Psion's tenth birthday

As Psion celebrates its tenth birthday, the Company can look back on ten years of outstanding achievement and growth during which it has created new markets and through hardware and software has met the needs of millions of computer users.

A Record of Innovation

Psion has had an outstanding history of innovation and development. The next ten years are likely to see developments on a much wider scale and some of these major new applications and technologies are already on the horizon as a direct outgrowth of today's Psion Organiser, Mobile Computers and software systems. Innovations such as Solid State Disks rising to 100 megabyte in capacity, voice processing input and computer operation, solid-state dictaphones, the widespread use of state of the art surface mount technology in manufacturing and Psion's unique custom chip designs point to an even more exciting future.

Psion's raison d'etre is to provide utility, quality and value in computer products for all of us in our working and professional lives. Building on the base of the Mobile Computer technology, more powerful, versatile and faster computer products will replace pen and paper and meet our needs in the office, at home or wherever our work takes us.

In the Beginning

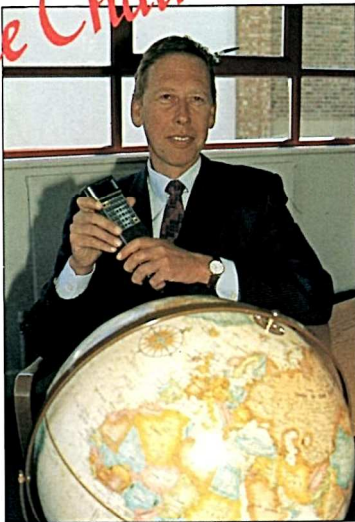Psion has come a long way since 1980 when Imperial College academic

In this Issue:

New product news on the Organiser, Mobile Computer and Psion Dacom.

MC 400

Note from the Chairman

"Values: Past and Future"

❛ This newsletter celebrates Psion's tenth birthday. For large established corporations, like elephants, ten years is young. But for the sunrise world of the microcomputer company, it's an aeon as old as the industry. In Psion we look back with great pride at the exciting but sure growth and development of the Company in a world of startling change, flux and corporate shooting stars.

That growth has come first from the forward-thinking, innovation and value pursued by our product engineering, and the track record is a proud one. Over the decade Psion has opened up and pioneered new markets in software, hand-held computers and mobile computers. In decades to come Psion will strive to maintain engineering innovation, excellence and value at the heart of its culture.

But Psion's growth has come equally from its marketing, distribution and service to the customer. This is reflected in our wide customer base, where we serve the corporate user, the consumer and the international market. It is therefore fitting in 1990 that this has been recognised, in our tenth birthday year, by the Queen's Award for Export.

We look forward to building Psion, into a substantial force in the European microcomputer industry. ❜

Where can you store more than 40,000 product codes, 10,000 names and addresses or more than 40 pages of close-typed text?

The answer lies in Psion's new 256K Flash Datapaks for the Organiser II opening up a whole new range of high-volume applications - such as mass data collection and data look-up.

Using the same storage technology as the Flash Solid State Disks for the Psion Mobile Computer range - the new packs are the same size as Datapaks but with many advantages.

More Capacity, lower power, higher speed

To start with data can be written faster to the Flash Datapaks than to conventional Datapaks. Using less power, the Flash Datapaks extend the Organiser's battery life. Another key advantage of Flash technology is that the whole pack can easily be erased electrically, without the use of an ultra-violet light formatter. Flash Datapaks can be erased 100,000 times - equivalent to over 250 years of daily use!

To erase the pack, you use either a second Flash Datapak, or a Flash Datapak Formatter program pack, available separately. And of course, Psion will offer the same kind of formatting service as is currently provided with standard Organiser media.

The Organiser II LZ64 for example, now has a total memory capacity of 576K. "We have already seen far more applications developed for the Organiser II than we would have ever imagined," explains Business Manager John Seymour. "With the tremendous addition provided by the 256K Flash Datapaks, the applications horizon for Organiser II software has broadened ever further." The Flash Datapaks will work on all Organiser IIs except the CM.

500,000 can't be wrong

While the Organiser II's horizons have been broadened, they have also become even more popular with more than half a million Psion Organisers having been sold.

The Organiser - which created the market for personal electronic organisers - is now available in 44 different countries and spans a range of more than 40 different models. The huge success of the Organiser makes it the world's best-selling hand-held computer and personal electronic organiser.

1/2 Mbyte
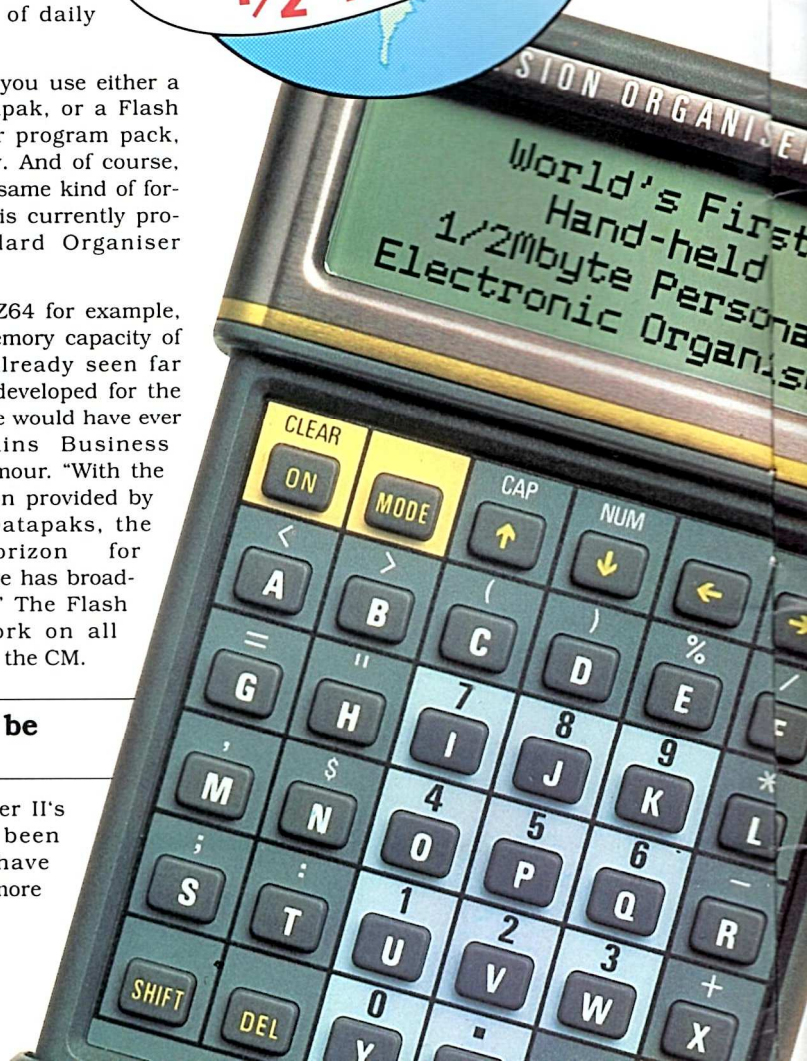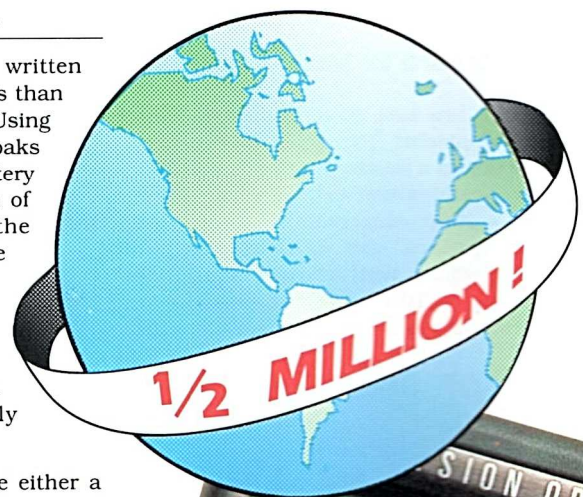
Organiser sets new horizons

Psion is celebrating this fact - and its own tenth birthday - with new corporate versions of the Organiser, a range of new peripherals and add-ons for the Organiser II range.

Corporate users will also be interested to note the availability of two new corporate 4-line screen versions of the Organiser II. The unique design of these machines makes them a powerful platform for the creation of customised applications. Known as the P432 and P464 - the former offering 32K of memory, the latter 64K - these systems further extend the huge range of corporate application opportunities.

A bright Future

With Psion's new 4-line corporate models, a greater overall memory capacity and strong UK and worldwide sales, the Organiser II enters the 1990s with authority and confidence.

All under one roof, all on one Flash Datapak

Pioneering Band Three Radio

The Organiser II is being married with a new nationwide mobile radio communications system offered by Band Three Radio. Designed to give companies voice and data communications in their vehicles, the system works out at half the cost of cellular telephones.
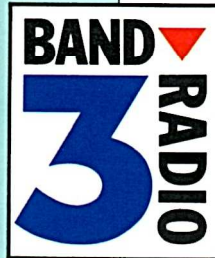
"The service is aimed principally at fleet operators who need to control the movement of their drivers," says Callum Mackie, Sales and Marketing Director for Band Three Radio."It provides fast, direct communications between vehicles and their base for companies in such industries as transport, distribution, construction and service engineering."

And it's not only conversations that can be carried over Band Three Radio. Using Band Three Radio's RADIOTEXT data broadcast system, organisers of the recent national Kellogg's Tour cycling race were able to provide a race results service on the move.

As the race progressed across the country, a race official working from a Land Rover communicated the results via voice transmission with the race organisers. He then relayed the results from his computer to the ten Organiser IIs located within vehicles belonging to the press and race officials.

This meant that for the first time, UK and foreign press received the very latest overall race positions and race reports as printouts were produced in their cars through use of the Psion Organiser II and Band Three RADIOTEXT technology.

Psion's MC range: around the world in many ways

There are two distinct ranges of Psion Mobile Computers: the PC-compatible MC600 series and the MC200 and MC400 Graphic Interface (GI) machines. This month sees the release of a variety of new hardware, software and peripheral products designed to complement and enhance both ranges.

New built-in software

Psion has developed a new version of the built-in system software for the GI range. Version 2 of the GI software offers a number of important enhancements to the ground-breaking virtues of the original applications. These include:

- **Improvements to the speed of data retrieval** - You can now begin working with your files even more quickly, as refinements to the GI software have provided across-the-board high speed access to all GI applications. This is particularly noticeable in the speed of database searches.

- **HINTS facility** - Offers listings of the hot (Psion key) strokes, providing the user with a built-in reference guide.

- **Keystroke alternatives to all touchpad actions** - It is now possible for the user to issue all commands directly from the keyboard.

- **Better type-styling** - From the text-processing application, you can now easily embolden, italicise and underline text (providing your printer supports this).

- **Improved diary and time manager** - Speed and efficiency of the diary time manager has been significantly improved to enable easier entry and retrieval of appointments.

- **Enhanced file management system** - Redesigned in order to make it more intuitive and flexible to use. Also has an ability to TAG files.

- **GI development environment** - This is currently being written to enable developers to take full advantage of the GI and multi-tasking operating system.

- **OPL** - Psion has improved and extended its built-in OPL programming language.

For information on how upgrades are to be carried out in your area, please contact your local dealer.

MC200 takes off

This month the MC200 equipped with Version 2 software becomes generally available. The machine will cost some 29 per cent less than the GI range flagship MC400 and contains 256K of RAM, 256K of Flash memory, nine built-in applications, a blue and white "super-twist" LCD screen with a display resolution of 640 by 200 pixels, the unique Psion "touchpad" and four SSD drives - of which three
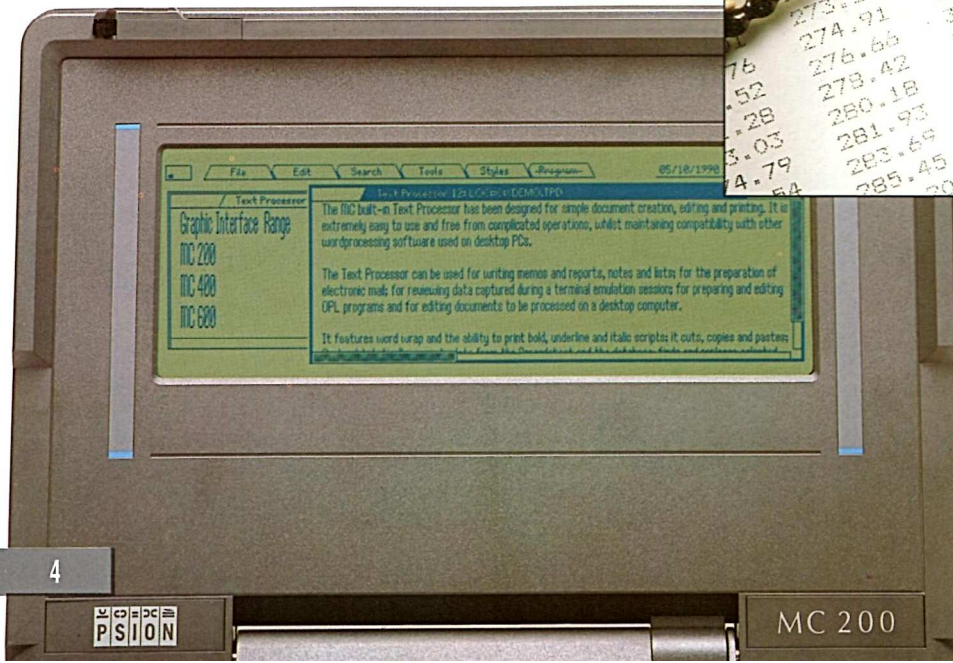
are available for data storage.

In addition to its low entry-level price, the MC200 has the dual virtues of being only 4.3 pounds in weight and the ability to run up to 75 hours on the same set of batteries.

The ultimate personal computer - the MC200

E = MC with a spreadsheet

The first major new application to take advantage of the Verison 2 Graphic Interface software is a Lotus 1-2-3 compatible spreadsheet.

It is a full-function, no-compromise spreadsheet application that makes full use of the GI environment on the MC200 and MC400. Like all MC applications, it is multi-tasking and provides for cut, copy and paste to and from other MC applications.

In addition, the spreadsheet incorporates search, sort, database and table facilities - along with all the financial, mathematical, logical, string, range and statistical functions you would expect from such an application.

It has been designed to provide import and export to and from Lotus 1-2-3 (and all other spreadsheets which accept data in Lotus compatible format) so that you can carry your desktop PC's spreadsheets around with you.

PC meets MC environment

As mentioned earlier, there is also a new development environment on the way. This PC-based environment will allow developers to emulate the MC environment on their desktop PCs and provides a complete set of tools to easily write applications for the MC graphic environment which can then be ported back to the MC.

Psion is keen to provide as much help as possible to all individuals and third party software developers that wish to write for the MC. "We are actively going to encourage the development of software for the MC produced either by ourselves or Value Added Resellers," says MC Business Manager Steve Rogers. "Either way, software is essential for the long-term growth and success of the machine."

Quad Modem

Meanwhile, Psion subsidiary Psion Dacom has produced its first Quad modem for the MC - complete with adherence to the V21, V22, V22bis and V23 (with MNP 5 error correction) communications standards.

It fits flush into an expansion slot at the rear of the MC and will operate with any standard UK British Telecom phone socket. The modem can be used with the GI range terminal emulation application which is built into both the MC200 and MC400. The PC compatible modem comes complete with Datasoft's Datatalk 4 Communications software.

Flash Memory Increase

The maximum memory capacity on the MC range - the MC200, MC400 and MC600 - has been extended even

Mobile Modem with Quad capabilities

further with the recent announcement of 1 Mb Flash SSDs. This considerably extends the memory capacity of MC systems and is only a prelude to 2 Mb and 4 Mb Flash units planned for 1991 and 1992.

The Psion Mobile Computer range is now more powerful and flexible than ever - with a wide choice of memory storage, communication facilities and applications.

Organising who does what

It's a phrase you hear often: the left hand doesn't know what the right is doing. To redress the problem of poor communications, Psion is actively involved in providing an inventive modern solution in the form of a management task known as "job control".

Simply put, a good job control system lets you plan on-site jobs, allows data entry on site, sends the information back via your office telephone line (or whatever other data communications system is appropriate) and picks up new information from your office.

It further provides the facility to carry out on-site analysis of such data and make immediate use of the analysis.

For companies with field work forces, Psion has identified and met the need for speedy, paperless and accurate job control systems through its portable technology and systems development. So much so Psion has recently secured four prestigious corporate orders worth about £2 million in the job control field.
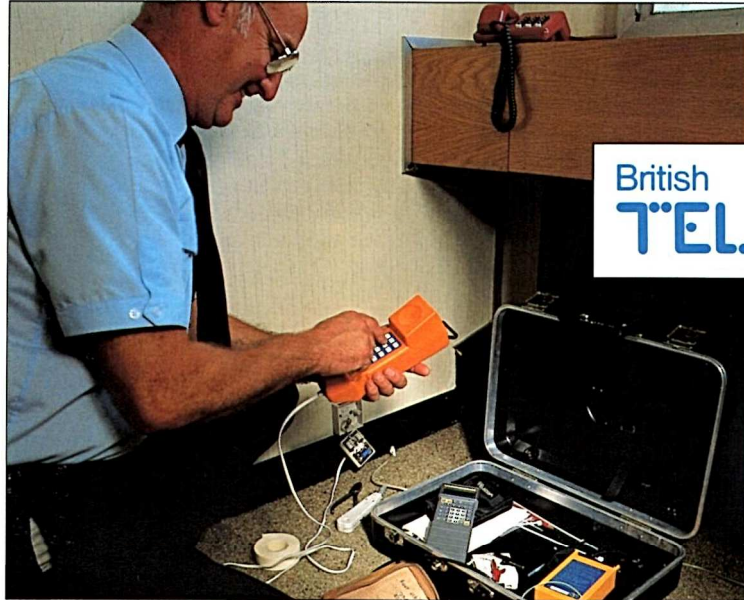
Installing technology the Psion way

BT gets a first in Psionology

Paperwork is the bane of business life and British Telecom's installation engineers have always had more than their fair share of it.

But thanks to the Organiser II, that burden is being considerably lightened. British Telecom is taking 10,000 Psion P250 hand-held computers for use by installation engineers raising the total number of Psion systems used by the company to 19,000.

Field technicians using the P250 will record their daily installation and repair duties electronically instead of filling in various job/work allocation forms and will thus allow automatic input into costing and management systems.

Details of each activity are recorded on the terminal in the field and stored on the terminal's Datapak. Datapaks are dispatched at weekly intervals to nominated locations, where data is transferred to a PC. A clean Datapak is then used to record the next period's work.

Pied portable helps kill pests

Controlling pests is a difficult business, requiring efficiency, organisation and discretion. So when Rentokil is called in it needs to make sure that the job is carried out quickly and thoroughly with maximum sensitivity to its clients.

To ensure that the service provided by its 700 technicians operating nationwide runs as smoothly as possible, the company developed specially written computer software to run under the Unix multi-user operating system.

To improve this system even further, a four line hand-held terminal (Psion P432 - see page 3) was introduced to enable service staff to record 'on-site details of their work. This saved considerably in the time taken to record this information back at the branch office and also reduced the amount of "keying-in" required.

In its first corporate application, the model P432 will allow technicians to record treatment information during calls at customer sites. This information can then be used to automatically update records on the branch's Unix-based ICL DRS 300. Every week, Datapaks containing that week's treatment information will be sent to the branch office.

MC400s go with the flow

When Lee Valley Water wanted a better way of communicating with field service staff, they considered mobile telephone technology with a difference for the job.

The difference is Psion's MC400 Mobile Computer which Procis Ltd is linking via modem to Lee Valley's mobile radio communications system to provide "live" data links between service vans and the head office mainframe.

This first job application of the Psion MC400 is currently on trial with Lee Valley Water using software written by Procis Ltd.

MC400s are being used initially to transfer full details of emergency jobs to the water company's field work-force.

Later it will be extended to cover all jobs and pre-inspection
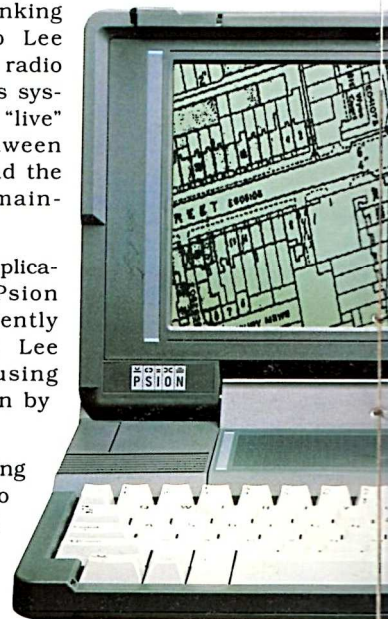
reports and digitised maps (making use of the MC400's Graphic Interface).

Although information can be sent to the MC400 from the organisation's main record database, the most important

much more secure in this regard.

At Lee Valley Water, Procis Software has written an application which not only provides a job control system but, due to its inherent capability to be further
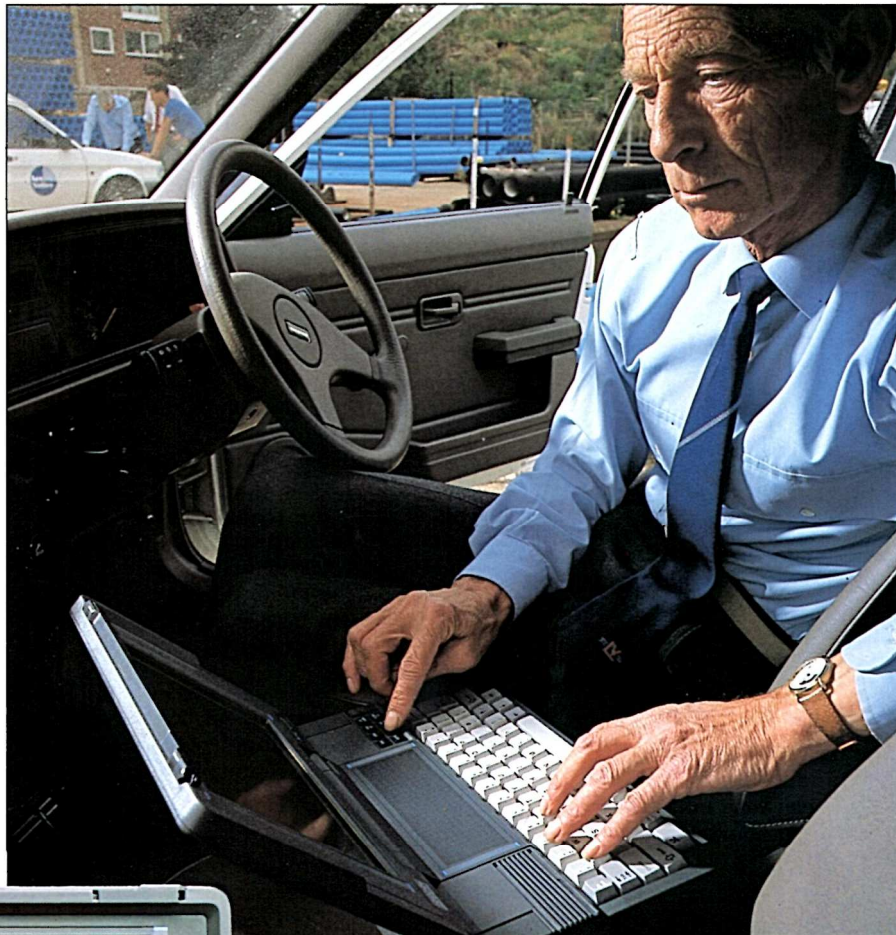
Job control with a difference

aspect of this application is that main records can actually be updated directly via the MC.

The use of Solid State Disks for security of data has played an important part in this application. When you are down a hole fixing a leaky pipe, you can't have floppies crashing and losing data. The SSDs used in the MC400 are

extended to other areas of business within utility companies, is an extremely flexible corporate system that can be adapted to suit varying requirements within the industry.

Job control fuelled by MC600

Psion's new MC600 fully DOS compatible MC600 Mobile Computer is also undergoing its first job control trials at British Gas South Eastern. The fact that British Gas can continue to run its existing PC-based 4GL software on the MC600 makes it particularly attractive. Field technicians are now able to log details such as work done and time elapsed directly onto the MC, removing the need for time consuming paperwork.

British Gas
South Eastern

A future full of Eastern promise

As the economies of Eastern Europe open to Western high-tech companies, Psion is pioneering new applications and markets in Czechoslovakia, Yugoslavia, USSR, Poland and Hungary.

Psion technology is assisting these countries in modernising agriculture, industrial and stock control systems, cash registers, medical instrumentation and even the voting process.

Polish Distributor (Polbrit) is actively developing a number of Organiser II applications and has run a series of TV ads in Poland.

In Czechoslovakia, Psion has joined forces with state-owned distributor PORS, who have a large shop in Prague where Psion products are displayed and demonstrated.

Concentrating on the Corporate Sales sector, PORS have started by developing their own stock control application.

Meanwhile, Yugoslavians in Belgrade have recently found Organiser IIs being used to read their electricity meters, whilst Russians have started to show interest in the Organiser II at a major Moscow trade fair.

Making democracy count

Democracy returned to Hungary earlier this year and Psion was privileged to play a small part in the process. 450 Organiser II systems were supplied to the Hungarian government for use in validating and cross-checking the returns in the country's March elections, a process which was not as simple as an ordinary Western election, as each voter had several votes to cast.

In the country's first free elections in 40 years, Hungarians registered their votes at 11,000 polling stations. Returns were cross-checked overnight and discrepancies automatically identified at 150 central counting centres using the Organiser II and specially written software. The order was secured by Psion's Hungarian distributor Trigon Trade Limited in Budapest.

"We are delighted to have helped the Hungarians to ensure that truly democratic elections take place," said Peter Norman, Managing Director of Psion UK plc.

Minding the baby

Trigon has also developed a new medical application for the Organiser II. Known as 'Psion Toco' it is designed to measure the movement of babies that have a high chance of being born prematurely.

Premature babies are common in Hungary, but with limited hospital resources it isn't cost effective to keep women that are susceptible to premature births in hospital for months. This new software has had an 80 to 90 per cent success rate in detecting premature babies.

Mothers equipped with this simple system (an Organiser is linked to a sensor via an interface in the RS232 port) are able to record the movements of the baby at home. Should the readings suggest that the baby is at all at risk, the Organiser alarm sounds and the mother knows to go to the hospital immediately. The data is stored on the Organiser and at a later date down-loaded to a PC for analysis and to identify groups at risk.

The system is currently on trial at a Budapest Clinic awaiting government approval to be used countrywide.

Meanwhile to help satisfy the needs of these new free-market economies, a number of new applications have been developed by Hungarian third party software house Egszi ranging from an alarm system for farmers for the detection of mastitis in milk, to a compact and efficient cash register which incorporates the Organiser II and printer.

The printer element of the cash register is particularly important as from July 1 1990, all shops in Hungary are required to give customers a receipt.

*Finishing first - a racing certainty with the Psion Organiser*

Vive La Poste

The French Postal Service (La Poste) has been looking to computerise its national airmail despatch service. The service already had the French Minitel system installed in all its postal sorting centres and felt that it could computerise the airmail dispatch system by extending its use. (Minitel is a videotext terminal supplied free of charge to all French households and is used to access almost any services including public information databases containing details on items such as railway reservations and telephone directory enquiries.)

Through computerisation, La Poste sought to reduce costs, the volume of paperwork, save time and reduce overheads.

The French Postal Service owns 12 planes that are used to transfer mail to Paris. The service needs to keep track of all the mail bags. Previously the system involved someone intercepting the bags as they boarded the plane, noting their weight and destination. Once the boarding was complete, all the data was then phoned through to headquarters where it was logged onto the system.
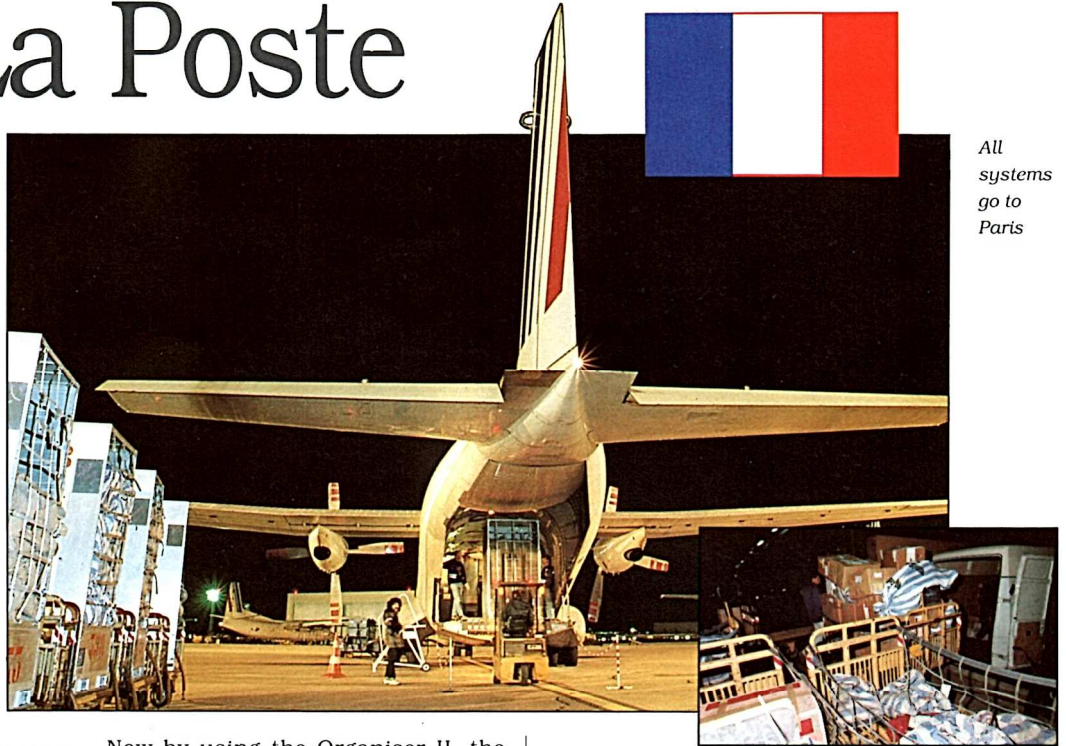
Now by using the Organiser II, the system has been simplified. As mailbags board the plane, destination and weight are shouted to an operator who logs the data onto a Minitel terminal which, in turn, acts as the receiving terminal to the Organiser II. The Organiser II checks the data and stores it to RAM. Once all the loading is complete, the data is automatically transferred via the Minitel built-in modem to the mainframe in the relevant postal centre.

All systems go to Paris

Organising gastric monitoring

Building on the success of the Organiser's well-known capabilities as a means for medical instrumentation, an Italian company has developed a new Organiser II based oesophageal and gastric pH monitoring system.

The system provides 24 hour monitoring of the oesophageal and gastric channels of a patient under treatment at 4 second intervals.

The doctors and nurses conducting the test have access to a variety of data throughout the 24 hours when it is happening. This includes the time elapsed, current pH value, how long the pH level has been sustained for and what, if any, pain is suffered by the patient.

The keypad of the Organiser has a special 'event' key which can be assigned any function. The patient has use of this key and so the key is invariably titled 'PAIN' so that the pain experienced by the patient can be monitored during the test.

If the patient is under a lot of pain, he/she can press the PAIN button which in turn bleeps to alert the medical staff. The program stops running when the 24 hours are over, and reviews the data that has been recorded for the relevant patient.

Racing story

Professional racing drivers lead a tough and dangerous life dominated by time - laptimes. This information generally comes to them from a display placed at the straight line of the circuit where the laptime is directly visible to the driver. However, usually it is only the time taken on the previous lap that is shown and not the one they have just completed. But with a new Organiser II based chronometer, CHRONOS F1, developed by Belgian company, Alfa-Projects, the display can now be updated quickly enough to show the time taken on the lap just completed. This offers a major advantage, particularly during training, as drivers can immediately see any gain or loss of time during practice and subsequently adapt their driving style or proceed with car and engine adjustments.

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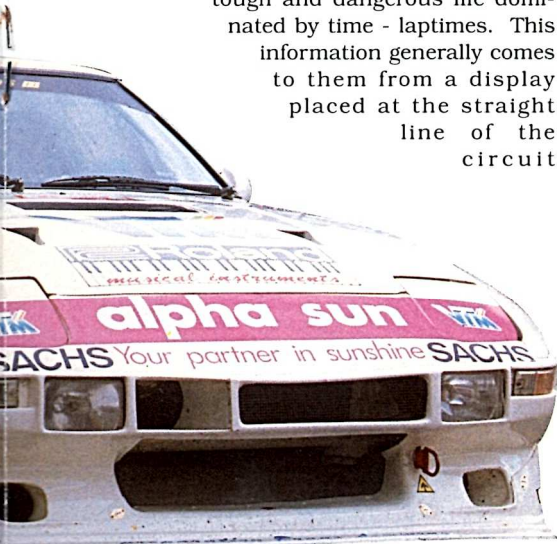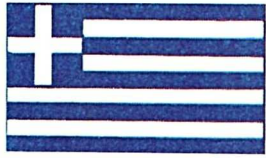
Taking a dive

When Greek archaeologists wanted to uncover the secrets of the oldest known shipwreck in the world, it put one of the most modern information recording systems to work on the job.

The sunken ship, known as Dokos, fell to the ocean floor in about 2200 BC and offers archaeologists a treasure trove of information about seafaring life in ancient Greece. Archaeologists, scientists, technicians and divers are making extensive use of the Organiser II to explore this time capsule.

The Hellenic Institute of Marine Archaeology (HIMA) is using 10 Psion Organiser IIs along with specially written software called "DIVE MASTER" and 128K Datapaks in its excavation of the site. The system is used by the divers to monitor the amount of oxygen held in their tanks, and to log their observations of the wreck after each dive.

Deciphering Aegean mysteries

Ever herd of an Organiser?

Farmyards and computers aren't the most natural partners you could think of, but in the United States they are quickly becoming fast friends. One of the key elements in cementing that relationship within the US dairy farm community is the Organiser II.

The Organiser is being used as part of a new milk recording and quality testing system currently on trial throughout the state of Wisconsin, an area of the United States which is larger than the whole of the UK. This state has a cow population of 900,000 and its milk production accounts for some 15 per cent of total US milk yield.

With dairy farming being such a key element of its economy, it is not surprising that the farmers of Wisconsin are always looking for better ways to gather information about their dairy herds and their milk yields. Although various methods for collecting this information have been employed since Wisconsin started recording it at the turn of the century, attempts at automated data collection have thus far been hampered by the rough, noisy and rural environment of the barnyard.

Wisconsin Dairy Herd Improvement Association however, has developed an Organiser based system which conquers these difficulties. The software for the system was written by the Wisconsin Dairy Herd Improvement Association with help from Psion.

To start with the system operators are each equipped with an Organiser and barcode reader which they wear on their wrists. As each cow is milked, a sample is taken in a container which is marked with a unique barcode number between one and one hundred million.

As a sample is taken, a number identifying the cow is entered into the Organiser along with the barcode reading from the container thus linking the two. This is a vast improvement on the previous method of operation, where each cow had a specific container with a specific barcode number assigned to it and they could only be used in conjunction with one another. This was never an easy task in a noisy, crowded and sometimes mucky barn.

In addition, the Organiser's Datapaks provide a more reliable method of storing data and they, along with the specially written software developed for the system, prevent data loss and mixing of incompatible data. Previously, significant amounts of data gathered from farms was riddled with errors. Now there is an insignificant level of data error. A record is now left on the farm of all the information gathered with the report printed from a Psion Printer II.

1,100 Organiser systems will be purchased with about 400 used by professional data collectors and the balance used by individual farmers. At least 20 other regions throughout the United States, along with the English Milk Marketing Board, are now looking at the merits of the system.
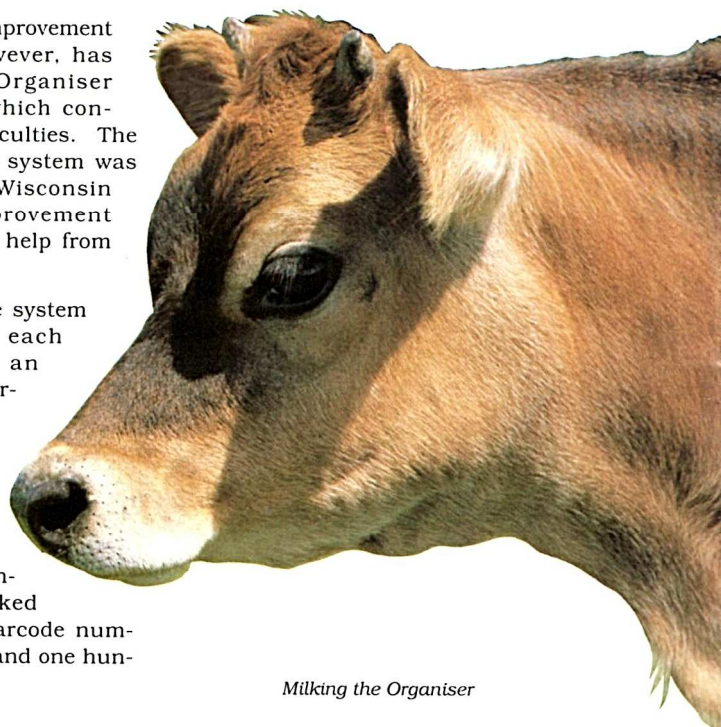
Milking the Organiser

Psion, Dacom draw closer together

In the year and a half since Psion acquired data communications specialist Dacom, the two companies have been moving ever closer together with an increasing number of joint projects underway, a new company name and logo, and the appointment of Andy Clegg as Managing Director.

The new company name, Psion Dacom, will be reinforced with a logo which seeks to strengthen the links to Psion yet maintain the authority and reputation of the Dacom name.

One of the major changes you will see from Psion Dacom is an aggressive pricing structure which will orientate the company into the mass market place.

A good example of this new product trend is the new Psion Dacom "Datamate" Quad modem. Whilst being compact, self-contained and battery-powered it offers fax communications, extended Hayes AT command set, V42/MNP5 error correction and data compression for high throughput of error-free data and a

standard V24 interface

P S I O N
D A C O M

to provide connection to all mobile and handheld computers. With the option of a cellular pack, it can also connect to the national cellular telephone network.

This tiny Quad modem is unique in its flexibility of applications, a feature which makes the Datamate so attractive to corporate users.

Mercury Carphones selected Datamate as the preferred modem for connection with its cellular telephone network, while Reed

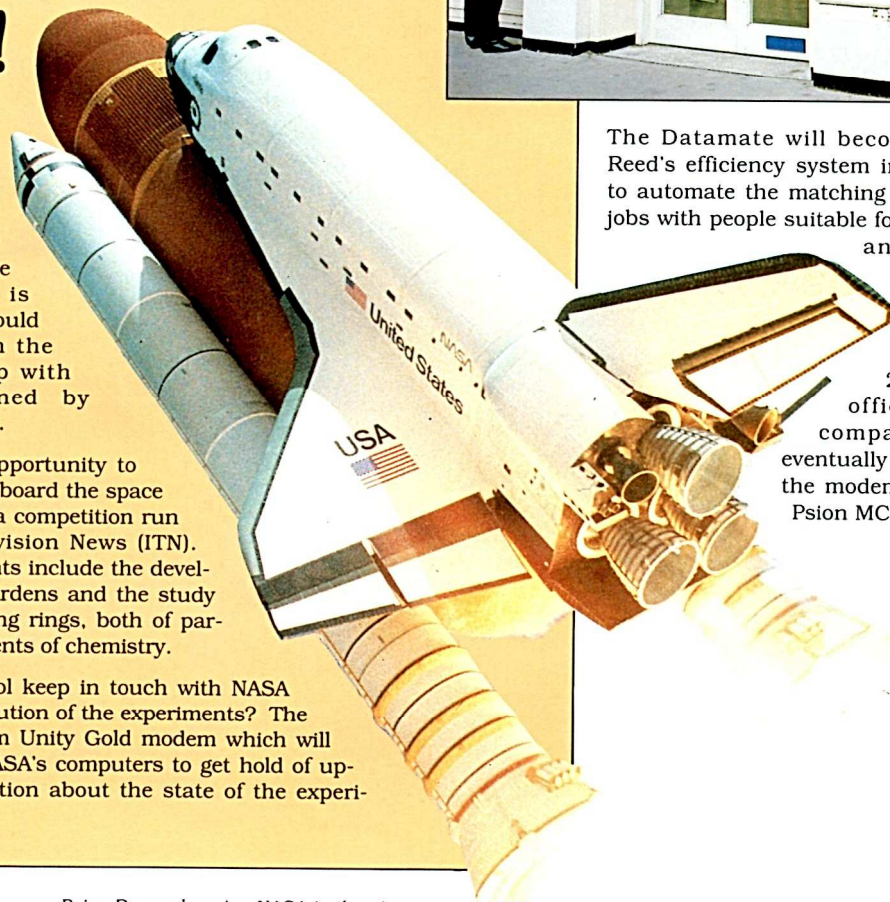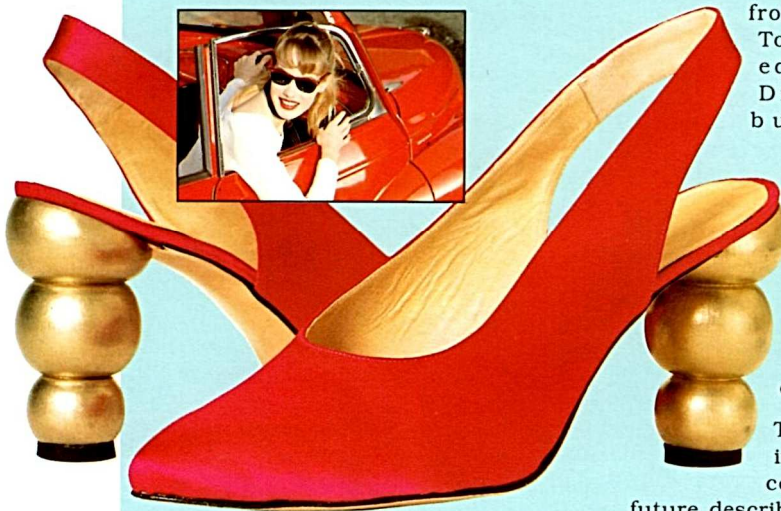Employment found the Datamate to be the perfect complement to the compact workstations it uses.

The Datamate will become part of Reed's efficiency system in its efforts to automate the matching of available jobs with people suitable for these jobs and will be used in the computerisation of Reed's 200 UK offices. The company hopes eventually to combine the modems with the Psion MC600.

Lift off !

A classroom full of children is not the first place you would look for the directors of a major scientific experiment aboard the American Space Shuttle. Yet that is exactly where you should look next year when the shuttle is loaded up with experiments designed by Ashford School in Kent.

The school won the opportunity to place its experiments aboard the space craft five years ago in a competition run by Independent Television News (ITN). The winning experiments include the development of chemical gardens and the study of diffusion in Liesegang rings, both of particular interest to students of chemistry.

But how will the school keep in touch with NASA during the critical execution of the experiments? The answer lies in a Dacom Unity Gold modem which will be used to dial into NASA's computers to get hold of up-to-the-minute information about the state of the experiment.

Psion Dacom keeping NASA in the picture

News in brief

The Organiser II has become a museum piece. No, it is not obsolete but instead just helping out with two new exhibitions recently staged at the Victoria and Albert Museum in London.

The first was an event known as The Plastics Age: From Modernity to Post-Modernity. This traced the use of plastic in many wild and wacky variations as a design medium from its beginnings in the 19th century to the latest creations - one of which is the Organiser II.

Secondly, the V&A developed Collecting for the Future: A Decade of Contemporary Acquisitions. From Levi 501 jeans to Filofaxes, tea-pots to tiaras, kettles to quilts, this exhibition unveiled the familiar and not-so-familiar in the V&A's vast collection of recent acquisitions. Visitors were encouraged to look beyond the finished product to the design process itself and the Organiser was one of the designs under the V&A microscope.

Meanwhile, the King's College Leeches to Lasers exhibition featured the Organiser II as part of its history of the development of health care from Sweeny Todd's barber equipment, Dickensian butcher's knives and leeches through to modern laser treatments. There were a variety of visual presentations accompanied with a simultaneous narrative which the exhibitors dubbed "Living Images".

The Organiser was used in Living Image 3, which concerned a GP of the future describing how things would look in the year 2000 and how he could use new technologies such as those embodied in the Organiser.

Further afield, at the Design Britannico: Technologia e Innovazione, a British design and technology exhibition in Turin, the Organiser II will be shown as a product which promotes good British design and encourages greater collaboration between British and Italian designers and manufacturers. The exhibition takes place at the Fiat Car Museum in Turin between November 7 and December 15 1990.

♦♦♦

When inflatable boats lined up at the starting gate for the Carlsberg Round London Boat Marathon, they would have found it hard to spot the timekeepers, who kept themselves discreetly hidden in the palms of the hands of their operators.

The London Motor Boat Racing Club used eight Organiser II XP systems to supervise the marathon. The event tested the boat handling and navigational skills, teamwork and endurance of the competitors.

The Organiser II's job was not a simple matter of keeping time; it had to spy on the competitors and award penalty points for any errors made. Penalties were given to competitors who arrived at any of the check points (some of which were hidden, to keep competitors on their toes) early or late.

DESIGN BRITANNICO
TECNOLOGIA E INNOVAZIONE

and program guide book by Mike Shaw. These are being used to help the organisation improve its control of the heating and ventilation system in its building - a money-saving exercise which will allow the Foundation to keep more of its money in rehabilitation programmes and a little less being lost on inefficient heating and ventilation.

◆◆◆

The harsh and forbidding terrain of Eastern Siberia in the USSR is not a place which immediately springs to mind when you think of an international endurance motor sports event. But such is the case with the Camel Trophy SIBERIA USSR 90.

"The Baikal region is breathtaking in its enormity and beauty and will surely prove a great test of endurance for all concerned," said a spokesman for the Soviet Trade Delegation."It is important to note that it is the first international motor sport event in our country and that sixteen national teams are travelling through areas of the USSR. In every respect, Camel Trophy 1990 is a pioneering event and the Soviet people welcome it."

The drivers were given specific routes to follow throughout the summer-long competition. Organiser II systems were used by the British team to monitor the various stages of their

journey and ensure that they arrived at the right place at the right time. The Organiser-based "Terratrip" was used by the team to calculate the distance travelled to help them plot their route, a device which is accurate to within one-hundredth of a kilometer.

◆◆◆

San Francisco used to be the place to go when you wanted to "tune in, turn on and drop out" but these days it is home to a unique, self-funding, national residential re-education programme for drug addicts, alcoholics, homeless young people and criminal offenders.

The Delancey Street Foundation is unique among many US rehabilitation programmes in that it does not take a penny of taxpayer's money and exists as a non-profit charity. Psion Inc. was recently able to help with the donation of a Psion Organiser II XP, 64K Datapak
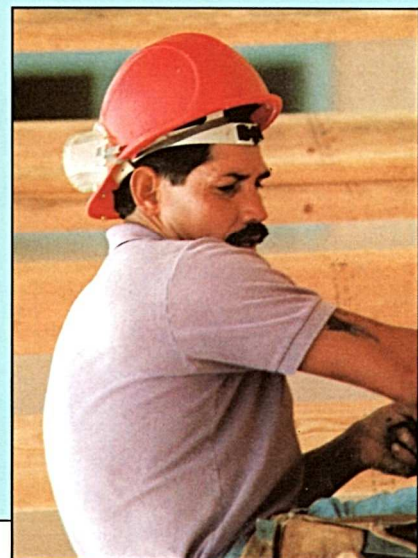
Charity begins at home

13

Housing the ever-growing Psion family

As the family of Psion products and the people employed to design, produce, market, distribute and support them has grown over the past few years, so has the need for a comprehensive and effective warehousing system.

Though it may sound a bit mundane, a well run warehouse has been the key to ever improving service and delivery times for Psion. And with the addition of the lat-

Greenford...more than just a warehouse

est new warehousing facility in Greenford, Middlesex last March, Psion can add even further value to the service it provides.

The new facility at Bristol Road, Greenford is more than twice the size of the previous warehouse at almost 24,000 sq ft. One of the key reasons for the move was the need for space to assemble and store the new parts of the Psion Mobile Computer range. Among the jobs the warehouse is responsible for are:

■ **Product Assembly** - From board level up Organisers, Datapaks, MCs and peripherals are assembled, tested and packed.

■ **Stores** - This is the more traditional role of the warehouse, but it involves receiving goods for all departments not just production items. All items are held in stock, with goods inwards/outwards. From nuts & bolts upwards, Psion purchases all stock and forwards it to the subcontractors. Control of all despatch and shipping is also handled here by 11 staff.

■ **Service Department** - This key department is one of the closest links between Psion and the public that uses its products. The department services all products, keeps the records of all guarantees for the MC, Organiser and all peripheral ranges. In addition to the "public side" of servicing, guarantee and repair work, the warehouse also deals with all production re-works and rectifying of any production faults. They further support the Mobile Computer with repairs to faulty circuit boards and other hardware problems. And as all MCs are serialised, the Service Department monitors and maintains a database of all Mobile Computer and MC peripherals with their service history, guarantee and other key details.

■ **Quality** - The quality of all components which come into the warehouse and that of all products which are sent out of it are monitored and tested by the Quality Department. This procedure has produced an admirably low reject rate, internal rejects are of the order of around 1.5% for the Organiser and 0.5% for Datapaks.

Win a piece of Psion history

Are you good at history - more specifically the history of Psion? If so then why not enter our history test and see if you can win an MC200. Send you answers - along with your name, address and daytime telephone numbe on a postcard to: The Editor, Psion News, Psion UK plc, Freepost, Lond NW8 6YP. Judges' decision is final and all entries must be received by Friday, November 30th. Here are the questions:

1) Who founded Psion?

2) One of Psion's first successful business applications was an i of programs. What was it called?

3) Which famous retail firm was the first to take up large-s Organiser?

4) In what year did Psion first sell shares on the US

5) How many Organisers have been manufactu the nearest 100,000 ...

Our congratulations to Steven James P the winner of our "spot the powers of an MC600 for his keen Psion Org Top Port slot of the Psion tearer on the end), C. Paper Additional func case, E. Well done, Steven.

14

```
DRAW:
LOCAL draw%(58),k%,count%,ndraw%,x%
START::
CLS
PRINT "Enter Number"
PRINT "of draws "+CHR$(63),
KSTAT 3
INPUT k%
IF k%>58 or k%<1
  CLS
  PRINT "   Number"
  PRINT "out of range"
  PAUSE 15
  GOTO START::
ENDIF
ndraw%=k%
REM
REM    *** Generates required number of random draws ***
REM
CLS
DO
  again::
  draw%(k%)=(RND*58+1)
  REM
  REM     *** Checks to avoid duplication of numbers ***
  REM
  x%=58
  WHILE x%>1
    IF (draw%(x%)=draw%(k%)) AND (x%<>k%)
      GOTO again::
    ELSE
      x%=x%-1
    ENDIF
  ENDWH
  AT 1,1
  count%=count%+1
  PRINT "Draws chosen:",count%
k%=k%-1
UNTIL K%=0
AT 1,2
PRINT "Press ANY key..."
GET
REM
REM    ***   Display the numbers selected   ***
REM
DO
  CLS
  PRINT "Draw Numbers:",Draw%(ndraw%)
  ndraw%=ndraw%-1
  GET
UNTIL ndraw%=0
```

Winning the Pools

This issue's program is designed to help you make your pools selections. "Draw" will generate the amount of random numbers, between one and fifty-eight that you request. It then checks to verify none of the selections have been repeated and gives you the option to try again.

Spreadsheet - Technical tip

Our Technical Support Department are frequently asked why an "OUT OF MEMORY" message appears on the Organiser when you try to access the spreadsheet, even though INFO indicates there is sufficient internal RAM.

The reason this occurs is if the last spreadsheet that you were working on was not removed from the memory using the ZAP command in the Spreadsheet GRID menu, INFO does not recognise a Spreadsheet file that has not been removed from Drive A using ZAP. Thus, there is less internal RAM available than the figure given in INFO. To operate the Spreadsheet again, data will have to be deleted from the internal RAM to free space for the running of the Spreadsheet. To avoid this problem recurring, take care to ZAP the Spreadsheet file after saving it.

Dr. David Potter, decided to invest and participate in the then-emergent microcomputer industry. Ten years in the Wild West of microcomputing has been a long time with many companies and markets coming and going, but Psion, with its strategic outlook, has stood out as a long-term player.

With very small resources in 1980, Psion achieved early growth with software publishing and then software development in what later became the home computer market. In the UK and Europe by 1982 Psion was soon the leader in producing games for such popular machines as the Sinclair ZX81 and BBC micros - achieving critical acclaim with imaginative and ground-breaking products such as the first Flight Simulation, Scrabble and Psion Chess which later became the World Micro champion. But by the end of 1982 with the home computer market mushrooming ahead, Dr. Potter decided that Psion could not base its longer-term future on a market that lacked utility and potential endurance. With large profits and resources accumulated from these successes, Psion could now maintain long-term growth only through major development and in pioneering new markets.

At that point Psion focussed on two key new areas: business application software and an innovative new approach in hand-held computers.

Both drew on the Company's considerable software expertise, while the hand-held computing project would encourage it to develop new skills in hardware, design, engineering and production.

The first fruits of this new strategy were born in 1984 with the realisation of Psion's Xchange integrated applications software and the Organiser I - the world's first true pocket computer. This product was designed for both the retail and applications market. The Organiser generated such an interest among corporate users, professionals and small businesses, that Psion was able to evolve the technology to provide a very wide range of software and peripherals.

Retail giant Marks and Spencer was the country's first large-scale user of Organisers - with more than 10,000 of the machines providing a quick and simple method to validate and check the credit-worthiness of their credit card users.

In April 1986, Psion launched the Organiser II range, with greatly enhanced features and functions.

The success of these products allowed Psion to expand its export business with distributors throughout Europe and the formation of subsidiaries in the United States, West Germany and Holland.

In March 1988, Psion became a Public Company following a successful flotation on the USM. The capital from its public listing has supported the continued growth of the company and provided it with the wider capital base for investing in large-scale products and markets such as the MC range.

At the end of 1989, Psion made its boldest move yet in the computer hardware market with the introduction of the first Psion Mobile Computers. It was the culmination of three years of development and a £3 million research and development programme. The Company expects that the radical technologies and concepts built into the creation of the MC Range are ideally suited for the longer-term and will evolve through the 1990s. (As they say in show business, "You ain't seen nothin' yet...")

Psion sets Export records

Not only has the Psion Organiser II improved the business lives and personal productivity of its half million users, it has also improved the UK's balance of technology trade. The Organiser's sustained export growth was recently recognised when Psion was awarded the 1990 Queen's Award for Export Achievement.

"We are very proud to have been awarded the Queen's Award", says Dr. Potter." International markets for hand-held computers have opened up dramatically during the past three years and in 1989 sales overseas accounted for over fifty per cent of the company's volume."

2001: A Psion Odyssey

In the first half of 1990 Psion has seen a number of key milestones as it heads into its second decade. These have included a move to larger headquarters, a major new factory and warehousing facility, the sale of the 500,000th Organiser and the reporting of record revenues exceeding £31 million last year. With its strong base in hand-held computers, with software and communications and with the foundations now laid for major new markets in the exciting Mobile Computer sector, Psion faces its second decade with great opportunities and the potential to develop as one of Europe's leading companies in microcomputers.
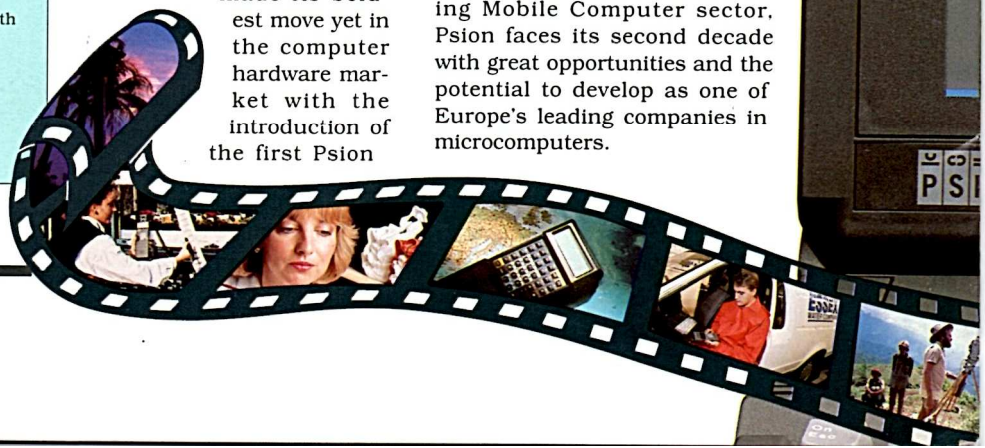
PSION MC200

The Ultimate Personal Computer at a price you can afford - £495

That's the message behind our major National Press Advertising campaign commencing in October and that's what makes the new MC200 so exciting and significant a product for Psion and the market place.

For the first time, a full function portable computer is available at a very affordable price. In fact, this price is less than half the price of other portable and notebook computers currently available.

Not only will the user benefit from the full mobility of our MCs - light weight, long battery life (75 hrs) and ergonomic design - but all the MC200s will come equipped with the latest version of our Graphic User Interface software. And of course the MC200 will run all the same software as the MC400, including our new Psion Graphic Interface Spreadsheet (Lotus 1-2-3 file compatible).

Available now, the MC200 takes all the latest Psion peripherals and expansion modules and can be used an extension of your office-based PC or a stand alone computer, wherever you may be.
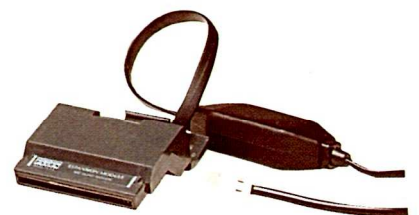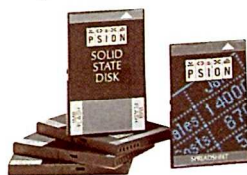
All prices exclude VAT.