

Formerly in Reading, Winchester again;

# IRIS Graphics expands 4th time in 5 years

BEDFORD — IRIS Graphics, Inc., the world's leading manufacturer of high-performance digital color printers, announced the expansion of its corporate headquarters from 25,000 sq. ft. to 50,000.

Previously located in Reading, in October 1988 IRIS moved to its present location, at Six Crosby Drive, Bedford.

Since that time IRIS has occupied the two-story building's 25,000-sq. ft. ground floor, which until now has housed the company's entire operation.

From its founding in April 1984 until September of that year, IRIS was located in the Winchester home of company founder Dieter Jochimsen. From there, the start-up established itself in a 4,000-sq. ft. facility in Stoneham, and remained at that site until June 1987, when it moved to a 12,000-sq. ft. space in Reading.

Stated IRIS President and Chief Executive Officer Alphonse Lucchese, "When we moved to Bedford a year ago October, my management team and I figured that if business continued to grow as expected, early in 1990 we would need to take over the second floor as well. The fact that we're undertaking this expansion slightly ahead of schedule illustrates how IRIS's 1989 results have exceeded even our ambitious business plan for the year."

According to Lucchese, through September 30, 1989, IRIS had shipped 122 of its Series 3000 TM color ink jet printers, compared to 120 in all of 1988. Lucchese also noted that the company's revenues had increased from \$6.8 million for all of 1988 to \$9.2 million through September 30, 1989.

### 84% GROWTH OVER 1988

"Extrapolating from those figures," added Lucchese, "for all of 1989 we realistically ex-

greatly enhance our R & D and lab capabilities, which are essential to the continued growth of our business."

At the end of 1987, IRIS had 23 employees on the payroll. Since moving to its present Bedford location, the company has increased its workforce by 81 percent, from 57 employees to a current level of 93. Of that total, 86 work in Bedford, four in regional sales offices, and three in IRIS's European office, located in Watford, England.

IRIS Graphics, Inc., a privately held company founded in 1984, is the world's leading manufacturer of high-quality digital color printers.

Through multiple distribution channels, including direct sales, OEM arrangements, joint-marketing agreements, inter-

national distributorships, and other strategic partnerships, IRIS's line of continuous flow color ink jet printers provides color-printing solutions to companies worldwide that require cost-effective, photorealistic color hardcopy for a wide variety of applications.

These include color electronic prepress, graphic arts, printing, publishing, CAD/CAM, industrial design, product design, textile and fashion design, floor- and wall-covering design, newspapers, seismic and aerial mapping, security identification, medical imaging, cartography, package design, passports, animation, architecture, fine arts, retail signage, quick printing, chemical-free photographic reproduction, and presentation graphics.

## Stratus and Oracle agree to share technology

MARLBORO, Mass. (UPI) — Stratus Computer Inc. said Monday it has joined Oracle Corp. in a five-year strategic marketing and technology sharing agreement.

Stratus makes fault-tolerant, on-line transaction processing computers. Oracle, based in Belmont, Calif., is a database software company.

Stratus has sold versions of Oracle software for its own hardware since 1985. However, under the new arrangement, Oracle will sell a Stratus modification of an Oracle software program.

"The new relationship also provides for technology and co-development programs between the companies" for Oracle software use on Stratus' XA2000 systems, the companies said.