lysts and managers to attend a training program hosted at Merrill by Next and Sunsoft. Though Merrill is a huge Sun shop, the

Openstep—a specification to which an oper-

J.P. Morgan Removes Lotus Real-Time Spreadsheets From 600 Trader Desktops, Deploys Applix Instead

J.P. MORGAN & Co. last month installed Applix Inc.'s Applix Real Time spreadsheet system in support of some 600 of its traders in New York City and other locations. On those trader desktops where the Applix spreadsheet has been deployed, it has displaced the firm's incumbent real-time spreadsheet product suite—incorporating Lotus Development Corp.'s Lotus 1-2-3 and Market Arts Software Inc.'s Lotus Realtime Engine.

Morgan officials decline to comment. But other sources say that the firm decided to install the Applix spreadsheet after having spent several months evaluating it. These sources say that despite the arrival of

Applix, Morgan continues to rely on Lotus real-time spreadsheets elsewhere.

Still, Morgan's decision comes as a significant blow to Market Arts, which purchased the development and marketing rights to the so-called Lotus Realtime product line early this year (*TST*, Jan. 24). The Manhattan-based Market Arts acquired the rights to the Lotus spreadsheet add-on package product following the abandonment of the trading room marketplace by Lotus over a year ago (*TST*, July 12, 1993). Market Arts' effort to revitalize sales of Lotus Realtime on Wall Street was hobbled by the