## **Document 1596** Digital Equipment Corp. reported a 32 % decline in net income on a modest revenue gain in its fiscal first quarter , causing some analysts to predict weaker results ahead than they had expected named:x-c na prepared Wall Street for a poor quarter ve-i-p named:x-c it is trying to reduce its reliance on mid-range machines and establish a presence in workstations and main pron:x \_ v:e-i-h \_ v:e-i-p q:i-h-h \_ n:x \_ p:e-u-i \_ n=0f:x-i \_ n:x \_ v:e-i-p q:i-h-h \_ n:x \_ p:e-u-i \_ n:x Net for the quarter ended Sept. 30 fell to \$ 150.8 million , or \$ 1.20 n:x p:e-u-i q:i-h-h n\_temp:x v\_cause:e-i-p mofy:x-c dofm:x-c v:e-i p:e-u-i n:x card:i-i-c card:i-i-c \_ n:x card:i-i-c ARGI s and strong growth in workstation sales yielded lower gross margins a:e-p n\_of:x-i p:e-u-i n:x n\_of:x-i v:e-i-p a:e-i n:x n:x product mix toward low-end products n:x n\_of:x-i p:e-u-i n\_of:x n:x ARGI The lack of a strong product at the high end of Digital 's line was a significant drag on sales q:i-h-h n:x p:e-x-i q:i-h-h a:e-p n:x p:e-u-i q:i-h-h a:e-p n:x p:e-u-i n-of:x-i \_\_ named:x-c \_\_ n\_of:x v\_id:e-p-i q:i-h-h a-for:e-p n:x p:e-u-i n\_of:x-i \_\_ named:x-c \_\_ n\_of:x v\_id:e-p-i q:i-h-h a-for:e-p n:x p:e-u-i n\_of:x-i \_\_ named:x-c \_\_ n\_of:x v\_id:e-p-i q:i-h-h a-for:e-p n:x p:e-u-i n\_of:x-i \_\_ named:x-c \_\_ n\_of:x v\_id:e-p-i q:i-h-h a-for:e-p n:x p:e-u-i n\_of:x-i \_\_ named:x-c \_\_ n\_of:x v\_id:e-p-i q:i-h-h a-for:e-p n:x p:e-u-i n\_of:x-i \_\_ named:x-c \_\_ Digital hopes to address that with the debut of its first mainframe-class computers next Tuesday . named:x-c v:e-i-h \_ v\_to:e-i-p-i x:x p:e-u-i q:i-h-h n:x p:e-x-i q:i-h-h ord:i-i-c n\_of:x-i n:x q:i-h-h dofw:x-c \_





