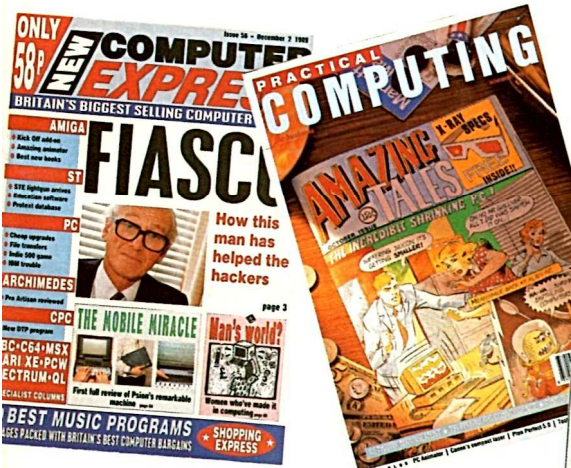# Psion Mobiles take Market by Storm

"The buzz was all about the Psion Mobile Computer"..."aims to transform the laptop computer market" ..."undoubtedly the winner"..."the most portable personal computer..."

These are just some of the reactions and headlines that have been dominating the news over the last few weeks, following the Press launch held on the eve of the PC Show in September.

The launch was the culmination of three years of intensive research and development and was the single biggest event staged by Psion since the unveiling of the Psion Organiser II in April 1986.

With over a hundred journalists and guests attending from National newspapers, major computer publications and top level representatives from Intel, Hitachi and Lotus, this was a major event in the computer

industry. The following day at the Psion stand at the PC Show the MC was "the star of the show", and this was backed up by the arrival of ABC and Sky News TV crews.

Also during BBC Breakfast Time, the MC was featured as being as essential to the business man of the nineties as his briefcase.

The best endorsement, however, has come from the hard-bitten computer press where the machine has been described as "ground-breaking", "star status", and a "major breakthrough".

New Computer Express described the MC as "The Mobile Miracle" another publication stated, "The most accomplished of the new portables comes from Psion... seems poised to conquer the world".

In this issue

Note from the Editor

"Psion News is now three years old, has grown from eight to sixteen pages and is mailed to our database of fifty thousand readers.

From the correspondance we get regarding Psion News, the format and design seem to be well received. However it never does to be too complacent, so we are sending a short questionnaire with the next issue to ask for more comprehensive feedback from you the readers.

Your opinions are valuable - they will help us to develop Psion News as we want to continue to produce an informative newsletter that falls into the category of "a good read".

Show Stopper

Psion was the undoubted hit of the 1989 PC Show at Earls Court in London last September. The stand, the biggest Psion has ever had, was packed with visitors for the duration of the show.

The star attraction was the new range of Psion Mobile Computers, on display to the public for the first time. Also on show was a full line-up of Organisers, peripherals and software plus the new Psion Wordcall Pager. Dacom, as part of the Psion group, exhibited a range of sophisticated modems.

Finally, it was good to be able to meet so many Psion News readers and hear your comments and suggestions.

Growing Room

Over the past decade Psion has maintained a pattern of steadily accelerating growth.

Sales of Organisers, peripherals, software and corporate systems have increased and the company has expanded through the acquisition of Dacom and the creation of subsidiaries in the US, Germany and the Netherlands. Now the company has entered into a new market with the launch of its innovative range of Mobile Computers.
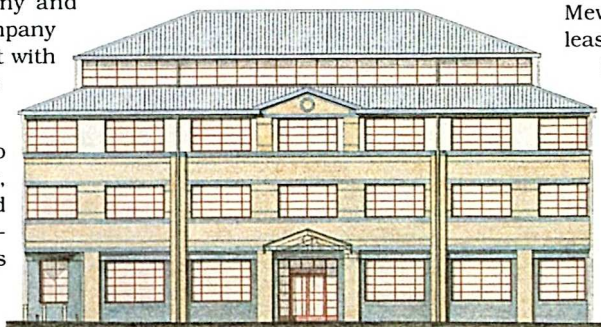
In order for us to continue to manage this growth effectively, Psion plc is being reorganised and a number of new companies are being created. This

has led to the emergence of a group structure with Dr. David Potter as Chairman and Chief Executive of Psion plc, the holding company.

A new subsiduary Psion UK plc is now the main operating company in the UK and will be responsible for Production, UK Sales and Marketing,

Export Sales and International Transfers.

Led by Peter Norman as M.D., this company will report to the new parent company. Psion is also using the opportunity of the reorganisation to expand its office space. In addition to the present premises in Huntsworth Mews and Harcourt Street, Psion is leasing an additional 15,000 square feet in Frampton Street, London NW8. This will become the new headquarters of Psion plc and will house the staff of Psion UK plc. The 9,000 square feet at Harcort Street will then be given over entirely to the research and development departments.

The new H.Q. for Psion plc

Making Waves in the Water Industry

Three major companies have combined their information technology expertise to service the needs of the water industry.

A complete data capture and processing system is the result of the successful collaboration between Psion, Procis Software and ICL who provided the hardware.

The large utilities, in particular water, process masses of information every day. It is a complex business. The raw data has to be gathered from a vast number of geographically spread sources, processed and then fed back to people in the field.

It's a classic problem for field data systems to solve. Now, as a result of this major collaboration, the Psion hand-held computers are being used for several important applications.

Burst Pipe Reports

Clip-board and pen are the traditional tools for compiling reports on burst pipes - not an easy task in a water-filled trench. Now, the operative enters data into the Organiser, which is then downloaded from a Datapak to the main computer system, using a Comms Link. It's easier, cleaner and much more accurate.

The system also allows extra observations about the pipe's condition, such as deposits of manganese blocking the pipe, to be downloaded to the database. Any opportunity to update this database is useful and cost effective as it helps to pinpoint possible future problems.

Inspectors Report

The Organiser is also capable of replacing the paper-based system for logging complaints about the water supply. It's based on the Water Industry's Standing Technical Committee pro-forma for data-collection and replaces the manual 'tick-sheet' system. This new method is speeding up the transferral of information from the field to central control so complaints are dealt with promptly.

Job Control

Workforce productivity and customer service can also be enhanced. Using the Organiser and Datapaks field staff can receive job details without constantly visiting depots. Data fed back from the field improves local management control and work scheduling.

Meter Reading

Meter readers can be armed with Organisers to ensure that they have up to date customer information prior to meter reading visits. It is even presented in 'walk' order to make life easier for them. Data collected is fed back into the central system ensuring faster and more accurate bills.

Psion's corporate sales manager Ross Napier commented: "ICL has a strong presence in the utilities sector where there is a great demand for the types of products and systems that Psion can supply. Procis' expertise in field data systems provided the third vital ingredient that enables us to provide a complete systems solution. "

PROCIS
SOFTWARE

ICL
AN STC COMPANY

Mobile miracles for Essex Water

First Trials of The New Psion Mobile Computer

Essex Water is one of the first utilities to realise the potential benefits of this system. The company has commissioned a study and is to carry out field trials using Psion mobile computers and hand-held terminals for their inspectors.

The study will also define how to achieve two-way data transmission between the Customer Service System and the mobile computers installed in vehicles.

Once the field trials have been completed, Psion, ICL and Procis hope that Essex Water will become the first of a large number of utilities that will adopt their systems.

Sock Control

Sock Shops are always bright and colourful with a mass of checks, stripes, spirals, spots and plains on display. All of which make you wonder how the shop assistant keeps track of it. The answer you'll find is a new assistant at the till - the Psion POS200.

Sock Shop is the classic high volume, low-cost retailing chain. Each store sells in excess of 3,000 units per week and the company stocks about 4,500 different lines. Most of the shops are small with limited storage space so it is vital to monitor shifting purchase patterns.

To introduce a computerised electronic point of sale system seemed the solution. The first step in achieving this was to use the Psion hand-held computer in each outlet. This is used with a barcode reader to scan the barcode labels and record details of purchases and returns.
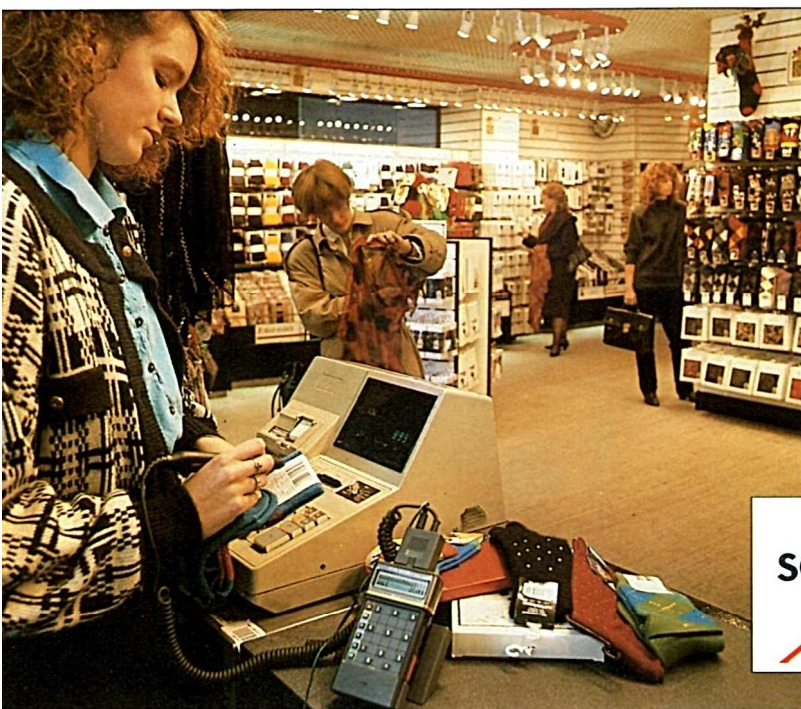
At the start of each day the assistant confirms the store number, date and time. As each item is sold the barcode is scanned for details such as stock description and size, which are quickly stored to the hand-held's internal memory (RAM).

The hand-held has three keys designated for special functions. These allow the assistant to manually enter the numeric barcode, log returned items and backup all the data collected during the day onto a Datapak.

In less than an hour, all the previous week's collected data is downloaded onto the company's PC based system via two Psion Mark III copiers. Data is then used to produce sales information at store and company level.

Sock Shop outlets in Britain and France are currently using Psion hand-held computer systems, outlets in the USA will follow suit in 1990.

The system has already proven its value. Sock Shop's EPOS Project Manger Philippa Dryland commented: "We are delighted with the way that staff have responded to the Psion. At this busy time of year by reacting quickly to the sales information provided, we can ensure that the right goods are in the right place at the right time".

sock shop

'Stock Assistants' for Sock Shop

Value Added Reseller

Psion's first Third Party Conference held in October was a resounding success, with 60 delegates representing 35 companies. It was the first time Psion gathered its extensive network of value added resellers into one room.

The subject was the future of mobile computing in the corporate marketplace.

For many companies it was the first opportunity to see the new Mobile Computer along with the Psion Wordcall Pager.

The conference addressed the growth in the corporate marketplace for mobile computing products and the need to work closely with Third Parties and Value Added Resellers to effectively meet these specialised requirements. Psion presented their comprehensive package of business, technical and marketing support for VARs.

John Burkett, Psion Sales Manager responsible for Third Parties, described the conference as; "A remarkable illustration of the unity between Psion and its resellers. We aim to provide a total range of corporate mobile solutions from hand-held terminals to mobile computers and we are committed to growing this market with the support of Third Parties."

Third Parties turn out in force

Decoding an Emergency

The Psion Organiser is now performing a vital role in helping emergency services to contain damage caused by chemical accidents.

A unique personal emergency response system has been developed for the Organiser by the National Chemical Emergency Centre at Harwell Laboratory, Oxfordshire. It is being used by police and fire officers and security personnel at the site of accidents involving chemicals.
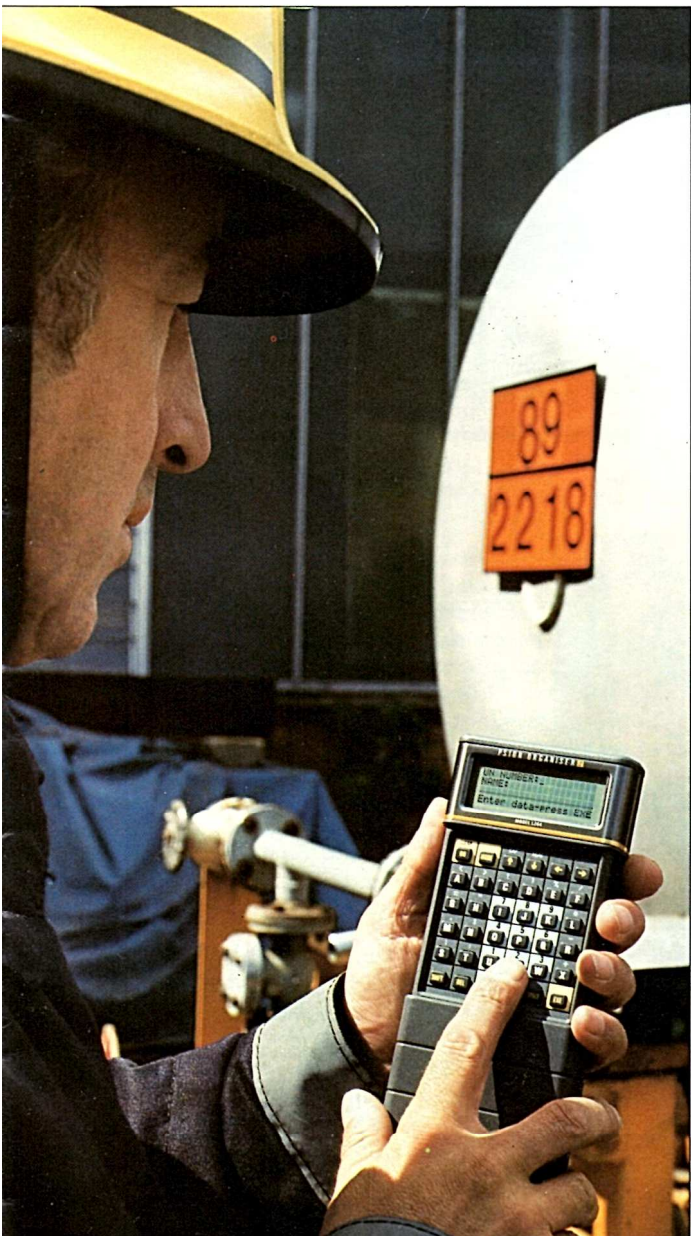
The Personal Emergency Response System is a hand-held unit, based on the Organiser LZ. It stores details of all chemical identification codes which are displayed by orange signs on vehicles and sites where chemicals are stored.

Chemicals can be highly toxic, flammable or corrosive so safety is a vital issue. The officer arriving at the scene of a chemical accident can now quickly identify exactly what hazards are involved and the action that needs to be taken in the event of fire or spillage. The officer will also be alerted to personal protection procedures.

The system contains over 2,000 UK and UN substance identification numbers. This includes Home Office EAC (HAZCHEM) and APP (personal protection) codes. It also stores CEFIC tremcard reference numbers and ADR hazard identification numbers.

The database can be searched by substance identification number (UN) or substance name. The Organiser screen gives an instant decode of numbers and the system will be updated annually.

"The system has been very favourably received by the fire officers who have tested it," commented John Kerr, the NCEC's Chemical Information Manager. "The Organiser is robust, compact and extremely simple to use and has already proven itself.

Handling an emergency

Removable Ram

XEC Products, a Psion Distributor based in Florida USA has developed a new memory device for the Organiser II – RamPage. Similar in function to Psion's Rampaks, it is a random access memory device which can store data files which are frequently edited or revised, without the need for re-formatting when full.

RamPage is available in either 128K or 256K sizes, using a cartridge format identical to a Psion Datapak.

The new product will be ideal for Organiser applications which need to store and modify large amounts of data on a frequent basis, or which delete and replace files regularly. Another benefit is that the time and power taken by the Organiser to 'write' to the RamPage is often less than that required to write to a conventional Datapak.

Prices of the RamPage start at $450 for the 128K unit and are currently only available through - XEC Products, Suite 103, 13630 58th Street North, Clearwater, Florida 34620, USA. Tel: 813 531 1422, Fax: 813 530 5975

Stemming the Flow of Pollution

NRA

Biologists doing battle with river pollution now have the help of Psion hand-held computers, to monitor the state of Britain's rivers.

Biologists at the National Rivers Authority (NRA) are using the Organiser model LZ64 to gather data on numbers and types of animal life in rivers and to calculate pollution scores for each site. They also calculate the National Water Council's river water quality classification which compares river pollution across the country.

The biologists visit thousands of sites each year sampling the water for animal life. The biologists walk upstream disturbing the river bed and catching dislodged animal life in a net behind them. The 'catch' is then emptied into a tray of water to be counted and identified.
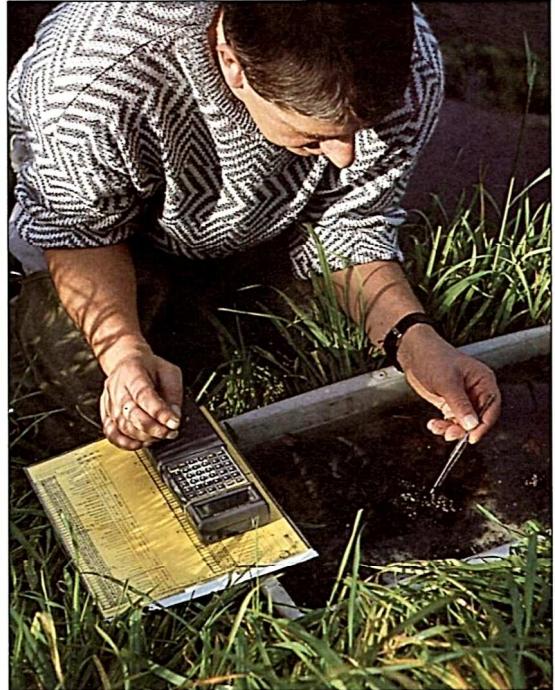
Biologists enter details of site number, site features and the presence or absence of fish, plants and animals into the Organiser which then calculates and displays the pollution scores before storing the results.

New pollution incidents can be identified by NRA biologists comparing the fresh data with earlier findings. Data from the last twelve months can be loaded onto the Organiser, enabling biologists to contrast present and past results.

Back at the laboratory the data for each river survey is transferred to a PC using the Psion Comms Link. NRA biologists then compare the data gathered at different stages, noting any abnormal findings.

NRA Pollution Control Officers used to wait three weeks to be alerted to any problems; now the time has been cut to three days.

Cracking Royal Doulton

Royal Doulton, the world's largest bone china manufacturer, is extending Psion hand-held systems into its factories after successful trials proved that they could save time and money.

Psion hand-held computers have passed a tough test on the factory floor in Stoke-on-Trent. The shop floor data capture system has considerably reduced the time and cost of paperwork involved in calculating wages, logging breakages and recording production figures.

Large volumes of data are needed to produce management control reports and calculate piecework earnings. Now data is collected by supervisors from various points throughout the factory, logged onto the Organiser daily and uploaded to a PC twice weekly.

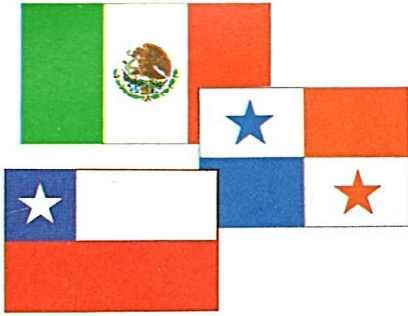The Organiser also logs breakages and faulty china during the production process. Plus it stores data on levels of china that have completed each stage in the production cycle, making ongoing production figures readily available.

The software has been developed by Royal Doulton's own programmers, using OPL. This enables Royal Doulton to respond quickly to new requirements and enhancements to existing applications.

To ensure Organiser batteries don't go flat, Royal Doulton uses the POWAMAX and POWABAK from Powamatics. The former is a cradle in which the Organiser is recharged overnight by mains and the latter a device which provides additional battery back up. For further information on Powamatics contact Norman Whitehead or Alan Cryer of Powamatics Ltd., 44 Cheltenham Mount, Harrogate, North Yorkshire. HG1 1DL. Tel: 0423 - 560032.

Hand-held technology meets hand-held skills

South of the Border

Psion is quickly carving out a niche in South America with three local distributors satisfying a rapidly growing corporate demand for the Psion Organiser II.
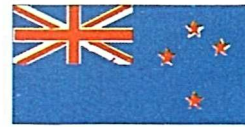
The Spanish version of the Organiser is proving a top seller. Local companies are using it as a cost-effective solution to their growing needs for new technology, avoiding the need for expensive software development.

The three distributors are Kronos in Mexico, an established company specialising in hand-held terminals. Panama and its surrounding territory is supplied by Computecnia de Panama. The Chilean market is managed by Binaria SA.

In Chile the Organiser is already proving its worth with the country's largest pension fund. Field personnel are using the LZ64 for account maintenance. By using OPL the software can be developed by the user with the help of the Distributor.

To support this fast-growing market Psion made its first appearance at the major annual conference in Panama Expo-Comer in March 1989.

Stopping the Dam Busters

Organisers are being put to good use in New Zealand to monitor the condition of the country's largest network of dams.

The Works and Development Service Corporation (NZ) Ltd dam surveillance division based in Wellington, holds data on all dams, many of which are in remote areas of the country. It is vital to have accurate information about the condition of the dam, the water level in it and the water table round it, to ensure that it is operated efficiently and safely.
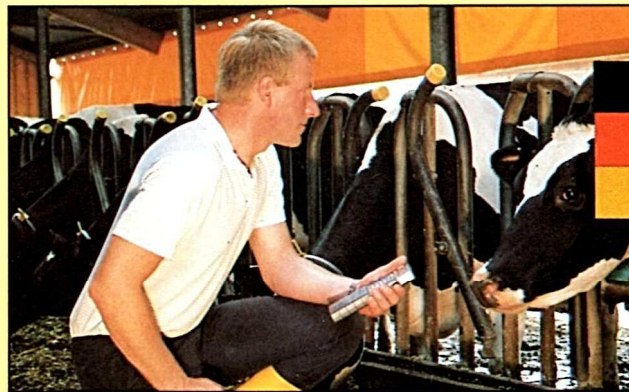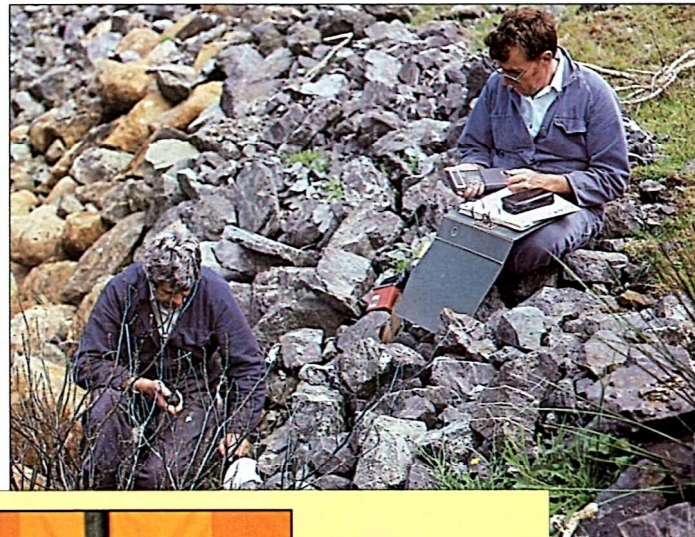
The WDSC dam inspectors use Psion Organisers to collect data at each dam site. Using a program written by a member of the WDSC team, each inspector enters information from an array of gauges and dials in sequence.

Measurements taken include the hydraulic pressure at critical points inside the dam, water-flow, leakage and the depth of water in bore holes around the dam site. The dam is also checked for the build-up or variation of pressure in the structure itself.

Once collected, the data is sent from the Organiser to Wellington using a Comms Link and Modem. It is received back at headquarters on a multi-user system fitted with a dedicated auto-answer modem. The Organiser-based system is faster and more accurate than the old pen and paper method and it saves time because there are fewer steps to execute in the gathering and analysis process.

New Zealand dam - patrols

Stock Taking with a Difference

Breeding pedigree cows is a tricky business. Farmers need to remember a lot about their stock when breeding, such as which cow has the wrong ancestry and which has the genetic defects.

Now a German software company called Warok has solved this problem. Using their software program Genotyp with Psion's hand-held computer systems, farmers can now log the all important notes on each cow instead of relying on their memory. This system works for all livestock.

Tripling the Memory

In Spain over 1000 Psion P296 hand-held computers have been specially commisioned to meet the needs of three customers who, as a result, are now experiencing greater efficiency in their business operations.

The orders were obtained by Spanish distributor BCN and the machines were designed and built by Psion in the UK.

The P296 has a 96k RAM with a two-line screen. It has a numeric key pad and three function keys which are designed to work with the system software which is held on a Datapak. As with all other corporate machines, the P296 will only run the pre-recorded software intended for it.
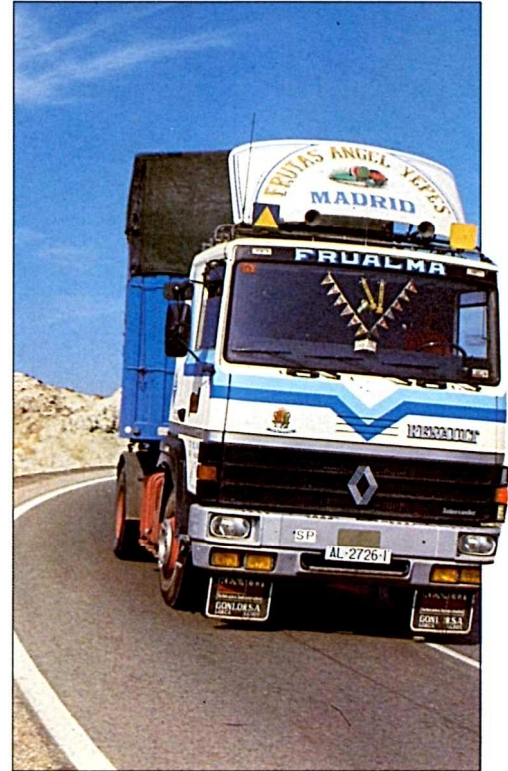
Two companies in the frozen food sector, Danone and Frigo, have both issued machines to their respective sales forces. This enables orders to be recorded while visiting the customer instead of manually entering the orders onto the system to produce multiple copies at a later date.

Invoices to the customer can also be produced on the spot with the help of the Psion Printer II. This achieves greater efficiency as less time is spent by the sales force in organising the correct paperwork

The third customer is a national bus company which has installed P296s on its fleet with the objective of producing an overall record of the productivity of each route and to control the issuing of tickets.
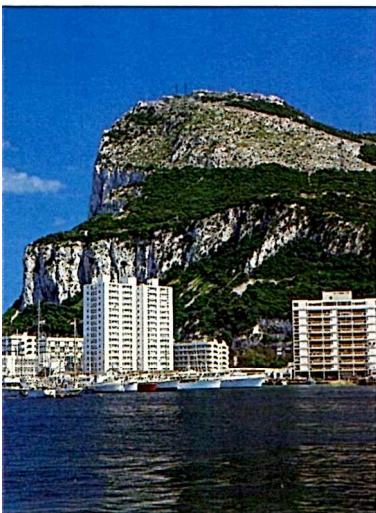
By knowing how many tickets are issued on each part of the route, the bus company is able to build up a far more accurate picture of passenger usage than by merely counting the number of tickets sold. Using this information, the company can make more efficient use of the fleet.

The customers' needs in each of these applications were able to be met by Psion because of its close relationship with BCN and its ability to design, manufacture and supply special equipment for specific applications.

Sales on the move

Psion on the Rock

Psion's international distributor, Rockomtec Ltd. is just one of four companies involved in the opening of a new innovative Computer Centre in Gibraltar.

Offering a permanent display of various computers and their peripherals, the Centre aims to give customers hands on experience of all kinds of computer hardware before committing themselves to a purchase.

The Centre is comprised of several stands, each representing a famous brand name such as Apple, Acorn and NEC.

The Psion Organiser has its own stand, but can also be seen on other stands, demonstrating its versatility in communicating with other computers.

Complete demonstrations and training are also being made available to the customers by Rockomtec which make it a truly innovative enterprise.

Plain Sailing

Lisbon Harbour is now experiencing Organiser power at first hand as a result of a new computerised administration system.

Transetjo, the company responsible for passenger cargo in the harbour's Tagus River, has dramatically improved its management information with this new system. It now has up to the minute data on the activities, locations and efficiency of its crews and vessels.

Originally, the system was set up to monitor staff attendance and movements.

Staff have been equipped with magnetic cards which they use to effectively 'clock on' when starting duties. The card is swiped through a magnetic card reader linked to an Organiser and logs their attendance and number of hours worked. The information is stored onto two Psion Organisers which are kept on every vessel, to be used on alternate days. This data is then transferred to

Merchandising Miracle

Shop Buyers are not only employed for their flair and skills in selecting the right merchandise, but need a flair for mathematics as well.

An essential part of their job is to negotiate a good price for goods which means when travelling abroad, working out the impact of international taxes and shipping charges on their costs. This normally means 20 minutes of lengthy calculations but now a database has been developed for Psion's hand-held computer to work all the sums out in seconds.

The database has been developed by Dataekonomi and Strategi in Gothenburg for one of Sweden's largest retail clothing chains, Kapp Ahl. It holds all the different taxes and shipping costs for garments in the different countries.

Now when given a price by a supplier the Kapp Ahl buyer can instantly see what the retail price would be at home and, if necessary, renegotiate the price.

This new procurement application completes Psion's involvment in the retail cycle as it is already a recognisable force in the areas of warehouse stock control and EPOS.

Billing Belgrade

As the Berlin Wall is dismantled, so the map of Europe may be redrawn. At the same time we have redefined our own European map with the addition first of Hungary and Poland, and now Yugoslavia, to the world of Psion.

Elektroistribucija-Beograd - the Yugoslav equivalent of the electricity board - serves some 600,000 users in the Belgrade area. Meter readings are taken and bills issued monthly. The process has been speeded up by using the Psion Organiser.

Each day the central computer distributes information about the workload for each area to a number of host PCs. From here individual worker's job details are downloaded to each worker's Datapak, including the customers' addresses and other helpful data. These addresses are listed sequentially on the worker's route so he can move from one site to the next without wasting time.

The system software also alerts the operator to any faults on the meter. At the end of the day the information collected is returned to the central processor via the area PCs.

The advantages that this system bring the company are greater accuracy of reading, reduction in elapsed time between reading the meter to producing the bill, reduced operational costs and no errors on data entry.

The company hopes to expand the applications of the Organiser to include warehouse inventory management and the issuing of customer bills. But one of their requirements will be a Serbo-Croat keyboard!

on Lisbon Harbour

an onshore PC where the company's files are updated daily.

This new system allows the company to execute personnel functions much more quickly, including salary payments which have to take overtime and absenteeism into account .

As a bonus, the flexibility and power of the Organiser has allowed Transetjo to constantly update information in many other areas: the availability of locations for boats, distances travelled by each vessel and time and motion studies.

As a result the company has developed

Time and motion in Lisbon Harbour

a total time and motion management information tool as well as a personnel administration system.

Tomorrow's India Today

Psion are a member of the One Per Cent Club which means that we donate one per cent of our profits to charity. Our chosen charity is ActionAid, the UK's fourth largest development agency.

This second report on ActionAid looks at the practical, long-lasting benefits this agency is bringing to a community in South India through the ARTIC project.

The ARTIC concept developed out of relief aid provided to Kotturu, South India following the cyclones and tidal waves in the late seventies.

education to cultural traditions and drama. The emphasis is on passing on practical skills and building the confidence of the children in their community and their future.

Irrigation

ARTIC has worked with the community to build dams which increase ground water storage. This water recharges wells so it is readily available in the dry season. As a result it is now possible to grow two crops each year, one of which is a cash crop.
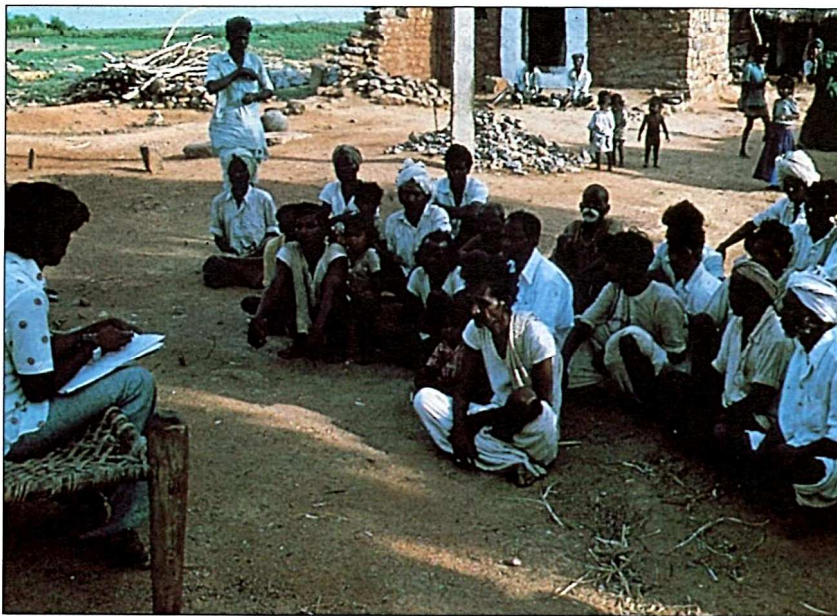
With a good water supply the people

ings and credit groups. The community is then able to buy livestock, breed it and sell it for profit. ActionAid gives an incentive to people by matching savings made by the group.

Health Guides

To encourage the villagers to use available primary health care, ARTIC sends Health Guides around the villages to discuss health issues, particularly with the women. The Guides have now recruited an army of local Health Cadets (children) to help.

ARTIC has become a locally organ-

Village meeting in Kotturu, Southern India

Since then ARTIC has worked with the community to address the most fundamental problems that they face: poor education and irrigation, underdeveloped healthcare and agriculture and severe unemployment.

Education

This is a crucial part of the ARTIC project which ensures long term benefits as one generation hands down acquired knowledge to the next generation.

Women and children in 25 villages and 900 families are benefitting from a system of non-formal education.
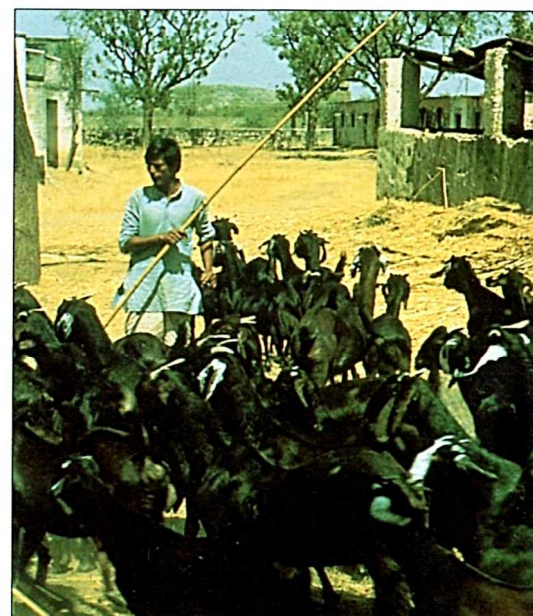
They learn everything from health

can now grow mulberry to feed silkworms, therefore developing a local cottage industry based on the production of silk, which brings long term sustainable prosperity to the community.

Landless people have been encouraged to plant fruit and cashew nut trees on unclaimed land, so that the Government gives them land rights. The trees bind the soil, preventing soil erosion and producing valuable cash crops.

Credit Groups

To build up collective village funds ActionAid has devised successful sav-

ised project, managed by villagers and with priorities agreed collectively. Based on education and self-help, the villagers are learning practical skills, passing them on to their families and starting to shape their own future.

If you would like further information please contact

ACTIONAID
Hamlyn House
Archway
LONDON
N19 5PG
Tel: 01-281 4101

Worldwide Software Challenge

In January 1989 we invited Organiser users from all over the globe to join in the Psion Worldwide Software Challenge.

With two categories of software - industrial applications and consumer orientated products - it gave entrants plenty of scope to develop their ideas.

The range of software entered was phenomenal and ranged from a bridge scoring package to a structural engineering system.

We chose Ms. Dayo Forster for her field data collection system and Mr. Marcus Parker-Rhodes with an Adventure Game.

Data Collection

The field data collection system made use of two of the key benefits of the Organiser.

Firstly as the Organiser is hand-held and menu driven it provides a simple and effective method of data collection in the field. In addition by using 128K Datapaks, the Organiser offers

a cost effective storage method for large volumes of collected data .

Other benefits of the system are that as the data is entered in a computer readable format, it can be directly transferred to a PC.

This package is fairly comprehensive as it allows several questionnaires to be stored and used in rotation in the field. Features such as paging back to edit previous entries, question skipping, auto date and time stamping of records and password protection make it a comprehensive data collection system.
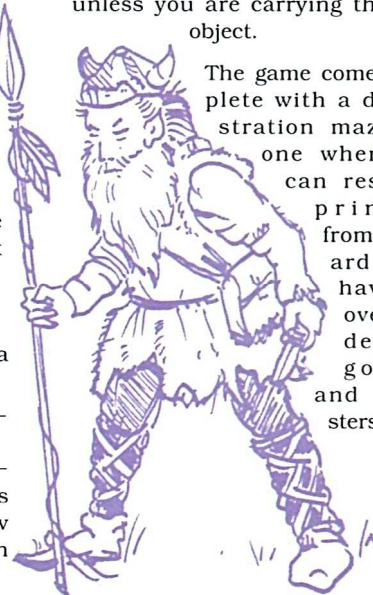
Adventure Games

In the late 1960's adventure games were played on main frames; now believe it or not you can play them on

a Psion Organiser II.

The game allows you to create a maze of interconnected rooms. Each room has special properties and may contain an object. You can move from room-to-room, with the Organiser cursor keys, but beware for some rooms can't be entered without keys, and other rooms will destroy you unless you are carrying the right object.

The game comes complete with a demonstration maze and one where you can rescue a princess from a wizard and have to overcome demons, goblins and monsters.
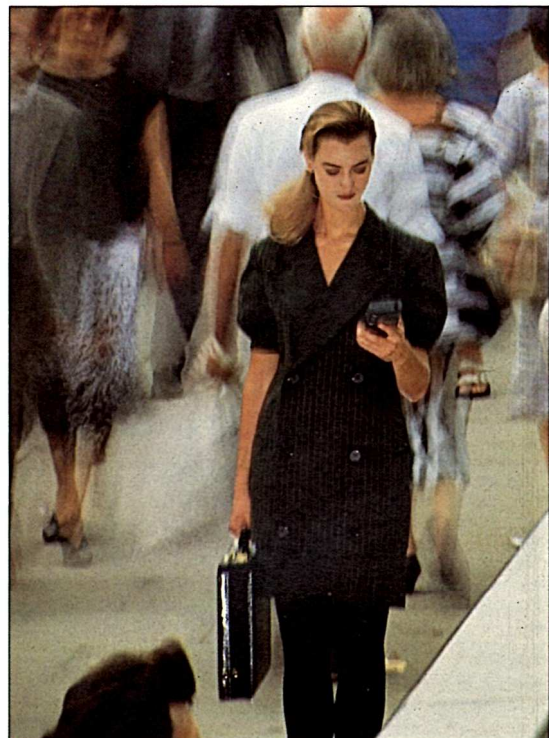
Caption this and win £300 of Psion product

In this issue we test your wit and imagination and in return you win the choice of your own prize - up to £300 worth of Psion product.

The picture on the right shows the Pager being used on London Bridge in the rush hour. Exercising your wit and imagination what do you think the message is that the girl has received on her Pager?

Write your answer, in not more than 80 characters (including spaces), to the Editor at Psion PLC, Freepost 3, LONDON, W1E 1EZ telling us what you think the message is.

Please include your name, address and daytime telephone number. Overseas entries should be sent to the address on the back page. The 'judges' decision will be final and all entries must be received by Friday March 11th.
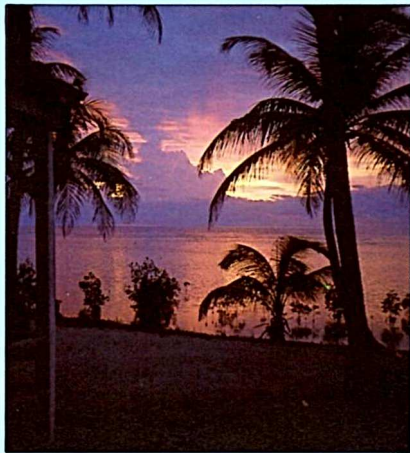
News in brief

The globe-trotting Psion Organiser is now venturing into the Guma Rainforest in the interest of scientific discovery and conservation.

A party of sixth form pupils from King's College in Taunton is heading up an expedition, whose patron is the BBC's Simon King, to study the plant and animal life of the threatened rainforest in Sierra Leone. The Organiser will be used to store the pupils' observations on plant and animal life, particularly trees, butterfly and bird patterns. The research findings will be passed on to London's University College and further publicised in order to raise funds.

♦♦♦

Psion is helping protect the fragile ecology of the Barrier Reef off the coast of Belize. Organisers have been

Presserving paradise

donated to divers studying coral as part of the massive Coral Cay Conservation Expedition of which David Bellamy is President. Its role is to examine the impact of over-fishing and uncontrolled tourism on the highly sensitive ecology of the reef, shore erosion and removal of the mangroves.

After surfacing each diver logs observations, such as fish behaviour pat-

terns, plankton trends and seagrass productivity onto the Organiser. They also log the date, time and depth of each dive. The process is quick and dive slates can be speedily cleared for the next group of divers, knowing that the data is secure.

With 40 surveys each day, the Organiser is making the expedition more efficient and helping to protect the environment. The Organisers have stood up well to the rigours of island life, with temperatures in the

hundreds and coral sand everywhere.

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The dust, mud and rain, endemic to large archaeological sites, do not tend to make them the most computer-friendly places. However, archaeologists at Crickley Hill near Cheltenham, site of Europe's biggest excavation, are able to log data in the

trench where they make their 'finds' thanks to the Psion Organiser II. Philip Dixon of the Department of Archeology at Nottingham University explained how the system works.

"We started work at Crickley Hill in 1969 and have recovered over a million finds since then. Initally records were kept on paper, but later a PC based system was introduced.

We had a team of twelve people writing paper records on site and another

MC400 Winner

Last issue's competition certainly got you all reaching for the reference books. Although the competition was difficult, it didn't seem to deter a lot of you from entering. Mr. James Howley of Burnley was the lucky winner who will be one of the first owners of a new Psion MC400. Mr. Howley commented. "My son is an avid computer fan, so I doubt I'll get a look in."

As promised here are the answers which were taken from the Encyclopedia Britannica:

1. Chinese, 3000 BC
2. Blaise Pascal
3. Steam
4. George Sheutz
5. To store information on the US census; punch-hole cards.

Life Savers

This issue you'll discover the 32K Datapak winners are about as diverse as we could find. Both applications could be described as 'life saving' with a Harrier jump jet pilot plotting his flights and a Dialysis patient controlling his drug and medical supplies. We'll let them tell you how in their own words.

We will continue to publish the best of the letters giving a 32K Datapak away with each letter we print.

team putting them on to the computer database. This wasted a lot of time and led to some errors in transcription. What we needed was a method of recording information at source and downloading it later. That's where the Psion Organiser II and OPL have been such a success."

Archaeologists record their finds which are saved to Datapaks and later on transferred to a PC and eventually a main frame.

"It would be no exaggeration to say that the Organiser II has revolutionised the way we work," said Mr Dixon. "We are now looking at ways to extend the use of the Organiser IIs even further."

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Explorers should not leave home without the Psion Organiser, according to David Spooner. As staff geologist for Operation Raleigh, surveying Mount Cameroon's active volcano, he needed a tough, light, multi-purpose tool to help him. The Organiser fitted the job.

David was only allowed to pack 60lbs of essential survival and surveying equipment, as everything was to be man-handled from sea level to volcano. So the Organiser had to be versatile as well as light. The ever cautious Mr Spooner even used it to run some mass/flow calculation on the chances of the volcano erupting whilst being studied. Happily the probability of this happening was only 0.06 per cent.

Dear Editor,

I am a Harrier pilot in the Royal Air Force and when planning a flight it is necessary to calculate the takeoff and landing parameters for the prevailing conditions. These variable conditions include outside air temperature, barometric pressure, engine performance, aircraft weight, and fuel and weapons load. To extract the critical figures of nozzle rotation speed, ground roll, distance to achieve a height of 50 feet, hover weight and landing distance, when using the operating data manual, takes about 20 minutes. However, using my "VSTOL" programme it takes only 1 minute; and there is no danger of jumping a line on a graph with possibly disastrous consequences.

Yours Faithfully, P. W. Day

Dear Editor,

I am an architect and a director of a thriving practice in North London; I am also a dialysis patient, with a kidney machine at home, on which I treat myself three times a week.

As if the working day didn't hold enough to keep my Psion busy, I have also programmed it to look after my stock of medical supplies at home. Every two months I get a delivery from my hospital and I have to tell them what I need, out of about thirty different items. This used to involve counting how many of each I had, allowing for the two weeks between the time of the order and the time of the delivery, and working out how many more I would need. All that is in the past. I now tell my Psion the date of the order, the date of the delivery, and it tells me what I need to order. I had the fun of programming it, and am relieved of a tedious chore.

It is a great little machine!

Yours Faithfully, David G. McLeod

Industrial

NAME & ADDRESS	PRODUCT NAME	DESCRIPTION
4-D Surveys Ltd 22 Eglinton Crescent Edinburgh EH12 5BY 031 346 7499	LAND SURVEYING	Integrated survey package. Levelling, traversing, detailing and plotting.
Advanced New Technology Ltd Office Suite 1 The Square Forest Row East Sussex RH18 5ES 034282 4909	BROADCASTERS EDIT SYSTEM	Capture key events and transfer edit list direct to edit controller.
	ASSET CHECKING & MONITORING	Monitor Assets - condition and last date found. Perpetual Asset checking.
	BARCODING + DBASE III & IV	Transform Dbase to a barcode system. Barcode production and data collection.
	MINI TILL	Stock & Sales shop system. Up to 300 products with full reporting.
	CALIBRATION MONITORING & CONTROL	Equipment calibration now monitored and controlled. Data collection using barcodes.
BroadOak Computing Ltd PO Box 366 London WC2E 9SQ 01-836 7640	LOOKSAT	Pointing angles to any satellite from anywhere in the world.
Digitron Instrumentation Mead Lane Hertford Herts SG13 7AW 0992 587441	SF10 DATALOGGER	Four independent channels logging temperature, pressure, relative humidity and voltage.
Surveying Technology Ltd 20-21 London Suite Exchange Brushfield Street London E1 6HB 01-377 6985	MEASURED SURVEY CAD INTERFACE	Barcoded entry of measurements & symbols. CAD drawing automatically produced.
TAM Systems 12 Humber Close Durrington Worthing West Sussex BN13 3NW 0903 64033	X25PACK	X.25 Network Engineers Information Database. Decode data and International Network information.
Well Computing 19 Sydenham Road London SE26 5EX 01-778 8105	WHOLEFOOD LABELLER	Prints labels with calculated prices for foods packed from bulk.

Consumer

NAME & ADDRESS	PRODUCT NAME	DESCRIPTION
BroadOak Computing Ltd PO Box 366 London WC2E 9SQ 01-836 7640	ANAGRAMS	Assists in the solution of anagrams by random generation of available letters.
	ROULETTE	Serious gambler's delight, utilising the French wheel, with sound effects.
	POKER DICE	Famous dice game, for 1 to 4 players with sound effects.
InterSearch Systems Ltd Galleon Chambers 3 Connaught Avenue Frinton-on-Sea, Essex 0255 850646	THE PRESENTER	Interactive Video Software for controlling video-disc sequences via Datapaks.
On Track Marketing Unit 6, The Markham Centre Station Road Theale, Reading Berkshire RG7 4PE 0734 323793	RACETIME	Organised lap timing for several cars, karts etc.
Sportec 84 Glebe Way West Wickham Kent BR4 0SA 01-777 2287	SWIM MANAGER II	An advanced database & stopwatch for administration of swimming by Coaches
Vectis Programming 16 Hilary Drive Walmley Sutton Coldfield West Midlands B76 8SW 021-329 3311	TAILOR MADE PROGRAMS	A prompt, personal, service - specify Your precise requirements.
ZIP Software Lennox Road Gravesend Kent DA11 0ER 0474 365206	ZIP SOFTWARE	A large range of software including missing facilities for non LZ models.

Overseas

NAME & ADDRESS	PRODUCT NAME	DESCRIPTION
Grafinta SA Avda. Filipinas, 46 28003 Madrid Spain 253 72 07	DC-1000	Total Station Data Collection.
	COCH	Advanced surveying.
	TACOR	GPS Navigation.

Displaying the Time Approximately

This program is suitable for both 2 and 4 line Organisers. It analyses the clock time in the Organiser and displays the time as most people would speak it.

If the program is used on an LZ or LZ64, it should be translated using the TRAN option (not XTRAN). The program detects which Organiser is being used, and adjusts the format of the screen display appropriately.

Notes From Technical Support

A regular question asked of Technical Support is why the Psion Organiser II LZ and LZ64 switch themselves on and make clicking noises every so often - and is this normal?

All models of the Organiser II turn themselves on every 34 minutes and 8 seconds, this is normal activity, but is noticed more in four line machines because of the louder buzzer.

The reason for this is that the Organiser II maintains the system time with a 12 bit external counter while switched off. The machine switches on when the counter overflows, that is every 2048 seconds (34 mins 8 secs), the Organiser II updates the system time and then switches off again. The machine also checks if there are any alarms due in the next 34 minutes and 8 seconds.

```
QTIME:
local mins%,hr%,aprox%,min5%,model%
local text1$(12,6),text2$(8,11),line$(16),spaces$(8)
escape off
text1$(1)="one"         :text1$(2)="two"      :text1$(3)="three"
text1$(4)="four"        :text1$(5)="five"     :text1$(6)="six"
text1$(7)="seven"       :text1$(8)="eight"    :text1$(9)="nine"
text1$(10)="ten"        :text1$(11)="eleven"  :text1$(12)="twelve"
text2$(1)="just past"   :text2$(2)="gone"     :text2$(3)="approaching"
text2$(4)="just before" :text2$(5)="quarter"  :text2$(6)="twenty"
text2$(7)="twenty five" :text2$(8)="half"
hr%=hour
mins%=minute
spaces$=rept$(" ",7)+chr$(13)
model%=18-(peekb($2184)<>0)*4
aprox%=mins%-(mins%/5)*5
if aprox%>0
  line$=" "+text2$(aprox%)
endif
line$="It"+chr$($27)+"s"+line$
print rept$(" ",(model%-len(line$))/2-1);line$,spaces$;
line$=""
min5%=(1+mins%/5)+(aprox%<3)
if min5%>6
  min5%=12-min5%
endif
if (min5%=1) or (min5%=2)
  line$=text1$(min5%*5)
elseif min5%>2
  line$=text2$(min5%+2)
endif
if mins%>32 and mins%<58
  line$=line$+" to"
elseif mins%>2 and mins%<33
  line$=line$+" past"
endif
if line$<>""
  if model%=18
    pause -20
  endif
  print rept$(" ",(model%-len(line$))/2-1);line$,spaces$;
endif
hr%=hr%-(mins%>32)
hr%=-hr%*(hr%<>24)
if hr%=0
  line$=text1$(12)
elseif hr%<13
  line$=text1$(hr%)
else
  line$=text1$(hr%-12)
endif
if min5%=0
  if hr%=0
   line$=line$+" midnight"
  elseif hr%=12
   line$=line$+" midday"
  else
   line$=line$+" o"+chr$($27)+"clock"
  endif
endif
print rept$(" ",(model%-len(line$))/2-1);line$
pause -60
key
return
```

Software Boom For Organiser

The versatile Psion Organiser II can now improve your word-power and challenge you to a round of poker or pontoon.

At least it can if you use one of the two imaginative new software packs from Psion.

Games Pack

Games Pack is ideal for both the Organiser enthusiast or the over-stressed executive alike who need a little light relief. It is suitable for all models of the Organiser II and was launched in November 1989.

The pack allows you to play eight games including casino pontoon, draw poker, memory tests and logic number problems. Four players can enjoy the graphic ten-pin bowling simulation and there is even an arcade style fruit machine.

There are lots of bleeps and tunes accompanying the Runner Game, a test of dexterity which involves jumping over hazards in order to finish the course safely.

For those who like a fight, the Sub

game involves a death-defying struggle with lethal jellyfish, sharks, mines and seaweed.

This pack is the latest edition to the range of Published by Psion software which also includes the recently upgraded Travel Pack which is now available for all models of the Organiser.
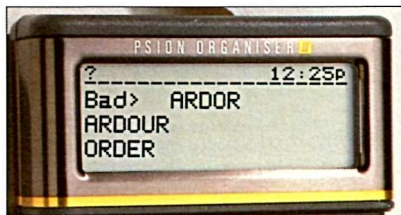
The Published by Psion products enjoy the same benefits as Psion products being fully backed up by Psion Technical Support.

Thesaurus and Spelling Checker

This pack offers a range of facilities for the people who want to polish up their prose.

It includes a Thesaurus with 660,000 synonyms to help locate that elusive word. Words are listed in groups with similar meanings.

A Spelling Check helps those whose spelling is less than perfect. It tracks down similar sounding words and wildcards locate the correct spelling, even when guesses with missing letters are tapped in. Names, places and abbreviations are also included.

Crossword and puzzle fanatics have an unfair advantage with the Anagram Solver. By tapping in the jumbled letters it searches all the potential words in its database.
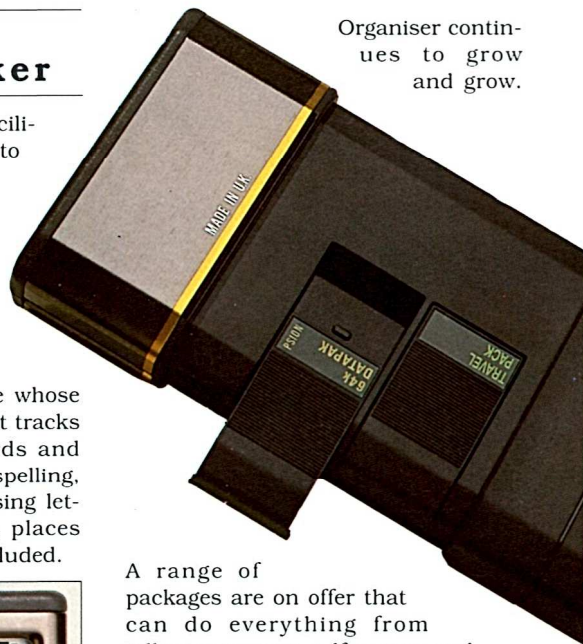
The pack has full OPL interface so programmers can add their own facilities. The pack will be available in the Spring.

Extensive Library

These new packs now bring the range of Psion and Published by Psion software to a total of 10 packs. This includes a Lotus 123 compatible spreadsheet, the new Finance Pack II for all your personal accounts and expenses, a Formulator for evaluating and solving formulae and conversation and even a pack to manage your shares portfolio.

In addition to these packs, as you can see from page 14, the Third Party software that is available for the

Organiser continues to grow and grow.

A range of packages are on offer that can do everything from telling you your golf scores and handicap to calculating dental fees. (Back issues of Psion News are available with more details).