

Nintendo Counts on a New 'Virtual'

## Game By Jo n Mai v. 14, 1994



ens used for the game under a licensing

anks for reading The Ti Subscribe to The Time

"Next year there will be a big sorting out," Mr. Main of Nintendo

Sega, trying to pick up momentum in its Christmas sales, has recently begun selling a system known as the 32X, which works as an add-in with the company's current 16-bit games, giving them more power and better performance. Sega's next-generation system is expected to be available in the United States for next

Nintendo, meanwhile, is developing a new generation of video games, known as Project Reality, with Silicon Graphics Inc. of Mountain View, Calif. That system is also expected to be available

For this year's industys, Nitherino and Sega executives hope consumers will be attracted by new programs. Nintendo is counting on Donkey Kong Country, the latest addition to its Donkey Kong series, while Sega has introduced a new character, Knuckles, to its Sonic the Hedgehog lineup.

"Contrary to most opinions the cartridge game market is alive and well and exceptionally healthy this Christmas," said Lee Isgur, a financial analyst at Jefferies & Company in San Francisco.

at the tail end of the first generation of video game systems, we're still selling at the range of 800,000 to one million machines

He said that he believed that the same phenomenon would be true in the second-generation 16-bit game market. "We have a sophisticated, although young, core audience," he said. "The average 12-year-old has been embracing video games for seven or

The Virtual Boy's LED display provides only shades of red against a black background, but Nintendo officials said that the game created a feeling of depth that was not possible with conventional

The game, which has a 32-bit microprocessor and which will require specially written software, will sell for about \$199. It will be demonstrated in the United States for the first time at a consumer

The company said that three software titles would be available

Reflection Technology officials said they had been discussing the technology with Nintendo for more than three years.

d to be u

ker, said on Friday that first-half profits had dropped 47 percent

company earned 8.42 billion yen, about \$86.1 million, in the months that ended on Sept. 30, compared with 15.91 billion ven in

Sales dropped 25 percent, to 151,07 billion ven, or \$1,54 billion, from 200.65 billion yen because of weak demand in Europe and Jap

use games and software had be

rray of LED's is projected off the surface of a vibrating mirror to create the effect of a television screen or a computer

d that it hoped to offer

vhile se

the vide

'If you look

Nintendo executives said they thought the market for 16-bit systems would continue to evolve with new software. "If you

For this year's holidays, Nintendo and Sega executives hope

See the article in its original context from ther 14, 1994, Section D, Page 1 | Buy I ew York Times subscribers\* enjoy full access t TimesMachine—view over 150 years of New fork Times journalism, as it originally appeared

lly the digitization process introduces transcription errors or o we are continuing to work to improve these archived versions.

Seeking to revitalize a slowing video game market, the Nintendo Company will announce on Monday a low-priced "virtual reality game system that it will begin selling in the United States and

Japan in April.

The system, known as Virtual Boy, uses a display technology pioneered by Reflection Technology Inc., a small, privately own company in Waltham, Mass. To play a Virtual Boy game a user must look directly into two miniature displays to view stereoscc images created by arrays of red-light-emitting diodes, or LED's

Nintendo also said it had made a minority investment in Reflect Technology, which has 20 employees, and would manufacture in Japan the tiny scre agreement.

Nintendo currently sells a portable system called Game Boy th designed to run versions of the company's 16-bit video games.

"The only similarity between this new game and the existing Game Boy product happens to be the second half of its name," said Peter Main, Nintendo of America's vice president of marketing. "This is a

new genre of game-playing device.

Both Nintendo and Sega, its Japanese competitor, have been searching for ways to reignite the market for their games while they await the arrival of more powerful 32-bit game systems some tney await the arrival of more powerful s2-bit game systems some time next year. Many analysts of the video game industry expect this Christmas selling season to be disappointing because the two companies have already sold about 33 million 16-bit game systems, effectively saturating the market.

And next year, competition is expected to be stronger. The 3DO Corporation of Redwood City, Calif., and the Atari Corporation of Sunnyvale, Calif., are already selling 32-bit and 64-bit games and the Sony Corporation is expected to enter the United States market with its own game, introduced recently in Japan.

said.

ar's holiday season

during the 1995 holiday season.

annually," Mr. Main said.

television or computer monitors.

electronics show in January.

Т

when the new system was introduced ar three new games each month after that.

n is de

because of weak sales and the strong yen.

esponding period last year.

the company said. Sega said sales of home

y = A

table. It offers stereo sound and it is operated by a special controller that permits three-dimensional movement. Sega's Profit Drops 47% TOKYO, Nov. 13 (AP) - Sega Enterprises Ltd.

stagnant. The company is trying to bolster earnings by diversifying into theme parks. Sega already has two theme parks in Japan. It plans to open a park near Universal Studios in Los Angeles in conjunction with MCA Inc., the parent of Universal Studios, by the end of next year. A version of this article appears in print on Nov. 14, 1994, Section D, Page 1 of the N Nintendo Counts on a New "Virtual" Game. Order Reprints | Today's Paper | Subscribe

f The New Hork Times

ARTS

GS & N