

LOOK AHEAD

BURROUGHS TALKS TO HITACHI

It looks like Burroughs is close to signing a deal to market goods from Hitachi here in the U.S. Officials from each company confirm that talks are underway but neither will say what products or marketing arrangements are under discussion. Such an agreement would follow in the pattern set a few months ago when the Detroit company came out with a family of small computers built for it by Convergent Technologies in Santa Clara, Calif. Burroughs chairman C. Michael Blumenthal told us the firm is not opposed to selling systems manufactured by others if that seems the best way to approach a particular market. Hitachi already supplies Burroughs with impact printers.

IBM TOUTS ITS TECHNICAL TURF

Why all this sudden boasting of technological prowess at IBM? The firm's NCC booth was dominated by exhibits of laboratory curiosities -- among them, Josephson junction devices and a large plasma screen -- and the press and financial analysts recently were given a show in East Fishkill, N.Y., where semiconductor production and development take place. Could it be IBM is stroking the egos of its unsung heroes in the labs, lest they take off and form companies of their own? The computer giant, like its many competitors, is eager to hold onto as much of its own talent as possible to create products for the many new markets it's eyeing.

TWO PI DUCKS PCM PUSH

Don't expect anything new in the way of IBM-compatible machines out of Two Pi, the West Coast manufacturer now under the wing of Four-Phase, which in turn is owned by Motorola. Four-Phase officials say they'll probably enhance the Two Pi system but they don't have any plans for additional models to match future IBM introductions. As such, Two Pi's business isn't growing much, especially since its major oem customer, National CSS, stopped marketing hardware systems a few months ago.

TV YESTERDAY, TERMINALS TODAY

Look for low-cost color ASCII terminals to begin appearing on dealers' shelves by the end of the year. High-volume manufacturers such as Televideo and ADDS are working to bring costs down and tap what they think will be a fast growing market analogous to the color tv market of 20 years ago.

BACK IN THE LABS

Bell Labs is said to have built its own VAX-like computer to run the Unix operating system. It's not clear, however, if the instruction-set compatible machine will ever make it to market.