

was did we look in Japan in particular, and the answer is not immediately, but I have been looking a lot since. I think I can answer your question by telling you a story that's only one week old because what we want is more suppliers. We don't want to be dependent on Gigabit Logic, which is such a small company. The only way they can grow is for us to give them money. I've thought, "Where would you go in Japan if you were going to look for new integrated circuits and you didn't care about Japanese complications with supply and our governments and all those political things. I thought the answer was Fujitsu because Fujitsu has been our best supplier in terms of quantity and reliability. We invited Fujitsu to get together and talk about making gallium arsenide circuits for the CRAY-3 project as a second source to Gigabit. They were very excited about it. They had talked a little earlier and said they wanted what the salesman had. They didn't know if he was real or not, but engineers came over from Japan and said, "Yes, we'd like to do this. We'd like to do it right now. What we'll do, at no cost to you, is put engineering effort into analyzing your circuits, converting them to our circuit technology and ship you parts just the way you want them." That sounded pretty good so we started asking a few more questions and here comes the answer to your question. We said, "Well, Gigabit has the 3 inch production line going and with our help they're planning to make a 4 inch production line. You know how production goes up with size and 3 inch is pretty primitive, but 4 inch is going to be just fine. I suppose you're already there." And what they said was, "No, we have a 2 inch line." I found that absolutely incredible. What they said was, "There is no internal market in Fujitsu for gallium arsenide digital circuits so we've never been able to get out of the research mode in making little sample circuits. We're looking desperately for someone that will buy our parts, but right now we've got a 2 inch line." That just seems incredible, but it says that somehow our image of Japan isn't quite perfect. They do have some areas where they may not be ahead of us as we like to assume. In fact in this case they seem pretty far behind, but there are other possibilities. We've talked to NEC, which doesn't have much interest, and to Toshiba which does have interest, but I think that they're all in the same place because no one in Japan right now is building gallium arsenide circuits. They're all looking at the longer term. To some extent the Japanese government