

# PSION NEWS

Win  
Organiser/PC  
Comms package  
— see back page

Issue 3

Winter 1988

## Organiser breaks sales records in 1987

The Organiser II broke all previous sales records in 1987 and looks set to provide Psion with its biggest-ever annual turnover in 1988.

In just one year, there has been a three-fold increase in production and sales of popular Organiser II. In September, Psion celebrated the production of the 100,000th Organiser, and is now moving at top speed to reach the 300,000 mark during 1988.

"Demand has grown rapidly throughout the year," comments Peter Norman, Psion's sales and marketing director. "With the establishment of the Organiser as a retail product - with over a 1,000 outlets - the UK retail demand has surged ahead.

"This is in addition to strong growth in the corporate sector. Meanwhile our export markets are expanding dramatically, particularly in France, and we aim to export our tremendous success throughout the world during 1988."

In fact, demand has outstripped supply at the end of 1987 and the company is doubling production over the next few months. "We'll be able to ship a quarter of a million units next year. It is going to be an exciting year," says Peter Norman.

He adds that he is also delighted by the number and variety of applications that

have been developed for the Organiser II - including the many that have been featured in past issues of Psion News.

### Psion set for further growth

If you have been following the U.K. business press, you will be aware that Psion has been planning to float some of the company's shares on the London stock market.

However, the financial markets - not just in London, but all around the world - have been in upheaval in recent weeks. This has caused the company to delay its plans for a listing until next year.

With its advisors, Charterhouse Bank, and its broker Chase Manhattan Securities Limited, the company flotation had been based on a forecast turnover exceeding £11.5 million and pretax profits of more than £1.8 million. According to Psion's Chairman, David Potter, these forecasts will have been exceeded for the financial year ending December 31st, 1987.

The delay in the listing, which may now go ahead in Spring 1988, subject to reasonable stability returning to the stock markets, has not dimmed the company's ambitious growth plans for next year. With outstanding continued demand for the company's products and high return on



Chairman Dr David Potter, with an Organiser II.

capital, Psion is set to expand production facilities and market penetration substantially.

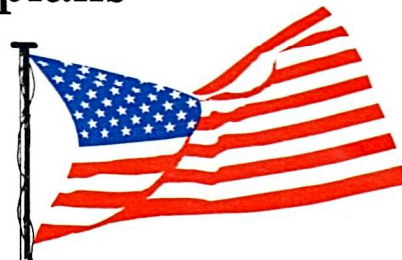
Commented David Potter, "With excellent historic figures and the prospect of expansion and growth in 1988, Psion remains well-placed for the public market. In the long run, access to the public capital markets will help contribute to Psion's outstanding continued growth prospects, to the penetration of world export markets and to the implementation of our long-term development plan."

## Psion steps up US plans

The Organiser II has entered the largest high technology market in the Western world with the establishment of a new subsidiary in the United States. Appropriately-named Psion Inc., the US company is run by Psion veteran Bill Skyrme, who has been particularly successful at bringing the unit to both the executive and professional markets in America.

January's US Consumer Electronics Show in Las Vegas sees that effort being stepped up even further as Psion Inc. rolls out nationwide to the vast American business and leisure markets. A major campaign will be launched to promote the Organiser II to consumer electronics retailers, office products dealers and VARs (Value Added Resellers).

The Organiser II has enjoyed tremen-



dous success in the VAR area; more than 150 VARs have signed on and the number is growing daily. "Our unit is gaining the reputation of being the first truly affordable hand-held computer for every VAR application - field or office," says Skyrme.

According to Steve Sholder, the US company's vice-president of marketing and sales, all this is just the icing on the cake. He says Psion Inc. will be selling the

Organiser II through an extensive network of retailers across the US and further extend the success of the Organiser in the home/office and computer arenas.

The push to retailers and VARs in the US is being complemented by a large Winter and Spring advertising campaign. "We plan a massive rollout in March and April 1988 in consumer electronics magazines and office products magazines. In addition, we'll break advertising in business-to-business magazines," adds Sholder. "We will at that time have Organiser IIs shipped in and be able to provide a complete training programme, attractive counter cards and wallposters."

The US company will also conduct further promotions of Psion Chess (already well-reviewed by the US computer press), PC-Four and Xchange and will provide retailers with all Organiser II add-ons and software products.

Psion Chess beats the world - see back page

# NatWest and Psion boost small business planning

National Westminster Bank, one of the largest banks in the UK, and Psion PLC have developed a new computer-based financial information and planning service. Called NatWest BankLine, the service is designed to meet the exact needs of small businesses, and an important part of the service is Psion's PC-Four integrated applications package.

Psion's PC-Four was chosen by NatWest after thorough benchmark tests. And according to Andy Dickerson, manager of NatWest BankLine, there was little dispute about the results. 'We conducted research into the use of personal computers by small businesses, and identified the key software utilities needed for a fully integrated financial planning system,' he says.

NatWest BankLine service links the user's IBM or IBM compatible computer by telephone to the bank for direct and convenient access to the user's accounts. Enquiries, some transfers and messaging can be conducted from the office or home,

in and out of normal banking hours.

With the use of Psion's PC-Four package, the service also provides efficient integrated tools - word processing, spreadsheet, database and graphics- for organising and forecasting finances. NatWest has added three new features to PC-Four's spreadsheet facilities: cash-flow, profit and loss and balance sheet forecasts.

Andy Dickerson predicts that the new NatWest BankLine service is likely to attract even more small business customers to the bank. 'BankLine is based on industry standard hardware, which many small businesses already own,' he explains. 'The service is extremely easy to use, and the price fits a small business budget.' The NatWest BankLine service costs from £99 with a £25 per month charge, and £69 for the PC-Four package. If required, an accounting package can also be added. The service is only available initially to a limited number of account holders, with the aim of setting up a nationwide system in the UK.

## Organiser II marking time in Denmark

Meanwhile, the time management capabilities of the Organiser II are being used in Denmark by a company that trains executives in how to make best use of their time. Netvaerk AS is a leading consultant firm in management training, providing services to many large Scandinavian companies including the SAS airline.

The company now offers a training course which utilises the Organiser II as a time management tool. Everyone who takes the course gets an Organiser II in-

cluded in the price of the training.

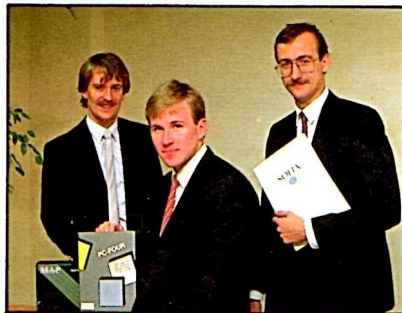
'In our relatively small Scandinavian country, the quality of manpower and management has always been cardinal to keep ahead of our competitors and thus maintain our standard of living,' explains Netvaerk's managing director Finn Strandgaard. 'The Organiser II is definitely an addition to management capacity and heralds a revolution that we must keep pace with.'

## Accounting partner for PC-Four

Psion is currently promoting the use of its PC-Four software with the MAP suite of accounting software. By combining the two software offerings, information can be swapped between the applications.

Softa, the St Albans support and training firm, provides a range of courses which show how the two packages can be used to best effect.

'PC-Four and MAP work well together and that's why they have been linked,' says Psion account manager for software products Paul Thompson. 'If you've got accounting software and office automa-



(l to r) Tim Maxwell of MAP with Paul Thompson, Psion and Simon Wilson, Softa.

tion software, you have a complete small business system.'

For further information on Softa technical support and training, please contact Softa on (0727) 63234.



## Surveying the Organiser

Sokkisha, one of the world's largest manufacturers of surveying instruments, has developed a handy new electronic 'field book' for collecting survey data in the field and transferring it to a computer.

The SDRP Electronic Field Book is based on the popular Psion Organiser II handheld computer. It automatically records readings, such as distances and angles, from field survey instruments, at the touch of a button.

On returning to the office, a surveyor can plug the SDRP into a standard PC, to swiftly download readings and produce a detailed plot without further manipulation of data. Sokkisha estimates that the electronic data capture results in a 25 to 50 percent time saving for field surveyors. And, as information can be entered and retrieved automatically, this method eliminates the human errors of the old method of hand-written field books.

The Organiser II was chosen for its small size, advanced design and reliability. Sokkisha's revisions to the basic model include reinforcing the already solid casing, modifying the keyboard for specific field applications and developing special application software. The package includes all connecting cables and full service support from Sokkisha UK, of Crawley.

When not in use as a survey tool, Sokkisha's adapted model can be switched back to being a fully functional Organiser II.

# A helping hand for history

The Psion Organiser II has become an irreplaceable recording tool at Britain's famous archaeological excavation in Sutton Hoo. For the archaeologists on the dig, a number of donated Organiser IIs have effectively replaced pen and paper.

Director of the Sutton Hoo Research Trust, Professor Martin Carver says 'The Organiser II looked pretty useful to me because at the time I was involved in five digs, both in Italy and England.'

'I wanted a method of recording simple co-ordinates during data acquisition in the field, but I also required a hand-held computer with a decent memory, so the Organiser II turned out to be the ideal solution,' he adds. 'It works a treat and is also competitively priced.'

Sutton Hoo caught the imagination of the British public before the war and the modern excavations are being televised by BBC2.

'This is probably the richest treasure we have ever found,' Professor Carver says. 'The archeologists of the time discovered a 90 ft long oak ship burial chamber. All the wood had disappeared, but what was left were impressions in the sand. There are about 14 similar 'mounds' on the site, many of which will probably contain other



Recording the site geometry of "sand men" graves.

ships. We intend to excavate them and the many graves which lie around them.'

The relics belong to the 7th Century A.D. - the period when the first English Kingdoms were forming and the English were converting to Christianity for both

religious and political reasons.

Human bone is badly preserved at Sutton Hoo, which was an East Anglian Kingdom, but the archaeologists did unearth 'sand men' .... the sand 'ghosts' of 7th Century Man, which can be excavated in 3-D.

This is where Organiser II has been used to great effect. The archaeologists record on site subtle changes in the soils which show where human beings and other organic matter have been buried. The Organiser II logs the 3-D co-ordinates on-site, effectively recording the site geometry.

'We hold the plotting programs on 32K Datapaks and log data on the A drive - these are then regularly emptied onto disk via Comms Link to a Sanyo microcomputer,' Professor Carver reveals. 'About 300 plotted points, together with context and find numbers, can be recorded at a session. This data is transferred to the mainframe at York University for drawing up contour plans, etc. and we also use the print-outs on site for drawing finds plans.'

'We have experienced very little difficulty with the Organiser II so far and believe that the way we use the Organiser II will revolutionise archaeological excavation, which is at present dependent on peg-and-string grids for recording site geometry,' he concludes.

Photo: Nigel McBeth, Sutton Hoo Research Trust.

## NZ banks on Organiser II

Westpac, one of the four major clearing banks in New Zealand, is now using Organiser IIs as portable terminals for banking and insurance applications.

According to Neville Sceats, Westpac's development manager, the Organiser II is being used by some 220 Westpac bank managers throughout the country.

'Westpac Life (an insurance division of the bank) is launching an insurance contract to protect mortgages in the event of death or disability arising from sickness or accident,' he explains. 'The greatest challenge was to have a competitive contract - with premium rates sensitive to age, whether or not the person is a smoker, occupational classification and other factors - that was also easy to administer. The Psion Organiser II provided the answer - it will very simply calculate not only the appropriate premium rate, but also the ongoing monthly mortgage repayment due on Housing Finance Loans advanced by the bank to its customers.'

Psion's New Zealand distributor Leatham's sold the machines to Westpac last year in order to provide the clearing bank with a small but powerful method of quickly carrying out this job.

## Organisers in the pipeline

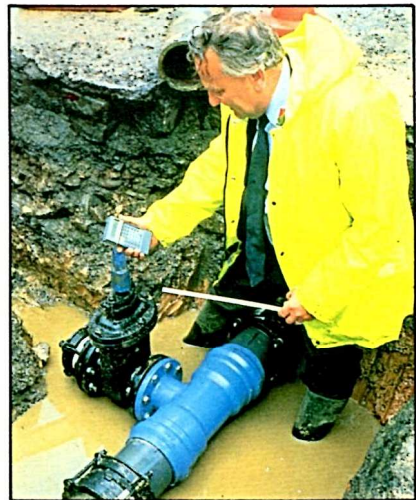
When a Water Board maintenance team digs deep underground to examine a faulty mains pipe, the last thing supervisors want to contend with back at the office are soggy, handwritten reports and reams of paperwork.

In the North West of England, the regional Water Board has no such worries. For it has successfully adapted the Psion Organiser II as an electronic notebook and memory aid on its wet and windswept sites in Lancashire.

To date, trials have proved the Organiser II more efficient and a lot less hassle than the old-fashioned paper, pen and clipboard routine - both in terms of speed and convenience.

On site, supervisors go through a step by step procedure of examination and data collection. Organiser II has been programmed to ask various questions, for example, what kind of ground is the pipe located in, what type of material is it made of and what the build-up is like.

The supervisor then keys in one of a number of set answers and back at the office he plugs the pocket computer into an IBM personal computer. Within seconds, the information originally punched into the Organiser II in the field is stored and appears on the PC's screen. The



Water pipe faults are noted on the Organiser II.

computer even marks any answer it considers may be incorrect with an asterisk!

'We began trials with Organiser II last October in the Burnley area and we now have about 24 in use in other districts,' says North West Water Board's technical manager of distribution David Pearson. 'The feedback from our supervisors is that they enjoy using them and are happy to continue doing so.'

## Making the PC Diary connection

The DIARY function within the Organiser II has always been one of the great attractions of the machine - allowing its 100,000 and more users to throw away their huge paper diaries for something more portable and flexible.

But in addition to using the Organiser II for keeping track of meetings and appointments, some people also use software (such as Borland's popular 'Sidekick') on large desktop PCs to keep their business diaries. In recognition of this fact, Psion has developed a new software package which allows the Organiser II's electronic diary to be transferred to a desktop personal computer and merged with other diaries held on the PC.

'Organiser owners don't need a pocket diary,' says Psion sales and marketing director Peter Norman. 'Many of them also keep a desk diary on their PC. Now, changes made on either can automatically be included in the other diary.'

The key is Psion's new Diary Link - which allows diary information to be swapped between the Organiser and any IBM PC or compatible. Using any word processing package or PC text editor, diaries can be created on the PC or existing Organiser diaries can be edited.

If changes are made to the diary on either or both machines, Diary Link can also be used to consolidate the two versions. Additionally, Organiser-format diaries can be interchanged with diaries in Sidekick. This in particular should make a big difference to users of PC-based diaries as Sidekick is the most popular of the PC 'memory-resident' diary packages on offer.

Diary Link works in conjunction with the Psion communications package



Psion's new Diary Link for swapping diary information between Organisers and PCs.

Comms Link and is supplied on a standard 5 1/4 inch disk, complete with manual. Using these tools, you can move diaries to and from a PC - complete with any Organiser II alarms that may have been inserted in the diary.

So if you keep a diary on your PC - whether as plain text or in Sidekick format - you can load it into your Organiser and take it with you. If you then make changes to the diary on either machine (or both of them), you can use Diary Link to merge them back into one up-to-date diary.

As Diary Link is supplied on a PC floppy disk, it must be loaded into the Organiser by Comms Link and cannot be used without it. Together they will still require less than 6K of memory - meaning that Diary Link will run on all versions of the Organiser.

## Shrinking the Formatter

If there has been one popular suggestion to improve even further the range of add-on products for the Organiser II, it must be finding a way to shrink and streamline the process of reformatting Datapaks.

So Psion has announced its new Mini-Formatter, an ultra-violet eraser/formatter for use with Psion Organiser and Organiser II Datapaks. It enables Datapaks to be cleared of all data, in order to re-use them for further storage of information.

It is built in the same smart grey livery as the Organiser II, is much smaller than the existing formatter product and will

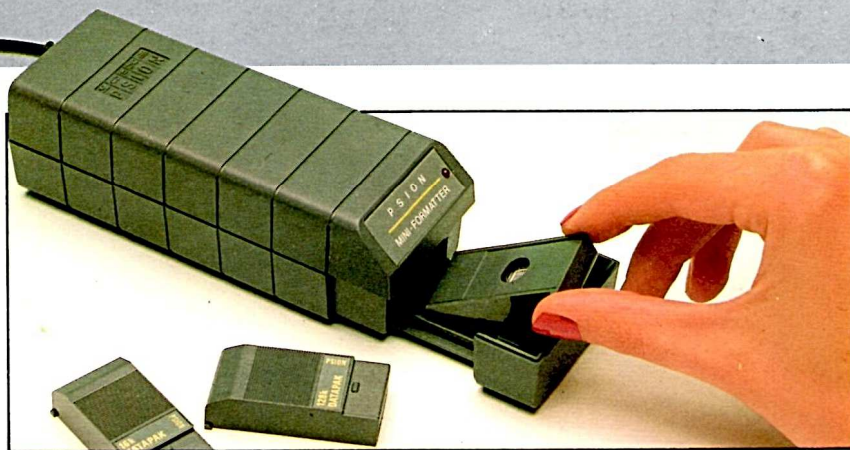
## Third-party software for Organiser II

A large number of software houses are now supplying applications for the Organiser II in many countries. To help you get in touch with these companies, we have compiled a list of them below.

This list, however, is not intended to be comprehensive - nor can Psion PLC be held liable for any problems or defects with the software from these suppliers. This list is provided for your information only.

### OVERSEAS

Name & tel no	Product Name	Description
<b>Austria</b> Co-Plan R Trifonoff Ges MBH 43 (0) 2236 31986	MFILE PSION GAMES I	File management Selection of games: battleships, number puzzle, crossword puzzle, Black Jack, Poker
<b>Denmark</b> Psicom-tech 45 (0) 1 931 603	FINANCE PACK	Finance management
<b>Eire</b> S.I.S. 0001 976 570	PROBASE TIMESHEET	Data capture and file management Time management
<b>France</b> Aware 33 (1) 4523 2112	FILE PACK	File management
<b>Germany</b> Stengel Computer Technik 49 (0) 511 694 130	DATEISYSTEM FINANZPAK PROCHART	File management Finance management Investment management
<b>Italy</b> Psicom S.r.l 39 (0) 2 937 5135	GAP	File management
<b>Portugal</b> TGR 351 (0) 1 677 988	BOLSA CONTROL DE ENTRADAS FACTURACAO	Investment management Magnetic swipe entry Invoices and stock levels
<b>Sweden</b> Psitronic AB 46 (0) 31 222 305	FLIGHT NAVIGATION GAMES PACK  SCOND-PACK TRAVEL DIARY	Navigation management A selection of games: Adventure, Mastermind, Packmen and Invader Access to Scandinavian characters Project/travel accounting



cost less (although exact prices may vary slightly from country to country). The Mini-Formatter takes one Datapak at a time and the formatting process lasts approximately 30 minutes.

Make sure that any data that you want to keep from the Datapak has either been

*Clear your Datapaks for re-use with Psion's new Mini-Formatter.*

copied to another Datapak or transferred to a PC via Comms Link before you go ahead with the formatting, as all your information will be permanently and irrevocably erased.

## UK (International code 44)

Name & tel no	Product Name	Description
<b>Aberdare Assoc.</b> (01) 624 7392	PSIOPHONIUM I	Musical processor
<b>ANT</b> (034282) 2706	ANTETA BARLAB SEQSAM TELLOG	Barcode data collection Barcode label printing Quality control sequential sampling Phone call logging
<b>Comtec</b> (01) 637 1234	BOOKMATE	Accounting package
<b>Cubsoft</b> (061) 792 2871	FNKEY GRAVITY	Key manager, text cut and paste Game
<b>Data Innovation</b> (0442) 50312	H.B. HELPER MEDICALC	Welfare Benefits calculation system (1988) Obstetric calculations, paediatric assessments, adult parameters, drug dosage infusion rates and database
<b>DIP</b> (0483) 301555	PORTFOLIO PURE FINANCE	Investment management Financial calculations
<b>Geac Computer</b> (0272) 509003	MOBILE LIBRARY UNIT	Library systems
<b>Harvester</b> (01) 831 2331	DATA ORGANISER FINGER ORGANISER INFORMED ORGANISER LETTER ORGANISER SUPERCHIP	Data storage Typing tutorial Address Organiser tool kit and tester Word Processor Informed, Letter and Data Organiser
<b>Hicomm</b> (040 388) 327	FEEDCALC IDD PHONEPAK	Horticulture liquid feed calculation Phone call logging
<b>Langdale</b> (0793) 693197	CENSUS MASTER II CTM LIMIT MCS PBS PHONE REGMATCH	Traffic counter Car turning and flow control Limited waiting enforcement Moving car survey Parking beat survey Phone call logging Registration number matching
<b>SPD Swan Consultants</b> (0602) 325998	MANAGEMENT CHECKLIST JETCALC	Checklist/management training system Simulates pump configurations
<b>Stephen Cox</b> (01) 407 1982	NOTARY TIMERITE	Time recording system for solicitors
<b>Widget</b> (0438) 812320	WIDGET PACK	Five programs: search, print, Vu, select and sort

## Getting the formulae right

Do you work in a job or have a hobby where formulae are often required to calculate anything from mortgage interest payments to simple VAT figurings? Do you also find that you're constantly having to look these formulae up - or mistyping them when entering them into the Organiser II?

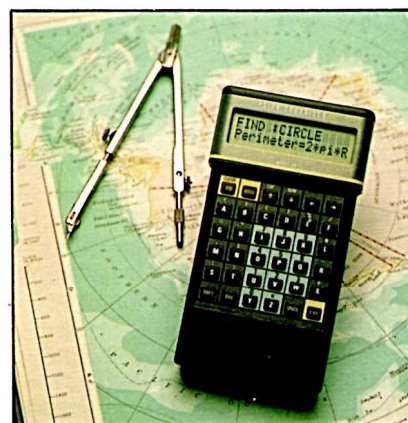
If this applies to you - or if you simply want quick access to many popular formulae - then a new Psion application for the Organiser II can help. It's called Formulator and comprises a program on a Datapak that lets you handle almost any type of calculation problem involving a formula.

You could, for example, enter a simple formula to convert degrees Fahrenheit to Celsius and then - whenever it executed this formula - Formulator would automatically ask you for a value in Fahrenheit and return the answer in degrees Celsius.

Formulator also allows you to specify a formula containing several calculations, to produce more than one result from the input it is given. You could, for example, enter a formula that converts litres to pints and also shows the result in gallons.

It provides both standard Organiser II FIND and SAVE functions for your formulae, as well as coming complete with more than 250 commonly-used formulae already defined for you. These cover a huge range of common calculation areas such as business (eg. VAT calculations), finance (loan repayment), statistics (Poisson probability distribution), maths (quadratic equations), physics and electronics (parallel resistance), chemistry (ideal gas law), navigation (true bearing from apparent bearing and drift) and general formulae which deal with issues such as metric to imperial unit conversions.

Despite providing all this, Formulator only occupies about 4K of memory and thus can be used with all versions of the machine.



*Formulator provides handy calculating power.*



**Psion is truly an international company. To give you an idea of just how international Psion is, we have put together this map - showing the countries where Psion products are distributed.**

## Eire

The Organiser II is achieving major success in Ireland - where it has helped fuel the development of a small specialist company into a significant retail force. Psion's Irish distributor is SIS, run by John Caffrey and his wife Elizabeth, which has traditionally been involved in the surveying and instrument fields.

The Organiser II has grown from being just one of their instrumentation 'add-on' products to being the major centre of the company's business. With the help of Psion, the company built on its success with the Organiser II by conducting an aggressive retail sales campaign to complement the extensive work previously carried out in the corporate market sector.

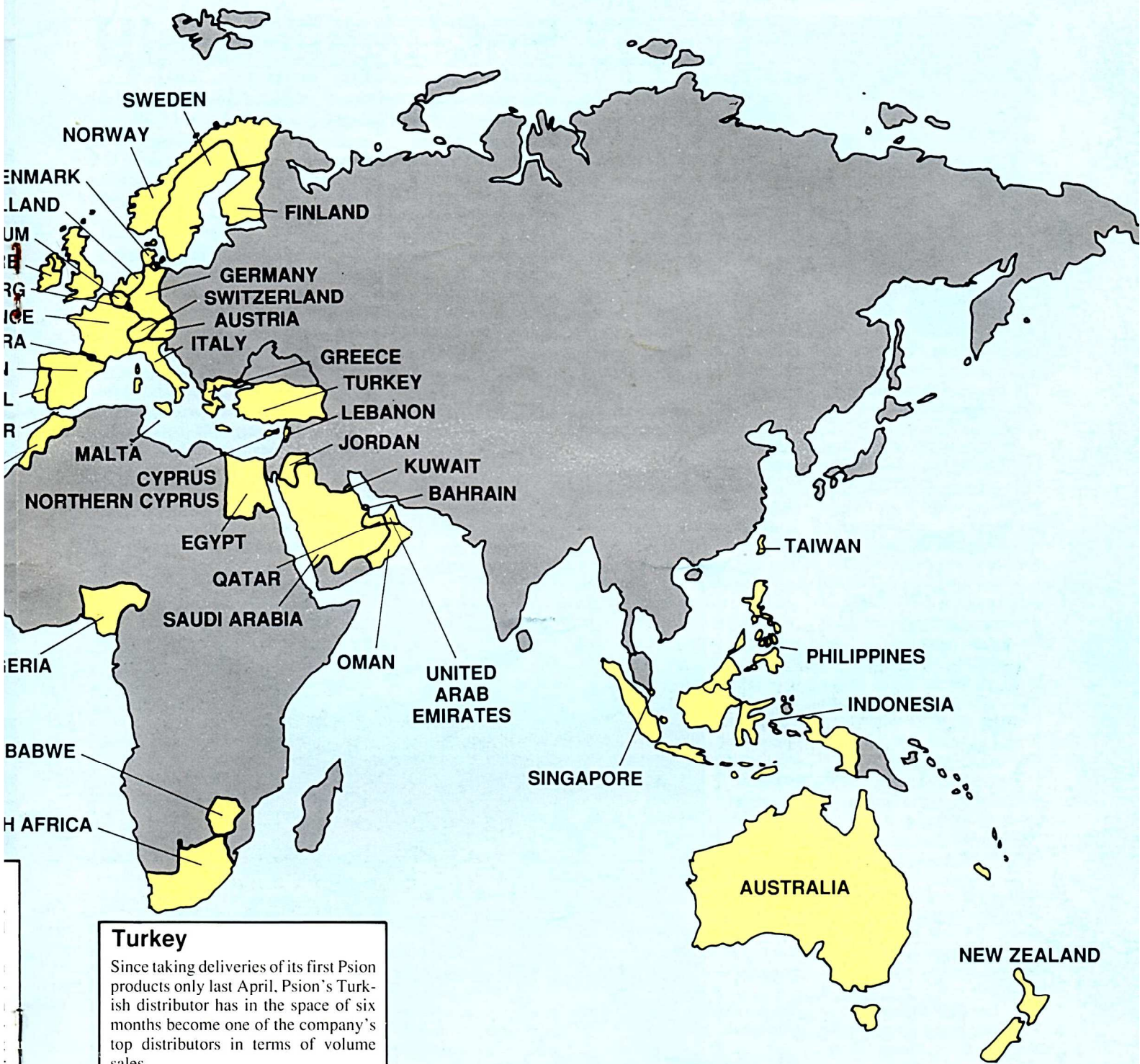
'SIS has achieved major breakthroughs in the Irish consumer market,' says David Elder, Psion's export manager. 'We are happy that SIS was able to grow from a small company and support our own objectives by selling the Organiser II through retail channels.'

## Germany

Following a successful year of sales growth in 1987, Psion is set to expand its operations in Germany.

The year saw a growing interest in PC-Four and Psion Chess - and the unveiling of a German-language version of the Organiser II at October's Systems Trade Fair in Munich. According to Psion export manager David Elder the release of the German Organiser marks the start of a major push by the company in that country - building on the foundation that distributor Stengel Computer Technik has already developed for Psion in Germany.

There has also been 'considerable interest' in PC-Four. The product has been evaluated by several large German distributors. At the time of writing, David Elder said he expected an agreement on distribution of PC-Four in Germany was imminent. The version of PC-Four to be sold there is a 'full-blown' German-language package - with German documentation, help messages and commands along with support for an international character set.



### Turkey

Since taking deliveries of its first Psion products only last April, Psion's Turkish distributor has in the space of six months become one of the company's top distributors in terms of volume sales.

Getur dis Ticaret A.S., under the direction of managing director Gerhard Ernst, has achieved this growth by placing a heavy emphasis on selling to retailers throughout the country. 'It required sales teams getting in their cars and going to knock on doors,' explains David Elder when discussing the problems encountered in selling to a vast and diffuse country such as Turkey. 'The initial approach is personally made to the customer by the managing director and is followed within two weeks by technical people doing in-depth training. This is an impressive organisational task in a country so big. It proves that there is no substitute for good, honest hard work.'

### Philippines

Psion's Philippine distributor Macro-tech is one of the leading microcomputer distributors in the region and enjoys close ties with a number of other countries - including the US, with parent company Tektite Corporation (which specialises in machine automation for the motor industry).

Managing director Danilo Ignacio has big plans for the Organiser II, setting his sights on taking more than 50 per cent of the hand-held data terminal market in this competitive region. 'Based on price alone, the Psion Or-

ganiser II will have a big chance in capturing a large share of the Philippine market,' he says.

Ignacio also explains that business prospects in the country are looking up since the change of government. 'With the anticipated improvement in our economy and political stability after the February Revolution, the market for computers will rapidly improve,' he suggests. 'There are at least 72 computer shops in Metro Manila and they cater to individual users from the cities and neighbouring provinces.'

## Training your Organiser II

I think PSION NEWS is a great idea and was very interested in the first edition. I have some suggestions for future items. These are:

1. Publish a short program in each issue, eg, checking a Portfolio, Entrepreneur (or similar) card, a journey record where beginning and finish times and mileage details are input to give length/mpg/mpg output, a timetable format for commuters subject to LRT/BR! I'm sure that there are many other subjects suitable for handling on an Organiser II.

2. Give details of any other Organiser II programs which have appeared in computer magazines - even if you have to put in a disclaimer about accuracy. There are too many magazines to monitor each month!

3. Get an appropriate company to design a travelling case to protect the Organiser II from knocks and scratches.

4. I had a lot of difficulty with some of the programs in the Mike Shaw guide and wondered if any errors which might have been identified can be published. The book itself is a great help in using Organiser II more fully.

Victor Smith  
London.

*Ed's reply - Thank you for your kind words about Psion News. We will take stock of your suggestions and your comments about Mike Shaw's programs will be passed on to him. For your information, a travelling case is available for the Organiser. Please contact the Psion sales department on (01) 723 9408 or your local distributor.*

## Longtime Psion fan gets organised

I have a number of questions to ask you about the Organiser:-

1. When you put Datapaks into the Organiser, do they protrude out of the back of the

machine like they appear to do in the adverts or are they displayed like this to show the label on the Datapak?

2. With the XP model now coming with 32K on board, is there any possibility of existing XP users getting an upgrade free, or for a small charge? Well, if you don't ask you don't get, do you?

3. Is there any way you can increase the volume of the alarms on the XP, either by POKEing a memory location or adjusting something on the hardware? I work in a large branch of the TSB in Lincoln and with the combination of whirring computer terminal cooling fans, chattering dot matrix printers and the general hubbub of conversations on both sides of the counter, I often don't hear the diary alarms and normal alarms.

4. I have now moved on to using an Atari 520STFM rather than my QL and I am interested in the Organiser Developer program, and wonder if you will be producing this program for the Atari STs, which appear to be the main alternative to the IBM PC and compatibles.

My main requirement would be to create working programs on the Atari, save them to disk and then download them to my Organiser or Datapaks (when I eventually get one!). I find that once I have a program running on any computer, never mind the Organiser, I find small bugs or places where the program could be better. This means that I often like to make new versions of a program and being able to do this on my full screen computer would be a bonus.

Graham Sivill  
Leadenham, Lincs.

*Ed's reply: With regard to your query about fitting Datapaks into the Organiser, I can assure you that they do not protrude. The Datapaks are plugged directly into the back of the Organiser II and free the internal memory for diary entries and programs. Datapaks are ideal for secure, battery independent storage and back-up of your personal information.*

*The 32K RAM Organiser II XP was made available in May 1987 as a result of technical*

*progress. It is possible for us to upgrade your 16K XP to a 32K XP for a charge of £50. If you wish to take advantage of this offer please contact our Sales Department at Psion PLC on (01) 723 9408.*

*Regarding your final questions, unfortunately it is not possible to increase the volume of the alarms on the Organiser. There is no Organiser Developer program for the Atari STs at present, this is one of the most recent software packages for the Organiser II and it was designed for the IBM PCs and true compatibles originally.*

## Organiser on course

The problem I have is that having entered masses of information I lost it in one single bound - apparently by inserting the battery incorrectly.

I admit to being computer illiterate, but both the Organiser manual and Mike Shaw's book are not the most user friendly items I have ever read! Is there not a case to be made for a 'hands off', inexpensive course that would assist to make full use of the potential we have at our fingertips, but cannot access?

Also, as I use the Finance Pack, would it not be possible for it to calculate forward budgeting and my credit balance?

T.W. Thomson  
Edinburgh

*Ed's reply: Thank you very much for replying to our invitation in 'Write Away'. It is most interesting for us to receive all your comments and views, as it was our intention to encourage this feedback from our users. I would also like to thank you for your views on the Organiser manual and Mike Shaw's book.*

*We are aware that some people have experienced problems in understanding the Organiser manual. Unfortunately, we do not have the facilities to organise courses on how to operate the Organiser but you may be interested to learn of IPSO, the Independent Psion Organiser User Group,*

*(see page 11).*

*I'm afraid the Finance Pack cannot calculate forward budgeting, if a program is developed which allows you to do this we will let you know.*

## Organised systems

At the head of my wish-list of new products for the Organiser would be an add-on radio pager. Is there any hope of your technical people getting together with British Telecom to build such a device? It could then be set either to sound the alarm when paged or enter the fact that the holder was paged into the diary along with any relevant details. If it is possible, such a device is likely to be left attached permanently. Therefore, can it be designed so that it attaches next to the Organiser's battery compartment, with a new, lengthened, protective cover supplied for the Organiser? This would not only provide protection from knocks and bangs for the radio pager, but would also leave the socket on the Organiser free for the Comms Link without the need to unplug anything.

I hope that Psion will consider such a device, as it would be useful for service engineers who use Organisers to schedule their work, and for whom radio pagers are virtually obligatory, although I realise that getting British Telecom's approval and co-operation could be the major sticking point. Perhaps B.T. could be allowed to sell such a machine re-badged as its own?

Bruce Horrocks  
Surrey.

*Ed's reply: Regarding your query about an add-on radio pager, unfortunately there is no such device available at the moment specifically for the Organiser. I would like to thank you for this suggestion as we are continually developing new applications and software for the Organiser and we are always pleased to receive any new interesting ideas. I have passed copies of your letter on to the relevant people at Psion so they can consider this suggestion.*



# High-flying Psion

Modern aircraft are fitted with a confusing array of dials and flashing lights; they are all controlled by an on-board computer. The pilots have the expert back-up of air traffic controllers and their computers. Have you ever wondered how pilots of hot-air balloons cope without all this technology?

The answer in Tony Kanikula's case is that he uses the Psion Organiser II. Not only does his Organiser contain such crucial data as airfield radio frequencies, weight calculation charts and a pilot's checklist, but he also has his own custom-designed programs.

'I merely input an eight figure map reference at occasional intervals and the program reads the internal clock, calculates my distance from the last reference and displays the distance travelled so far, time taken, wind speed in knots and change in angle of direction for each leg of the flight,' he explains. 'This is a great asset and helps me project forward on my

map to see where I may land.'

Kanikula also found the Organiser II an excellent instrument for computing final scores when he swapped his pilot's hat for that of Competition Official at the recent British National Hot Air Balloon Championships in Ludlow, Shropshire. And it accompanied him again when he attended the World Balloon Championships in Austria in September.

Meanwhile, Kanikula also uses the Organiser II in more down-to-earth pursuits when he is back at work. 'As a Product Manager I use my Organiser II a great deal in its filing mode to list all my company's products and their specifications for immediate recall,' he adds. 'This is essential when a customer asks about a variety of products and the telephone lead will not reach the filing cabinet. These are just a few ideas that you might like to pass onto your readers, and perhaps give them ideas for their own programs. Many congratulations on a brilliant product!'



Tony Kanikula and his co-pilot prepare for lift-off with an Organiser II.



The Open University Computer Society (OUCS) is recommending use of PC-Four to its members. The OUCS considers PC-Four simple and user friendly, as well as good value for money.

## The long arm of the Organiser

The size and portability of the Organiser II have made it popular with the boys in blue.

P.C. Barrie Sharkey of the Metropolitan Police Accident Investigation Unit is particularly enthusiastic: 'Your machine has provided both a mobile database - covering traffic legislation, manufacturers' specifications, and general force instructions - and a powerful tool for calculations such as those involved in the reconstruction of accidents. I found the device simple to program, economical to run, and sufficiently robust to be practical.

He is also interested in combining the Organiser II with Rabone Chesterman's sonic measuring device - a kind of radar. He feels this could be 'just the combination that Police Accident Investigators have been looking for' as it would enable them to take measurements safely without working on busy roads.

P.C. Peter Erskine of Harwich also finds the Organiser useful. He uses it for calculating the complex system of shifts and rest days that the police must operate in order to provide seven day protection for the rest of us. Rest days are calculated on a cycle of seven nights, seven early shifts, and seven late shifts, separated by two or three rest days. There is also an 'Additional Rest Day' pattern.

As you can imagine the police issue a special Force Diary to cope with these varying shifts. However, using his Organiser, Peter is able to calculate that the cycle repeats every 168 days, and his program tells him, and his mates, their future work pattern.

Photo: Vistec Business Systems, Belper

# Programs, programs and more programs . . .

The first program is a revamped version of the DIARY printing program we offered in our first issue, while the second was written by journalist Barry Fox and grew out of a review he was doing of the Organiser II. It shows how he provided a data link between Psion's Archive database and the Organiser II's OPL-based database.

We hope you enjoy the programs and encourage you to send in

any programs or program ideas that you have. Please send them printed on a clean sheet of computer printer paper and - if at all possible - also on IBM-format 5 1/4 inch floppy disk. If you enclose an SAE, we can send this back to you. Write to us at: The Editor, PSION NEWS, Psion House, Harcourt Street, London W1H 1DT, England.

## Diary update

Within the first publication of PSION NEWS you displayed a program that extracts diary details and prints them in this format:

```
01/02/87 09:30 Coffee with M.D.
01/10/87 10.30 Board Meeting.
05/12/87 06.30 Car to Gatwick.
```

However, there are two problems with the program. Firstly, if the Month or Day numbers are 10 (Month 10, as above) the print looks like this:-

```
01/02/87 09:30 Coffee with M.D.
```

```
01/010/87 10.30 Board Meeting.
```

```
05/12/87 06.30 Car to Gatwick.
```

As you can see, the '010' moves the rest of the line one position to the right. This looks quite ugly! Also, if one is to list up to a particular date, the print does not head of form or display 'END OF DIARY'.

I have fixed these problems and attach a list for you.

- Paul Plater, East Dulwich, London.

*Editor's note: those of you with an IBM PC or compatible will find Psion's new Diary Link carries out this printing procedure automatically! See feature on page 4.*

```

pdiary:
local b%,l%,c%,e%
b%=peekw($2004)
print "Print to end of month <1-12> ";
trap input e%
if err > 0 :return :endif
a::
l%=peekb(b%)
if l%=0
end::
cls
print " END OF DIARY"
lprint chr$(12)
pause -15
return
endif
if peekb(b%+2)+1<=e%
if peekb(b%+3)+1<10 :lprint "0"; :endif
lprint (peekb(b%+3)+1);"/";
if peekb(b%+2)+1<10 :lprint "0"; :endif
lprint (peekb(b%+2)+1);"/";

lprint peekb(b%+1);" ";
if peekb(b%+4)<9 :lprint "0"; :endif
lprint peekb(b%+4);": ";
if peekb(b%+5)=0
lprint "00 ";
else
lprint "30 ";
endif
c%=peekb(b%)
b%=b%+7
lprint " ";
do
lprint chr$(peekb(b%));
c%=c%-1
b%=b%+1
until c%=0
lprint
goto a::
endif
goto end::

```

## Making the Archive/Organiser connection

When reviewing the Organiser as a business tool for a magazine, it seemed to me that the beast would be very useful as a pocket store for a database assembled in my desktop PC running the Xchange/ PC-Four/ Archive program. Getting the data from the desktop to the Organiser is one problem, now neatly solved by the latest Comms Link. But you still need to structure the data coming from Archive so that it sits neatly in the Organiser, without a welter of the punctuation marks used by Archive to separate the different 'fields' in each file record.

Starting from scratch, and after a lot of hard work - and some help from Psion - I ended up with a program which runs in Archive to export data in neat and tidy fashion for import into the Organiser. Doubtless it would have taken a real buff all of five minutes to do what took me ages. But this tip is intended to help real live business users, not computer hobbyists.

What you must do is create a 'procedure' in Archive; the Archive manual explains how to do this quite clearly. Sorry, there are no short cuts here - unless you have a friend who has already played around with procedures.

Everyone will have a different database layout, but the fields will always be represented by a string of identifying names like country\$, continent\$, capital\$; or authors\$, titles\$, subjects\$; or, more simply, as a\$, b\$, c\$ and so on, depending on how many fields the database is using.

The following procedure - called 'filexp' - assumes that there are nine fields, a\$ to i\$. It also assumes that the existing database file is called 'file.dbf' and that it will be exported to the A:drive of the computer as a new file 'filexp.lis'. The 'trace' commands ensure that the screen gives a telltale of what is going on.

When loaded and run this procedure will first of all put all the entries into alphabetical order, depending on the content of the first field (a\$) and then compile them neatly as a plain text database which can be loaded into the Organiser via Comms Link. Then, using the 'find' command in the Organiser, you have a pocket version of the PC database. Alter the procedure to suit the number and names of your fields, and which one you want to govern the alphabetical ordering.

- Barry Fox, journalist and Organiser II user

```

proc filexp
REM orders and compiles all "file.dbf" records as "filexp.lis"
trace
order a$a;
spoolon "filexp"
first
all
lprint a$;" ";b$;" ";c$;" ";d$;" ";e$;" ";f$;" ";g$;" ";h$;" ";i$
endall
lprint chr(26)
spooloff
trace
endproc

```

# IPSO FACTO – and you?

As the popularity of Psion Organiser II grows worldwide, so, naturally, does the legion of users keen to make contact and swap ideas.

But one enthusiast in Nottingham, England, took matters a stage further earlier this year, when he established a user group - IPSO (Independent PSion Organiser user group) and set about producing a newsletter (naturally enough called IPSO FACTO) aimed at bringing other Organiser users together.

That was in March '87, and with Psion's blessing, membership of Michael O'Regan's user group has grown to admirable proportions.

'I approached Psion and enquired whether or not they already had an official user group in operation,' says O'Regan. 'They said they didn't and we went ahead with preparations to start one up. We wanted to remain independent, so we could criticise Psion if we felt it necessary - but Psion still helped us get started.'

The first newsletter was published later that month and the group quickly attracted

members. 'We started with about 100 members, but since then that figure had doubled and we are increasing membership worldwide by two or three per day,' O'Regan reveals. 'At the moment we publish an 80-page newsletter containing hints, tips, programs, queries and we put users with similar interests in touch with one another. We have members all over the world - from as far away as Africa - and we are expecting our first American members to join shortly.'

The club is run exclusively through the postal service and the vast range of uses and programs instigated by members makes impressive reading.

One blind Organiser II user has developed a suite of programs which works through a battery operated speech synthesizer, making the pocket computer perfectly adaptable to the needs of blind people; another member, who is a professional picture framer, uses Organiser II to process individual measurements; while a third member uses Organiser II to control the stage lights when he performs with his

local rock group!

'I work for City Transport,' Michael O'Regan continues, 'and our research teams all use Organiser IIs to collate information about the buses. It's cut the work right down and one chap can now do what it previously took two people to do. They don't have to write anything out when they come back, they just upload the data onto a desktop computer. I've been using Organiser II for about a year and haven't come across any insurmountable problems. The only one was the lack of memory in Organiser I, but that's been remedied with Organiser II. All things considered, I can't think of many changes I'd make to the current model!'

Eight issues of the monthly newsletter IPSO FACTO have now gone to press and you can get a subscription for £12 (pounds sterling) per year. For more information on IPSO, contact IPSO FACTO editor Michael O'Regan at 130 Stapleford Lane, Beeston, Nottingham, NG9 6GB; United Kingdom or call him on Nottingham (0602) 735482.

## Xchange users have their say

The Organiser is not the only Psion product to boast user group enthusiasts. A band of Xchange business software users also exists.

Called the Xchange Users Association, the group was formed this year to provide its members with a forum for discussion. At the association's first conference in November, it was noted that the group has an important part to play in recommending product improvements to Psion.

Addressing the conference in London, chairman Paul Jeffery said: "Psion has taken great heed of our recommendations. We hope to encourage continued growth and development of the Xchange and PC-Four integrated software products."

The independent user group draws its membership from a wide range of business users, dealers and distributors, VARs, universities, hospitals and professional organisations.

Topics under discussion at the conference included case studies of various business applications for Xchange, and in-depth analyses of the different modular suites for word processing, database management, financial planning and graphics.

The Xchange Users Association also produces a bi-monthly newsletter for its members, with practical and easy-to-follow articles on Xchange and PC-Four. Anyone wishing to join the association should write to: The Secretary, XUA, PO Box 115, Beckenham, Kent, England.



(l to r) Robin McCulloch of North West Water, XUA Chairman Paul Jeffery of EASAMS Ltd, and Colin Hughes of Transform Ltd.

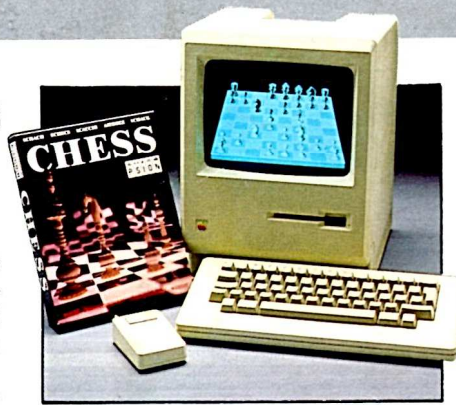
## Psion Chess beats the world again

Psion Chess confirmed its position as the grandmaster of microcomputer chess programs last September at the International Computer Chess Championships in Rome.

It has added two new world championships to its existing titles: the World Microcomputer Software Champion and also World Personal Computer Chess Champion.

All these awards have attracted the attention of The Independent daily newspaper in London. It has launched a chess competition in conjunction with Psion which pits the might of the newspaper's readers against Psion Chess.

Each week readers send in their replies to the moves made by Psion Chess (Psion Chess started the game with its first move in October) and everyone who has sent in



*Psion Chess — deadly opponent and expert tutor.*

a suggested move that is in agreement with the majority view gets a chance to win a Psion Organiser II XP. Every Saturday, The Independent publishes the move suggested by readers and the Psion Chess response to it.

Readers will be invited to continue submitting one move a week until checkmate or resignation. In addition, one reader who has correctly guessed the majority move will be selected every five weeks to win an Organiser II Model XP.

## 100,000th Organiser winner

Our thanks and best wishes to everyone who entered the 100,000th Organiser competition in our Autumn issue, but as is the way with these things, there can only be one winner.

And in this case, the winner was Adrian Hunnisett of New Yatt Road in Witney, Oxon. Adrian, a senior clinical biochemist, was among a number of you that correctly identified Radamec as the Andover manufacturing company which makes the Organiser II, the OPD as the ICL computer which included Psion software, Johnny Walker as the Radio One DJ who uses the Organiser II, Harvester's Letter Organiser as the new Organiser II word-processor and Marks & Spencer as the company which uses the Organiser II for point of sale operations.

Our congratulations again to Adrian Hunnisett and thanks to all who entered the competition.

## Win an Organiser/PC Comms package

Desktop PCs and Organiser IIs make a great team - and no-one knows this better than Psion, which is always working on new products that bring the two closer together. A crucial part of this team is Psion's Comms Link hardware/software system, which allows Organisers and PCs to exchange information.

Meanwhile, the most affordable software partner for your PC has to be PC-Four, a unique integrated package which includes the Archive database, the Quill word-processor, the Abacus spreadsheet and the Easel business graphics suite. And not only can you use all these applications to great advantage on their own, but they can also be linked to the Organiser via Comms Link.

In this way, PC-Four applications can provide a tightly-integrated way of swapping information between PC and Organiser. In addition, methods of gaining even more direct swapping of data can be developed - such as Barry Fox's program listing on page 10, which shows you how he transferred data from Archive into the Organiser II with Comms Link and PC-Four.

To get your chance to win PC-Four and Comms Link, you need only fill in the form below and answer all the skill-testing questions. The first correct entry drawn after the closing date will be awarded the prize. The decision of judges is final and all entries must be received no later than February 28, 1988. \*

Psion PLC takes no responsibility for lost, stolen or misplaced entries. Contest results will be published in the Spring edition of Psion News and the prize will be issued at that time.

The questions all relate to the PC/Organiser II connection - so the more you know about that subject, the better your chances of winning. We have tried, however, to keep the questions fairly straightforward in order to give as many people as possible a chance to win.

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

1. Psion offers a system which allows you to use an IBM-PC and compatible personal computer for developing Organiser II software. What is it called?

2. In the PC-Four application Quill, there is a function known as 'GLOSSARY'. What does it do? Circle one of the answers below.

- a) looks up words you don't know
- b) memorises 'keystrokes' to provide command short-cuts
- c) checks your spelling

3. For the Organiser to communicate with a PC via Comms Link, your PC will need a serial interface. This interface is also known as an:

- a) RS-232 connector
- b) RN-351 interface
- c) CCP-1 plug

4. Providing that you own Comms Link and a serial interface for your computer, you can transfer notes made on the Organiser II to a word-processor on your PC. True or False?

\* Void where prohibited by law

PLEASE COMPLETE IN BLOCK CAPITALS

Name .....

Telephone Number (Work) .....

Address .....

.....

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