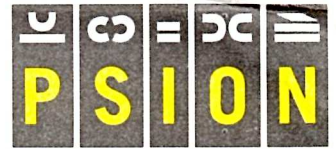


JHS



L I M I T E D

PSION LTD. PSION HOUSE, HARCOURT STREET, LONDON W1H 1DT. ENGLAND. TEL: 01-723-9408. TELEX: 296489 PSIONC G. FAX NO. 01-724-6646.

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July 1987

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Dear Customer,

I am pleased to introduce the inaugural issue of PSION NEWS, a quarterly publication designed to keep you up to date with the latest product news, tips and reviews. This first issue features the exciting Pocket Spreadsheet for the Organiser II which was released last month along with the new Comms-Link for Organiser communication.

I am also able to announce the latest Organiser product, the "Organiser Developer" and offer an exclusive discount to you. The Organiser Developer is an invaluable development tool for anyone writing software programs for the Psion Organiser II. Supplied on a 5," disk for the IBM PC and compatibles, it gives you the ability to create, test and debug your OPL procedures on the PC before transferring them to the Organiser. A short brochure is enclosed describing the Developer in more detail.

**SAVE FIVE POUNDS** off the recommended retail price of £49.95 by telephoning or posting your order to us before 31st July, quoting the reference at the top of the page. Postage and packaging are also **FREE** for this limited period. The Organiser Developer will be available from 15th July, and an early order will ensure priority despatch.

I hope you enjoy PSION NEWS and will write to us to air your views or share tips on programming and use of Psion products.

Yours faithfully,

Peter Norman  
Sales and Marketing Director

P.S. If you know of a Psion user who did not receive a PSION NEWS, we will be happy to put them on the mailing list. Please give us a call or drop us a line.

# PSION NEWS

Issue 1

Summer 1987

WIN  
A PSION  
ORGANISER  
SEE PAGE 8

## New spreadsheet available now for Organiser II

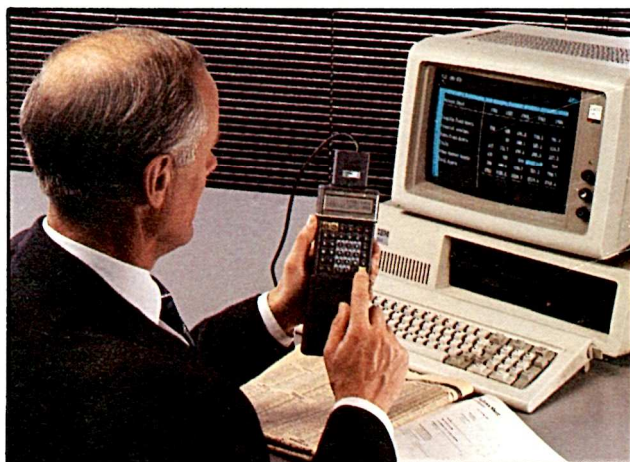
PC users who start missing their spreadsheets from the moment they leave a desktop PC need fear this separation no longer – Psion has a new 'pocket spreadsheet' for its best-selling Organiser II pocket computer that picks up where Lotus 1-2-3 leaves off.

By merely plugging the £39.95 spreadsheet program pack into the machine, users have a 26 column by 99 row 'electronic ledger' ('windowed' on the Organiser's compact screen) available at the touch of a button.

In addition, this new pocket spreadsheet system is data-compatible with most standard spreadsheets, including the Lotus 1-2-3 system. This means that you can use spreadsheet information generated with Pocket Spreadsheet on your Organiser II and place it into a Lotus 1-2-3 spreadsheet – and vice versa.

No longer do you have to sit on the train biting your nails as you wonder just how the deal you've proposed to a colleague will fit into your financial model. You can keep the model, including formulae and cell names - inside your Organiser II and work on it there.

It's also very easy to transfer data or whole worksheets between desktop spreadsheets and the



*When your spreadsheet data is so important you can't leave home without it, let the new Organiser II Pocket Spreadsheet carry the load for you. It's Lotus 1-2-3 compatible and costs only £39.95.*

new Organiser II spreadsheet package, thanks to a new RS232 communications system for the Organiser. This new Psion package, called Comms Link, includes special communications software which runs on the IBM PC/XT/AT and compatibles.

Running this PC software in conjunction with the software built into the Organiser II Comms Link itself, Lotus, .WKS, .WK1 and .DIF format spreadsheet files can be sent to the Organiser and received from it.

Both the communications system and the new spreadsheet are available immediately. For more details, turn to page 5 for an exclusive preview.

## PC-FOUR set for fast start

Reviewers and corporate PC users alike have reacted favourably to the new PC-FOUR integrated applications suite for the IBM PC and all true compatible computers (including Amstrad's PC1512). More than 10,000 copies of PC-FOUR have been sold since its launch in November, 1986.

All the applications in PC-FOUR are based on the original Psion Xchange suite – which is still popular in its more powerful network version – and provide a major challenge to all other integrated packages at a price of only £69 (exVAT).

PC-FOUR includes a powerful word-processor (PC-QUILL – still one of the few word-processors to include on-screen dynamic word counts and a glossary function) and an extensive database (PC-ARCHIVE, which allows for 65,000 records and 255 fields per database file).

You also get a thorough and comprehensive spreadsheet (PC-ABACUS – with room for financial models up to 999 rows and 255 columns large) and one of the only new business graphic designer applications to include support for both MS-DOS and the GEM environments (PC-EASEL – a presentation graphics system that includes support for three-dimensional, bar and line charts). Also included with the

package is a step-by-step 'tutor' system on disk.

According to Psion Sales Director Peter Norman, PC-FOUR has been well-received since its November launch because it is a well-proven application. 'This is tried and tested software,' he explained. 'We've had lots of interest from the corporate users who have been looking at it. In fact, some are looking to standardise on it. PC-FOUR does what they want and – at £69 – they can afford to give everyone a copy.'

Some users are also attracted by the 'family nature' of the product, in that PC-FOUR and Xchange now operate on a vast variety of machines – from the ICL One Per Desk through the DRS300, taking in the Apricot PC and all true IBM PC and AT workalikes along the way. So no matter which mix of these machines you were running in an office, users would only have to learn one general purpose application (as command sequences in both Xchange and PC-FOUR are the same).

In addition, the individual Quill, Abacus, Archive and Easel software is not limited in power to a single version. It is available in everything from the low-cost standalone configuration offered by PC-FOUR to the well-supported network version of Xchange to run on popular network systems such as Novell and IBM PC-Net. Turn to Page 5 for our story on Xchange for more details.

# ECA and the Organiser

The Electronic Corporation of America (ECA) was one of the earliest stateside boosters of the Organiser as it has proved to be an invaluable diagnostic tool for the company.

ECA's involvement with Psion and the Organiser is a long-running story which began originally when ECA approached Psion about using the Organiser I as an intelligent, cheap terminal. It was particularly attractive given its ability to communicate with other machines, while taking up only a small amount of space and offering a fair amount of RAM.

With the advent of the Organiser II (just launched in the US last month), ECA will now be taking at least 1000 units to start with – for use in a variety of processor-controlled operations. One division of ECA, for example, handles production of microprocessor-controllers for boilers. In this application, the Organiser II makes an ideal diagnostic device for the process controller, which can be programmed to react according to different circumstances.

## The Hand Held link

As the Organiser II moves into the US direct mail and retail sales channels, Psion also celebrates a closer working relationship with Hand Held Products of the US, the North Carolina-based portable terminal manufacturer which specialises in the corporate data capture and bar code market.

This relationship developed almost three years ago when the president of Hand Held Products came to the UK and – out of professional curiosity - bought one of the then-new Organiser I machines. He was also looking for a low-cost handheld terminal and went back to the US impressed with his new-found purchase.

Work between the two companies really came together, however, when Hand Held sent one of its senior Vice-Presidents over shortly after the launch of the Organiser II. The US company seemed to appreciate that the Organiser was far more than just an executive toy or a 'dumb lump of plastic' and actually possessed a fair amount of its own processor power.

Thus an agreement was reached with Psion so that both

Organiser and Organiser II have been sold in conjunction with Hand Held's 'Microwand' products, which are particularly popular among those who use bar code readers (or wands) for stock control and inventory data collection.

So the Organiser II is (in addition to retail and mail order sales under the Psion Inc. name) 'badged' in the US as a Hand Held product in these markets and Psion has worked with Hand Held to produce additional peripherals and interfacing for the Organiser.

## Pocket Performance

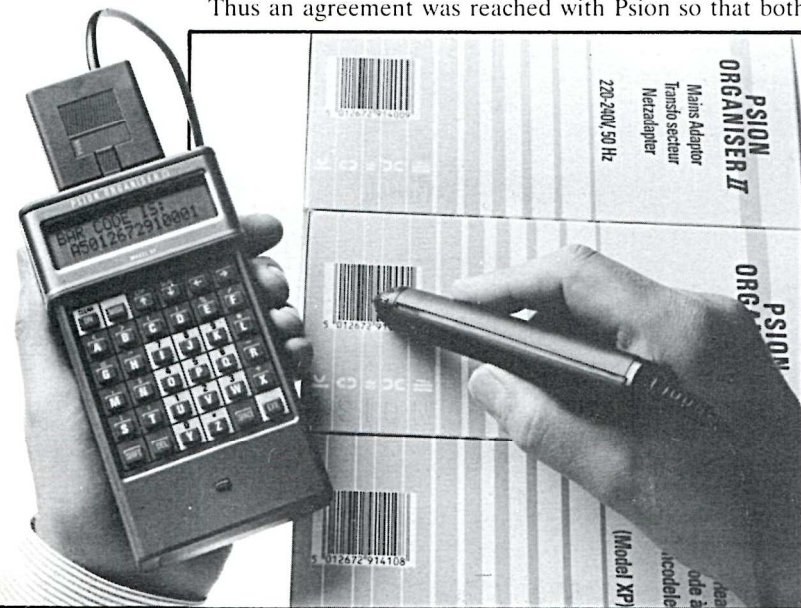


Rabone's new ultrasonic measuring systems for taking instant sonic measurements have a range of 0-15m and 0-30m with an accuracy of  $\pm 3mm$ .

Rabone Chesterman of Sheffield uses the Organiser II as a control and calculation device for its measuring equipment and distance-measuring systems.

The company has long been a leader in the supply of measurement devices for mineral mines such as gold and silver, where the accurate measurement of distance is often crucial. One new device is an ultrasonic measurement gun which illuminates the measurement face prior to firing a beam of sound which is returned and hence the measurement taken.

Rabone has also found that the Organiser II is an ideal device for the control of its various measurement systems being of small and efficient size and can be easily programmed to perform calculations on the collective data. Thus the Organiser II runs the software which controls the measurement function and allows immediate analysis of data and assists in the decision of whether sufficient measurements have been taken.



The bar code attachment to the Organiser II in action.

## A place on the map

Cartography is not an application which immediately springs to mind as being plausible for a pocket computer, but SES Mapping have found it to be an indispensable tool for its mapping work.

The company has, in fact, designed a 'data logging' system around the Organiser II which makes it a valuable aid in surveying and civil engineering work. The SES D-LOG software comprises three individual programs: LOG, PRINT and TRANSFER – which respectively allow for direct communication and data storage from a station survey instrument,



printing of that data and transferring of the data to a desktop PC for further analysis.

SES also has other land and construction survey programs under development, including drainage mapping software. The system is available for use with both the CM and XP models of the Organiser and has been on sale in the UK for several months. Contact SES on 0785-213777 for more details.

## Cotag security system

Cotag, the British automatic identification systems company has recognised that one of the great problems in 'card-wipe' security systems is the time people waste in having to get security cards out of their pockets and then

wipe them through the machine to allow entry to a building or department. This process is further complicated when someone (as is often the case in an industrial environment), is carrying a load of goods.

In order to solve this problem, Cotag has developed its access control system. Employees are given a magnetic badge, individually coded, to display on their clothing or carry in a pocket. On the wall, at the entry point to the building or department, is a reading head connected to a control box or interrogator, which scans the magnetic badge.

The control box is linked via an RS232 interface to the Organiser II, which acts as a terminal and programs the interrogator either to accept or reject the signal from the reading head. If it rejects the signal, then entry is denied.

This form of security system speeds up entry from the individual's point of view, and people carrying goods certainly find the procedure much easier and safer.

## Organised traffic systems arrive

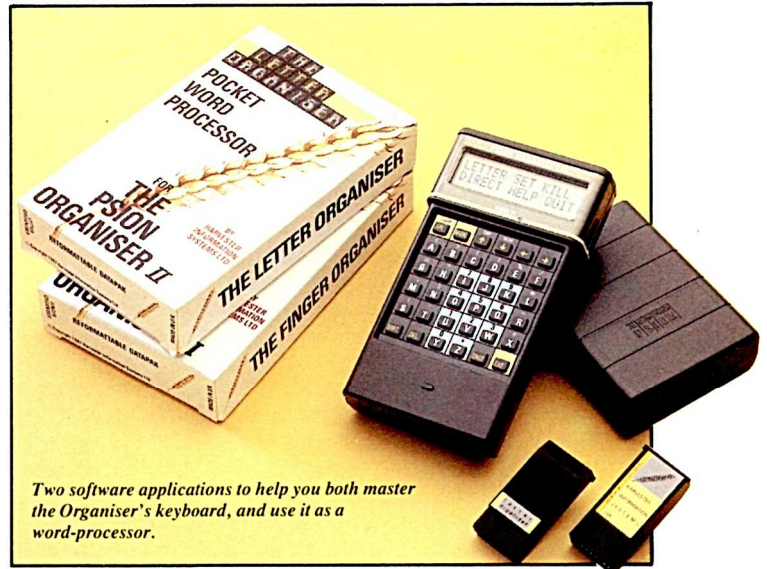
Langdale Systems has developed a traffic counting analysis program using the Organiser II.

It calls the combined system 'CensusMaster II' and offers it as a way of enabling traffic engineers not only to capture traffic data quickly and accurately – but also to process that data 'on the spot'.

The system comprises the Organiser II, some special software and a barcode pen (which reads barcodes into the Organiser). For further details, call Langdale on 0793-693197.

## M & S use 128K Datapak

One of the largest commercial users of the Psion Organiser has also become one of



Two software applications to help you both master the Organiser's keyboard, and use it as a word-processor.

## Harvester reaps benefits of Organiser II

Some will say that the Organiser II's keyboard is too small to allow for any significant amount of ordinary text entry, but they obviously haven't met the people at Harvester Information Systems.

Harvester has produced two software applications (available on Datapaks for £34.95 each from Organiser II retailers or from Psion direct on 01-723-9408) which would seem to dispute that view. The first of these 'the Finger Organiser' is a self-proclaimed 'first-class keyboard tutorial design to give the user mastery over the Organiser's unique compact keyboard.'

The company further claims that those who follow the five levels of lessons can build an Organiser II typing speed of up to 40 words per minute and that the lessons can be conducted anywhere you and your Organiser II happen to be.

Once you've built your typing speed up to that 40 words per minute, you may be interested in Harvester's second product – a 'Letter Organiser', which claims to be a form of cut-down word-processor tool for drafting letters, reports and lists. It includes editing functions, word count, date and time stamping, file management and printout options.

the first to use the new 128K Datapaks in high volume. Marks and Spencers (M & S) have also been using Organiser machines as part of their point of sale systems since the first machines were shipped to its stores more than two years ago.

The company's involvement with the Organiser started with the validation of their charge card – initially a limited amount of data (16K). The functionality of the system was expanded with the release of the 64K Datapaks, when M&S had enough room to add 'price look up' and further credit card facilities.

The price checking function was developed in con-

junction with Psion and meant getting the prices of some 60,000 products compressed down to fit inside a mere 32K of Datapak space. This file is now updated daily to take account of price fluctuations, sales and other changes.

With the release of the 128K Datapaks, M&S has now integrated the price-checking function with their unique product coding system used in the stores. This allows full charge-card checking facilities and in due course as many as 150,000 codes for pricing of their merchandise – staggering to think of all that information in a pack the size of your thumb.

# Psion organises the world's pockets

The Organiser II made its American debut in May after months of considerable US interest via third-party companies such as Hand Held Products and the Electronic Corporation of America.

According to Psion Sales Director Peter Norman, the US launch of the Organiser II merely carries out the stage-by-stage controlled international distribution plan that Psion developed before it even launched the product in the UK.

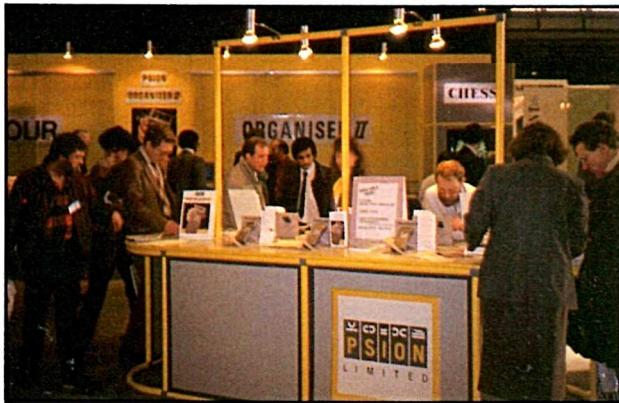
Psion is going for the American hand-held computer market via its American subsidiary. That company is Psion Inc., based in Watertown, Connecticut and run by US Psion President Bill Skyrme.

Its job will be to get the Organiser II out to the broader US consumer marketplace via direct mail, which will be the main form of distribution until more traditional forms of distribution have been agreed with US retailers in the fourth quarter of this year.

The Organiser II has been featured at several European trade fairs during the first four months of this year – including appearances at the SICOB show in Paris and the annual CeBIT Hannover Fair in Germany.

At the former event, Psion French distributors – Distribution KA L'informatique Douce – had their own stand under the KA banner and garnered a great deal of interest from industry and the general public alike. 'It was very prominent and got a good reception,' says Psion Export Manager David Elder.

French users also had something to celebrate in the launch of a special, new edition of the Organiser for the French market. Although both Organiser I and II have been available there before now, French users are for the first

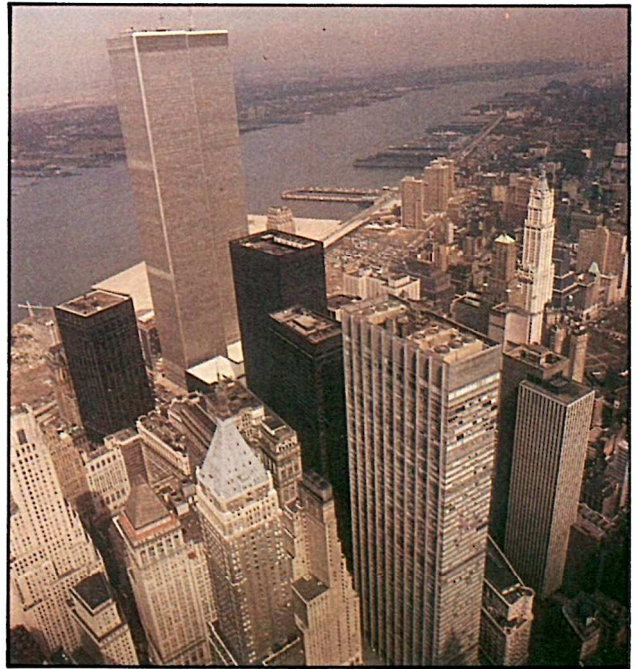


The Organiser II exhibited at CeBIT – the largest computer fair in the world.

## Xchange circles the globe

While the Organiser II is only now being released in many countries (such as the USA and France), the integrated Xchange suite of applications has been a Psion stalwart worldwide for the past three years. It has been a source of considerable Psion success throughout Europe – where it also appealed to 'OEM' manufacturers such as ICL and British Telecom – both of which used a version of Xchange in their Integrated Voice Data Terminal systems (the One Per Desk and Merlin Tonto, respectively).

Xchange has also recently gained an appeal to network users, supporting file and record locking systems of popular networking software systems such as Novell's NetWare and Microsoft's MS-NET, as well as the IBM



Psion is going for the American market – the Organiser II made its debut there in May.

time getting a French machine with a French ROM and French language prompts at the main menu.

Meanwhile at CeBIT – the largest computer fair in the world – the Psion participation was more of a joint venture between Psion and some European associates. 'It was a different structure from the marketing point of view,' explains Elder. 'We had a stand in our own name which was manned by Psion staff in association with long-standing German partner Herr Matthias Stengel. Chess and Organiser II were displayed prominently and an encouraging response was received from both trade and public alike.'

That same response has come through at recent showings of the Organiser II in Belgium, the Netherlands, Switzerland, Turkey, Italy, Saudi Arabia and Austria. And the machine will shortly get its official launch in both Africa and the Middle East. 'We're an international company and we're operating in a world market,' comments Elder.

The last word on this also belongs to David Elder, who is optimistic about the company's overseas business. 'We're on the way to setting the world alight.'

Token Ring system.

Although Xchange has been joined in the market by its younger (and fully-compatible) sibling PC-FOUR, Sales Director Peter Norman says it hasn't caused any fall-off in sales for the network version of Xchange due to the lower-cost new application, indeed quite the opposite.

He says that although Psion endeavours to sell the appropriate software to match user's needs – those needs can grow and change.

'Even as PC-FOUR sales top the 10,000 mark, our corporate users sometimes find themselves needing more power as their needs grow – and Xchange will be there for them,' he explained. 'We are even now trading people up from one to the other – power users that need the extra networking power and sophisticated multiple task-switching are going to Xchange.'

# Pocket spreadsheet – big planner, small machine

Psion recently announced what could be the most important general-purpose application for the Organiser II yet – a 'Lotus-compatible' spreadsheet which can be used in conjunction with the Comms Link to swap spreadsheet models back and forth between the Organiser and a desktop PC.

In short, it picks up where Lotus 1-2-3 leaves off – at least in the sense that standard spreadsheets get left behind when you want a spreadsheet that runs on a machine small enough to fit in your pocket.

As we said in our cover story the £39.95 spreadsheet datapak simply plugs into the Organiser II and is available from power-up under the new menu choice 'PLAN'. When PLAN is selected, users get a 'window' onto a 26 column by 99 row 'electronic ledger'.

It requires about 8K of memory to run – as the program pack itself can't provide any user memory. You'll need the XP Organiser model to run the Pocket Spreadsheet – the Pocket Spreadsheet does not run on the Psion Organiser Model CM (or the Organiser I, for that matter). But when you do get it running, you'll discover a full-function spreadsheet with four different display modes and some 60 commands.

And as we said earlier, the spreadsheet system is data-compatible with the industry-standard Lotus 1-2-3 application. Worksheets produced on the Organiser II can be transferred to a desktop computer to run in Lotus 1-2-3 or Symphony and vice versa.

Cells are 'referenced' in the same way as in all standard spreadsheets (ie. the first cell in the spreadsheet is A1, the one to the right of it is B1 and the one below is A2) so that the 'grid' should be familiar to all standard spreadsheet users. The system can discern several different types of data: numbers (of both positive or negative values), letters (which must be preceded by the quote mark) or formulae (which are preceded by an equals sign).

These are the same 'data' types as you would find on spreadsheets for desktop systems and operate in the same way. For instance, cells containing formulae can be displayed either to show the value or the formula itself.

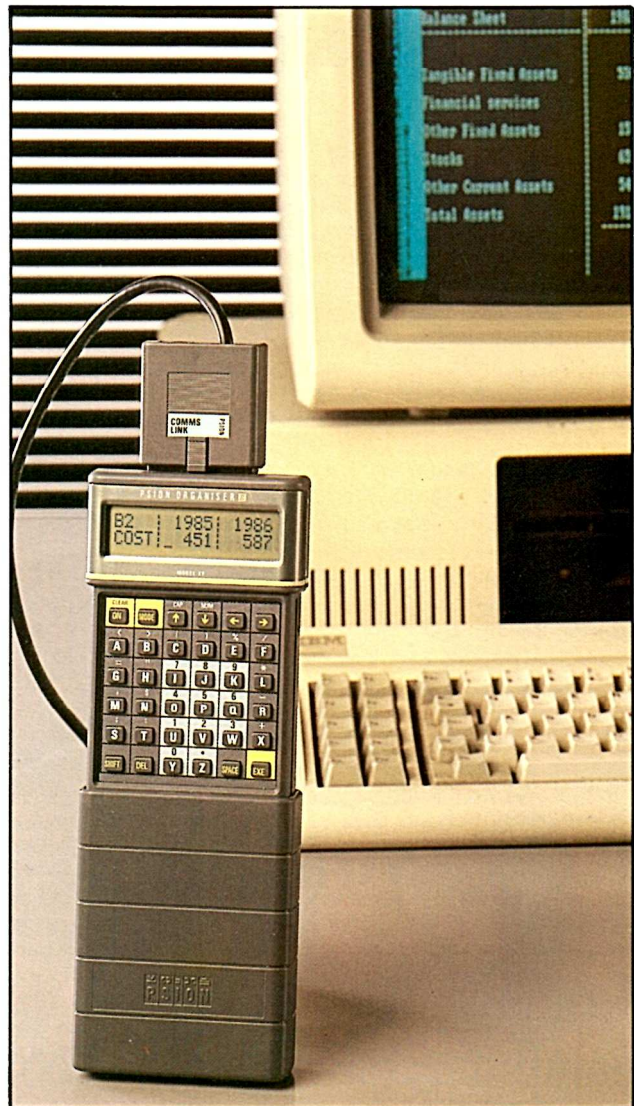
To enhance the movement between Lotus 1-2-3 and the new Organiser II spreadsheet package, the company has also announced enhancements to its Organiser-to-PC communications system – the most notable of which is the addition of some special communications software which runs on the IBM PC.

Running this PC software – in conjunction with the software built into the Organiser II Comms Link itself, Lotus, .WKS, .WK1 and .DIF format spreadsheet files can be sent to the Organiser and received from it. Both the communications system and the new spreadsheet are available immediately.

According to Psion Sales Director Peter Norman, the spreadsheet is actually aimed at three market areas:

- those who want a stand-alone spreadsheet or
- those who need an enhanced calculator
- and people who can make use of a 'reference' spreadsheet to hold tabular data in a portable format for later 'downloading' into PC spreadsheets.

For the first type of user, the ability to run a 'portable'



The Pocket Spreadsheet can be used with the Comms Link to swap spreadsheets back and forth between the Organiser and PC.

spreadsheet means that they can, for example, experiment with profit margins, discounts, growth margins and advertising budgets while they are actually visiting the client that such figures relate to. Quite often such models are only two or three columns by 15 rows and thus should not tax the limits of the Organiser's memory at all.

The second sort of user, who wants a 'super-calculator', can use the spreadsheet to keep all their popular formulae and data to hand. A managing director, for example, might require year-to-date turnover totals at the 'front' of a spreadsheet to keep them close to hand if needed as ammunition in a meeting.

And finally, someone that constantly references a spreadsheet for all kinds of work need never feel very far from it. A 'reference copy' of the spreadsheet can be kept in the Organiser II and sent easily back and forth to the PC for further manipulation and editing.

Many users will probably find the system fulfilling all three functions – with their most popular spreadsheets being 'ported down' from a PC so that they are to hand, while common formulae (such as VAT) are stored in a handy cell.

One calculation that should work out on any calculator is what good value this spreadsheet represents – at £39.95, it has to be one of the best value-for-money financial tools a PC user can buy.

## Organisers and the airwaves

Listen carefully next time you tune into Radio One disc jockey Johnny Walker and – if you're very quiet – you may just be able to hear him tapping on a Psion Organiser II in the background. Johnny bought the machine only just after Christmas, but he now says he and the Organiser II are inseparable.

'I am a Filofax user – or was,' he explains. 'When I first saw an Organiser I was a bit dubious – it looked like a gimmicky gadget. But as I realised its potential and the way it works, I find now that I still carry my filofax but never really use it. The Organiser II is the most incredible tool.'

Johnny says it has helped him keep his expenses straight as never before. 'I have a finance pack and its fantastic for keeping a running cheque on your expenses,' he says. 'As I spend three quid on a bunch of music papers, for example, I just tap them in. Using the printer lead, I can print out the statements and it will even do the VAT for me.'

But he explains that the Organiser II function he uses most is the diary – despite the fact that he initially had trouble getting to grips with it. 'I was used to looking at a diary and looking at a week (on paper), but as I've used it more and more, you get a mental picture of the week. It's useful to get into the diary feature and list what's coming



*'The Organiser II is the most incredible tool' says Johnny Walker.*

over. As the blurb says, it takes over when the memory leaves off.'

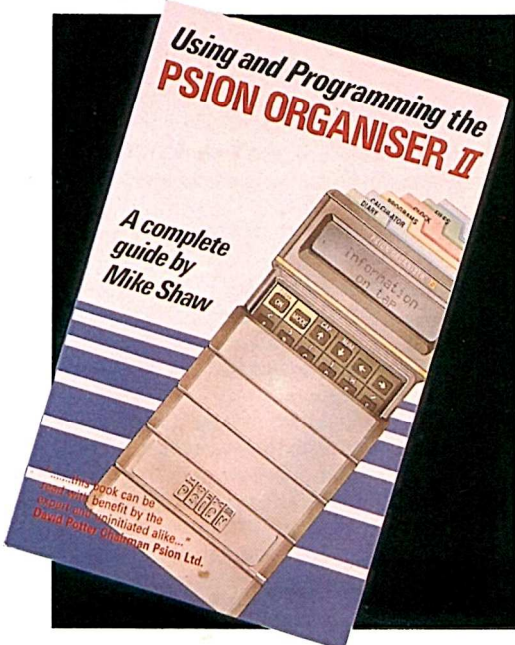
## Organiser II: You've used the pocket computer, now read the book

You know a high-technology product has really made the grade when people start writing books about it. This distinction was recently conferred on the Organiser II with

the publication by Kuma Computers of 'Using and Programming the Psion Organiser II' by enthusiast Mike Shaw.

The £9.95 book contains more than 200 pages of explanation, programming tips, reference material and well-considered application ideas for your Organiser II. It also includes a preface by Psion Chairman Dr David Potter, lots of examples and step-by-step instructions that cover everything from making music on the Organiser II to handling file management tasks.

'I believe that hand computers will become as commonplace as telephones or calculators within a few years. Organiser II is possibly the first such machine to provide real utility, versatility and breadth, the first practical computer to fit the pocket – metaphorically and physically,' says Dr Potter in his preface. 'This book provides an excellent description of that utility and versatility and illuminates the opportunities made available by Organiser II. It opens the mind wide to the application and potential of the product, while giving an imaginative description of how a computer works and how, in real time, Organiser II performs a multiplicity of different tasks.'



### Write away!

There are two parts to the word 'newsletter' (and both describe the very publication you are reading). The first part – news – is something we supply, but the second (letters) is an element we leave very much in your hands.

We would very much like to hear from you about your experiences with, or applications for the Organiser II, or any other Psion product – as well as help sort out any problems or difficulties you may have. While we can't promise that we will answer or publish all letters – we'll do our best – giving priority to the most commonly-asked questions.

So if you would like to share some tips on how you solved your latest database difficulty on the Organiser, paraded some brilliant graphics in PC-EASEL or got your office running on PC-FOUR, please don't be shy about coming forward. If the response to this plea for letters is big enough, we will even consider expanding the letters section – as you know far more than us about the day-to-day use of Psion products.

Please help us to help serve you better. Pick up pen and paper (or even computer and printer) today and write to us – even if its just to say what you do or don't like about this newsletter. Our address is:

The Editor, Psion News  
Psion House  
Harcourt Street  
London W1H 1DT

Look out for the Autumn issue

## Printing the organised diary

Many people use their Organisers to keep a diary, but some find that having to print out either their whole diary or single entries can be a bit tedious. Using the OPL built-in programming language, type in this short program and you'll suddenly find that printing diaries becomes a

whole lot easier.

It allows you to print any diary entries from the current date forward twelve months, thus allowing the month, quarter or year ahead to be specified when printing. The program's name is 'PDIARY' and it runs as follows:

```
pdiary:
LOCAL BASE%,LEN%,C%,END%
BASE%=PEEKW($2004)
PRINT "Print to end of month (1-12) ";
INPUT END%
A::
LEN%=PEEKB(BASE%)
IF LEN%=0
PRINT " END OF DIARY"
PRINT " Press Any Key"
LPRINT CHR$(12)
RETURN
ENDIF
IF PEEKB(BASE%+2)+1<=END%
IF PEEKB(BASE%+3)<=10 :LPRINT "0"; :ENDIF
LPRINT (PEEKB(BASE%+3)+1);"/";
IF PEEKB(BASE%+2)<=10 :LPRINT "0"; :ENDIF
LPRINT (PEEKB(BASE%+2)+1);"/";
LPRINT PEEKB(BASE%+1);" ";
```

```
IF PEEKB(BASE%+4)<10 :LPRINT "0"; :ENDIF
LPRINT PEEKB(BASE%+4);";";
IF PEEKB(BASE%+5)=0
LPRINT "00 ";
ELSE
LPRINT "30 ";
ENDIF
C%=PEEKB(BASE%)
BASE%=BASE%+7
LPRINT " ";
DO
LPRINT CHR$(PEEKB(BASE%));
C%=C%-1
BASE%=BASE%+1
UNTIL C%=0
LPRINT
GOTO A::
ENDIF
.
```

## Filofax or Organiser II? – the modern choice

The Filofax was the surprise consumer hit of 1985, with anyone who was anyone wanting to get their hands on the little address book-cum-diary system that could accept special pages for events, calendars and even maps of the world.

Two years on, however, a strong case has emerged for replacing the once-ubiquitous Filofax with something a little more up-to-date. While Filofax users often curse themselves every time they drop their Filofax books and see valuable data scattered up and down the high street or lose their places every time they open the things in a high wind, Organiser II users are secure in the knowledge that their data is available anytime they want it – without touching so much as a scrap of paper.

The experienced Filofax user will also know the terror of losing the Filofax and scrambling 'round to find alternative places that one might have written down those all-important dates, telephone numbers and addresses. This is not, however, a problem for Organiser II users as they can easily

copy the entire contents of a diary or address book from one Datapak to another – and even print out as many copies of that information on paper as they like. So even if you lose one copy of the information, security copies are easily available on paper and silicon chip.

At the end of the day, the Filofax user also tends to find that they are carrying all kinds of clutter about with them. There is the Filofax itself - which can take up quite a bit of space once you've got everything you want in it – as well as other modern business essentials such as a good calculator and the odd pen or pencil for entering information into the Filofax.

The Organiser II, of course, takes up nothing like the same space and still provides you with the ability to enter ultimately far more data than you could get in even the fattest Filofax – while still having room left over for calculator, business planning, alarm clock and computer programming functions.

Is there life  
after Filofax?



# New Organiser factory starts work

The success of the Psion Organiser II is creating new jobs and high technology manufacturing expertise in Andover, Hants – where Psion manufacturing subcontractor Radamec has opened a new factory to produce the machines.

Radamec had produced the Organiser at its existing Crowthorne facility until recently, but quickly outgrew the factory as demand for the pocket computers increased. The Andover site will take on 50 new employees and use the latest in automated production techniques for the pocket PC.

Special surface mount handling equipment and new 'pick and place' manufacturing machines have been purchased specifically to produce the Organiser II. It has become so

popular that Radamec is currently producing machines at the rate of some 8,000 Organiser IIs per month and expects to raise the figure to 12,000 by September and will have capacity for 15,000 by the year end.

Radamec is enthusiastic about the association with Psion and the Organiser and proud of the new facility. 'The opening of this factory represents a very significant milestone in the continued growth of the Radamec group,' said managing director Tony Crosse. 'We are investing in Britain and the British electronics industry – and have installed the very best and latest equipment available to maintain our present growth pattern.'



*Radamec's new factory is currently producing 8,000 Organiser IIs each month and expects to raise the figure to 12,000 by September this year.*

## PLAY PSION CHESS AND WIN AN ORGANISER II

If you can predict the next move Psion Chess would recommend to Player White in the chess board displayed at left, you could win a Psion Organiser II. Fill out the form below and then use a pen or pencil to clearly mark the piece you think should be moved by the white player and its destination. To indicate these, circle the piece you wish to move and mark an 'X' where you think Psion Chess would move it. To get your chance to win an Organiser II, correctly predict the Psion Chess response to this situation (ie. which piece which should move next and where) and



send that guess in, FREEPOST, with the completed form below to the following address:

Psion Limited, Freepost 3, London W1E 1EZ

Name.....

Telephone .....

Address.....

Age..... Occupation .....

What Psion products do you own? .....

What other PC products do you use? .....

Do you own a desktop computer? If so, please state which one.

If you don't own Psion Chess, but would like to buy it, Psion News is offering a special first-issue direct mail price of only £19.95 (plus VAT) - £5 off the regular £24.95 price

I enclose a cheque for the amount of..... for..... copies of Chess. I own a..... computer.