PSION NEWS

ISSUE 6 25 JAN 1989 **WINTER 1988/89**

Printer scales financial heights...

Following the recent launch of the Psion Printer II last September, this powerful portable computer system has made a major impact in the corporate and financial marketplace. NatWest, the UK's leading financial services group is currently evaluating 1100 systems throughout branches and offices nationwide.

NatWest is using a system called Sales Pak, based on the Organiser II, to assist its financial consultants in providing customers with instantaneous information and illustrations on a wide range of financial services. The customer is given a printed copy of the illustration for reference.

"The objective is to provide customers with a better quality of service" commented a NatWest spokeswoman. "We require a system that enables our field consultants to have, at their fingertips, accurate information and figures to calculate the best possible deal for customers. Sales Pak is the answer."

Basic data that doesn't change such as tenure of mortgage repayments is stored in tables on the Organiser's Datapaks. All the consultant has to do is type in the individual's personal details together with short term variables such as current interest rates. Sales Pak then calculates and instantly prints out the most appropriate illustration

Press for Action with the Psion Printer II

for the customer.

In a second application, NatWest will be piloting the Organiser on its foreign exchange counter as a means of quickly completing currency transactions.

The cashier is able to enter daily variables such as exchange and commission rates and provide the customer with a detailed acknowledgement of currency and travellers cheque transactions. This Organiser based system is replacing the time consuming and error prone method of manual calculations.

The foreign exchange till pak also records currency stock levels throughout the day enabling fast and effective automated till balancing. This system will be on trial in 200 of NatWest's branches nationwide.

Psion expands in USA

The Psion Organiser II is enjoying tremendous growth in the USA – with subsidiary Psion Inc breaking into new markets.

According to Steve Sholder, Psion Inc's Vice President of Sales and Marketing, "the company has its sights set on expanding its retail and commercial business with particular emphasis on home office products – currently the fastest growing segment of the American consumer electronics market place."

He added, "Psion has achieved a major breakthrough in the home computer market. The numbers of people using computers at home is increasing at 28% annually. Hand-held portability, flexibility and ease of use is of prime importance to this audience. The Organiser meets the criteria perfectly."

Psion Inc will be supporting its thrust into the home market with a major consumer advertising campaign, supplemented by consumer electronics trade ads. Further interest will be generated at the 1989 Consumer Electronics Show.

Organisers take off with Virgin Atlantic Airways

Buying duty free goods on Virgin Atlantic has never been simpler, thanks to the Psion Organiser II and software developed by UCL, the office products division of the UCL Group PLC.

The fast expanding, long-haul airline is using the Organiser to record in-flight duty free transactions – automatically processing the information to track sales and update stock records.

Virgin's cabin crew are issued with Psion Organisers and printers, complete with an integral magnetic card reader. Information on stock levels, products, prices, currency conversions and flight details are downloaded onto the Datapaks. This information is accessed by the Organiser at point of sale, automatically calculating transaction totals and eliminating manual errors. At the touch of a button, the Organiser prints an itemised bill for the customer.

The Organiser eliminates errors on currency conversions, credit card swipes and bar transactions. It also provides considerable time saving benefits by automatically producing a stock remaining report.

Gordon McKenzie, Cabin Services Manager of Virgin Atlantic, commented "Not only was the old system taking up a great deal of staff time, but there was also room for human error. The introduction of this easy-to-use hand-held terminal has provided our customers with a faster, more efficient service."

According to Tim Hillman, UCL's Office Products Sales Director, "The Organiser was the obvious choice for this application. It is the ideal data capture device, light and portable – which is essential for cabin crew – and easy to use, so that it doesn't disrupt the way cabin staff work."

He added, "It was essential to select a system that was flexible and expandable – to meet the airline's future growth requirements – the Organiser fitted the bill perfectly."

UCL PLC can be contacted on: 01 378 6736 or 01 232 1155

Mr Norman Fowler, Secretary of State for Employment, benefits from the Psion Organiser II

Technology Benefit

Unemployed people across the country have had their job hopes boosted with the help of the Psion Organiser II and software called "In Work Help" from Cardiff-based, Ferret Information Systems.

The Organiser is being used by the Department of Employment as part of its "Better Off In Work" campaign. Launched nationwide, the campaign aims to remind people out of work that many benefits are still available to them after taking a job.

Explaining why the Organiser was selected, Gareth Morgan of Ferret Information Systems said, "It was essential for advisors to be able to come up with accurate calculations quickly for claimants. We needed a system that was portable, easy to maintain and expandable – the Organiser was the perfect choice."

Now using the Organiser, claimant advisors can calculate the actual weekly income for claimants based on the wage offered together with benefits such as Family Credit, Child Benefit, Jobstart Allowance and Housing Benefit that can still be claimed by people in low paid jobs.

The advisor simply enters various factors such as housing costs, marital status and the number of children in the family together with the proposed wage for the Organiser to calculate net income.

More than 300 Organiser II's are in use by claimant advisors in Job centres throughout the country.

Instant receipts at 30,000 feet

Diamond deals for Psion

British Midland, the UK's second largest schedule service airline, is using the Psion Organiser II for its "Diamond Club" customers. The Organiser uses special software, designed by Systems Guidance Ltd of Coventry, to record details of individual passenger flights. This information enables British Midland to record the frequency with which Diamond Club members travel and to offer them various benefits, as a reward for their loyalty.

Members of "Diamond Club" are issued with magnetic strip membership cards. At check-in, the cards are swiped through a magnetic card reader connected to the Organiser and flight data is recorded against the passenger's membership number. Information is stored onto Datapaks and downloaded onto the British Midland central computer system using the Psion Comms Link.

The Organiser is also protecting the exclusivity of the Diamond Club lounges. The pocket-size computer, connected to a magnetic card reader, is installed in a control box on the lounges' electronic doors. Card members' numbers are stored on Datapaks. The Organiser checks the number against the Datapak as the card is swiped through the magnetic reader. If the card is valid the doors are opened.

Psion checks-in at British Midland

High performance at the Motor Show

Each year the UK Motor Show, held at The National Exhibition Centre, is a showcase for bringing together the very latest improvements in car performance and motoring technology.

At this year's show, the TVR range of high performance sports cars had a performance advantage of their own.

Equipped with the Psion Organiser II and CARQUOTE software, the TVR salesmen of Haughin's Northern TVR Centre benefitted from the latest in car sales technology – providing clients with detailed information and on-the-spot quotations.

Using a Psion Printer II, a personalised printout was given to the client as a permanent record of the quotation. This included details of model and options chosen together with prices and any agreed discounts – drawn from information stored on Datapaks. The printout could then be used to process any subsequent order.

A final important touch for potential buyers of such an individual range of cars – the Organiser also holds details of personalised registration numbers.

CARQUOTE software is developed by SKAND Computer Services Ltd of Ulverston in Cumbria. Tel: 0229 56984

Keeping Kodak in the picture

For years, people have been taking their holiday snaps for developing and printing to Boots the Chemists, one of the UK's largest retail chains. Nowadays, an increasingly familiar sight in Boots stores around the country is the reprographic "Mini-Lab", which will develop films on a one hour, four hour, or twenty-four hour basis.

Although the customer still deals with Boots, many of these Mini-Labs are run on the company's behalf by Kodak Ltd, multi-national manufacturers and processors of film.

In order to provide Boots with an invoice for each film processed, Kodak have abandoned previous methods in favour of the Psion Organiser II.

At the Mini-Lab, staff use a barcode reader attached to the Organiser to record details of customers' orders such as film type, prints made and prices.

This operation is tightly controlled by specially programmed steps displayed on the Organiser.

The Mini-Lab staff make use of the Organiser's record search facility to provide information they need for answering queries and measuring production.

Details are saved to Datapaks, and copies collected each day and taken to Kodak's subsidiary laboratories, where they are downloaded to a desktop computer from an Organiser via a Psion Comms Link. Further information – such as which Mini-Lab each Datapak came from – is also added. From the PC, the data is transferred to Kodak's central mainframe which generates the detailed invoice for Boots.

Commented Mike Collier of Kodak: "The real beauty of the Organiser system is that it is so easy to set up for use by staff who are not generally computer trained."

3

User Survey '88

Engineers and executives; civil servants and tradesmen; housewives and students – all responded to Psion's User Survey '88, which was sent out in the summer to a systematic sample of 5,000 U.K. Organiser II users.
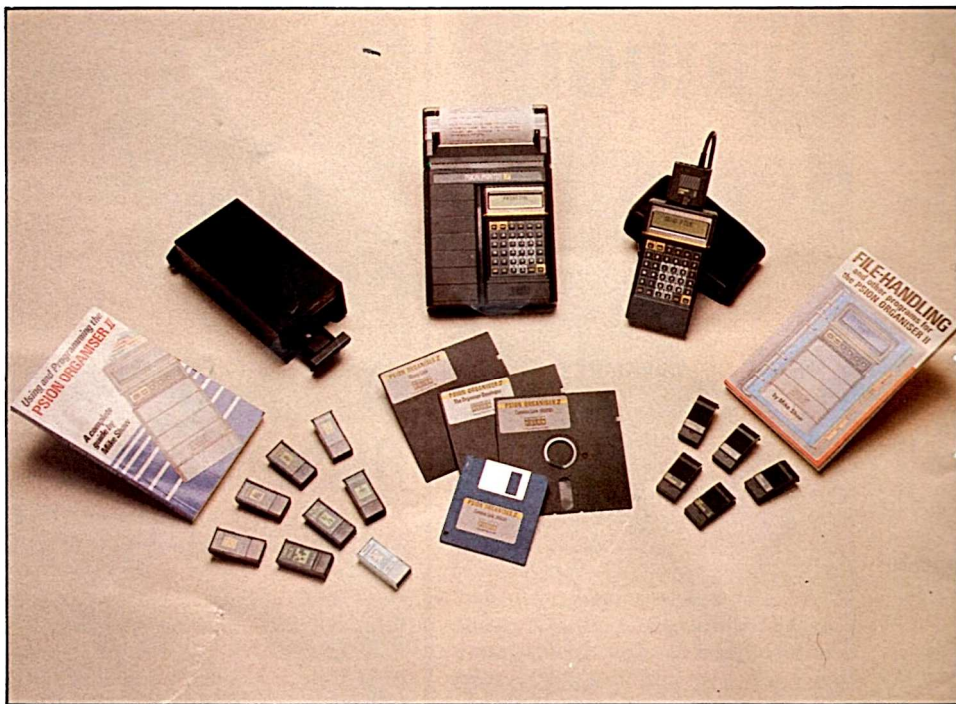
It was Psion's first large scale collection of information from users and has given a valuable insight into the profile of users, why they bought their Organiser II and how they use it.

Half the 1500 users responding to Psion's detailed questionnaire also made their own suggestions for future developments and enhancements to the product, showing the high level of interest and involvement in the Organiser.

You asked for a wider choice of software; more built-in functions such as a pre-programmed database, list management, an expenses record, a file manager, and so on. "Even if these facilities cannot be put into the main menu," wrote one user, "I'm sure they would form a useful Datapak of additional programs which users would be prepared to buy."

More and more users are writing their own programs to meet their needs – some 63 per cent of users who responded to the survey said they had programmed their Organiser II using OPL.

It is clear that users may have bought their Organiser originally for one of several reasons – some as a data storage device, such as a sales execut-

The Psion Organiser II retail product range

ive wanting to maintain information on his customers and products, some looking for a versatile pocket computer, and some, such as company directors or software engineers, who have bought with a precise custom application in mind.

But once bought, the versatility of the Organiser II opens up an ever broader range of applications. Many of these needs are already being met by the ever-expanding family of products in the Organiser II range.

"Your participation in this survey has been of great benefit to Psion. We are publicly committed to building

further on the established Organiser II range," commented Sales and Marketing Director, Peter Norman. "The User Survey '88 has given us a good insight into the views and wishes of a considerable number of our users.

"Comments ranged from hardware changes, new peripherals and additional program packs. Some of these suggestions – such as a Psion printer – have already been introduced. I'm sure many of the others will also be seen as we continue our intensive development programme to widen the family of Organiser II products and models still further."

Specialist systems from Psion

Psion has launched two specialist products based around the Organiser II range of products.

These are The Travel System and The PC User System.

The Travel System was launched last October at the annual conference of the Association of British Travel Agents (ABTA) in Jerusalem. Comprising a Psion Organiser II XP, a Travel Pack and a 32K Datapak the Travel System is the perfect travel companion, simplifying life for both the business and leisure traveller.

The Travel Pack includes a five language selection of 700 words and phrases, a private database for information such as passport and travellers cheque numbers, expense account logging, a world time clock and other use-

ful items for the traveller.

The PC User System is a comprehensive package aimed at regular PC users who need to have access to information when away from the office. The system contains an Organiser II (XP model), a Comms Link and a Diary Link.

Comms Link comes in two parts, a physical connection cable (RS232) which also includes communications software and a disk of Organiser compatible file software for either IBM PC's and compatibles or the Apple Macintosh.

Diary Link allows Organiser users to transfer and merge their Organiser diaries with PC diaries held in software such as Borland's popular Sidekick™.

Multi-lingual Organiser

Now the Psion Organiser II can support up to eleven different languages!

Psion are manufacturing a "multi-lingual Organiser II" to meet the varied demands of individual European countries.

As Managing Director and Chairman, David Potter, explained: "It would be uneconomic in terms of production runs for us to produce separate products for each European country – particularly the smaller nations.

"At the same time, why should users in, say, Turkey have to respond to English language prompts on a machine they have purchased locally?"

Psion's answer is to manufacture a multi-lingual version which will contain menus and prompts in eleven different languages in a special ROM chip. The languages supported are English, French, German, Spanish, Italian, Portuguese, Swedish, Danish, Norwegian, Dutch and Turkish.

When one of the new machines is switched on for the first time, a language menu is displayed. This menu contains the names of the languages supported, each translated into their own language.

Once a language is selected, the top level menu then appears in the chosen language.

The new multi-lingual Organiser II does not, however, translate words and phrases – it simply stores different versions of menus and prompts. Users looking for a multi-lingual dictionary for their Organiser II should read the story about Psion's new Travel System on this page!

THIRD PARTY PRODUCTS

As the list of third party software houses continues to expand and diversify, we are splitting the latest additions into consumer, industrial and overseas sectors.

Name & Tel No.	Product Name	Description
Consumer:		
Dataforce Systems Ltd 01 348 5021	Countdown	Word game program for 2 players. Battle against the clock
	Tube	Tube journey planner
Widget Software 0483 812320	Autoscribe II	Complete word processor for the Psion Organiser II
	Filemaster Developer version	Tool for software developers
Industrial:		
A.G.S 01 693 1300	Booker	Data capture & field calculation facilities for surveyors
Dalewood Computing Ltd 01 446 5818	Transpak	Universal loads & swing clearance for rigids, artics and trailers
DMT Associates 01 440 4070	Beverage stock	Controls sales, deliveries, closing prices. Interacts with PC system
Energy Advisory Services Ltd	Energy calculator	Program to assess energy costs of a building
North Downs Programming Ltd 0883 40579	Estimator 4000	For field sales forces in replacement windows/ double glazing

OVERSEAS

FRANCE		
Info Adapt Services 33 (0) 1 45 57 2141	Protective Case	Polythene case to protect Organiser from rain, dust & shock
HOLLAND		
Pocketbrain 31 (0) 4192 19124	Modem Pak	Modem pak for the Psion Organiser II
NEW ZEALAND		
Leathams Electronics Ltd 64 (0) 4859 405	Meter-reading pak	Meter reading pak. features 8 meters max per address
	Moneybags	Personal bank account management, travel expense recording
	Result	Advanced full-function calculator program for the Psion Organiser II
	Ufile	Free-form, multi-file database program. (Includes comms utilities)

Measured for sound

SECOM, Psion's Swiss distributor, reports that the Organiser II is being used to measure environmental and industrial sound levels – to ensure that these are kept within acceptable limits.
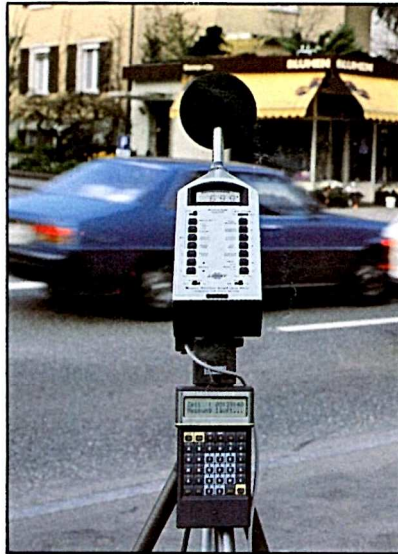
Sound engineers are using the Organiser II to input the readings from sound measuring equipment. Frequency levels are keyed into the Organiser II and statistical data held on the Organiser's Datapaks automatically calculates and correlates correct sound measurements – displaying the data in a structured and tabulated format.

On returning to the office, Psion's Comms Link is used to download the data from the Organiser II to a central computer where it is stored and analysed.

The software for the Organiser II has been developed by Swiss engineering company, Harald Meierhofer.

In a similar application, Swiss company, Tobler AG, is using the Organiser II to obtain accurate and efficient measurements of fuel consumption generated by heating systems in both water environments and buildings.

As a spokesman of Tobler AG explained "The need to economise on fuel consumption has never been more pressing – both for cost reasons and to help minimise air pollution. The Organiser II has been a major step forward giving us the ability to accurately measure fuel consumption which will

Recording traffic noise

reveal where the excesses lie."

A typical installation will be in a block of flats where each tenant has independent control over heating. The Organiser II overcomes the problems of supplying an individual bill to each tenant. Temperature and water volume measurements are read from a central meter and input onto the Organiser II. Individualised bills can then be printed out as a permanent record for the tenant. The Organiser can also check that the central meter is functioning correctly.

Tobler AG estimate that the system will not only be installed in new houses, but also in older buildings which will be converted to provide more accurate readings and individualised billings.

In the USA, food and wine wholesalers are now being offered a fast and effective method of controlling their daily delivery rounds by using the Psion Organiser II.

Brewers have taken up the system in the form of "Routemaster". Each day, data related to the driver's deliveries such as customers to be visited, product codes and stock quantities is downloaded onto a Datapak. At each sale, the driver keys details of customer purchases into the Organiser enabling individual sales invoices to be generated and printed out.

On his return to the warehouse, the driver can agree product sold and returned and monies collected. All the drivers' Datapaks are downloaded onto the host computer for order processing and updating. If the driver is out over night the information can be telephoned through via a modem.

These systems designed by Omni Data Systems Inc based in St Louis also include a stock control inventory package. Once again data on product codes and quantities in stock is downloaded from the host computer to a Datapak. At the warehouse the inventory clerk carries out his stock check, either by manually entering the product codes or by using a Psion bar code reader. The information is then loaded back to the host where a reconciliation takes place.
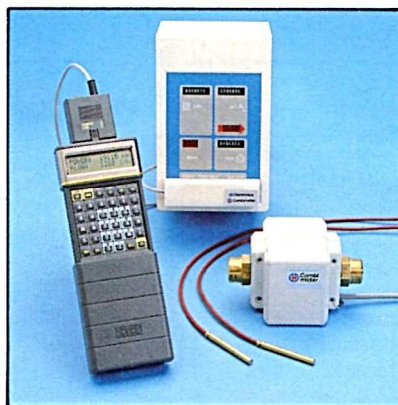
Denmark

ISS Electronics has designed a system based on the Psion Organiser II for reading flow and energy meters.

The Company has adapted Psion's Comms Link interface, replacing the 25 pole connector with a unit containing an infra-red transmitter and receiver.

The unit is connected to the front-plate of a meter by means of magnets and a metal plate behind the front-cover. Using special software, the Organiser can then access variables and meter constants without the meter having to be opened. The system measures actual flow, power consumption and inlet/outlet temperatures.

Among many of its applications, the system is used in heating plants to register consumed energy.

Infra-red communication for the Organiser

DSB, the Danish railway network, have developed a new system for monitoring and tracking container freight – and a Psion Organiser II now travels with every container.

The Organiser helps the railway monitor temperature variation, humidity and jarring of consignments within the containers...allows individual containers to be tracked constantly...and provides password security.

Each container has a password stored in the Organiser by the shipper who then informs railway personnel. The container can only be opened by using a second Organiser to communicate the password to the Psion Organiser travelling in the container.
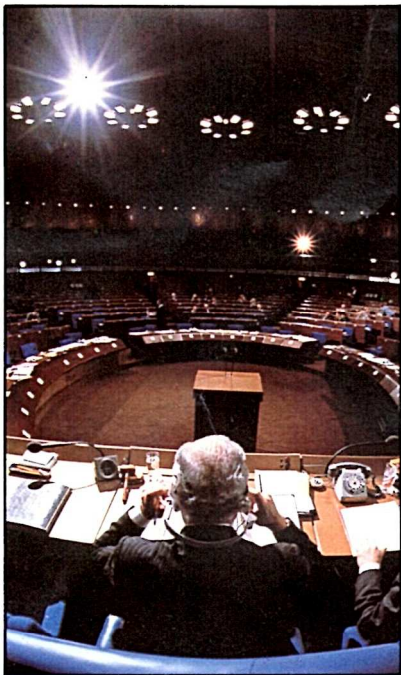
Says DSB: "To remain ahead of our competition in Denmark, we had to develop a new system which offered safe transit of goods, speed, economy and an effective 24-hour monitoring service.

"Our answer was to place a Psion Organiser II in each container and link it to recording and radiopaging equipment."

Now, if preset limits of tolerance are exceeded, the Organiser automatically activates a radioalarm. The network controllers can also use the radio equipment linked to the Organiser to locate delayed or missing containers.

EEC

Breaking down the language barriers for 1992

With 12 member countries, nine official languages and between 40 to 60 meetings held daily, interpreting for the EEC is a major task.

Interpreters often have to work in meetings which are highly specialised discussing topics as diverse as alternative energy forms, law and computing. On these occasions they need to be familiar with phrases and vocabulary that may be difficult to recall simply because they are specialist terms, infrequently used.

The EEC interpreters have found a solution in the form of their own personal translator – the Psion Organiser II. Multi-lingual glossaries are stored on Datapaks and can be accessed by the interpreter, at the touch of a button.

As one interpreter explained, "If I am working in a meeting on fishing quotas, for example, I just call up the file called FISH and I have virtually instant access to all the specialised words I need in the languages from which I work. The speed and accuracy of the Organiser makes it an indispensable tool in the interpreting booth."

As the Organiser continues to expand and diversify into worldwide markets, Psion is meeting the demands for international language applications - with the launch of the multi-lingual Organiser (see pages 4/5) and French and German Comms Links.

Far East round up

Psion's new Far East distributors, Broadway Management Services have, in addition to Hong Kong, gained exclusive distribution rights for Thailand and Macau.

Retail outlets for the Psion Organiser II include the "Wing-on" group – Hong Kong's largest chain of department stores. In all, 17 retail outlets are stocking the Organiser and associated peripherals.

Eric Lee of BMS commented, "The Organiser II is making a healthy impact in the Far East marketplace. With the continuing growth in corporate applications we foresee many large orders in the pipeline."

BMS supported the Organiser with a national TV advertising campaign. The Christmas campaign ran on Hong Kong's English language channel and was backed up by excellent exposure on the Chinese channel. The Organiser was also promoted at a series of trade exhibitions including "Simware" in November – one of Hong Kong's largest software exhibitions.

Interest in the Organiser has also extended to Hong Kong's educational establishments. Students at War-Har College are being offered Organiser

Far Eastern Promise

training courses as a curriculum option.

In Singapore, Micron Systems recently attended the COMTEC exhibition, one of the largest computer exhibitions in the area, which attracted over 300,000 visitors. Interest in the Organiser was considerable with hundreds of leads taken at the stand.

Last August, Micron launched a successful advertising campaign to promote the Organiser in Singapore's major regional newspaper – The New Straits Times.

Retail outlets throughout Singapore are now stocking the Psion Organiser II including the SOGO Department stores.
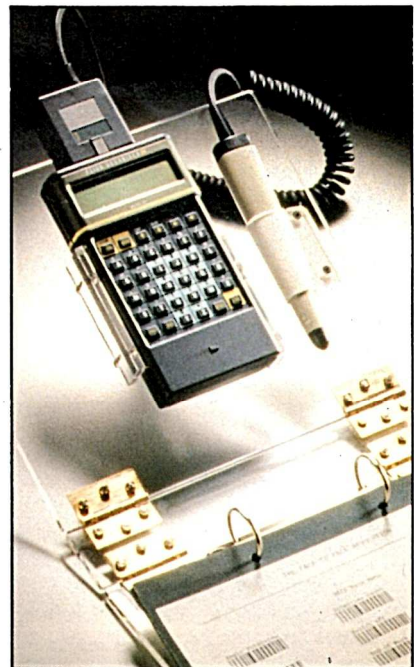
Organised research

From Austria come reports that the Psion Organiser II is being successfully used to facilitate data collection for opinion polls and market research studies.

The Austrian software development and marketing company, Ashton & Aschenfield say that BLIP, their data collection system based on the Organiser, provides many advantages over traditional collection methods.

The questionnaires, printed only once for every interviewer, differ from normal in that they are barcoded. The interviewer uses the Organiser equipped with a bar code wand to scan over the barcodes instead of checking boxes with a pen. The information collected is available immediately after the last interview as it is transferred via Psion Comms Link to an IBM PC or compatible. So now time consuming data preparation is no longer required.

Commenting on the system, Psion's Export Manager David Elder said,

The electronic clip-board

"Interviewers get accustomed to BLIP very quickly, eliminating costly and time consuming training. Questionnaires are easily created and modified, reducing the daily task load of the researcher."

Dear Editor,

I have been using a 32K Rampack for some months in conjunction with a Comms Link and Mains Adaptor. I collect data on a day to day basis onto my Rampack. Sometimes, when I return to the office to download my collected data, I get a SIZING B: or C: message and find that my Rampack is completely blank.

Why does this happen? How can I avoid this situation in future?

I await your reply,

Yours faithfully,

B Marsden
Weybridge, Surrey

Editor's Reply – Ram is a more volatile storage medium than Rom, so to avoid accidentally formatting your Rampack, please make sure that when plugging in a Comms Link or Mains Adaptor you have switched off the machine and removed the Rampack. Plug the Comms Link or Mains Adaptor into the top slot, connect the Mains Adaptor jack plug if required and then press the Organiser's On/Clear key twice. Turn the machine off again and insert the Rampack into slot B: or C: The Rampack is ready for use once the Organiser has been switched on again.

Dear Editor,

I am a production journalist working on a weekly newspaper. I thought you would be interested to learn that as I've experimented with my Organiser, I have discovered new and productive uses for it.

A suite of simple, short programs provides me with a base for extremely accurate page make-up procedures. Once a word count is in, there is a facility for casting off by a line-average word factor if required – it will present me with a centimetre depth for any combination of point size and em-width. This is proving invaluable to me and saving much time "on the stone".

Yours sincerely,

Alex Marwood.
Pinfold House Driffield East Yorks

Win a 32K Datapak

Here's your chance to win a 32K Datapak to boost the memory capacity of your Psion Organiser II.

We want to feature you – the users. If you have discovered a novel way of using your Organiser or maybe an innovative or useful application, then why not write and tell us about it.

Each issue we will feature one user, which could be you. If featured you will receive a Psion 32K Datapak.

News in Brief

Psion's "Archive" is proving a perfect program for an unusual application. At the Liverpool Daily Post and Echo, the newspaper's photographers are using the program to store and access thousands of photo-captions.

Staff photographer, Richard Williams, explained: "We were looking for a PC based caption writing database that would allow us to store and cross reference photo-captions; select captions by an individual's name and recover the information quickly."

Richard had already tried industry standard databases to no avail. "With photo-captions varying greatly in length from 2 to 150 words, industry standard databases were impractical for our purposes," he commented.

It was Psion's Archive program that came to the rescue and the newspaper has been using Archive for over a year with great success. Over 20,000 captions and names are stored, yet recovery times are rapid. A list of all the captions containing an individual's name can be produced and displayed in a few seconds.

Archive's efficient use of disc space means that three years work for seven staff photographers, plus freelances will fit into a 20 Megabyte hard disc.

Archive has proved such a success for the Liverpool Daily Post and Echo that several other leading daily papers have shown interest in Richard's application.

The Organiser is part of a collection of business accessories being offered by British Airways Club Europe. It is part of a promotional campaign where points are awarded each time a Club Europe flight is made. Once sufficient points are acquired the business traveller can redeem them against an Organiser.

The 1988 British Services assault on Everest, featured in Issue 4 of Psion News, is to be repeated in 1991-92.

This year's Everest team used the Psion Organiser II to store vital information on rations and equipment. The expedition was particularly significant as it was the first British Services expedition to make an attempt on Everest from the Tibetan side since 1976. Within metres of the summit the team were beaten back by severe snow storms but this has not dampened their determination. The team are currently in discussion with the Chinese government for permission to make the 1991-92 assault. We wish them luck!

East Sussex Libraries are using the Psion Organiser II on their mobile libraries to record books on loan.
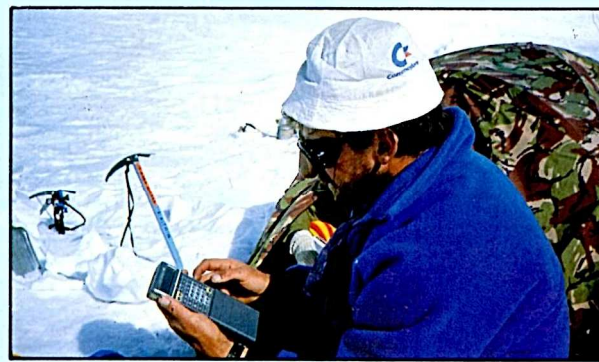
The Urica Library System, developed by information system suppliers, McDonnell Douglas, uses a light pen attached to the Organiser to read the bar code in each book.

Data is collected by the Organiser; recorded on the Datapaks and downloaded via Psion's Comms Link to the McDonnell Douglas computer. In addition to recording issues and returns, the information is used to monitor stock levels.

In the USA the latest in health care involves using the Psion Organiser II as a data collection and reporting system for hospitals.

With the aid of the Organiser and a bar code reader, medical staff record details of the drugs supplied to individual patients. These records are sent to the main computer and analysed so that accurate medical bills are sent to the patients.

The system devised by Telecom Data Services of Indiana ensures stocks of vital medicines do not run low. As each medicine prescribed is keyed in – the Organiser adds it to a listing of products dispensed. When the information is despatched to the host computer, via Psion Comms Link, replacement bar code labels are automatically produced for use on new stock.

Organiser on the big hill

Logging the flow of visitors into and out of the many historic monuments owned by the National Trust is a tedious business, in which absolute accuracy is required.

This is a job which can now be performed on the Psion Organiser II. More importantly, analysis of the results – correlating staffing patterns with peak times of the year and day – is also handled by the Organiser.

The program called Visitime is stored on a 16K Datapak, while a 128K Datapak in the other port can store up to 65,000 visitors' numbers together with the time and date of visit. 65,000 is the typical annual number of visitors for Hardwick Hall, the Elizabethan mansion where the system has been on trial.

Enquiries should be addressed to National Trust Enterprises. Heywood House, Westbury, Wilts.

Psion PLC, together with JET Computer Services and North Warwickshire Health Authority are donating grants totalling over £9800 to research the use of handheld and portable computers as intellectual aids for the mentally handicapped.

The study, directed by Dr Alastair Ager, Lecturer in Clinical Psychology at the University of Leicester, will look at applications for helping the mentally handicapped cope with routine daily living.

Commenting, Irwin Joffe, Psion's Corporate Sales Director, said, "We are delighted to be able to contribute to this valuable study. As applications for handheld computers continue to grow and diversify, we must look at ways of developing technology to meet the needs of our community's disabled."

Psion has already made significant steps in this direction. Software developed for the Organiser II is currently being used by organisations such as the Woking Foundation For Communication For The Disabled who help both visually and speech handicapped people. (See Psion News – issue 4).
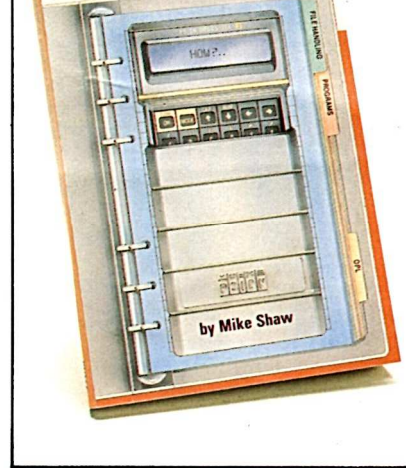
File handling

Avid readers of enthusiast Mike Shaw's "Using and Programming the Psion Organiser II" will be pleased to hear that a second book is now available. Entitled, "FILE-HANDLING and other programs for the PSION ORGANISER II" – the book looks at an area of programming that "is one of the most difficult for the newcomer to understand – and yet is the one most often required."

This book answers one of the questions most often asked by Organiser users.....How do I write a program to handle my own file requirements?". It explains the process in detail, provides a number of functions to assist users when writing their own programs and includes two extensive and comprehensive file handling programs. These demonstrate the whole process and can be adapted to suit a diverse variety of individual needs. In addition, a number of other useful programs have been included, giving the user facilities ranging from converting currency on overseas trips to calculating days-between-dates, biorhythms and the date of Easter.
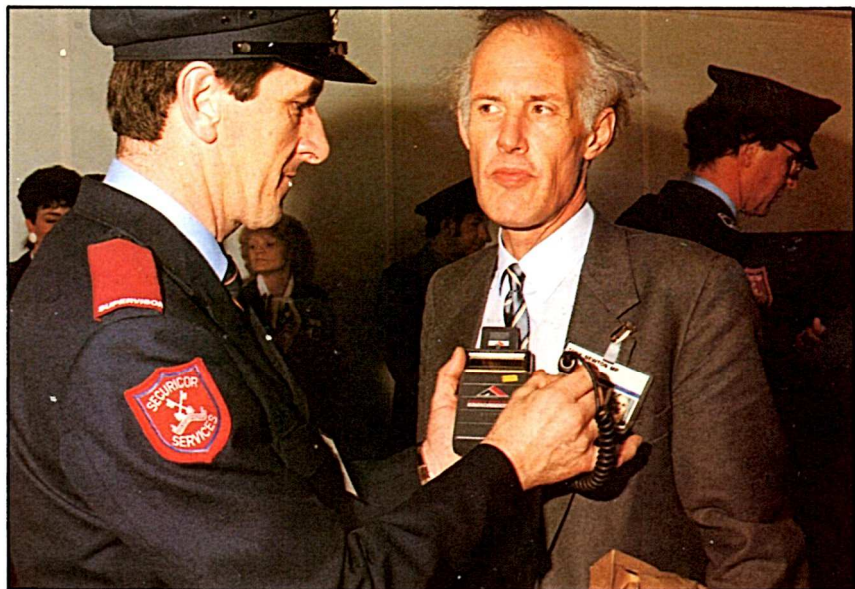
Every technique and routine in the book is fully explained, so that as well as having a useful utility, the user will be able to fully understand the workings of the Organiser II's programming language, OPL. Notes are also given to help readers adapt the programs to suit their own requirements.

"FILE HANDLING and other programs for the PSION ORGANISER II" is published by Kuma Computers Ltd and is available from most Organiser II stockists.

Tony Newton, Chancellor of the Duchy of Lancaster and Conservative Minister For Trade and Industry had his conference pass checked by the Psion Organiser II at last October's Conservative Party Conference in Brighton.

The Organiser with a bar code reader, provided an effective solution to the problem of maintaining security without causing disruptive delays.

The bar code reader, a light sensitive pen, was simply passed over a bar coding on each of the conference passes and compared with records held on Psion Datapaks of all the passes reported as lost or stolen. If the pass was a forgery or one logged as missing, the Organiser alerted the operator.

Programs

Due to your requests for new programs, we are including in this issue of Psion News, a program written by Mike Shaw which is not included in his new book. The second has been written by our technical support department in response to your requests for such a program.

Comparing Prices

A 2lb bag of sugar costs 56p, a 1 kilo bag of sugar costs 58p. Which is cheaper?

This and similar questions can be answered in a flash – with this COMP program (Compare).

When run, you will be offered a menu of "weight options" for the first item: you select in the usual way (except that the "first item" in the menu is not a choice, but an instruction). You then enter the weight and cost, and repeat for the second item (which can be in different weight units – so you can compare metric with imperial and vice versa).

You will then be told which item is the "cheaper" and by how much in percentage terms.

```
COMP:

LOCAL K%,C$(12),C(4),P1,P2,W1,W2,Q$(1)
Q$=CHR$(63)             :REM Question mark
C$=",Kg,gm,oz,lb"       :REM First comma vital
C(1)=1000               :REM Conversion to grams
C(2)=1
C(3)=28.35
C(4)=453.6
DO
  GF::
  K%=MENU("1st-ITEM-UNITS"+Q$+C$) :REM Hyphens vital
  K%=K%-1          :REM For use in C(array)
  IF K%<1          :REM Not a valid menu item
    GOTO GF::      :REM...so get a valid choice
  ENDIF
  PRINT"1st ITEM WEIGHT";Q$; :REM Note semi colon
  INPUT W1
  CLS
  PRINT"1st ITEM COST";Q$
  INPUT P1
  W1=W1*C(K%)      :REM Convert it to grams
  P1=P1/W1         :REM Cost per gram
  GT::
  K%=MENU("2nd-ITEM-UNITS"+Q$+C$) :REM Hyphens vital
  K%=K%-1
  IF K%<1
    GOTO GT::
  ENDIF
  PRINT"2nd ITEM WEIGHT";Q$;
  INPUT W2
  CLS
  PRINT"2nd ITEM COSTS";Q$
  INPUT P2
  W2=W2*C(K%)
  P2=P2/W2
  CLS
  IF P1=P2
    PRINT"BOTH SAME PRICE"
  ELSE
    W1=100*ABS(P1-P2)/(-P1*(P1>P2)-P2*(P2>P1))
    IF P1>P2
      PRINT"The 2nd item is"
    ELSE
      PRINT"The 1st item is"
    ENDIF
    PRINT FIX$(W1,2,6);"% cheaper"
  ENDIF
  GET
UNTIL MENU("Again,Done")<>1
```

Search

If you are unsure as to which memory information is stored in, then this program will automatically search A, then B, and C.

Please note you must select at least one record before you can quit the procedure.

```
search:
LOCAL B$(254),F%,K%
ESCAPE OFF
AT 1,1 :PRINT "FIND:";
INPUT B$
OPEN "A:MAIN",A,A$
DO
  CLS :AT 1,1 :PRINT "Searching Pak A:" :PAUSE 15
  F%=FIND(B$)
  IF F%<>0 :K%=DISP(-1,"") :ENDIF
  IF K%=1 :RETURN :ENDIF
  NEXT
UNTIL F%=0
CLOSE
CLS :AT 1,1 :PRINT "Next Pak..." :PAUSE 15
TRAP OPEN "B:MAIN",A,A$
IF ERR=246 :CLS :AT 1,1 :PRINT "*** NO PAK ***"
  AT 1,2 :PRINT "***************"
  PAUSE 15 :GOTO next::
ENDIF
DO
  CLS :AT 1,1 :PRINT "Searching Pak B:" :PAUSE 15
  F%=FIND(B$)
  IF F%<>0 :K%=DISP(-1,"") :ENDIF
  IF K%=1 :RETURN :ENDIF
  NEXT
UNTIL F%=0
CLOSE
next::
CLS :AT 1,1 :PRINT "Next Pak..." :PAUSE 15
TRAP OPEN "C:MAIN",A,A$
IF ERR=246 :CLS :AT 1,1 :PRINT "*** NO PAK ***"
  AT 1,2 :PRINT "***************" :PAUSE 15 :RETURN
ENDIF
DO
  CLS :AT 1,1 :PRINT "Searching Pak C:" :PAUSE 15
  F%=FIND(B$)
  IF F%<>0 :K%=DISP(-1,"") :ENDIF
  IF K%=1 :RETURN :ENDIF
  NEXT
UNTIL F%=0
CLS :PRINT REPT$("*",18);"END OF PACK***"
PAUSE 25
RETURN
```

Calculus

The following program extends the abilities of the Organiser's calculator for advanced trigonometrical calculations.

```
ASIN:(A1)
IF ABS(A1)=1 :RETURN A1*PI/2
ELSEIF ABS(A1)>1 :CLS :PRINT " OUT OF RANGE";CHR$(16)
PAUSE 20 :RETURN
ELSE :RETURN DEG(ATAN(A1/SQR(1-A1*A1)))
ENDIF


ACOS:(A1)
IF A1=1 :RETURN 0
ELSEIF A1=-1 :RETURN PI
ELSEIF ABS(A1)>1 :CLS :PRINT " OUT OF RANGE";CHR$(16)
PAUSE 20 :RETURN
ELSE :RETURN DEG(1.570796-ATAN(A1/SQR(1-A1*A1)))
ENDIF
```

USER GROUPS

SWINDON

We are pleased to report that another User Group has been set up and is making great progress. The Swindon Psion Organiser Group was formed in October to bring together local Organiser users to share ideas, arrange lectures and develop applications and programs of interest to its members.

The Group has developed a number of innovative applications for the Organiser II, including a programme devised for Swindon's large commuter population. The Organiser II holds information on London train times. Another program, called "Phone" enables worldwide phone calls to be costed.

Commenting, Jeremy Holt, Chairman of The Swindon Psion Organiser Group said, "The group was formed because of the number of Psion Organiser users in the Swindon area. We have had tremendous interest in the group and I am sure that our membership will grow rapidly over the next few months."

The Swindon Psion Organiser Group is contactable at: 14 Belmont Crescent, Old Town, Swindon, Wiltshire. SN1 4EY. Tel: 0793 619664.

LONDON

The IPSO (Independent Psion Organiser) London sub-group has merged with the Metropolitan Police Amateur Computer Club for joint meetings. They meet on the first Thursday of every month at New Scotland Yard. Contact: Mr Jonathan Hurwitt on 01-568-4138 for further details.

USA

In the USA, the Psion Interest Group (PIG) is producing a bi-monthly booklet called "The Computer Journal of the Psion Interest Group."

Contact: Mr Kent Peterson, Psion Interest Group, 41 Greenridge Avenue, White Plains, New York, USA 10605.

...and next

If you've started a User Group (either in the UK or Overseas) then we want to hear from you. So why not write and tell us about your organisation and its members.

The 1988 UK Personal Computer Show, held at Earl's Court, proved to be a tremendous success for Psion with over 100,000 visitors to the show over the five days.

With their largest-ever stand, Psion displayed a complete range of products for the consumer, corporate and retail markets. In addition, the Company gave its first public showing of the Psion Printer II launched at the exhibition.

Marketing Executive, Marie Herpin, commented: "We were delighted by the impact our stand generated and by the interest shown in our extensive range of products, particularly our new Psion Printer II."

'Rising export sales pushed up pre-tax profits at Psion by 57 percent to £1.03 million in the six months to end - June.'
The Times 7-9-88

'Hand-held computer maker Psion has shot straight to the top of Deloitte Haskins and Sells' Unlisted Securities Market ratings league after just three months..'
Electronics Weekly 20-7-88

'Psion's share price has romped ahead since its USM placing at 97p in March and for good reason judging by these interim figures.'
Investors Chronicle 9-9-88

'Psion has turned in a strong performance for the first six months of this year, with profits up 57 per cent ...'
Microscope 14-9-88

What the Papers Say

Since Psion PLC joined the Unlisted Securities Market last March, there has been constant interest among the Press as to how well the company has been doing.

Comments have ranged from a "strong performance" and "splendid figures" to the opinion that the company's share price "reflects justified excitement".

Above are a selection of the many comments on the company that have appeared following the announcement of our maiden interim results.

Worldwide Software Challenge

PSION WORLDWIDE SOFTWARE CHALLENGE

Rules and regulations.

1) All software must be submitted to your national distributor by Friday May 26th 1989.* In the case of the UK, please send your entry to Psion PLC, Psion House 17 Harcourt Street London WIH IDT. If sent to the wrong address you will be disqualified.

2) We strongly recommend that all software is sent by recorded delivery and cannot be held responsible for any software that may be lost in the post.

3) All software must be submitted on Datapaks which will be returned to you. Please note if submitted on floppy disks the software will be disqualified.

4) All software must be clearly marked with your name, address and the category in which you wish to enter.

5) Psion PLC and our distributors respect your copyright and guarantee not to pass on any information. Should you wish to enter into a non-disclosure agreement with Psion PLC or your national distributor, then please let us know and we will despatch the necessary paperwork.

6) Some form of comprehensive typed documentation (it need not be printed and bound) must be sent with the Datapak to enable the judges to evaluate the software.

7) Any software which has either been published or was publicly available before January 1st 1989, is not valid for entry.

8) This challenge is only open in countries with participating Psion national distributors.

9) The decision of the judges is final and binding.

*Void where prohibited by law.

Dear Reader

Psion News is now distributed across the globe, and we are calling all Psion Organiser II software producers to join us in the Psion Worldwide Software Challenge.

The programmability of the Organiser is the key to its success and versatility and we want you to be part of this success story by producing innovative, unusual and exciting software for the Psion Organiser II.

The challenge is divided into two software categories - industrial application software and consumer orientated products. The first stage of the challenge is to submit software to your national distributor, (in the case of the UK to Psion PLC).

In each participating country, the winners in both categories will be awarded a Psion Printer II. Then the winners will be forwarded to the grand final to be held at Psion head office in July 1989. Here a panel of judges will award a worldwide (overall) winner in each category.

The two worldwide winners will each receive £1000 (£500 in cash and £500 worth of Psion Organiser II goods) which is in addition to the Psion Printer II. Finally the software will be featured in the September issue of Psion News. Who knows - this could be the start of something big.......

To enter the challenge is easy, so read on and the best of luck to you all.

Editor

Winner

Congratulations to Mrs Helen Prescott - the lucky winner of last issue's crossword competition. Mrs Prescott, a housewife from Bournemouth, correctly solved the 21 clues, based on text throughout the issue. Our winner receives a Psion Printer II.

We have reprinted the answers, so now's your chance to check how you fared!