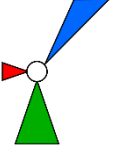


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<373/c>	. Though it has amassed just 48 employees since its formation in 1984, AimTech has spread its operations to Los Angeles; Denver, Colorado; Washington DC and London. It is looking to open further offices abroad too, to complement the distributor network it has set up across Western Europe, the Pacific Rim and Australia. The privately-owned company turned in \$4m turnover last year, up 124% from 1991, and is expecting to double its figures again in 1993. London-based AimTech Europe Ltd, which opened in 1991, currently contributes about 22% of total revenues. Product sales accounted for around three quarters of its turnover last year. However it seems likely that the firm's training, consultancy, courseware development and custom engineering services are likely to contribute an ever increasing percentage to company profits. But this will not affect the pace of product development work. IconAuthor was upgraded to version 5.0 last year; support for Microsoft Corp's Video for Windows and Tandy Corp's Video Information System was added; and a Macintosh player for applications developed under Windows was announced. An SQL driver is planned for later this year along with Silicon Graphics and Sun system support. HARRIS BACKS MOTOROLA 88110 ALONGSIDE POWERPC Motorola Inc's 88000 RISC family seemed to have lost out at Harris Computer Systems Corp when the Fort Lauderdale, Florida-based firm announced it was switching allegiances to the IBM/Apple/Motorola PowerPC architecture (UX No 407), however the company now says it will roll-out 88110 versions of its NightHawk real-time machines by the end of March. Harris will market 88110 and PowerPC lines side by side. Harris had scheduled the 88110 machines for release in December, but because of caching problems it was delayed. According to Motorola, the function allowing the 88110 to switch between different caching modes - write-through and copy-back - was faulty. The firm immediately re-spun a new batch of 88110s for Harris. Another Motorola Inc 88110 user, Data General Corp plans to introduce its Motorola Inc 88110 Avion machines this quarter. Meanwhile, Motorola has at long last revealed its initial pricing for the 88110: 50MHz versions are \$495 and a 40MHz parts costs \$360 - both in quantities of 1,000-up. ... AS 88OPEN SOLDIERS ON WITH NEW FUNDING 88open says it'll be in business for the new fiscal year starting in April. Its members have paid all their dues, some \$3.5m, so the operation wo n't have to do any trimming. 88open chief Tom Mace notes that a full subscription list means some of his members are pulling double duty joining other consortia as well. <u>88open's idea of licensing its compatibility technology however looks kind of stalled having managed to pull in only Hewlett-Packard Co as a customer.</u> Mace says
 <p>Key: Footprint ConEn1 Footprint ConEn2 Footprint ConEn3</p>	<p><u>part of the difficulty</u></p> <p>is that <u>potential customers want the stuff customised and 88open wo n't do that for them.</u> We've heard the soon-to-be PowerOpen people are eyeing Mindcraft and Unix System Labs, while not having closed the door on negotiations with 88open, is looking to Unisoft Ltd. Of course in both cases their technology covers system software not applications the way 88open's does. MICROSOFT BRINGS NT TO UNIFORM First there was the Berlin Wall falling. Then there was IBM Corp falling. Now a third previously impossible-to-contemplate occurrence is about to</p>

	<p>happen: Microsoft Corp will be exhibiting at the UniForum Unix trade show in San Francisco between March 15 and 19. Microsoft's Windows NT group has signed up for a 20ft by 20ft booth, claiming it does n't have the budget for a bigger space. Meanwhile, UniForum - the US Unix user group - has scheduled an executive session for Friday March 19 with Roel Pieper of Unix System Labs, David Tory of the Open Software Foundation and Paul Maritz of Microsoft Corp speaking for 10 minutes apiece then opening the floor to an hour's worth of questions and answers.</p> <p>HP CUT 1,700 JOBS IN QUARTER Hewlett-Packard Co accompanied news that it had made \$261m net profit for its fiscal first quarter (a decline of 21% before a big accounting charge last time) with news that it cut 1,700 jobs worldwide during the period. It said 1,200 of the 1,700 employees that left during the quarter did so after voluntarily accepting severance packages, and it expects more departures as the job-cutting programme spreads to new countries. The payroll rose by 500 to 93,100 after consolidation of the 900-strong arm in Brazil. Orders rose 24%, up 18% in the US to \$2,100m, foreign by 28% to \$3,100m.</p> <p>DATA GENERAL WINS BULL FOR ITS CLARIION RAID DISK ARRAYS Data General Corp's foray into integrated storage subsystems with its CLARiiON disk array has won Compagnie des Machines Bull SA as a customer. Bull has signed for exclusive rights to offer the RAID disk arrays with its IBM Corp RS/6000-derived Unix systems and servers. The two say they will also investigate areas of co-operation on future-generation storage products. No value has been given for the OEM agreement.</p> <p>KUBOTA READIES ALPHA WORKSTATION, GRAPHICS SUBSYSTEMS Kubota Pacific Inc, Santa Clara, California, will next month introduce a new workstation and a family of graphics subsystems based upon Digital Equipment Corp's 64-bit Alpha AXP RISC. The three-dimensional graphics and imaging workstation - provisionally known as Titan 2.0 (the name is to change by the March 30 launch date) - will be configured with multiple Alpha AXPs. Kubota claims the box will outperform Silicon Graphics Inc's hottest new box, the Mips R4400-based Indigo2 Extreme, announced a couple of weeks</p>
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