

PSION NEWS

Win
Psion's new
Printer
— see back page

ISSUE 5

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New printer expands Psion system

The next step forward for the growing Organiser II product range has been taken with the launch of the new Psion Printer II.

With industrial and corporate applications based on the Organiser system continuing to diversify, and ranging from order taking by milkmen to preparing on-the-spot insurance quotations (see the last issue of Psion News), demand for the new lightweight battery-powered printer has been high.

An additional version of the printer, incorporating a magnetic card reader, has also been introduced for the retail and corporate sectors.

Both printer units are just 253 mm long by 153 mm wide and 76 mm high. They incorporate rechargeable nickel cadmium batteries which also power the Organiser when it is in place. The Printer can also be run from a mains adapter which is supplied with the unit, and which trickle charges the batteries when plugged in.

The Organiser II CM and XP models, or the customised variants that Psion has developed for corporate use such as the P250, the POS 200 and the Alpha POS, are housed in a purpose-designed slot to the right of the printer unit. The printer itself has an interface that functions as the top slot of the Organiser, enabling Comms Link or standard peripherals such as a barcode reader to be connected.



On the spot printing with the Psion Printer II

Announcing the new printers, Dr David Potter, Psion's Chairman and Managing Director, said: "The introduction of these new printers is a logical next step in our plans to continue the expansion of the entire Organiser range of products.

"And there's no doubt it will be a popular one. We have already taken significant orders in the U.K. amounting to more than half of this year's planned production and overseas interest through our distributors is high."

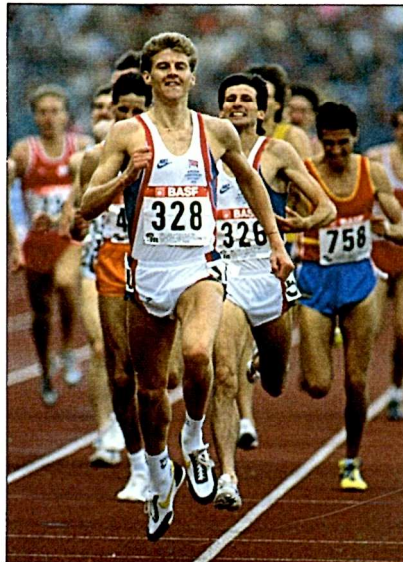
The dot matrix thermal printers accommodate two character sizes, and will print up to 80 characters across a standard Epson 4½" wide thermal paper roll at approximately one line a second. They can also print graphics.

Seoul choice for display

Omega Electronics, best known for their timing equipment, have incorporated the Organiser II into some of their giant colour display screens which have been selected for use at the Summer Games in Seoul.

Omega's information display screens can be seen at many airports and railway stations around the world. In Seoul the Organiser will be used to program the screens to display the names of countries competing in such team games as basketball, volleyball and handball.

The screens will be used to display the scores and the playing time that has elapsed.



Beating the competition

Screen Test

From next month, people all around the country are going to be hearing about the benefits of the Psion Organiser II as Psion's first-ever television advertising campaign goes on air.

The campaign on ITV London and Channel Four will be backed by substantial press advertising in the run-up to the traditionally busy Christmas period.

Psion will be adding further weight to its promotional programme by taking its largest-ever stand at this month's Personal Computer Show at Earl's Court. The show runs from 14 - 18 September and Psion, on stand 2400, will be right opposite the main Central Hall entrance.

Organising the high street

Ever since Marks and Spencer first used it for rapid price look up, the Psion Organiser II has been a boon to retailers. On this page we provide a round-up of Psion's latest applications for this market. These vary from combatting card fraud at M&S, through despatch control at warehouses, to stock control at even the smallest retailers.

Checking cheque fraud

Psion, Marks and Spencer and the high street banks have teamed up to combat retail cheque fraud.

Marks and Spencer stores throughout the country are being issued with a 'hotlist' of lost or stolen cheque cards on Datapaks which can be read by the Organisers already kept by the tills as part of the M&S POS system. These 'hotlists' are regularly updated at the M&S HQ with information that the banks supply on floppy disk. M&S download this from desktop PCs to Organiser Datapaks via the Psion Mark III Copier.

Cards are swiped through the Organiser's magnetic card reader and the till operator is alerted if the card is on the 'hotlist'.

As retailers bear the risk on all transactions over £50.00, the Organiser provides M&S with a faster and more reliable way of detecting expensive fraud. They also receive a £50.00 reward from the banks for each of the fraudulent cards they return.

Glenn Morgan of Midland Bank is highly enthusiastic: "We are saving over £6,000 per month, and the trend is upwards as the scheme is expanded. We would love to see other retailers follow the lead set by Marks and Spencer."

Barclaycard's fraud prevention department has even more reason to be pleased: "Although Marks and Spencer don't accept credit or debit cards, Barclaycards and Barclays Connect cards double as cheque guarantee cards for Barclays' current account customers so the Organiser cuts down on credit and debit card fraud too" commented Nick Brooks.

Psion's Corporate Sales Director, Irwin Joffe, is delighted by the success of the scheme: "M&S save money and the banks save money. Ultimately all these benefits are returned to the customer as well as helping reduce



The Organiser II: an integral part of the Marks and Spencer POS system

cheque book theft."

Richard Willey of M&S was particularly pleased to be using a British product: "We have been using the Organiser for several years now, and we are delighted to have had such service from a British company. 90% of our goods are made in Britain, but before buying the Organiser we had been talking to a Japanese company. The Japanese could not deliver to our deadlines, nor was their product flexible enough. Psion was in our offices the same day with a working product,

and could substantially undercut the competition's price. It is also good to know that technical backup is so close at hand."

In addition M&S has just completed a successful trial of broadcasting the list of Stolen Cards via the Oracle Data Broadcasting System and linking its modem to the Psion Copier. In July they announced that this service will be made available to other retailers.

Stocking up on style

Colourful fashion house, Benetton, has discovered that the Organiser is not just a fashion accessory. Next to the till, the Organiser, with a bar-code reader linked to its RS232 port, tracks every product sold.

Prior to installing the Organiser franchise manager Piero Zarantanello



Organiser II helps track the Benetton success story

would phone each of his shops every Friday for a list of their weekly sales. As his chain expanded - he now has 10 shops under his control - this process was not only taking a day and a half to gather information, but was also becoming increasingly unreliable.

Zarantanello comments: "We simply didn't want to spend thousands on EPOS tills. The Organiser provides an inexpensive alternative that allows us to keep track of sales. It is crucial that we should know accurately and quickly which styles and colours are most popular. We depend for our success on our ability to identify winning lines and supply them throughout the chain."

Each week Datapaks containing the sales information are returned to head office where they are downloaded onto PCs and analysed using software especially developed by Hicom Technology. Zarantanello has been trialling the Organiser in four of his shops. It has proved such a success that Benetton UK has now decided to trial the system.

Moving fashion into top gear

Windsmoor plc, the exclusive fashion clothing suppliers, needed a new warehouse despatch control system so they turned to software house Detron Ltd who have produced a system based on the Organiser II.

Windsmoor, whose labels also include Planet and Précis, were previously keying in data on which garments were being despatched to which stores, and when, by hand - a method, according to Detron, that was both prone to error and time consuming. By switching to the Organiser and a bar code system these problems have been eliminated.

The moving beam reader can read the bar codes at a distance of several inches without the protective polythene having to be removed from the garments.



High fashion,
high tech

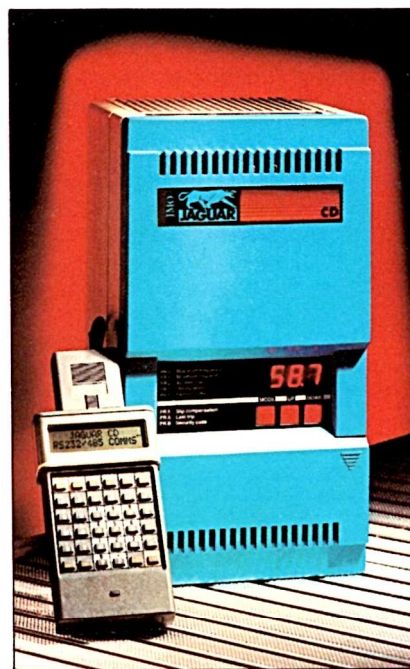
Driving up production

IMO are UK leaders in marketing control equipment for manufacturing systems. Their electric motor drives control the machinery on today's increasingly automated production lines. Their latest product, the British developed Jaguar CD, utilises the Psion Organiser II to communicate with the Drive's inbuilt micro-processors.

The Organiser is used to interrogate, control, and load programs into the Jaguar CD. It provides the "intelligence" on unmanned production lines.

"The Jaguar CD is probably the most advanced drive system in the world," commented Eddy Kirk, Division Manager of IMO. "As companies develop integrated manufacturing techniques they are increasingly demanding more intelligent drive systems. They have more motor power, and now they need more logic power.

"The Organiser was the obvious choice for this application," continued Kirk. "It's cheap; it's portable; it's powerful and versatile. We can save programs to Datapaks which have highly secure memory. Where the commissioning of new drives used to be time consuming, we can now set them up in seconds using the Organiser II. Using the Organiser's serial port and a modem we can even communicate with our drives anywhere in the world from our offices. Overall, it's ideal."



Organising the most advanced drive system in the world

In fact IMO were so impressed by the Organiser that the sales staff who use it to demonstrate the Jaguar drive, are now using it as a sales aid too. "It's a handy way to keep a directory, stock levels and details on competitive products," concluded Kirk, "and a diary too, of course. Essential for a busy salesman. In fact, we are rapidly becoming a paper free sales team, thanks to the Psion Organiser II."

Chemists' digest

Phase Separations had a research problem. The company's analytical chemists wanted to avoid duplicating analytical research which other people

had already done. Particularly if those people had been kind enough to publish their results in the trade journals.

Analytical chemists working for large industrial research companies such as ICI, Shell and Unilever are supported by internal teams with access to commercial databases of previously published research. For the chemist in the smaller company who doesn't have such backup the alternative has been to spend several days at the public library.

Phase Separations have solved their problem by maintaining digests of the relevant technical and professional journals on Organiser Datapaks.

The Datapaks are sold to research teams covering specific areas such as pesticides or drugs. Using the Organiser's FIND function the user can easily locate from within the database the title, author and journal of any published article.

●Telephone: 0244 816444

Martela Xchanges tardiness for speed

Martela plc, one of Europe's top ten designers and manufacturers of office furniture, had begun to find that it couldn't follow up its 500 sales leads a month fast enough. Their manual system was just too slow, and valuable customers were turning elsewhere.

So Martela commissioned training consultancy Softa & Co to design software to link Martela's computers in London and Milton Keynes and provide sales staff with an automatic reporting procedure, so simplifying follow up. The software, based on Psion's Xchange suite of business programs, is called the Marketing Analysis Study (MAS).

Martela's Managing Director, Richard Turner, is delighted with the new system: "Apart from being much faster, MAS is far more accurate than the manual system. And to be honest, nobody wants to be perpetually sorting through reams of paper."

New software from Psion

As the popularity of the Organiser II continues to grow, more and more independent companies are developing and promoting their own software, ranging from games to professional applications.

A significant move by Psion will be to publish a selection of Third Party products which slot neatly into the Psion portfolio of software. These products will carry the Psion logo as part of the brand "published by Psion".

What does this mean for Organiser users? It will mean that the product has been fully evaluated and tested by Psion themselves and - most importantly - will benefit from the full backing of Psion Technical Support.

The first three products to carry this official brand are Portfolio, Pure Finance and Travel Pack, reviewed on these pages. They are available through normal distribution outlets from mid-September.

To help keep Organiser II owners up to date with the full range of Psion products and software available, together with a comprehensive list of other third party software and peripherals, Psion have produced a software brochure, available in retail stores. For new purchasers, the company also plans to include a software catalogue in Organiser boxes.

Travel Pack

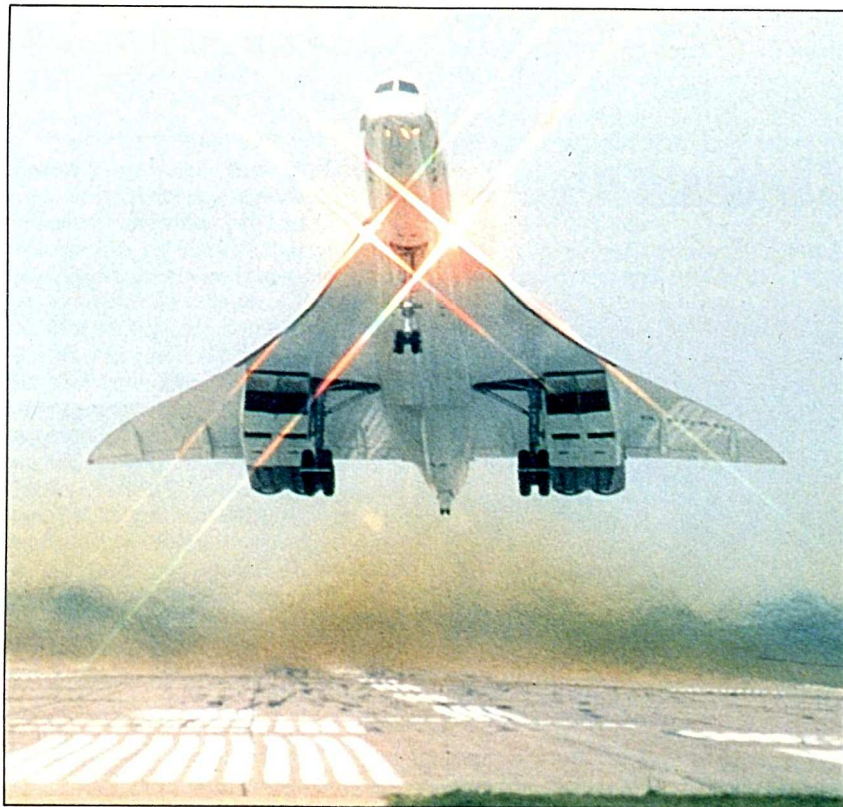
Travel Pack offers a complete database of information for the business or leisure traveller.

Travel Pack provides a handy five-language dictionary, giving the user access to key words and phrases in English, German, French, Spanish and Italian.

No more struggling to remember what foreign notes and coins mean in "real" money: Travel Pack includes

automatic currency exchange.

Travel Pack records your itinerary and your expenses, together with important data such as passport number and traveller's cheques. It also converts clothing sizes, plus US, metric and imperial measurements. It provides an international dialling directory, and a world time clock so you don't ring the boss at two in the morning.



STOP PRESS...STOP

Good news! Psion's complete PC-Four suite of programs - Quill, Abacus, Archive and Easel - is now



Portfolio

Since Big Bang, the Stock Exchange floor has been deserted while brokers and market makers keep pace with the changes in the global market by trading directly via computers. Now smaller shareholders can do the same using Psion's new program pack - Portfolio - which gives them the chance to follow price movements, and act quickly to secure their investments. It also means that professional traders can carry with them a computerised guide to their

Pure Finance

Pure Finance enables Psion Organiser II users to undertake a wide variety of complex financial calculations.

From making simple - but awkward - calculations at the touch of a button, to tackling some of the more horrendous aspects of interest calculation, Pure Finance is designed to make your life easier.

By simply loading the menu item "PURE" onto the main menu the user can access all Pure Finance's functions in a matter of moments. Pure Finance is entirely menu-driven, and so is as easy to use as the Organiser itself.

PRESS... PC-Four on 3½

available on 3½" disk for IBM PC and compatibles from all usual distribution channels.



portfolio.

Portfolio allows investors to store the details of all their shares, and to update the prices as often as desired. It keeps a permanent track of trading profit or loss, as well as dividends and brokers fees. Whenever shares are bought or sold, Portfolio credits any cash in hand, and amends its records as appropriate.

By saving records to Datapaks the user can store any number of Portfolio files.



Comms Link for the Apple Mac

and data to be transferred from the Organiser to the PC and vice versa.

Until now the disk has only been available for IBM's (5¼") and true compatibles, but now there's a 3½" version for the Apple Macintosh.

A spokesman for Apple commented: "We are delighted that it will now be easy for Apple users who also own Psion Organisers to exchange data between their two computers."

As users of Psion's Comms Link already know the ideal computer system comes in two parts - a desktop PC at home or at the office and a Psion Organiser to add portability. The essential link for easy transfer between the two is Comms Link. Comms Link also comes in two parts - a cable to physically connect the Organiser to the desktop and a disk which enables files

Third Party Products

The list of software houses supplying applications for the Organiser II continues to expand. Here is a selection of the latest additions.

This list is for 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
English for foreigners 01 937 2077	Vocabulary Pack	Training in verbs, business and general idioms
	Grammar Pack	Training in English tenses, irregular verbs and reported speech
C. Fearnley 01 749 0201	Data Logger	Log temperature and millivolts
Financys systems 01 253 1983	Gesie	Investment evaluator
D Fung 01 928 7888	Structural Analysis	Structural analysis of composite beams
Gaascom Ltd 0373 66437	Barcode Printer I	Prints barcodes from printer
Howard Humphreys 0372 376190	Hint-TC	Traffic counts
	Hint-PS	Parking surveys
	Hint-SI	Highway inspection
Dr Clive Long 06267 5276	GP Software	Organising patient information
Moorgate Technology 0242 221973	Quotations	Pension Manager
	Share Master	On line access to share prices / portfolio manager
Morris Engineering 031 225 1002	Dimcon	Dimensional conversion
Data Analysa Systems 0895 38548	Personnel management applications	Personnel and training
Premier Computer Services 0422 43166	PAYE Program	PAYE with coin analysis Statutory Sick Pay
Round Two Computer Products 0532 852530	Share Teacher	Portfolio Manager
Tabula 0932 223647	Newstrek	Sales information for newspaper wholesalers

Painting by numbers

Row upon row of paint tins stacked on the shelves of the local DIY store hardly help the home decorator visualise his desired colour scheme.

For Swedish consumers, life is simplified. They can simply walk over to a stand with a projection screen and an Organiser II built into the unit. Using the Organiser keypad to select from a



A bank of good ideas for Swedish consumers

range of options, one potential colour scheme is displayed on the screen. A number of variations to the scheme can then be projected.

Having decided the precise scheme the details held on the Organiser can then be printed out. The printed slip can be taken to the store counter so that the assistant can bring the paint and wallpaper selected.

The system is called an "Ideabank" and has been developed by Indwest AB, which is a sister company to Psion's Swedish distributor, Psitronic AB, for Nordsjö, one of the country's two largest paint suppliers.

The Organiser acts as a control unit for an 80 slide carousel and projector housed in the bottom of the unit.

With 200 outlets in Sweden alone, Nordsjö have already ordered 60 of the units, costing around £1500 each, to stand in specialist decorating shops.

Having developed the "Ideabank" using the Organiser to control a sequence of still slides, Indwest AB is now working with car manufacturer Volvo on a unit that will run a chosen film sequence, complete with sound.

Information on a number of Volvo models is displayed on a monitor and the user selects - again via the Psion Organiser - the sequence he'd like to watch. Instead of a slide carousel and projector, the Organiser controls a laser disk with film and soundtrack, for a total of an hour's viewing time.

The first test units are already under trial with Volvo, who plan to instal the system in Swedish dealer showrooms and use it for international exhibitions.

Infra-red link secures locks

Wartsila Security in Finland has designed a low-cost infra-red security system, based on the Organiser II, for locking and opening security doors.

The system, called ABLOY COMBISEC®, is ideal for companies wishing to update existing mechanical locking systems.

Electronic locks or striker plates are fitted to doors, and compact lock controllers are mounted on the doors or nearby walls. When someone wants to open a door, they use an infra-red transmitter, which sends a request for access to the controller unit.

The controller unit checks its memory of up to 200 different key codes, to ensure that the code transmitted from the infra-red "key" is permitted access. It also checks its timer and calendar memory, to ensure that entry is permitted at that particular time and date.

If the controller finds that the infra-red transmission is valid, the door can be opened. As an additional security feature, the controller will remember a list of the last 30 entries through each door.

At the heart of the ABLOY COMBISEC® security system is the Organiser II. System software and information on which personnel are permitted access is stored on Datapaks.

Wartsila Security are currently marketing the system throughout Europe, and can be contacted in Finland on 358-0-799411.

* Registered trade mark of Wartsila Security.



Germany

Third party products developed by German software houses are now beginning to emerge as retail sales of the new local language version of the Organiser II continue to rise.

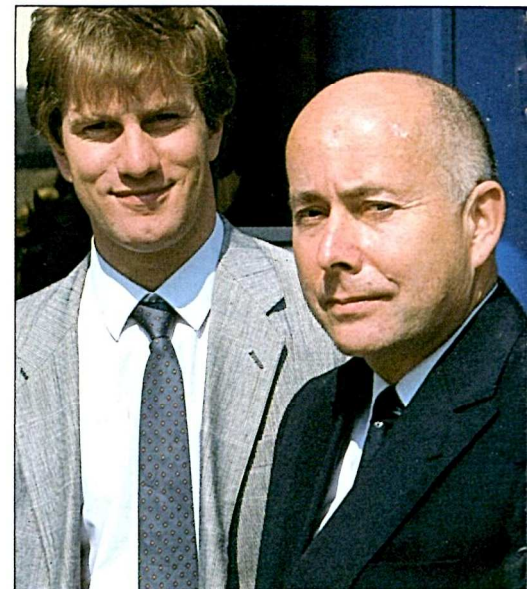
"They include telephone database software which provides information on international dialling codes and calculates the cost of long-distance and international calls; and a general purpose toolkit which includes facilities to size programs and files, index files, provide file editing facilities and allow file creation from the main menu," said Rolf Kannenburg, Psion GmbH new General Manager in Frankfurt.

Meanwhile, Psion has released German language versions of both the

Comms Link and Pocket Spreadsheet.

On the industrial front, Metronic, one of Germany's leading printing and marking machine manufacturers has used the Organiser to program their new Alpha Jet inkjet printer. The Organiser can display and set all the control functions and report any faults, ensuring reliable and simple use. This fast, continuous and computerised inkjet printer was developed by Metronic especially for product coding tiny characters, from 2mm to 10mm, on to difficult surfaces like textiles, metals and plastics.

Rolf Kannenburg with Psion's Export Manager, David Elder





Spain

From September, the Organiser II will be available throughout Spain backed by a month-long instore promotion from Spain's largest department store chain.

The eighteen Corte Ingles stores in Spain's principal towns and cities form the initial trials for the retail giant's plans to sell the Organiser in stores throughout the country.

The promotion will receive a further boost from an advertising campaign by Psion's Spanish distributor BCN International Computer which will announce the Organiser's availability in the Corte Ingles stores.

"Awareness of technology is increasing in Spain, particularly in the corporate sector," explained BCN's Sol Rodil. "However, there has been almost no penetration of the domestic retail market. The Organiser II is breaking new ground."

BCN will also be showing the Organiser at Sonimag, one of Spain's most prestigious trade fairs from 19 - 23 September, the traditional launch platform for the country's newest products.



Walkie Talkie Organiser II

Meanwhile in Barcelona the City Council's traffic police are linking their walkie-talkies to Psion Organisers in order to speed up the identification of offending vehicles. The officer on the beat simply enters the number plate into his Organiser and a computer at headquarters automatically radios back the vehicle and owner registration details. The system, known as Radiodat 1200, has been developed by Radiotronica SA, one of Spain's largest software and communications companies.

Stamping out Asbestosis

School children in Denver can breathe more easily - literally - thanks to the Organiser II and INFOSAFE, which provide a revolutionary new way to monitor asbestos levels in US schools.

Throughout America, buildings have to comply with strict new regulations on asbestos. Eliminating, or severely curtailing its use was seen as the best way of protecting people from asbestosis - which clogs the lungs, cripples and even kills.

Effective and accurate processing of asbestos readings was the aim. The problem was that individual inspectors often came to very individual conclusions. A standardised input format was needed so that accurate and consistent data could be gathered. INFOSAFE Inc. set about designing such a system, based on the Organiser II.

The inspector records the asbestos level readings on an Organiser, and saves them to Datapak. The Datapak can then be returned to INFOSAFE where it is downloaded to the central computer via Comms Link for analysis.



United States

Psion's American subsidiary is moving from strength to strength. Steve Sholder, Psion Inc's Vice-President Sales and Marketing writes. At the Consumer Electronics Show (CES), the only trade show officially sanctioned by the Electronics Industry Association (EIA), the Organiser II was selected for the CES Innovations '88 Design and Engineering Exhibition award.

Meanwhile the Organiser is being put to new and imaginative uses across the States. Unimax the country's largest mail order retail house is now selling the Organiser. Unimax is run as a members club. The club purchases in volume and members buy at reduced prices for themselves and their friends.

Representatives are now also being encouraged to use the Organiser II for tax and expense recording using software specially designed for Unimax.

As use of the Organiser spreads further across the USA, new and varied applications are sure to be devised.



Prescription for success

With more than 20,000 different products available from the major drug companies, stocktaking can be a real headache for any pharmacist.

But a package called Pharm-Assist, developed in Ireland by McLernon Computers, is increasingly being prescribed as the answer.

An Organiser II and barcode reader help check stock. This information is then transferred to a personal computer and updated each time a prescription is prepared.

When the pharmacist needs to replenish stock, the re-order list can be transferred from the PC to the Psion Organiser, which then can dial up the various drug companies via a modem and find out quickly which drugs, or alternatives, are currently available from the different companies.

With the success of the product in the Irish Republic, McLernon Computers is now hoping to export the package.

Using Comms

Dear Editor

I use my Organiser as a telephone list for all my customers and suppliers, as well as the diary for appointments etc. Can you please tell me what else it can be used for?

I have two Apricot IBM compatible computers in the office. Can I download any data I want from the PCs to the Organiser and back again, ie customer lists and addresses? I use Wordcraft wordprocessing. Is Comms Link all I need?

The other main thing is that I have a BT Cheetah 87 Telex, and find the space somewhat limited. I note that the Organiser can be connected to BT Telecom Gold, which I could also do via my PCs for communications such as telex transmissions etc. How do I do this please? Can the Organiser send messages alone with Comms Link and modem, or do I need something else such as a PC?

I await your reply
Yours faithfully
AF Farndell

Brentwood
Essex

Editor's reply - Thank you for your interesting series of questions which we will try to answer in order.

We can't keep up with the enormous range of functions which Organiser

users seem to be able to find and develop. You will find new software reviewed on pages 4 and 5 of the newsletter. A complete catalogue of all Psion products and a selection of third party software is also included with this issue of Psion News, which is available free of charge to registered subscribers.

Yes, Comms Link will be all you require to communicate with your PCs. As well as communication software, Comms Link incorporates an RS232 adaptor. If your computers are fully IBM compatible then Comms Link also includes file maintenance software, though you will have to transfer it to a standard 3 1/2" disk. The Organiser can store and transfer standard ASCII files.

To link your Organiser to BT Telecom Gold you will need Comms Link, modem and modem adaptor. The Organiser can link directly.

I hope that has answered your queries.

High flyer

Dear Editor

I am writing to answer your call for letters detailing applications of the Organiser II. I bought mine in preparation for my posting to Germany to run a flight of 90 people. I write all my own software creating amongst other pro-

grams, a complete file handling routine. As I am petrol coupon issuing officer for the flight, the Organiser, duly programmed, works out the cost of the desired number of coupons, calculates the change needed, keeps a tally of the coupons sold, the cash received, and the current stocks.

To keep track of the personnel in the flight, I enter details of leave, duties, and detachments, and, at the start of each day, by calling up the relevant routine on the menu, I can know where everyone is. Furthermore, the file handling routine enables me to locate the essential details on each person in a flash thereby saving phone calls and trips to filing cabinets and management boards. I also use the file as an electronic notebook.

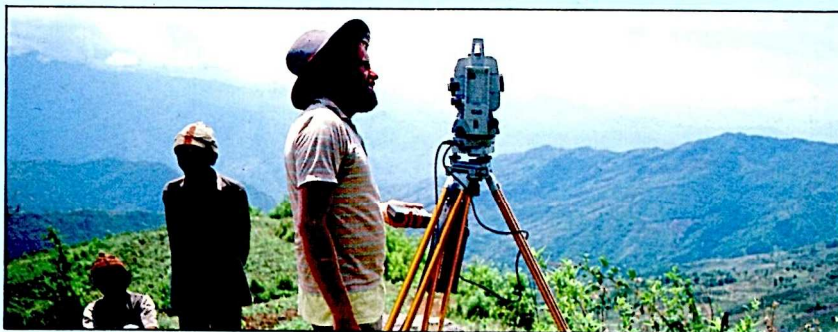
I have also written software to keep track of my Sterling and Deutschmark bank accounts. At last I know the exact state of my finances and I do not have to keep unnecessary sums in my current accounts to ensure staying in the black! I have also written a couple of programs to take inflationary growth into account and to calculate the true cost of, for example, mortgages; the results are very interesting and most enlightening.

Yours faithfully,
Fl Lt Martin Rubenstein

RAF Laargruck
BFPO 43

News in Brief

Peter Merrett Land Surveys of Exeter have found the Organiser invaluable as a data logging device for their surveying work in Nepal. Working on a dam project sponsored by the World Bank, Peter Merrett and his colleagues were doing all the surveying for the 300km long access road. Off the shelf data logging devices can cost thousands. "We could have bought in the software for the Organiser," commented Merrett,



Helping hand for the world bank

"but that would have been expensive too. So we wrote our own."

John Lord, Product Manager of Philips Scientific in Cambridge, not only uses his Organiser at work for checking frequencies for radio pagers, but also in his hobby as a radio ham. Using a system called packet radio, messages transmitted by radio hams can be stored in a "message box". John has programmed his Organiser to send messages to his transceiver via Comms Link and so on to other hams. The Organiser can also receive mes-

sages. Since the Organiser is so mobile, he has rigged it up in his car, and programmed it to store messages when he is driving.

DMT Associates in Barnet, Herts, has designed a complex system, based on Psion's Xchange suite of programs, to help the Hong Kong Philharmonic Orchestra plan their programming schedule. DMT have even linked the system to the Organiser so that the key information from Xchange is more portable. The DMT system stores vital information such as hotel bookings and airflights, as well as what particular pieces of music are to be played at each location, and who is to play each instrument.

Tom Crawley of Hamilton in Strathclyde finds his Organiser essential in his work as a disc-jockey. He has a directory of all his 4600-odd singles. This means he can rapidly check such details as when, and how long, the record was in the charts. The Organiser's multiple fast search facility means he doesn't even have to slow down his



Organiser tips

In reply to a number of letters and queries we have decided to include a few Organiser tips:

Copying records to other devices

If you wish to copy an individual record, as opposed to an entire file, to another device, say from "A:" - internal RAM to "B:" - first Datapak, you should follow this procedure: FIND the appropriate record.

Press "MODE". "FIND A:" will be replaced on the screen by "SAVE A:". Press "MODE" again and "SAVE A:" will become "SAVE B:". You may amend the record if you wish. The record saved to A: will remain unaffected. When you have amended the record press "EXE" and it will be saved to B:.

Breaking out of OPL

If you want to break out of an OPL loop which uses GET, KEY, or INPUT commands, press "ON/CLEAR" quickly followed by "Q", and repeat this very quickly a few times. It may be extremely difficult to break out if there are no other commands in the loop, so try to avoid this situation.

Coppers for Kids

Psion was one of the sponsors of the highly successful Metropolitan Police cycle ride across Europe to raise money for The Wishing Well Appeal for Great Ormond Street Hospital.

According to Sergeant Ian Allan, "The Organiser was an enormous help to us on the trip. We were able to keep track of all the supplies in the support van. The Organiser fitted neatly on the van's dashboard."

The cyclists assembled outside the

Houses of Parliament at 10:00am on 30 April 1988 to be seen off by Speaker Weatherill with Transport Minister Peter Bottomley MP and his wife, Under Secretary for the Environment, Virginia Bottomley. The Bottomleys turned up on their own bike - a tandem. From the world of entertainment Nerys Hughes, Barbara Dickson, Arthur English and Mollie Sugden were also there for the grand send-off.

patter. He also uses his Organiser to log complete nights in order to compile a future night's entertainment in the same style.

Keith Davies, Sales Engineer with Combat Warm Air Heating Equipment uses his Organiser and Formulator to calculate heat losses, pipe sizing, duct sizing and fuel cost comparisons when visiting clients. This would save an awful lot of time, except that his clients insist on a demonstration of the Organiser.

Peter Newman, Head of International Regulatory Affairs at Fisons is so attached to his Organiser that if Sue Lawley invited him to appear on the BBC's famous Desert Island Discs, he would name it as the one luxury item allowed. At least he wouldn't be late for all those important meetings.

Andrew Steele, who is Director of Programme Services for a missionary radio station in Quito, Ecuador, uses his Organiser as a stopwatch and to calculate in base 60 (for hours, minutes,

and seconds). This is essential to him in his role as a broadcaster. In his spare time he has even worked out a program to help people learn morse code.

Aspreys of Bond Street in the West End of London is selling a solid gold Organiser XP. The price is a mere £2,650.

In the last issue of Psion News we reported that John Barnes and his Organiser had survived a motorcycle accident. Well, John Mason and his Organiser survived an aeroplane accident in March. Beat that!

It's not just the large chains of stores which use the Organiser. The London Transport Museum Shop has converted to a stock control system based on the Organiser. Museum Director, Andrew Scott, is delighted: "We hope to develop a barcode system for our exhibits next. We have never actually lost a bus, but with many thousands of exhibits housed in several locations we need a computerised record of their location."



Thames TV's Computer Aided Design (CAD) team, who design equipment for Thames - for example they designed the totaliser for the London Telethon - is finding that the Organiser is a very handy way of transferring designs from their offices to their engineering plant.

Metalwork designs for manufacture are created on a desktop micro, downloaded to an Organiser and thence to a Datapak. The Datapaks are taken to the factory where a numerically controlled machine is programmed by the Organiser. The machine then automatically punches and cuts the metal to the designs.

Previously Thames had transferred the data by paper tape, but Datapaks are less bulky and more secure, and whereas in the event of a mistake, paper tapes had to be returned to the design shop, the Organiser can be used to edit designs at the factory.

Programs

If there has been one thing that's been fairly consistent in correspondence to Psion News it's that people like the programs. In this issue we have included two programs, both of which are written for the general consumer, more than the professional computer operator.

Sorting entries

If you are one of those people who likes to "flick the pages" of your address book, you may find this program by Simon Hewison useful. It automatically puts all your entries into alphabetical order.

```
reorder:
local last%,lowest$(255),lowest%,lpos%
print "-- Reordering --"
open "a:main",a,a$
last :last%=pos
if count>0
while last%<>0
position last% :lowest%=pos
lowest$=upper$(a.a$)
do
if upper$(a.a$)<lowest$
lowest$=upper$(a.a$) :lowest%=pos
endif
lpos%=pos :back
until pos=1 and lpos%=1
position lowest%
print chr$(15);left$(lowest$,16):
update :last%=last%-1
endwh
endif
close
```

Auto

The Organiser automatically turns itself off if no key is pressed for five minutes. This program allows you to vary this time down to fifteen seconds if you prefer.

```
Auto:
Local sec
Print "delay ";
Input sec
Pokew $20cd,sec
```

```
TRAVEL:
LOCAL miles, mileage, M%, A%, temp, value
INPUT:
CLS
M% = MENU("SAME,NEW,CLEAR,QUIT")
IF M% = 1
mileage = M1
miles = M2
value = M3
IF mileage = 0
PRINT "NO MILEAGE SET"
GET
GOTO INPUT::
ENDIF
PRINT "MILES ";miles
PRINT "CLAIM "+chr$(211);" ";value
GET
PRINT "ADD MILES"
INPUT temp
miles = miles + temp
value = value + (temp * mileage)
PRINT "NEW TOTAL ";miles
PRINT "NEW CLAIM ";value
GET
ENDIF
IF M% = 2
CLS
PRINT "RATE PER MILE"
INPUT mileage
M1 = mileage
GOTO INPUT::
ENDIF
IF M% = 3
M1 = 0
M2 = 0
M3 = 0
PRINT"CLEARING TOTALS"
PAUSE 15
GOTO INPUT::
ENDIF
IF M% = 4
GOTO END::
ENDIF
QUIT::
A% = MENU ("QUIT,AGAIN")
IF A% = 1
M2 = miles
M3 = value
GOTO END::
ENDIF
IF A% = 2
M2 = miles
M3 = value
GOTO INPUT::
ENDIF
ENDIF
END::
PRINT "NEW DATA STORED"
GET
```

Travel

TRAVEL is a program for users who need to keep a record of mileage to be claimed against expenses. It stores the values in the memories of the calculator. This, of course, does away with the need to open files etc! No input of mileage will be allowed until an amount per mile has been input. This amount per mile is held until it is changed. If the rate per mile changes during the claim period it does not matter and the new rate, once input will only be applied to mileage entered after the amendment. This can also be useful where mileage is given at different amounts depending on the total mileage travelled. (Submitted by Mr Derek Blakey)

Psion's winning ways

Psion has been both giving and receiving awards over the past few months. This page is designed to reflect that success. The use of the Organiser won a prize for British Gas in the Small Systems category of a PC User competition. The Organiser was a prize in The Independent's Chess competition, in which readers pitted their wits against

Psion Chess. At one point a reader even demanded that The Independent should "get a better computer". "Er, sorry," was the reply, "you are already playing the world champion." Last laugh was with Psion, as you will see below. Psion was also handing out awards - to Hitachi as Psion's supplier of the year.



Chips beat Chaps

by WILLIAM HARTSTON -
Chess correspondent of the
INDEPENDENT newspaper.

"Condign humiliation by a bunch of transistors" was how one Independent reader described it. His side had just had to admit defeat in the long-running challenge match against Psion Chess. For the past nine months, 'Your Move' has been a popular feature of the Saturday Chess column in the Independent. Each week between fifty and one hundred readers sent in their suggested moves, with the most popular being played against the computer. Many more followed the enveloping struggle with fascination.

At first the machine's over-materialistic approach looked likely to cause its downfall. When aggression was called for, it instead adopted an elaborately passive plan to protect a vulnerable pawn. This defensive approach gave the Independent readers the chance to launch an attack, and that is when they began to fall apart.

With the majority always voting for the most direct attacking move, the army of readers barged forward with all the subtlety of a rampaging elephant. Finally a suicidal sacrifice threw away the game.

In their commentaries on the game, the readers were very grudging in praise for their opponent - much as they normally behave against human opponents. Some thought it sneaky of Psion to offer an Organiser every five moves to readers who agreed with the majority. That was suspected as a ploy to encourage votes for the obvious, but bad, moves. In fact, Psion Chess, while not especially impressive in its

attacking play, had unearthed some deep defensive moves which encouraged readers to impale themselves.

"Not only a good tactician, but also a competent angler" was one reader's description of Psion's skills, convinced that it had deliberately lured the readers over the cliff of sanity. But the overwhelming verdict was that democracy is no way to handle a chess game.

Congratulations, Psion. But we'd have got you if there had been a Single Transferable Vote electoral system.

Applications award for British Gas

The Organiser II formed the heart of an award winning entry for a computer applications competition organised by PC User magazine. PC User presented British Gas - the entrants - with a trophy and Psion with a certificate.

The entry centred on the use of the Organiser to collect vital data needed to assess which gas mains are likely to need replacing in the near future. Information is then downloaded to a desktop PC and thence to the British Gas mainframe.

"This is a crucial safety measure that would take far longer using old fashioned pencil and paper techniques," commented John Baker of the British Gas Information services division. "In fact," continued Baker, "we estimate that we have saved £28,000 by using the computerised techniques which simply wouldn't have been possible without the Organiser."



Hitachi Northern Europe's general manager Mr Jim Duckworth receives a specially commissioned vase from Psion Chairman and Managing Director Dr David Potter as Psion's "Supplier of the Year."

His company had topped the annual ratings by which Psion keeps an eye on the quality and consistency of all its major suppliers.

The ratings cover such factors as the supplier's sales support, pricing and ability to work with Psion in planning ahead. Hitachi scored particularly highly for the company's consistent product quality and ability to hit its promised delivery schedules.

Competitions

The competition in this Summer's Psion News is the crossword that you see opposite.

One additional clue: the principal answers are based on the text of this issue of Psion News. The first correct solution to be drawn out of the hat after the closing date will be the winner. The decision of the judges is final and all entries must be received no later than 31 October 1988.*

Overseas entries should be addressed to Psion at the address opposite. Entries posted in the UK should be sent to: Psion plc, FREEPOST 3, London, W1E 1EZ.

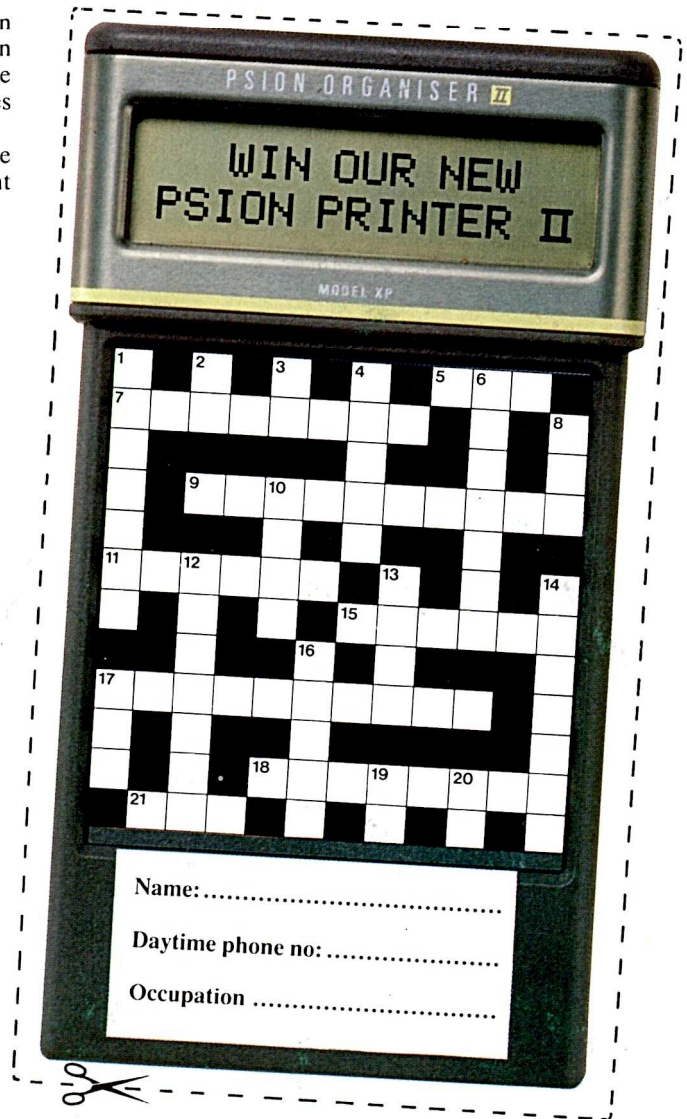
*Void where prohibited by law.

ACROSS

- 5 West Country flower pressed, for action. (3)
- 7 PC Pamela scrambles for Organiser II's latest link. (5,3)
- 9 Concise and very Oxford manner of utterance, that sounds breezy. (10)
- 11 Psion package takes a taxi back to America? (6)
- 15 Rush away on the course through life. (6)
- 17 and 18 across Fear draws top thirty independent developers. (5,5,8)
- 21 Look in my sketchbook for this and other such things. (3)

DOWN

- 1 Latin gifts by the caseload, we hear, are put into safe storage. (7)
- 2 see 13 down
- 3 see 19 down
- 4 Rule of conduct, it's true. (5)
- 6 Suite swap? (7)
- 8 Of striking importance. (3)
- 10 Another four-letter one, I fear... (4)
- 12 Brentwood writer's fruitful link to Organiser II. (7)
- 13 and 2 down How to meet your match on the dance floor. (4,2)
- 14 Capital lettering for the Queen is our latest product. (7)
- 16 OPL Loops come back for a spin. (5)
- 17 Pure Finance can calculate government levy on small nails. (3)
- 19 and 3 down An option for Hamlet. (2,2)
- 20 Command the cursor's position. (2)



Competition winner

Liverpool-based oil company executive Mr. T. J. Hill was the lucky winner of Psion's complete Executive Set from the last Psion News. He correctly found all eleven words hidden in the grid. We have reprinted the grid right with the words in capitals. If you missed some words last time, you should find them easily this time. Mr. Hill wins an Organiser XP, travel case, Formulator, and 32K Datapak.

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

PSION NEWS

All correspondence should be addressed to:

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

Phone Numbers:

Psion House 01 723 9408

Technical Support 01 723 0553

Psion Inc 1 203 274 7521

Psion GmbH 49 69 590 711

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