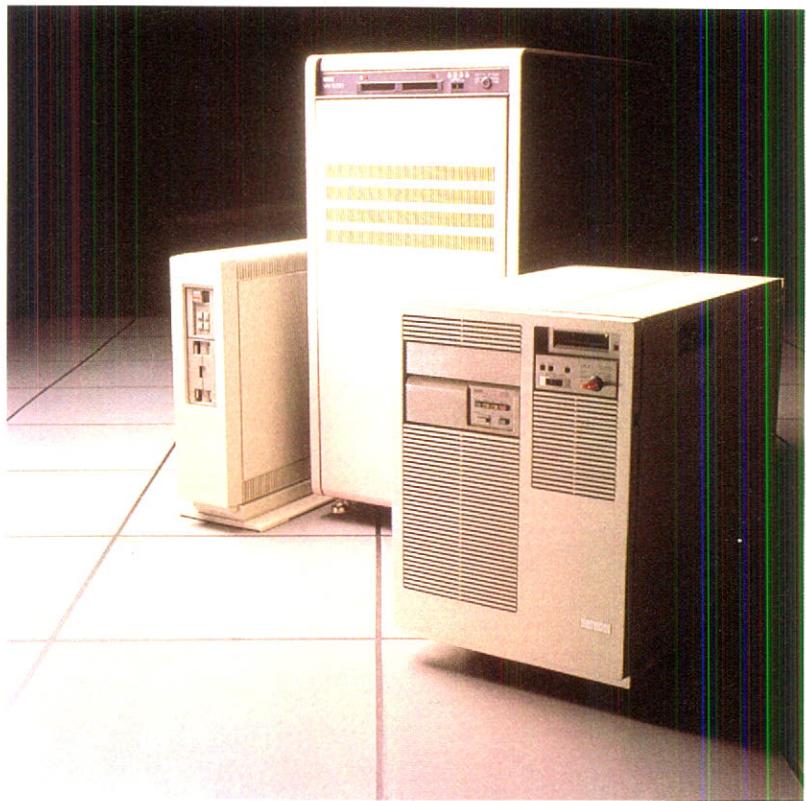
The VAX Family

The Company followed through with our commitment to expand our VAX family of superminicomputers with the introduction of the compact Micro-VAX 1 and the VAX-11/725 at the low end, and the VAX-11/785 at the high end. It is Digital's intention to continue expansion of this family of computers at

both ends, targeting the low end for desk-top computing power.

All three VAX introductions during Fiscal Year 1984 adhere to the Company's philosophy of an open systems architecture. That philosophy allows customers to integrate our products, not only with other Digital products, but

with their current data processing investments as well. Beyond integration, Digital's carefully designed framework for hardware, software networking and storage architectures ensures compatibility and interconnectability across the entire VAX family line.

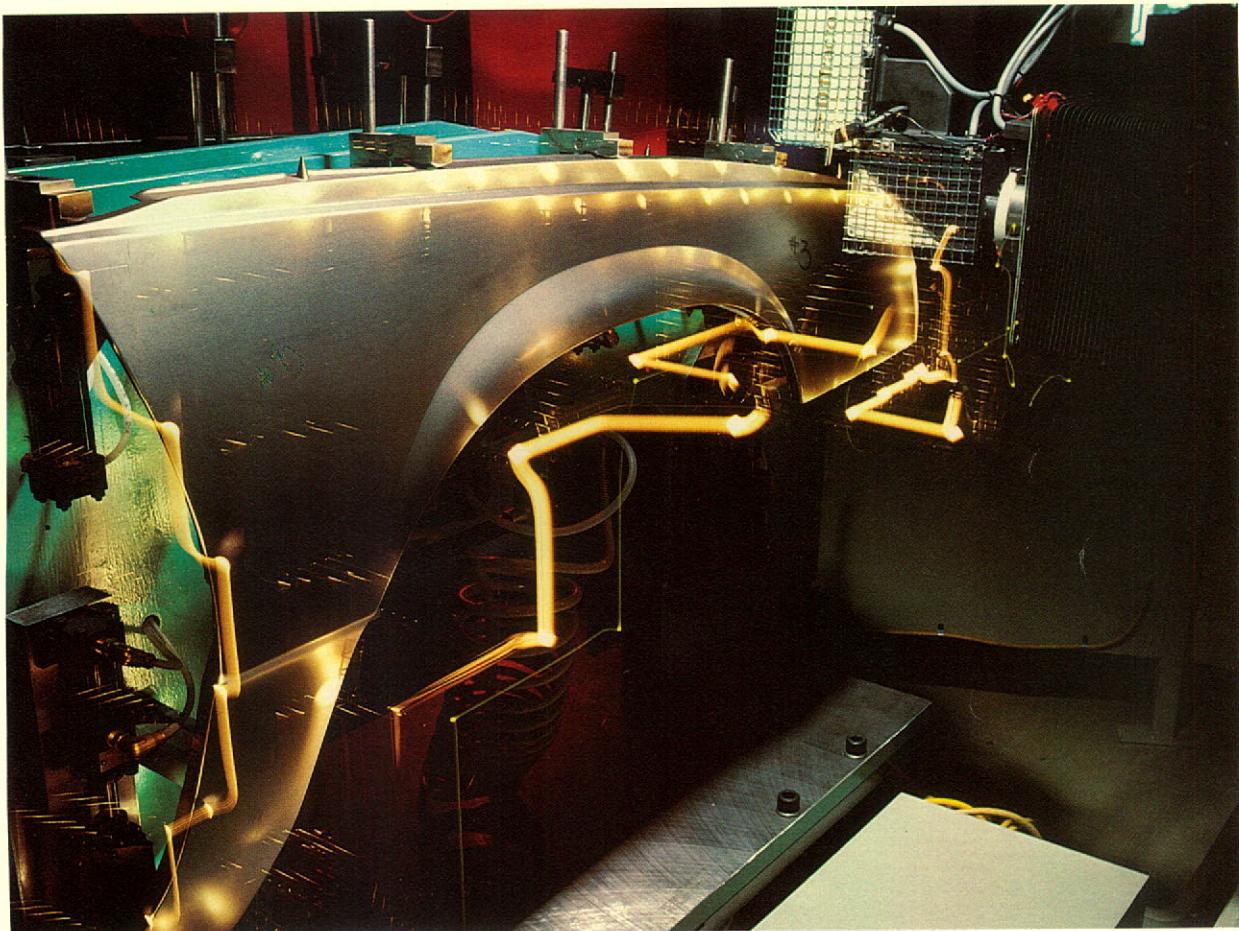


Three of Digital's VAX computers: the MICROVAX I, VAX-11/750 and VAX-11/725.

The PDP-11 Family

The PDP-11 family of general-purpose minicomputers now includes the MicroPDP-11, which was introduced this past year, the powerful J11 chip, boards and boxes for Original Equipment Manufacturers (OEMs), and the PDP-11/23.

In particular, the demand for PDP-11s by OEMs continued to be strong during Fiscal Year 1984. Through a style of computing we call imbedded computing, OEMs and others integrate members of this family into other devices.



Diffracto, an OEM located in Windsor, Ontario, utilizes both PDP-11 and VAX technology in electro-optical applications, such as quality control systems for the automotive industry.

Personal Computing

Digital made significant enhancements to our line of Rainbow, DECmate and Professional 350 computers during the past fiscal year.

The RAINBOW 100+, an addition made this year to Digital's Rainbow 100, was the first machine available from a leading vendor to offer 256K-bit memory technology, as well as two floppy diskettes with a Winchester in a single system enclosure.

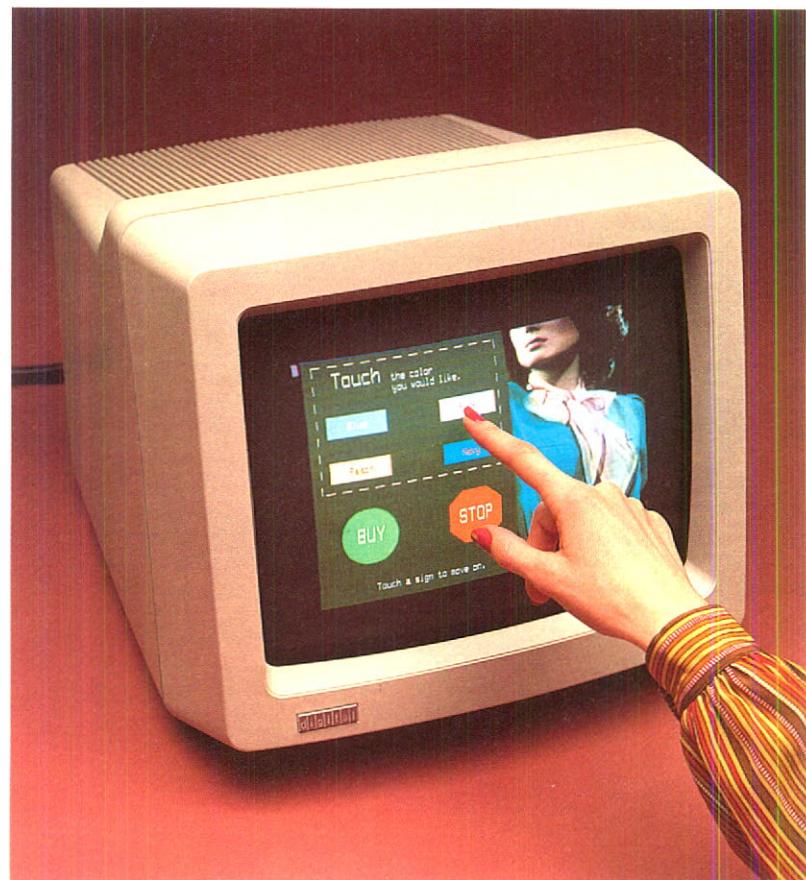


The Rainbow 100+: a new addition to Digital's Rainbow family of personal computers.

Other product introductions included: the VT200 family of video terminals, representing the state of the art in terminal technology and designed to enhance performance and user comfort in all applications served by Digital's highly successful VT100 terminal; DECTouch, a colour graphics video monitor unit that enables users to interact with computer systems simply by touching the CRT screen; DECTalk, a text-to-speech system that allows computers to talk through conversion of standard ASCII text into natural, human-quality speech; and the CMR-21, a Canadian-developed and manufactured industrial control processor designed for remote distributed data acquisition.

Software

Digital Canada also introduced a broad range of software products during Fiscal Year 1984 including: ULTRIX-32, a native-mode implementation of the UNIX operating system, which became the second major operating system for mid-range and high-end VAX computers; DBC financial software consisting of Canadian accounting packages; LISP and DPS5, addressing artificial intelligence programming languages; Rdb, Digital's first relational data base; VTX, a videotex package that runs on the VAX; WPS-PLUS, a new word processing package for the VAX; A-to-Z, an integrated software system for PDP-11s; and ACMS, an applications control and management system for the VAX VMS.



DECTouch, a software-based product coupled with a touch sensitive membrane on the screen, provides computer power at your finger tips.

NEW SERVICES

In all of its activities, Digital has one key philosophy: to work closely together to ensure that our products are of the highest quality possible and, equally important, that they are backed by good service and support.

To that end, Digital provides a full range of support services, from software and maintenance services, to educating our customers on the use of their systems.

Digital's philosophy on service goes one step further. It is the Company's policy to invest in any service for which there is a demonstrated customer need and which is a viable business opportunity. And those services are not necessarily tied to hardware.

Digital's commitment to this policy was clearly demonstrated during Fiscal Year 1984 by the introduction of a number of new services.

The Company established a Data Protection Service and warehouse in Toronto in the third quarter. This service provides customers with secure, off-site storage of all types of media, as well as round-the-clock pick-up and delivery.

Media Maintenance Services were introduced to help customers protect valuable disk data.

Digital Canada established a cross-country network of Computer Service Centres, offering customers time-sharing and on-site management of customer-owned computers. Four of the seven Centres are housed next to the Company's CAD/CAM Centres.

A Customer Support Centre was set up to service the requirements of our PC users. The service includes a toll-free number that warranty and contract customers can call for help with any PC hardware or software problems.

Among the educational services introduced during Fiscal Year 1984 was PC training, offered to customers through a number of centres across the country.



Twenty-four hour pick-up and delivery of customer data is part of Digital Canada's Data Protection Service.

NEW MARKETS

Office Automation

With the creation of Digital Canada's Marketing Department at the beginning of Fiscal Year 1984, came a focused strategy designed to help the Company better understand the Canadian marketplace and its requirements, enabling us to take full advantage of emerging markets and opportunities.

During the past year, that program has resulted in significant gains in the relatively-new Canadian market of office automation. Digital Canada has been extremely successful in placing computing power and access to information in the hands of a broad spectrum of users, from clerical workers, to senior managers, and right up to entire business organizations that require on-line systems. We have seen this market in Canada mature from basic word proces-

sing requirements for secretarial and clerical workers, into a market that's now the fastest growing in Canada — one that also demands total, integrated solutions.

(CMC Report continued page 17)



Office solutions: the fastest growing market in Canada.

(continued from page 12)

There are six basic reasons for our success in this area. First, we offer a very broad range of products designed for both compatibility and ease of use. Second, all of our products are totally integrated. No other manufacturer can claim this degree of integration. Third, our products are flexible, meaning that customers can easily adapt their systems to changing requirements. Fourth, our systems architecture is open, allowing

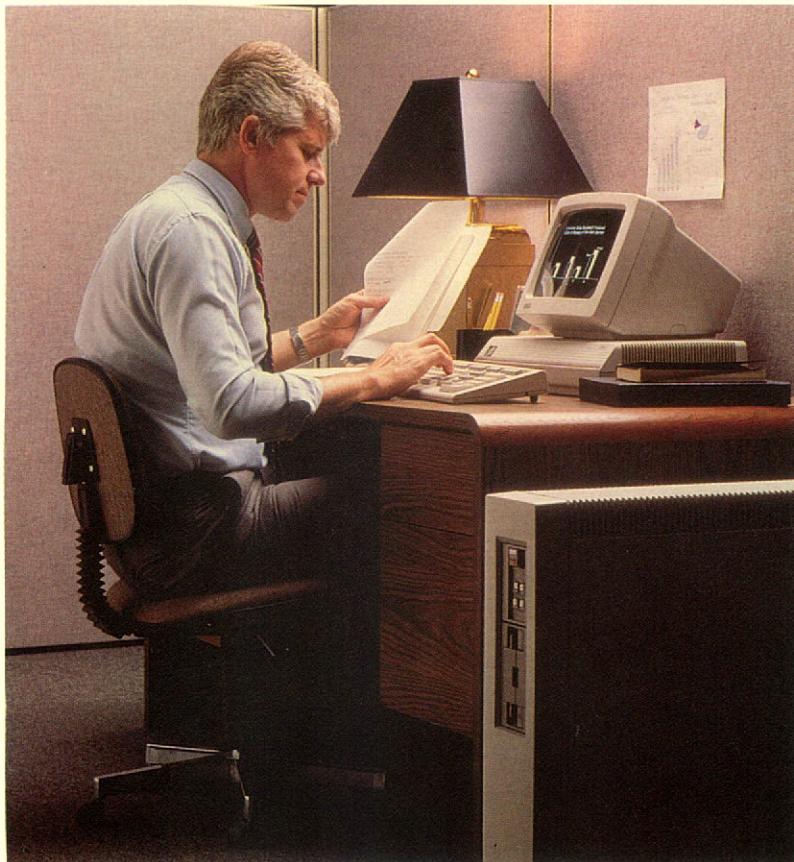
customers to integrate our products, not only with Digital, but with other suppliers' products as well. Fifth, our success in office automation has resulted from the fundamental strengths the Corporation has developed over the years in becoming the leading distributed processing manufacturer. And sixth, Digital offers networking. By tying computers together through DECnet, Ethernet or a concept called VAXclusters, computers can communicate with one another, offering the user

significant increases in computing power.

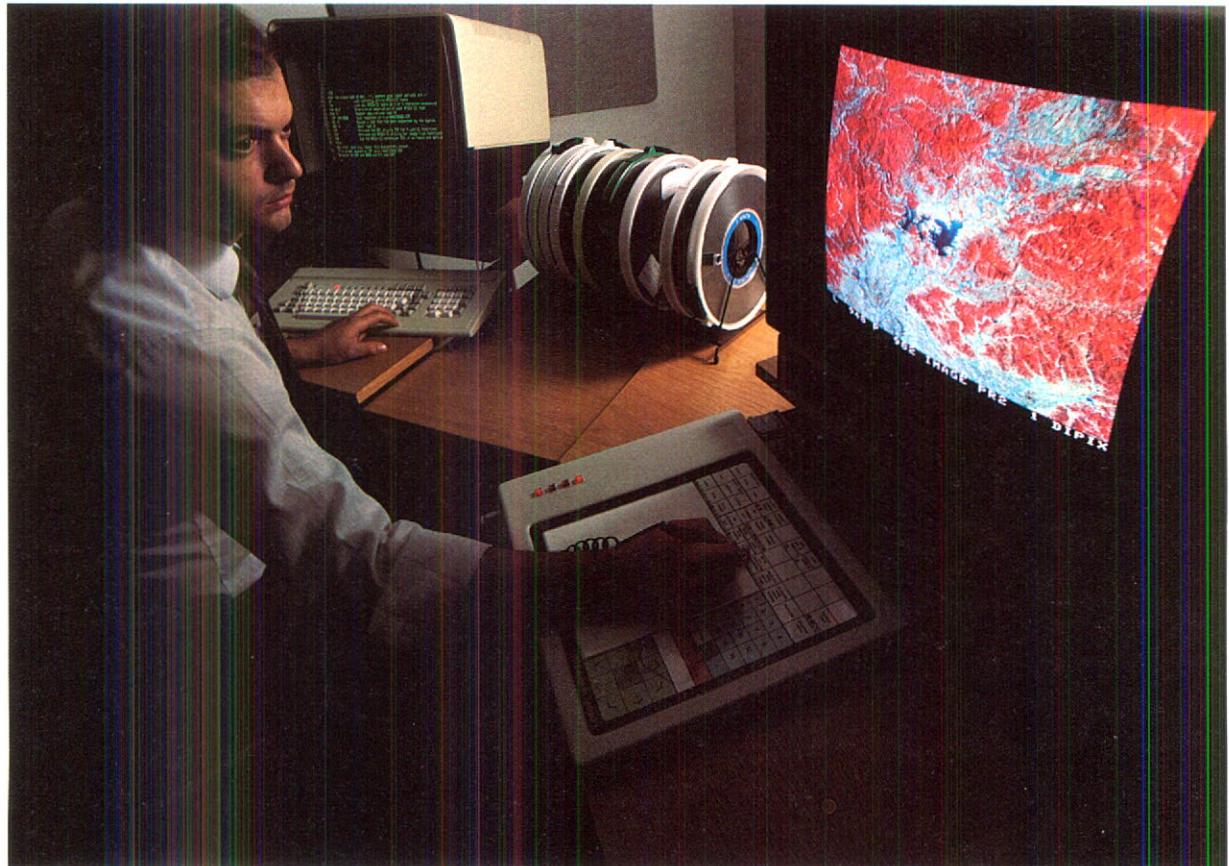
Earlier this year, Digital was successful in winning a \$1.2-million contract with the Saskatchewan Government's Department of Supply and Services for a major office automation pilot project. Through the contract, Digital provided the Department with a total office automation system. The pilot project was designed to assess the impact and viability of office automation technology in the management of the Saskatchewan public sector, with the view to developing a long-range strategy for a much broader implementation.

Major inroads into the office automation market were also made during Fiscal Year 1984 through contracts with such companies as Novatron Information Corporation in Halifax; the Saskatchewan Wheat Pool in Regina; TransAlta Utilities in Calgary; and Wesco in Toronto.

Digital believes that the office automation market will, without doubt, become one of the leading markets for the computer industry in Canada. The Company also believes we are in an excellent position to take full advantage of that new growth.



Digital's success in the office solutions marketplace has resulted from our systems' compatibility and flexibility, as well as the Corporation's networking strengths.



DIPIX Systems Limited, an international image processing company headquartered in Ottawa, Ontario, integrates Digital's MICRO and VAX computers into systems designed for land-use mapping, resource management, exploration and medical diagnosis applications.

OEMs

During Fiscal Year 1984, Digital Canada pursued other market opportunities through the launching of an active program designed to seek out new Original Equipment Manufacturers (OEMs), as well as to help existing OEMs in their marketing. Digital will continue to recruit technical and microcomponents OEMs. The goal is to integrate our full line of products and services into equipment developed by Canadian industry for world markets. Digital is confident that we will begin to see positive results from this program within the near future.

Among the many OEM projects during the past fiscal year, was Digital's involvement with MacDonald Dettwiler and Associates Ltd. of Richmond, British Columbia. MacDonald Dettwiler is an international supplier of world-class computer systems designed for remote sensing of data from meteorological satellites and airline flight operations. The company purchased approximately \$1-million-worth of Digital's VAX computers to be integrated into an automated weather distribution system. The system, contracted by the Canadian Commercial Corporation of Ottawa, has been designed to provide weather

information for flight operations worldwide. The development of the automated system is being conducted as a U.S./Canadian cost sharing development effort. It is part of a much larger project expected to cost approximately \$200 million over the next several years.



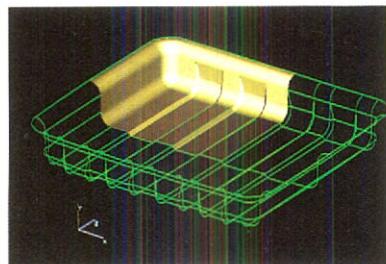
CAE Electronics Limited of Montreal, one of Digital's OEMs, integrates VAX computers in their flight simulation systems.

CAD/CAM

Another major market focus for Digital Equipment of Canada Limited during Fiscal Year 1984 was in the area of CAD/CAM. Two CAD/CAM Centres were opened in Montreal and Ottawa, with plans to open the remaining two in Toronto and Calgary during the upcoming fiscal year.

Each Centre will initially focus on one main area of expertise based on the geographical breakdown of interests in Canada. Montreal and Ottawa are, respectively, our engineering and electronics expertise Centres, while Toronto and Calgary will, respectively, specialize in manufacturing and earth resources.

The Centres are permanent facilities for demonstrating world-class CAD/CAM software on the latest graphics workstations and plotters running on VAX systems.

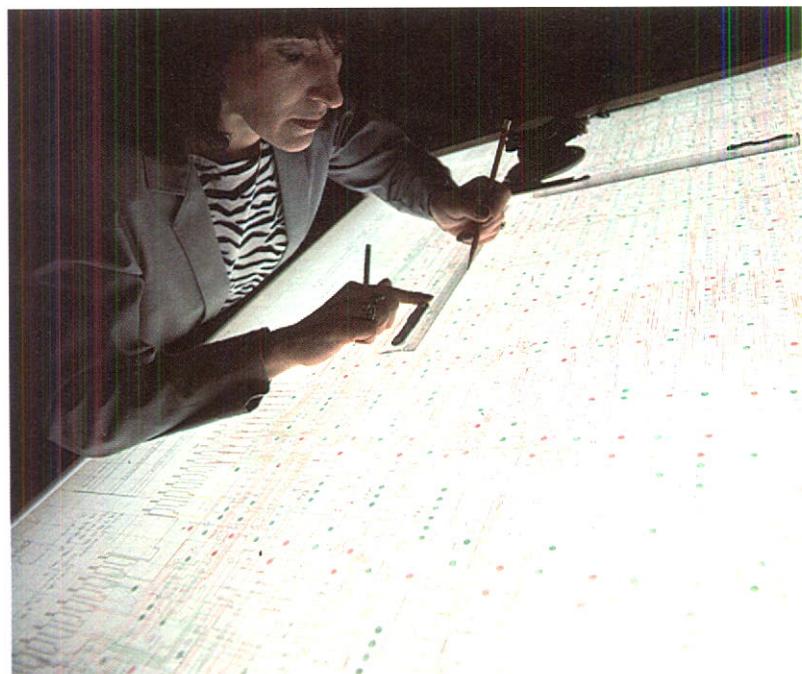


Computer-Aided Design for engineers: the focus of Digital Canada's CAD/CAM Centre in Montreal.

Digital's move in this direction complements programs underway by provincial governments and educational institutes across Canada. Those programs are designed to encourage industry to adopt more CAD/CAM technologies in an effort to make Canada more competitive in world markets.

Educational institutes also benefitted from Digital's CAD/CAM expertise in Fiscal Year 1984. The Lionel-Groulx

CEGEP in Sainte-Therese, Quebec purchased about \$2.3 million-worth of equipment from Digital for the College's newly established CAD/CAM centre, as well as a VAX for its Computer Science Department.



Computer Special Systems: designing, developing and producing unique products in Canada for Canadian and export markets.

RESEARCH AND DEVELOPMENT

Research and development is another area that has been undergoing expansion within Digital Canada over the past year. R and D activity currently takes place both internally and externally.

On the internal side, the Company's Manufacturing Technology Group in Kanata is responsible for developing new manufacturing processes that will increase productivity and efficiency of the backplane and interconnect operations. Current projects include surface mount technology, robotics and integrated CAD/CAM systems.

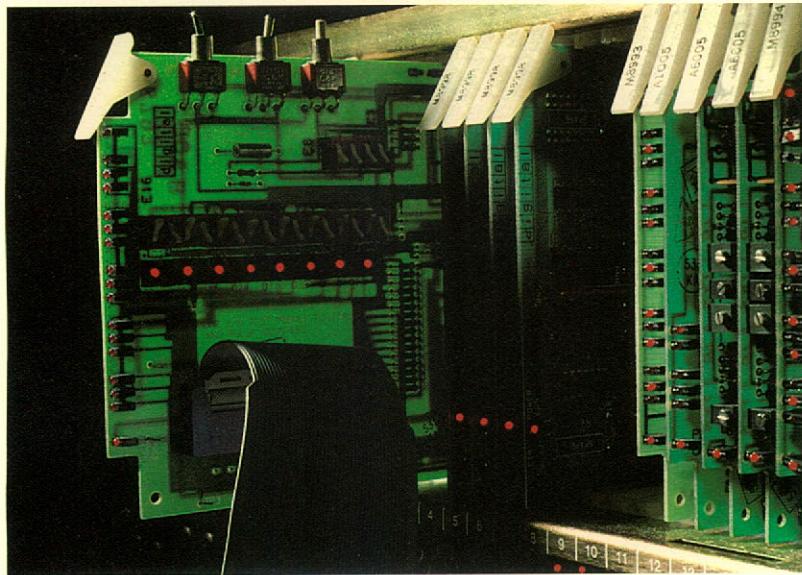
The R and D flagship of Digital Canada is the Computer Special Systems (CSS) group. CSS has the mandate to design,

develop and produce unique products in response to specific customers needs. The group has a world production mandate for the CMR-21 remote industrial processor introduced in Fiscal Year 1984.

On the external side, Digital Canada entered into a major agreement earlier this year with the Institute for Computer Research (ICR) at the University of Waterloo, Ontario. That agreement calls for a joint, scientific R and D program estimated to cost about \$65 million over the next four years. It is one of the most extensive programs of its kind in the world.

Digital's participation involves providing the Institute with about \$25-million

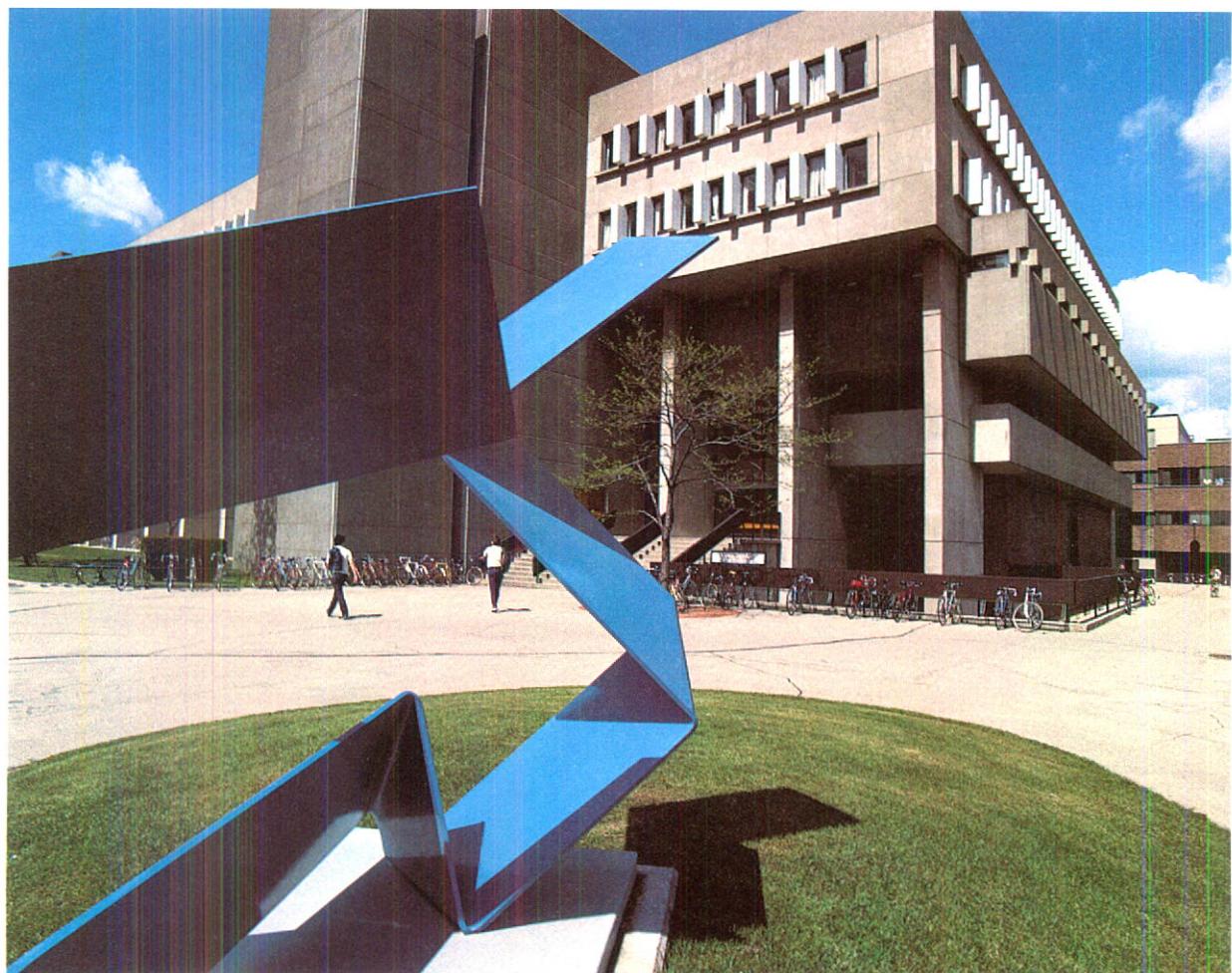
worth of computer equipment over four years. The overall goal is to develop new technologies that will enhance both education and industry in Canada.



The Canadian-developed and manufactured Compact Micro Remote Processor, CMR-21, resulted from solutions for remote, unmanned locations in Canada.

Digital Canada also entered into a joint R and D agreement this year with Carleton University in Ottawa, Ontario. The purpose of that three-year program is to develop new software tools that will assist in the design of integrated circuits. As part of the agreement, Digital provided the University with a VAX-11/750 superminicomputer.

Digital looks upon this type of R and D activity as a sound investment for both the Company and the Canadian computer industry. Technological advances resulting from these programs will help Canadian industry to more effectively respond to the future economic challenges facing this nation.



The campus at the University of Waterloo, Ontario where Digital Canada and the University's Institute for Computer Research are in partnership for new technologies.

DIGITAL AND EXTERNAL RELATIONS

Digital has always recognized the need to understand and meet the requirements of a number of external groups, including the federal and provincial governments, universities and research institutes, as well as industry and trade associations across Canada. We believe that by doing so, we can enhance our position as a Canadian corporate citizen as well as a prosperous and effective organization.

During Fiscal Year 1984, the Company took that belief one step further with the appointment of Al E. Seaman to the full-time position of External Relations Manager reporting directly to the Presi-

dent. Mr. Seaman will be responsible for ensuring that, as the Company continues to grow and expand into new areas, two-way communications are main-

tained with these groups and programs are established to take advantage of external opportunities.



The Kanata Music Association Orchestra continues to enjoy support from Digital.

DIGITAL AND THE COMMUNITY

It is Digital's wish to enhance the quality of life and contribute to the cultural fabric of Canada by supporting non-industry related activities. The Company sincerely believes that our prosperity is closely linked to the health and well-being of the communities in which we are located.

Over the past fiscal year, donations have been made to a wide variety of groups. In the area of cultural activity, Digital Canada continued support of the Kanata Music Association Orchestra. For amateur sports, the Company's donation allowed two young fencers to compete in a world fencing championship in Leningrad, U.S.S.R. Contributions also went in support of minor hockey associations and a July 1 Canada Day Celebrations road race. In the area of education,

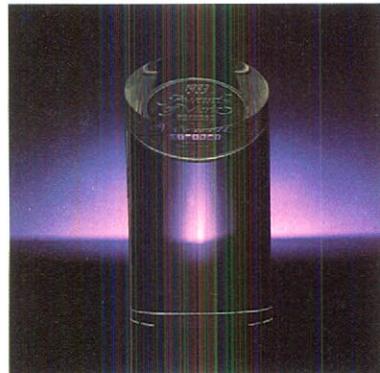
students from about 50 universities and colleges across Canada received scholarships and awards of merit from Digital in recognition of outstanding performance in the field of Computer Science. And through Digital's matching grants program, we matched dollar for dollar donations made by our employees to a

broad range of charitable organizations across Canada.

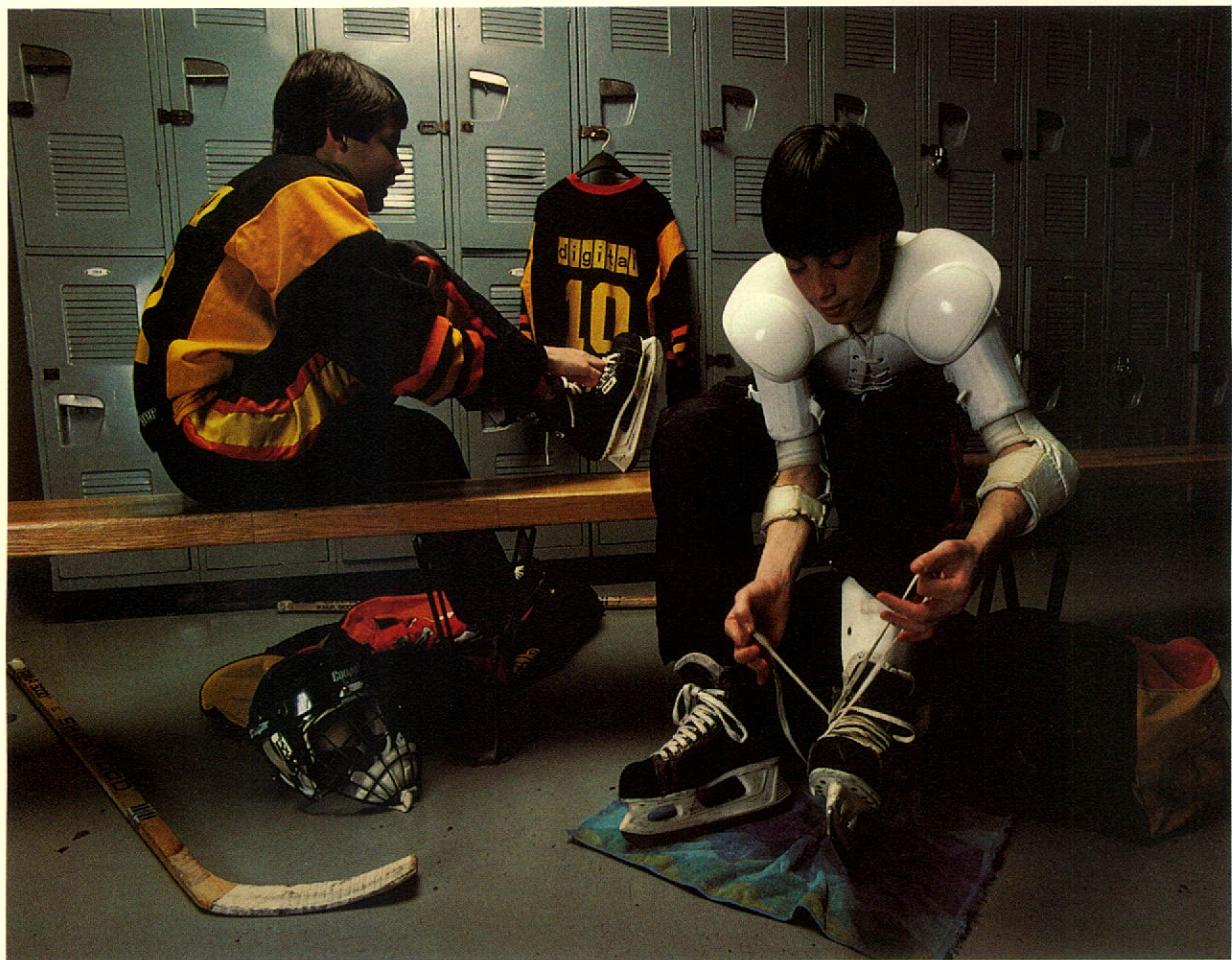
Digital Canada is proud of the contribution we make to this country and will continue to pursue this policy of being a good neighbour.



Digital Canada enables two young Ottawa fencers to compete in a world fencing championship.



The Digital Award of Merit is presented annually to college and university students across Canada.



Providing much-needed support to amateur sport.

LOOKING FORWARD

As we enter the mid-1980s, Digital Equipment of Canada is more securely positioned now, than ever before, to play a leadership role in the future of the Canadian computer industry.

Central to our strategy for the upcoming fiscal year, is our "Agenda for Success." This Agenda is, in fact, a focused plan of action, encompassing a number of key business goals.

Without doubt, the most important goal is customer satisfaction. Our ability to perceive and respond to customer requirements is fundamental to the short-term successes and long-term health of our business enterprise.

Digital Canada is currently re-evaluating and refocusing on all aspects of our interaction with customers. The goal is to earn a reputation nothing short of excellence. And that means being profes-

sional in all customer interactions, particularly when it comes to the reliability and consistency of the Company as a supplier of quality products and services.

The second goal is portfolio management. By this we mean managing the optimum range of products, applications and services to maximize our growth in Canada. Short-term plans in this area include: continued expansion of our VAX family of superminicomputers, both at the high and low end; and the introduction of new technology centres, particularly in the area of office automation. These, and other new products and services planned for Fiscal Year 1985, coupled with further networking developments, will enhance Digital's position as the leader in office and distributed information processing. The expanded portfolio of products and services should also result in increased customer satisfaction and improved financial performance.

The third goal is integration. Digital Canada will seek to optimize our activities and avoid duplication of effort. We will integrate the resources of our various functional groups where feasible. This will enable us to use our resources effectively to meet customer needs and to enhance our standing as a good supplier. We are seeking synergy and economies of scale wherever possible.

Fourth, human resources are, without doubt, our most valued resource. Digital Canada wishes to create a healthy and positive working environment, one which will help us acquire, develop and retain a capable and loyal workforce. We intend to significantly strengthen our total management organization by placing the highest priority on internal development and recruitment of the best talent available.

Fifth, being a good corporate citizen is a prerequisite to improving business. Digital Canada believes it is important that we continually improve our standing as a good neighbour and citizen at all levels — with our customers, employees, government and with the communities in which we run our business.

And finally, enabling us to pursue all of the above, is a fundamental goal to further improve our key financial results.

Digital Equipment of Canada is confident that, by following this Agenda for Success, we can look forward to a prosperous and challenging future.



Training and educational programs: a continued commitment to Digital employees.

THE DIGITAL CANADA MANAGEMENT TEAM

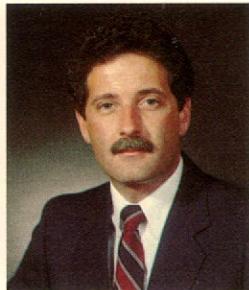
CANADIAN MANAGEMENT COMMITTEE



Kenneth B. Copeland
President



Everett T. Anstey
Sales Manager



Brian A. Coll
Marketing Manager

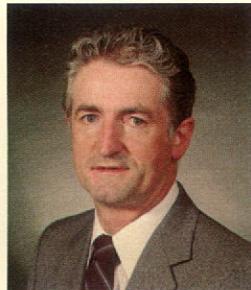
External Relations



E. Alvin Seaman
External Relations Manager



Brian J. Deery
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