

# What if you chose as a technical



**“At Union Carbide, an HP computer network automates production management and has paid for itself in less than two years.”**

Union Carbide’s Linde Division in Tonawanda, N.Y., manufactures custom production equipment. Factory systems manager Doyce Coffman says, “When production demand fluctuates, it complicates our scheduling, product costing, and long range planning.

“To solve these problems we automated production and materials management with a network of HP 1000 and 3000 computers and 43 data capture terminals.

“Because these systems continuously monitor operations and respond in real time, we can identify and eliminate production bottlenecks on line. The payback? Improved efficiency factory-wide and a dollar savings that covered the cost of our entire HP network in less than two years.”



## What should you expect from a computer partner?

**Quality**—from researching customer needs to product development, manufacturing, marketing, after-sales service, and support!

Quality, by HP’s definition, encompasses more than the product.

This high quality recently was

recognized by the Union of Japanese Scientists & Engineers, who awarded a coveted Deming Prize to Yokogawa-Hewlett-Packard, HP’s joint venture company in Japan.

YHP offers the entire spectrum of HP products and in 1981 accounted for Japanese sales of more than \$200 million. Nearly 60 percent of the products YHP sells are imported from HP manufacturing operations



*The Deming Prize: for outstanding merit in the control of quality.*

# Hewlett-Packard computer partner?



**“At Likoff Cardiovascular Institute, an HP computer processes electrocardiograms in minutes instead of hours.”**

Likoff Cardiovascular Institute, in Philadelphia, is a leading center for the research and treatment of cardiovascular disease. Using an HP computerized ECG management system, the Institute processes 100,000 electrocardiograms a year, 70,000 from outside facilities.

Dr. Gary Anderson, heart station director, says, “By automating the ECG processing cycle, we reduced turnaround time per test from 2½ hours to just 4 minutes—and reduced patient costs by 10%.

“With the HP Management System, we can retrieve patient records instantly, including often critical comparison data in our evaluations. And because this system handles incoming ECGs on a priority basis, we’re responding to emergencies much faster than before, with better interpreted ECGs at a lower cost.”



the US and abroad. Conversely, YHP manufactures and exports various products to HP customers throughout the world.

The total quality control approach for which YHP was awarded the Deming Prize is a point of pride throughout HP. Customers in every part of the world should expect *quality* as a fundamental element in computer partnership with HP.

## **You should consider a working partnership with HP. Now.**

For a free copy of our brochure explaining HP’s practical, proven ap-

proach to meeting your long-term computer and information needs, write to A.P. Oliverio, Senior Vice President, Marketing, Dept. 207, Hewlett-Packard Company, P.O. Box 10301, Palo Alto, CA 94303.

**When performance must be measured by results**

