

Win
Psion's Complete
Executive Set
— see back page

PSION NEWS

ISSUE 4

SUMMER 1988

Production boost

Between January and March of this year, production levels of the Psion Organiser II hand-held computer increased from 10,500 to a record 14,000 units per month.

But with an ever-increasing demand for the Organiser, the company has had to raise production to even greater levels, and Psion is committed to increasing production to over 20,000 Organisers per month by the third quarter of 1988.

Dr David Potter, Psion's Chairman and Managing Director attributes this phenomenal growth in demand for the Organiser to the product's success in corporate, retail and particularly export markets.

"The corporate and retail markets for the Psion Organiser II and peripherals continue to expand at a healthy rate," he says, "and exports have increased from 30% of all product sales to over 40% within the last few months.

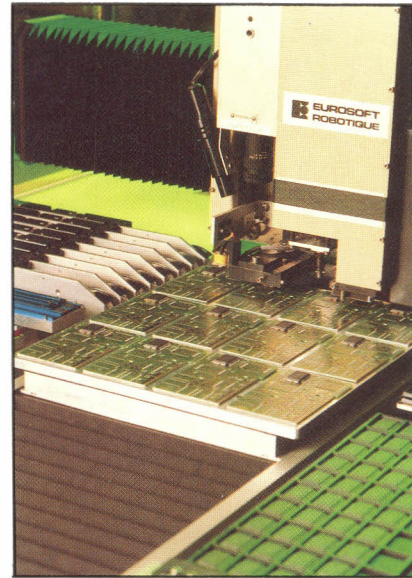
"In France, for example, sales of the Organiser II are rising rapidly, with around 2,000 units being sold per month. This kind of international demand indicates that by the end of this year, export sales of the Organiser may well account for half of all product sales."

Already, Psion has probably the largest volume requirement for surface mount technology products in the UK — around 1 million circuit boards per annum. This method of manufacture is being used to produce Organisers, as it provides high-density packing and offers considerable time- and cost-savings over previous manual methods of production.

Surface mount machines are programmed to automatically pick up a range of electronic components, including "flat packs", and to place these accurately onto circuit boards coated in solder paste. Once placed, the components and boards are heated under infra red to fix the components permanently into position.

To keep pace with demand, Psion is expanding production facilities at the Radamec factory in Andover, Hampshire, by installing additional pick and place machines and other equipment.

In addition, Psion recently announced that a second production facility has been contracted — the Timex factory in Dundee, Scotland which is dedicated to the manufacture of products for international high technology clients. The factory will be producing 6,000 Organisers per month by August 1988, which will afford



Surface mount machines pick and place components onto circuit boards.

Timex valuable experience in surface mount technology production techniques.

The Organiser II celebrated its second birthday in April 1988, at which time the total number of Organisers sold throughout the world was edging up to the 200,000 mark. According to David Potter: "During the third quarter of this year, we plan to produce our quarter millionth Organiser."

Psion wins support in Germany

The recent introduction of a German-language version of the Organiser II has caused great interest in the German marketplace. Since April this year, Psion's new German subsidiary, Psion GmbH, has been reaching new

markets countrywide.

Major deals have already been signed with Kaufhof and Karstadt, two of Germany's largest chains of department stores. In addition to the CM and the more powerful XP models of the Organiser II, Kaufhof and Karstadt are stocking German-language software packages, peripherals and manuals.

According to Psion GmbH's office manager, Washiella Hartley: "A number of other German organisations are interested in both the consumer and corporate applications of the Organiser II. The machine is ideally positioned to attack the German market."

Psion GmbH is based in Holzenhausenpark in central Frankfurt, telephone (069) 59 07 11.



Karstadt — one of Germany's largest chains of department stores.

Psion floats

On Monday 14 March 1988, Psion PLC joined the London Unlisted Securities Market. A total of 3,072,460 ordinary shares were placed at 97p per share, representing 18% of the share capital. The additional capital raised is contributing to the financing of future product development and a marketing drive into international markets, especially the USA.

The issue was well received by City Institutions, analysts and commentators and the share price rose within a few days to a 20% premium over the placing price, valuing Psion at approximately £20 million.

Pint-sized computer does the rounds

Milkmen across the UK are being trained to use the Organiser II in place of their black roundbooks. The Organiser – using custom-designed software called Milktrak – stores vital customer information such as names, addresses, and regular orders. The milkman is able to add variations to this standard database, such as holidays, extra pints, or payments.

The milkman returns to base and downloads his data onto a desktop PC. Then he can print automatically itemised bills and receipts for each customer. Bills can also carry promotional information such as "Eggs are cheap next week".

The software for Milktrak was developed by CNC Business Equipment in Rotherham in response to a request from their own milkman.

According to Bob Townsend of CNC, Milktrak has a number of strengths: "Apart from providing a more professional service to customers through itemised billing, use of the Organiser greatly improves efficiency. A 600 – 800 customer round used to involve 5 or 6 hours bookkeeping every week. With the Organiser this can be reduced to around twenty minutes."

Due to the success of the Organiser in trials and in use around the country over the past two years, a new national training scheme for milkmen



Organisers replace the milkman's roundbook.

was launched in January 1988. The scheme is organised by the Manpower Services Commission and co-ordinated from the Bradford Skill-centre.

Townsend adds that the Organiser is ideal for this data logging and retrieval role. "Everything pointed to the Organiser. It's light and portable – vital for milkmen, who already have to carry crates of milk and sacks of potatoes – and it's also robust. As well as being a flexible and powerful computer, milkmen find it very easy-to-use," concludes Townsend.

On-the-spot quotes

Over 650 salespeople at one of Britain's largest insurance and investment companies have opted to use the Psion Organiser II for generating on-the-spot quotations for clients.

The company, Hill Samuel Investment Services Ltd, ordered the Organisers to facilitate a better service to clients requiring immediate quotations on pensions, life assurance, endowment and mortgage policies.

Jim Fairbairn, sales director of the company, says: "One of the biggest problems in selling insurance is that, on receipt of a written quote, the customer frequently wants to know the implications of a lower premium, or similar "What if..." questions. This takes up time, and often involves the salesperson in repeated customer calls."

The Organiser II simplifies and speeds up the process of generating quotations. Instead of taking handwritten notes and leafing through a rate book during consultations, Hill Samuel salespeople now input client information into the Organiser. The computer then automatically displays all of the client's policy options during just one sales visit.

Salespeople are finding that the Organiser is paying for itself within the first few client meetings, in terms of time saved and the increase in personal productivity.

The quotations package is designed and marketed by Moorgate Technology in Cheltenham.

Organisers crack down on ticket fraud

An estimated £50 million was lost in 1987 through rail and bus ticket fraud in the London area, according to spokesmen at British Rail and London Buses Ltd.

Both companies are taking steps to reduce this massive level of fraud, and one key element in fraud detection is the Organiser II, which has been issued to British Rail and London Buses Revenue Protection Inspectors to check suspicious tickets.

According to Roger Bunting, British Rail's Passenger Transport Executive: "In early trials by British Rail Southern Region, the Psion Organiser was immediately successful. In one arrest over £64,000 worth of stolen tickets were recovered. Use rapidly spread to other regions of British Rail and then to London Regional Transport as part of Operation Artful Dodger, the unified campaign to prevent fraud on London's trains, buses

and underground."

Travelling inspectors conduct random checks by simply keying in details of the ticket, and within seconds the Organiser indicates if the ticket has been reported lost or stolen.

Peter West of London Buses says: "The hand-held computer makes it easier to access lists of lost or stolen tickets, and to record information. Before the Organiser, inspectors had to check through an unwieldy pile of papers, on which lost and stolen tickets were listed, which could subject passengers to unacceptable delays."

Lists of lost or stolen tickets are compiled by both British Rail and London Buses, and these lists are downloaded from PC databases to Datapaks. Each revenue protection inspector is issued with two Datapaks, one from BR and one from London Buses.



Cutting fraud on London buses.

Around 550 Organisers are currently being used on British Rail and on London buses, and other UK, European and American transport authorities are at present evaluating this successful revenue protection system for their own use. Software for the system was written by Psion in conjunction with software house Detron Ltd.

Organising Robots

The Organiser II is being used to operate a range of educational and light industrial robots manufactured by a leading robotics company, Research Development Associates (RDA) Ltd in Stevenage, Herts.

The robots have their own micro-processor controllers, but Organisers take over when external control is required or when the robots need to communicate with the outside world.

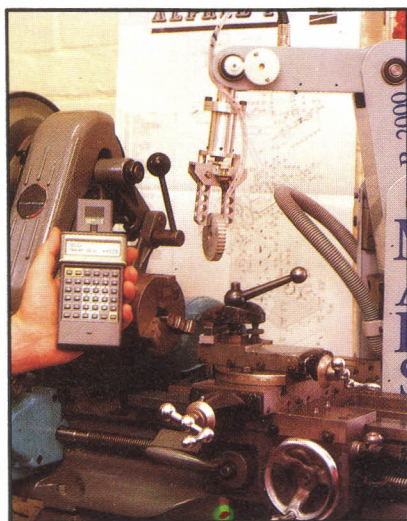
RDA has successfully marketed its robots worldwide, and is now using the Organiser in preference to desktop computers for applications which require cost-effective, portable computer power.

For example, the robots that RDA installs in educational establishments weigh only a few pounds, and need to be moved from classroom to classroom and even school to school. The pocket-size computer is therefore well-suited to this application.

In the industrial field, the Organiser provides smaller firms with a portable and low-cost alternative to the complex robotic control equipment used in heavy industry.

RDA's software for the Organiser is easy-to-use, as it prompts the user with a series of simple menu driven options. The user selects the robot movement desired – along any of six axes – and inputs this selection to the hand-held unit. The Organiser then passes this instruction to the robot via Comms Link.

A set of movements can be stored within each robot's memory. However, if a set of instructions is to be used on a number of robots, the set can be saved on Datapak instead, for



The Organiser operating a light industrial robot.

multiple use.

RDA produces two basic models of robot: ALFRED and MARS. ALFRED is used by schools and colleges to give students hands-on experience of computer programming and robot control.

Robots of all kinds provide excellent programming experience as students can see how their commands are translated into performance, and the Organiser offers students a friendly approach to computing. Over the past two years, RDA has sold more than 2,000 of these educational robots in three continents.

MARS, the larger model, is used for light industrial applications particularly for high-speed, repetitive or dangerous tasks. MARS can move objects weighing up to two kilos and is particularly useful for tasks involving radio-actives or dangerous chemicals which can be hazardous to humans. MARS is currently being used by the British Coal Board to measure dust levels in coal mines.

Boosting skills with Quill

Psion's Quill has been used as the basis for a new word processing training package by the Hertfordshire-based training company Softa & Co. The company produced the package in association with Trackdown Training Ltd and Blue Arrow PLC. Blue Arrow is the world's largest employment agency – of which Manpower and Brook Street are subsidiaries.

Softa's chairman, Steve Arnold, describes Quill as an easy-to-use package which has all the fundamentals of flexible, fully-featured word processing software. Steve says: "The new package, called "Introduction to Word Processing", helps students

learn a full complement of word processing skills. We have also added a number of Graphics features from Psion's Xchange suite of business software so that students learn data presentation skills."

Trackdown Training, an associate company of Blue Arrow's, commissioned Softa to write computer-based training (CBT) schemes not only for word processing but also for a variety of other office skills. "Introduction to Word Processing" and a complete range of over 50 specific office skills CBT packages are available from Trackdown Training on (0582) 842288.

Oil Barons take note!

The Mitchell Energy Corporation (MEC) is using the Organiser II for data collection in its oil fields of Texas. After successful trials, the corporation has issued the hand-held computer to all its personnel across the Texas plains, replacing the old pen and paper method for recording well data.

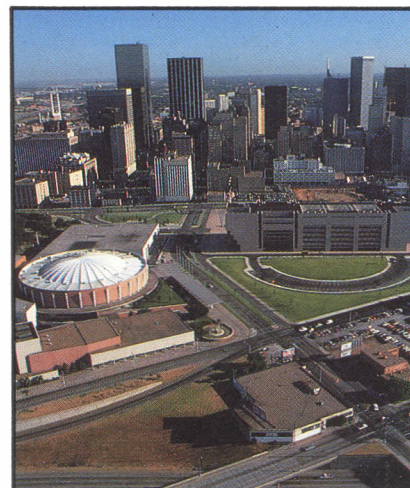
With a total of 1,068 producing wells in the North Texas Region, MEC developed software which allows field personnel to use the Organisers for calculating the gas production of any well, and for recording gas volumes and other information on a daily basis. This information is stored on Datapaks, and then transferred to PCs via Comms Link.

The rugged Organiser II started in Dallas last year when MEC listed its benefits at the city's annual conference of the Society of Petroleum Engineers.

Firstly, the need to hand-generate reports such as daily flood reports and gas level reports, and associated monthly reports, has been eliminated. This has allowed MEC significant time-saving benefits – for field personnel as well as clerical staff who previously had to input hand-written reports to computer systems.

A second benefit is the formation of a central database which can be swiftly accessed. Previously only well files or monthly reports were available, which made locating information a time-consuming business.

Thirdly, the use of Organisers in the field has provided MEC management with virtually instant access to each day's field data. With current information at their fingertips, managers can make informed decisions with both accuracy and speed.



Organiser soars in Dallas

Susan Griggs Agency

Corporate Product Range from Psion

Psion has built a cost-effective, flexible system around the Organiser II – a system that is powerful enough to be used by small businesses and large corporations alike.

Current corporate applications are as diverse as order taking, issuing quotations, stocktaking with barcodes, price look up, field service engineering, validating credit cards and tickets, recording patient information and drug testing.

Psion's corporate and public sector customers include Marks & Spencer, the Department of Health and Social Security, Hill Samuel, the British Gas Board, Sockkisha, ECA, British Rail and London Buses Ltd.

Customised machines

Customised hand-held computers are extremely easy-to-use, as only those functions required of the machine are offered to the user. The machines are "bootable", so they only run pre-written OPL (Organiser Programming Language) programs. When switched on, the first prompt of the pre-recorded software is displayed, taking the user directly into his or her application.

Because the machines are dedicated, they are of no value outside the environment to which they are applied. The customised Organiser II models include:

The P250

The P250 looks exactly the same as the Organiser II hand-held computer, with an identical keyboard. Like all of Psion's customised machines, the P250 is designed to run only the user's pre-recorded application software.

The P250 can be customised to handle a wide range of specific functions. A typical use of the P250 is for data-logging.



(l to r) Psion's Eraser 16 and Copier III.

The POS 200

Like all customised units, the POS 200 is extremely user-friendly. The keyboard has been modified, offering a large, well-spaced numerical keypad and three program-definable function keys. This makes the machine ideal for applications involving only numerical input.

A number of retailers depend on the customised unit to check prices, read magnetic strips on cards and keep track of stock.

The Alpha POS

This unit is designed for numerical tasks, but as its name suggests, the Alpha POS can also handle alpha input. The highlighted numerical keys are directly accessible without using the shift key, and are situated to the right of the keypad for ease of use.

The Alpha POS keypad also has clearly marked alpha keys, and two highlighted command keys, "yes" and "no".

Marks and Spencer uses this unit in its retail outlets, for price look up and, with magnetic card swipe reader, for credit card validation.

Software

Psion writes software that is easy-to-use and that is tailored to meet the corporate user's requirements. After analysing application requirements, Psion can employ off-the-shelf core software as the basis for a tailored system. This minimises development costs.

Psion also writes software that fits in with, and compliments, a company's existing computer products.

Comms Link

Communication is a vital part of any portable computer system. With Comms Link, the customised machine can send and receive information to and from other products in a corporate system. Psion's Comms Link connects the hand-held unit to a desktop computer, printer, modem, telex or any other device with an RS232 or RS423 port.

Datapaks

Application software is supplied on Datapaks – the Organiser's removable solid-state EPROM packs. Datapaks are essential as they contain the OPL software that drives the entire corporate system.

Datapaks are available in sizes up to



(l to r) The P250, POS 200 with magnetic card swipe reader, and Alpha POS with bar code reader.

128K, which is a considerable amount of memory capacity for a hand-held computer. With this capacity, for example, Marks & Spencer was able to store 100,000 unique product codes on one 128K Datapak.

Datapaks are produced in a variety of colours, for ease of identification when large numbers are in use.

Copier III

Psion has designed the Copier III to handle bulk copying of data. Data can be easily and swiftly duplicated onto Datapaks – up to eight Datapaks can be loaded at the same time with data from a PC. British Rail, for example, downloads current information on fraudulent tickets onto Datapaks, and these Datapaks are then distributed amongst Fraud Prevention Ticket Inspectors.

In addition to this stand-alone function, the Copier III – when using Copier Utility software – can communicate directly in serial mode with industry standard PCs and mainframes. Communication can be conducted via telecommunication lines.

This means hand-held units can send selected items of information to – and receive selected items of information from – PCs or mainframes. When information is being sent by PCs and mainframes, each of the eight Datapaks can be independently addressed.

British Gas in the south east of England uses the Copier to transfer meter reading data from inspectors' Datapaks to the mainframe at headquarters. Datapaks are placed in the Copier III, and a personal computer extracts the required information and sends it via a telephone modem link to the mainframe. The British Gas mainframe can also send information back to the Datapaks.

Eraser 16

The Eraser 16 allows Datapaks to be

erased for re-use. It takes only 30 minutes to clear up to 16 Datapaks at once.

Typically, the product is used by corporations that need to constantly update information held on Datapaks. For instance, London Buses Revenue Protection Inspectors receive updated lists of fraudulent tickets on Datapaks and return their previous Datapaks for erasing.

Readers

The customised hand-held computer can support both bar code readers and magnetic card swipe readers. The readers are attached to an interface which simply slots into the top of the customised unit.

If required, a dual interface device can be added to the hand-held unit. This allows the unit to retain its link with a PC, printer, cash drawer or other RS232 device while also interfacing to the reader.

Both readers contain interface software which downloads an instruction to the customised unit to identify and accept a particular type of bar code or magnetic strip reading. There is also an energy saving feature which saves battery power by switching off the unit whilst waiting for input from readers.

Bar code readers are being used with the hand-held computer by HM Land Registry for tracking documents. Magnetic card swipe readers are employed by Marks & Spencer for credit card validation.

Maintenance

Maintenance contracts provide corporate users with peace of mind, and two types of contracts are available from Psion. The company offers a centralised maintenance service contract or an on-site service agreement, according to the needs of the customer.

Complete system solutions

With this complete range of hardware, software, and peripherals, plus top levels of service and support, Psion can offer cost-effective and infinitely flexible solutions to a wide range of corporate computing needs.

Wherever possible, Psion aims to offer turn-key applications. This means Psion, or appointed systems dealers, provide the customer with all system design and management services and all hardware and software products – from modems and printers to tailored software. The corporate customer simply turns the system on and puts it into action.

Third Party Products

In the last issue of Psion News we featured a number of software houses supplying applications for the Organiser II. Since then, more third party products have been developed, and some of these are described below.

This list of the latest products is intended for your information only. Psion PLC will not be held liable for any problems or defects with the products from third party suppliers. Please contact these companies directly for further information.

Name & tel no	Product Name	Description
ANT (034282) 2706	PROJECT MANAGER	Time and cost management
	PROJECT MANAGER PLUS	Time, cost, expenses and mileage management
	ANTCHART	Inspection mean and range control charting
	ORGANISER CARRYING CASE	Case
W Chapman (0202) 33146	RACE, H'CAP. ROAD, PRED. MEMB	Programs for athletes and race organisers
	TSUM. DSUM	Maths programs
	TAIR	Pilots time program
	SHIP	Ship brokers program
Cubsoft (061) 792 2871	FNKEY PLUS	Enhanced version of FNKEY: keyboard macros, function keys, text cut and paste
D & H Surveys (0249) 720 545	ROADS	Road design and co-ordination
	HOUSES SET-OUT	Positioning houses etc by co-ordinates
	DATA LOGGERS	Setting out data from co-ordinated features
		Various survey data collection applications
Denwood Designs (01) 837 3206	HAND-HELD ORGANISER CASE	Leather case, detachable top and clip-on wrist strap
	THE ORGANISED OFFICE	Leather Organiser and accessories case
	HANGMAN	Challenging word game
Global Software (0732) 863 032	SALES ORGANISER	Enquiries and sales prospects tracking
Graphic Options (0462) 32621	HITMAN	Shoulder holster
Hitman Holsters (084421) 7053	SAMS	Staff attendance monitoring system
Harvester (01) 831 2331	GAMES ORGANISER	Various games
Maritek (041) 554 2492	MARINE	Navigational software, tidal height and flow, setting courses and results of yacht races.
Moorgate (0242) 221 973	TIME RECORDING	Professional time recording and expenses logging
Mount Portland (01) 486 3074	DA VINCI SYSTEM	Health monitoring and fitness program
PB Computer Services (0604) 582 202	SHOP	Point of sale stock control for small retailers
Peebles Microsystems Ltd (0721) 21479	ANIMAL DIET FORMULATION*	Portable agricultural program
Precision Systems Ltd (0480) 67101	WELDING ADVISOR	For advice on autogenous welding conditions and machine setting storage
Transform Ltd (01) 658 6350	ORGANISER FAX	Leather Organiser and accessories case
Willow Enterprises (01) 748 0951	PERSONAL FINANCE	Finance Management
Widget Software (0438) 812320	FILE MASTER	Sort, search and select from files, print diary, records, labels, create and edit new files

*Animal Diet Formulation also exists for PC-Four, along with a program for seed mixture and stock control.

Overseas products

Sweden: Psitronic 46 (0) 31 222 305	SUPER FINANS	Advance business package: investment, financial and statistical calculations
USA: Psion Inc. (203) 274 7521	TRAVEL PAK	Business travellers pack. Currency and unit conversion, IDD assistance, checklist, expenses claim
USA: Xec (813) 538 4190	TRAVEL PAK PLUS QUARTERMASTER	As above plus language translation Navigation program.

France gears up for Eurocar

Across Europe, companies are beginning to prepare for 31 December 1992 – the day by which all barriers to internal trade in the European Communities are due to have come down.

In France, software house Filariane is preparing for the day when all cars have to be serviced to common European standards.

Filariane has designed a system based on the Organiser II for checking car faults and collecting car service data. Called EDITEL, the portable system allows car mechanics to check through a database, stored on a 16K Datapak, of the 114 possible faults that must be inspected before a European car can be passed as roadworthy.

If a fault is found, the mechanic can make a record of it by inputting the information directly into the Organiser II. Once the car service is completed, this data can be downloaded from the hand-held computer via Comms Link, to a PC. A report sheet, detailing which faults were identified, can then be printed.

At the same time, the PC can also provide a printed certificate of roadworthiness and a customer invoice for the cost of the check-up.

The EDITEL software can be translated into any European language, which means it could be used in car service centres from Crete to Cork and from Copenhagen to the Canaries.



A handy checklist for Europe's car mechanics.

Organiser cheers publicans

An Irish computer dealer, Custom Software Systems, joined forces with SIS – Psion's Irish distributor – to find a cheering solution to the problem of stock control in busy public houses. CSS, based in Donnybrook, is marketing BarStock Control, a system based on the Organiser II, for recording and monitoring stock levels.

General manager of CSS, Kevin Buckley, estimates that the system is already in use in over 100 public houses in both Ireland and the UK. "The problem with stock-taking in pubs is the enormous number of different lines and the frequency with

which stock-taking is carried out," says Buckley. "The portable Organiser was the obvious solution."

One satisfied customer is Brian Taylor, the proprietor of two pubs in County Durham. Brian enters stock details directly into the Organiser II, which confirms the entries, totals them and then transfers this information via Comms Link to his PC. According to Brian: "It takes only 3 minutes to download my cash receipt information and find out the gross margin for my bars."

Another Irish publican, Eddie Byrne reckons that he can tot up a time saving of about three to four hours a week using the BarStock Control system. For further information please contact CSS directly on Dublin 698-711 (international code 353-1, or UK code 0001).



Cheers to the Organiser!



Australia

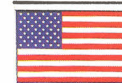
Psion's sole distributor in Australia, Eastern Micro Electronics (Pty) Ltd (EME) is stepping up sales of the Organiser II nationwide. At the PC 88 Show in Sydney earlier this year, EME sold no fewer than 480 units within the first two days.

Bryant Bernstein, EME's product sales manager, attributes the increasing interest in the Organiser to the success of a recent national advertising campaign. "In addition, Blue Chip, the specialist chain of computer stores, is now stocking Organisers and peripherals throughout the continent," says Bernstein.

As a direct result of the Organiser's success, EME has decided to open up further branches in Brisbane and Adelaide in addition to the existing offices in Sydney and Melbourne.



Sales step up in Australia.

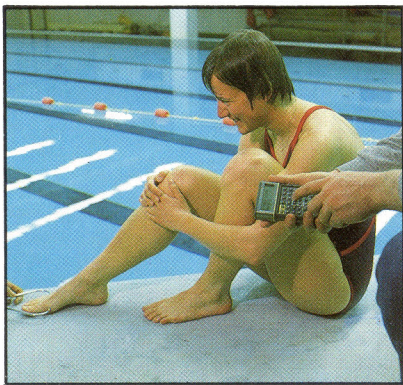


United States

Since the beginning of 1988, Psion Inc has focused its marketing efforts on building a solid distribution network across the States. In addition to signing up 150 VARs (Value Added Resellers), to concentrate on business to business sales, Psion Inc has now appointed over 20 independent manufacturer's representatives (agents) across America. These agents will call on audio, video and consumer electronics retailers and department stores across the country.

Having focused on establishing a distribution network, Psion Inc also turned its attention to the retail market. In April, the company held a highly successful New York press launch which served to build awareness across America.

Retail outlets for the Psion Orga-



Gathering data at the pool.

In the swim

The Organiser II is putting swimmers through their strokes at the world-famous aquatics unit of the University of Leuven in Belgium.

The university's Software Studycentre has developed software to assess a swimmer's potential and to recommend how performance can be improved through training.

The software was originally written for a desktop computer, but the main core of the program was then transferred to the portable Organiser II.

Now important data, such as speeds and heartbeat, can be gathered at the edge of the swimming pool. The Organiser can immediately process these facts and figures and give advice, in the form of a printed diagram, on which exercises should be undertaken to improve performance.

A similar system is currently being developed for cyclists by the university's Software Studycentre.

Organiser crosses the Great Wall

In China, the Psion Organiser II is to be used in a joint project by the United Nations Food and Agricultural Organisation (FAO) and the Chinese Government.

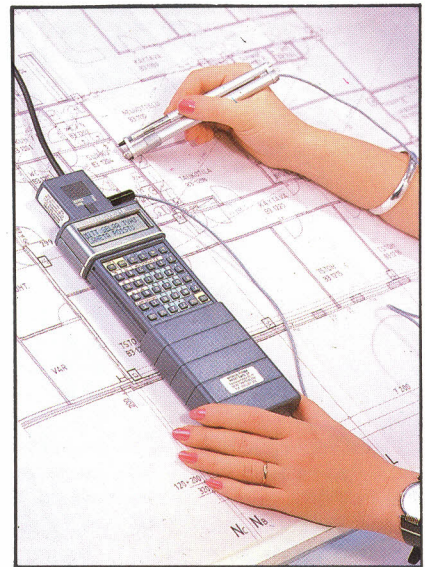
The hand-held computer will form part of a training scheme aimed at the implementation of new farm management systems in the Sichuan Province.

Software for this application has been developed by the FAO at its headquarters in Rome.

Infra red measuring system

From Finland comes a handy new tailor-made system called the DIGIPEN, comprising a Psion Organiser II, an infra red pen and software supplied on Datapak. The system was designed by Avonius, one of Psion's major Finnish customers, and is marketed to the construction, surveying, engineering, and design industries.

Using the infra red pen, the outline of construction designs can be traced, to obtain measurements such as area, volume, quantity and type. These



Drawing on the power of the Organiser.

measurements are transferred automatically via Comms Link into the Organiser or can be manually keyed in. With these measurements, the user can calculate for example the number of tiles needed for a new roof.

DIGIPEN can also be used to store information on quantities, materials, and codes. If required records can be transferred to PCs for cost estimating and similar applications.

The system is completely compatible with Lotus 1-2-3, so information can be transferred into not only the Organiser's spreadsheet but also a PC spreadsheet.

Further information can be obtained in England by telephoning John O'Dea on (0249) 76454 or Tony Bye on (0628) 471114.

niser II and peripherals include the Leechmere Group, a \$350 million a year East Coast electronics retailer, and Macy's, one of the largest chains of department stores in the United States which recently purchased part of the Federated Stores chain.

Macy's and Leechmere are both stocking the CM and XP models, plus Datapaks, Organiser software, Comms Link and Developer. This range is in 15 of Macy's stores nationwide, in the newly formed home/office departments, and 21 Leechmere stores along the East Coast.

Comments Steve Sholder, vice-president of marketing and sales for Psion Inc: "Retailers are discovering that the Organiser II has a wide appeal across all their consumer electronics markets. Computer users recognise it as an extension of their deskbound PC, while people who are unfamiliar with computers appreciate it as a personal productivity tool."



Spain

Psion has recently appointed BCN International Computer SA as its exclusive distributor in Spain. The newly formed company is based in Barcelona, Spain's "Costa del Silicon".

BCN is headed up by Pedro Lloret Martin, who is committed to raising a major public profile for the Organiser II in Europe's fastest-growing computer market.

Already the company has made remarkable progress since acquiring its distributorship earlier this year. BCN is concentrating on developing a strong distribution network nationwide.

According to Pedro Lloret Martin: "Our objective in Spain is to make the name Psion synonymous with hand-held computing. We have some big



Snr Jordi Pujol visiting the BCN stand.

orders in the pipeline, and applications have been developed for restaurants, banks and insurance companies."

Much interest was shown in the Organiser at Spain's Informat 88 Trade Fair in April. The BCN stand was visited by Snr. Jordi Pujol, President of the Generalitat de Catalunya - he was presented with an Organiser II after a short demonstration of the computer's capabilities.



Please address all letters to
The Editor, PSION NEWS,
Psion House, Harcourt Street,
London W1H 1DT, UK.

Missing Bytes

Since buying my Psion Organiser II XP (32K RAM) I have been puzzled to note that there are only 23457 bytes of free memory. The INFO command on the top menu tells you how much memory is available. I realise that some memory will be taken by the computer for various functions but 8000 bytes plus seems to be rather high.

As a Structural Engineer I wish to use my Organiser for my work and look forward to being able to run engineering programs on it.

TJ Thickett
 Verwood

Ed's reply: The Organiser XP is mainly for executive and professional use and so is appropriate for you. It has 32K of RAM of which approximately 1.5K is for the operating system and another 7K is reserved for the optional peripherals and applications.

This 7K of "free" memory is of benefit to you, the user, allowing spreadsheets or Comms Links to be plugged in safely without loss of any vital data even when the internal RAM of your Organiser is full.

For your engineering work you may be interested in hearing about our new program pack: Formulator. Formulator contains about 250 common formulae - including many which you may need for your work. You can also add other formulae which can be saved and found in the normal way. Engineers are among the many people who are beginning to find the Formulator an essential addition to their Organiser.

Re-using Datapaks

I have recently purchased an Organiser II (XP model) and while I use it primarily as a diary and database I have begun experimenting with programming in OPL. As a beginner I find that I make many mistakes and have to constantly debug and amend my programs. This seems to rapidly use up space in my Datapak. Why is this, and is there anything I can do about it?

Peter Nicholls
 Leicester

Ed's reply: Constant amendments to anything that is saved to a Datapak will use up

memory because Datapaks are EPROM devices which can only be written to once. This means that even "deleted" entries continue to occupy space.

This is because Datapaks are designed to be battery independent and to hold memory securely. For frequent deletions such as programming, and the spreadsheet applications, it is more appropriate to save information to the internal Organiser "RAM" memory, ie. Drive A.

Alternatively your Datapak can be cleared of memory, or formatted, by exposure to ultra-violet light. Formatters can be purchased through normal distribution channels, or we can carry out a formatting service for you.

For your information, Psion has produced a specific software package for IBM PCs or compatibles, called the Developer, which is for use in the development and debugging of OPL programs.

On High Seas

"Lord Jim" is a privately owned 80 foot ketch, operated by myself (as skipper) and my wife (everything else). The vessel is more like a ship than a yacht, with a vast array of equipment - mechanical, electrical, electronic: you name it, we have it! To keep a track of all the systems, handbooks, spares, charts (over 1,000 worldwide), I use the Organiser.

I am still learning new and more versatile uses for what really is a magic machine; the only criticism is the small (8K) RAM - developing procedures which need print-out testing. This gets a bit tedious!

Griff Tedd, The Lord Jim,
 Mandelieu, France

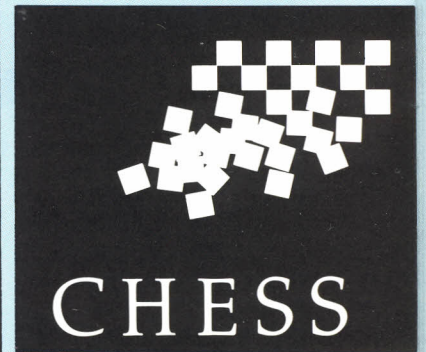
Ed's reply: Thank you for your fascinating story of how you use your Organiser aboard the "Lord Jim".

Maybe to solve your memory problems, you should consider upgrading your Organiser CM to an XP model, thereby increasing the memory capacity four-fold.

News in Brief

This new section of Psion News focusses on the lighter side of life, and some of the more unusual stories about Psion products. Please send your anecdotes to us at News in Brief, Psion News, Psion House, Harcourt Street, London, W1H 1DT.

Organiser II user, and famous BBC Radio One Disc-Jockey, Dave Lee Travis, suffered a bit of a catastrophe before Christmas last year when his pet labrador ate his Datapak.



The stunning graphics from Psion's world champion Chess software so impressed Tim Rice and ABBA writers Benni Andersen and Björn Ulvaeus that they are using them to illustrate the hit musical "Chess". The show is currently running at the Prince Edward Theatre in London's West End.

Psion has donated an Organiser II and peripherals to Ramona and Richard Boyle, who left their jobs to cycle an incredible 12,000 miles through 20 countries in aid of re-greening Kenya. The couple left London on 21 March and plan to complete their fund-raising journey in Singapore in 18 months time. We wish them both the best of luck.

Closer to home, Psion has also been assisting the London Ambulance Service and the St Johns Ambulance Brigade. Members of both brigades dipped into their own pockets to buy Organisers, and found them extremely useful in the quest to save lives. The Organiser's easy-to-access database facility is invaluable to the brigades. For example, not all hospitals are

Formulae welcomed

Calling all readers who use Formulator with their Organisers! Psion's researchers want to hear from those of you who have added formulae to the program pack which will be of use to others. With 250 existing formulae, Formulator has proved a great success with businessmen and women, scientists and engineers of all disciplines.

Please send your ideas to: Formulator Research, Psion House, Harcourt Street, London W1H 1DT

Technical support

If you have technical queries about any of your Psion products then contact the Psion Technical Support Department Helpline for free advice between 10.00 and 16.30 weekdays. Telephone (01) 723 0553; fax (01) 724 6646; telex 296-489-PSION-G; or write to Technical Support at Psion House. Alternatively, contact your local distributor.

equipped to cope with very specialised emergencies such as snakebites. Using an Organiser, the brigades can instantly identify those units with the relevant specialised facilities. Psion was so impressed by this application that the company made a substantial contribution to the brigades' order of Organisers and Datapaks.

Sports trainer Stephen Marchant finds his Organiser invaluable for keeping a record of sprinter Jackie Harman's training data. Stephen and Jackie hope to be taking their Organiser abroad this year – to Seoul for the Olympics.

It seems that the article "Long arm of the Organiser" in Psion News issue 3 really caught the imagination of the boys in blue. The Metropolitan Police Amateur Computing Club is to include an Organiser section in all future editions of the club magazine.

Organiser users Dave Clapham and Quentin Langley use Datapaks to swap ideas for a Science Fiction novel they are writing.

You may have seen the Organiser making a few appearances on UK TV recently – and not just on the soap-opera EastEnders where several of the characters are Organiser users. It seems that both the BBC and ITV have realised that the Organiser makes an ideal prize in quiz shows. Bob's Full House, Every Second Counts, Whatever Next?, Blankety Blank and Blockbusters are among the popular shows which award the Organiser as a prize.

David Evans of Redditch in Worcestershire has a rather neat little idea for storing his Datapaks. Apparently four Datapaks will fit snugly into an audio cassette case. Either pieces of cardboard (an old Datapak box?) or plastic sawn off another cassette case can be used as dividers.

One of the most incredible stories from our mail bag is the tale of Steve Barnes's Organiser II. Steve, who comes from Hove in East Sussex, was horrified when his light holdall bag fell off the back of his motorbike and was crushed under the wheels of the car behind. On close inspection, Steve found that everything inside the bag was completely destroyed, except his Organiser which suffered only minor injuries to its protective case!

Organised Ministries

The Organiser II has even been adopted by men of the cloth. The hand-held computer helps the Reverend Richard Impey, of the parish Church of St John the Evangelist in Blackpool, and Father Bennie Noonan of Aylesbury, Bucks, to organise their ministries.

Fr Noonan is particularly enthusiastic. As someone who had no computer experience before buying his Organiser he is delighted by the user-friendly in-built software: "I think many more people would own this miracle machine if only they knew that it's simpler to use than a conventional calculator," says Fr Noonan.

He has also been pleased by the help he has received from Psion's technical support division: "In present day business, the customer has ceased to be number one. But Psion is very much customer-based. It's rare in business these days."

Rev Impey uses the Organiser's diary facility a great deal, and is developing further applications for scheduling baptisms, weddings and other church events.

He also uses his Organiser to help in combating the ravages of time on his church. "We are in the middle of a major fund raising campaign for the restoration of Blackpool Parish Church, and the Organiser has been invaluable in keeping track of this work," says Rev Impey.

As a cross-referenced address book, the Rev. Impey's Organiser aids him in his pastoral work too. If he goes visiting sick or elderly parishioners, but finds that they are out, he can save a wasted journey by using his Organiser to locate the homes of other parishioners living in the neighbourhood.



Organiser enthusiast Fr Bennie Noonan.



Sly and Robbie are the "meanest, baddest, hardest, deffest (sic), keenest, wickedest, oldest, freshest rhythm section around" – according to "No. 1", the British popular music magazine. But Sly Dunbar and Robbie Shakespeare have a secret. They were pretty disorganised until they discovered the Psion Organiser. Now Robbie says he would "never leave home without it". There is only one improvement the pair recommends – a luminous keyboard so the Organiser can be used in bed!

Data Protection Act 1984 – Don't worry!

The Data Protection Act 1984 came fully into force throughout the UK in November 1987. A number of British readers have asked Psion News if holding a directory of personal data – such as people's names, addresses, and whether or not people play squash – means that Organiser, PC-Four and Xchange users will have to register with the Data Protection Registrar.

Our advice, from the Registrar himself, is that there is no need to register if your information is for personal use.

OPL Training

A one-day study course in Organiser Programming Language (OPL) is now available from Softa & Co, Psion's official UK training organisation. The course gives delegates an in-depth understanding of the language.

Softa also runs other training sessions, including time management training on the Organiser, and courses on how to get the most out of Xchange and PC-Four.

Courses can be tailored to the specific needs of client, both in terms of content and level of training. One day courses are held at Softa's premises in St Albans, and are good value at around £99.00 per delegate. On-site training can also be arranged. Phone Softa on (0727) 63234 for more information.

Programs, programs and more programs...

Many thanks to all of you who sent in programs for the Organiser II. In this issue we are featuring two programs which are based on those sent in by readers.

The first is a program for locking the Organiser II. Stuart Nicholls of Hendon wrote to us, describing his program as one that will prevent unauthorised people from using your Organiser. In Stuart's case, every time he leaves his Organiser unattended, his six year old manages to erase his precious records!

The second program is based on a stopwatch program sent in by Andrew Steele of West Yorkshire. Andrew is a broadcaster for an overseas radio station, and finds that a stopwatch is a useful tool of his trade.

Please send program ideas printed on a clean sheet of computer printer paper and – if possible – also on an IBM-format 5¼-inch floppy disk. If you enclose an SAE, we can return this to you. Write to: The Editor, PSION NEWS, Psion House, Harcourt Street, London W1H 1DT.

Locking the Organiser

Stuart's lock program is best installed on the Main Menu. Having positioned the cursor at the place on the menu where you wish LOCK to appear, press MODE, type "lock", and press EXE.

When you type the program, replace "WORD" on line 2 with your chosen password, and enter your own message on line 9.

When you run the program, it first turns your Organiser off, then when ON/CLEAR is pressed to turn it on, the message on line 9 appears on the screen. When you press any other key, the password is requested. If the wrong password is entered, the program goes to AGAIN and shows the message for a second time. If the password is again entered incorrectly, the Organiser II switches itself off again.

```

LOCK:
LOCAL AS(20),C%,CS(20)
CS="WORD"
REM REPLACE "WORD" BY YOUR PASSWORD (UPPER CASE)
ONERR START::
START::
OFF
AGAIN::
CLS
VIEW (1,"IF FOUND, RETURN TO TIM ON 01-723-9408")
REM PUT YOUR OWN MESSAGE IN THE ABOVE LINE
C%=C%+1 :CLS
PRINT "PASSWORD PLEASE"
INPUT AS
IF UPPE$ (AS)<>CS AND C%<2 :BEEP 600,400 :GOTO AGAIN::
ELSEIF UPPE$ (AS)<>CS :C%=0 :BEEP 600,400 :GOTO START::
ENDIF
CLS :BEEP 400,100
    
```

Stopwatch

This program enables you to turn your Organiser II into a seconds and minutes stopwatch.

Stopwatch overrides the Organiser's automatic turn-off feature, whereby if no key is pressed the Organiser turns itself off after 5 minutes. Instead, when Stopwatch is running, the Organiser continues to operate after the 5

minute point even if no keys are pressed. When you end the program, the turn-off facility is activated once more.

When the program is running, press S to stop the watch. There are then three options; R for restart (continue timing); Z to zero the clock and then start timing again; and E to end the program.

If you press L while the clock is running, a lap time is shown on the bottom line while the clock continues counting.

```

WATCH:
LOCAL K$(1),S%,SE%,MI%
POKEB $007C,0:REM disables auto-switch off
REM *WARNING* screen will not turn off after 5 mins
CLS :PRINT "S=STOP, L=LAP" :PRINT "PRESS ANY KEY...";
GET :CLS
zero::
MI%=0:SE%=0:S%=SECOND
loop::
K$=KEY$
IF UPPE$(K$)="S" :REM press S to stop
GOTO pause::
ENDIF
IF UPPE$(K$)="L" :REM press L for lap time
AT 1,2 :PRINT "LAP: ";MI%;"";
IF SE%<10 :PRINT "0"; :ENDIF
PRINT SE%;"";
ENDIF
IF SECOND<>S%
S%=SECOND :SE%=SE%+1
IF SE%=60 :SE%=0:MI%=MI%+1 :ENDIF
PRINT CHR$(14)+"MINS",MI%,"SECS";"";
IF SE%<10 :PRINT "0"; :ENDIF
PRINT SE%;
ENDIF
GOTO loop::
pause::
PRINT CHR$(15)+"Restart/Zero/End";
K$=UPPE$(GET$)
PRINT CHR$(15);
IF K$="R":REM press R to restart the clock
GOTO loop::
ELSEIF K$="Z":REM press Z to zero the clock
CLS :GOTO zero::
ELSEIF K$<>"E" :REM press E to end
GOTO pause::
ENDIF
POKEB $007C,5:REM put auto-switch off back to normal
REM
REM *WARNING* if this procedure is left running
REM the screen will not switch off automatically
    
```


Communication for the disabled

The Organiser II is being used to provide the gift of words to the handicapped. People who may never have been able to communicate with family and friends can at last "talk" through the hand-held computer.

A number of individuals and organisations in the UK are currently busy exploring new ways to use the Psion Organiser as a communication aid for the handicapped.

One organisation based in Woking, the Foundation for Communication for the Disabled, is extremely active in this field. The Foundation has found the Psion Organiser particularly useful for speech handicapped people, who have normal language but cannot deliver a vocal message. These people can store messages on the Organiser, and retrieve them when required.

Range of programs

The Foundation has also written four software programs for the Organiser II: an auto-repeat control program, a talking message program for use with a voice synthesiser, a program that links the Organiser II to PCs and an outside control program.

As well as software, the Foundation supplies Comms Links, RS232 interface cables, speech synthesizers and a special clamp for fixing the Organiser to tables or wheel chairs. For further information, write to Monica Hare at the Foundation, 25 High Street, Woking, Surrey GU21 1BW.

Talking Organiser

Les Ball of Nottingham devotes much of his time to developing speech programs for the Organiser II. Les is a social worker and is totally blind.

Originally Les experimented with his Organiser II for his own personal use. "I am completely self-financed, and I'm happy to say that Psion's technical people have given me a

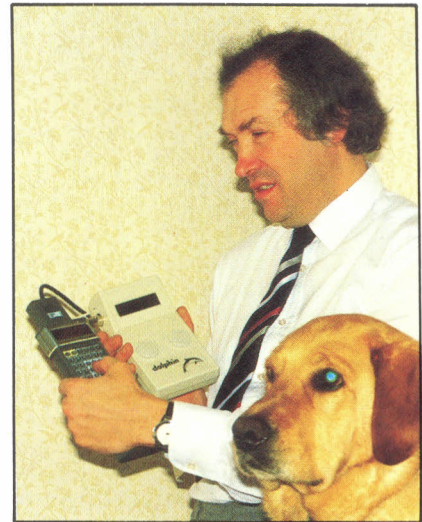
tremendous amount of support and help in my software development."

Les specialises in Organiser applications that will assist visually handicapped users. His software programs, combined with a small speech synthesizer and Psion's Comms Link, turn the Organiser into a talking computer.

For example, Les can type in a friend's name and instruct the Organiser to search its database of names, addresses and phone numbers. Within a couple of seconds, the name is located and the speech synthesizer "reads" aloud the name, address and number.

"The speech synthesizer will "read" aloud every key that is pressed so that you know if you have typed something incorrectly," Les adds. "Running my software, I can also access notepads and diaries, and the speech synthesizer will inform me if there is something that I have forgotten to do!"

Les is currently experimenting with a number of different speech synth-



Les Ball and his Guide Dog NESTA.

esizers to find the best match for his system. He is also working on using Comms Link to connect a QWERTY keyboard to the Organiser, allowing the hand-held computer to be operated from a full-size keyboard.

Les can produce specific software on request. If you would like further information on Les's speech programs and the other systems that he is developing, please telephone him directly on (0602) 289553.

Special Needs Technology

Birmingham Social Services has established a centre for Special Needs Technology - a computer resource centre that offers education, training, rehabilitation services and ultimately communication tools to the handicapped in its care.

Working on a small budget, the centre seeks out the most cost-effective and versatile computer solutions to its needs. In addition to BBC personal computers, and a library of software, the centre has a selection of low-cost computer systems and peripherals including the Organiser II.

Ron is one of the handicapped people who is under the centre's care. Born with cerebral palsy, Ron has no speech and has limited movement in

his head and one arm only. Until earlier this year, Ron relied on a small box worn around his neck to slowly deliver his typed words on ticker tape. Now at last he has a portable computer system which is capable of keeping pace with his lively mind.

The system comprises a Psion Organiser II with speech synthesizer, Comms Link and software developed by the Foundation for the Communication of the Disabled. Ron can type his communication into the Organiser II, and either display the message on the Organiser's screen, or instruct the speech synthesizer to "read" the message aloud.

If you would like to know more about the Birmingham Social Services' centre for Special Needs Technology please telephone John Shermer on 021-350 6188.

Claimants benefit from Organiser

The new UK welfare benefit regulations introduced in April 1988 made calculating a claimant's entitlement even more complicated than before.

There are numerous welfare benefit rules, regulations, variations and exceptions, which necessitate in-depth

subject knowledge and understanding.

To help welfare benefit advisors cope with the new regulations, Cardiff-based Ferret Information Systems has launched an easy-to-use welfare benefits calculation system for the Organiser II. Called Helper-Plus, the

system helps calculate entitlement to income support and family credit, as well as rent and rate rebates and allowances.

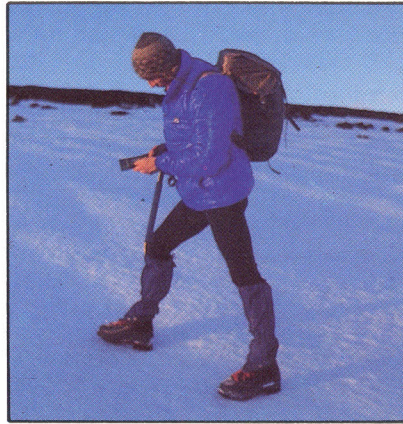
The calculation system is particularly suitable for social workers, home help organisers, housing associations, independent advice bureaus and legal aid centres. Contact Gareth Morgan at Ferret on (0222) 399 374 for further information.

Psion sponsors Everest assault

At time of going to press, two British servicemen were about to conquer Everest. The small team, which left the rest of the expedition team at lower camps, was the first British Services expedition to make an attempt on Everest since 1976. It was also the first attempt by a combined services team to approach the summit from the Tibetan side.

The organisational problems of moving 36 servicemen, 540 porters and a Granada TV team of 4 cameramen plus 40,000lbs of equipment through some of the harshest terrain in the world were tackled by the Organiser II.

Psion donated a number of Organisers and peripherals to the expedition, led by Lt Col Dougie Keelan of the Royal Marines. None of the team was a computer expert, so the Organiser's user-friendly, menu-driven software was a great help. A spokesman for the expedition said that all members of the team had become real enthusiasts of the Organiser.



Organiser takes to the hills.

The pocket-sized computer was used to store checklists of equipment and rations as the team moved from one camp to the next. The checklists, which were kept on Datapaks, were crucial as team members always needed to know the precise location of their supplies, and needed to operate strict menu and rations control.

Competition winner

The prize offered in the last Psion News was an Organiser/PC Comms package. The lucky winner is Mr Tony Fishpool who lives in Kent and works for British Telecom as a Technical Support Manager.

He correctly identified "Organiser Developer" as the system which allows you to develop Organiser II software on an IBM PC or compatible, Glossary as being a function which memorises keystrokes in order to provide short-cuts for Quill users, RS232 connector as being the interface needed to link computer equipment to the Organiser via Comms Link, and the statement that you can transfer notes from your Organiser to a word processor using Comms Link as being true.

Tony uses a number of Psion products. He has his own Organiser, and uses both Xchange and PC-Four for work - British Telecom uses Xchange to link in to the Local Area Network T-Net 1000.

Win a Complete Executive Set

There are at least ten words relating to Psion and its current products concealed in the grid below. Words run in all directions, including backwards and diagonally but all the words have five or more letters. See how many you can find!

Please ring each word you find and then cut out the coupon and post it to us at the addresses below. The winner will receive Psion's Complete Executive Set, comprising an Organiser XP, a travel case, a 32K Datapak and Formulator.

The entry with the highest number of ringed words will be awarded the prize. In the event of more than one entry being received with the max-

imum number of words, a draw will take place to decide the winner. The decision of the judges is final and all entries must be received no later than 30 July 1988.*

IF YOU LIVE IN THE UK, please send your completed entry form to the following address: Psion News Competition, Psion PLC, FREEPOST 3, London W1E 1EZ. ENTRIES FROM OUTSIDE THE UK should be addressed to Psion News Competition, Psion PLC, Psion House, Harcourt Street, London W1H 1DT, England.

* Void where prohibited by law.



Psion's Complete Executive Set.

PLEASE COMPLETE IN BLOCK CAPITALS

Name.....

Telephone Number (Work).....

Address.....

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

I use these Psion products.....

Total number of words found.....

A S E G N A H C X D F
 Z X C O W O L U Q P S
 H J I P C F O U R S H
 Q S G H A O J W E K S
 P X C V B R J H X N J
 K S J N S G C H J E L
 K A P A T A D H J L M
 W K S J J N S H I K L
 K A I A P I K U N V H
 A B A C U S Q H S F E
 K W O I A E A S E L K
 K A P M A R W N J S H