

What should from a working Hewlett-



“At American Cyanamid’s Medical Group, HP computer systems will cut annual production costs by \$4.4 million.

“Because the HP systems deliver more accurate analyses of test results, we’re saving \$250,000 in raw materials.”

Dr. Bill Zeitz, Director of Medical Group Information Services, says: “American Cyanamid’s Medical Group is replacing mainframe use in its manufacturing plants with six HP 3000 computers. The HP systems automate materials and production management, factory order entry, and quality assurance programs.

“Because the HP 3000s can communicate with each other and with our corporate IBM mainframe, we’ve eliminated the need for additional communications links, thus cutting annual computing costs by \$1 million. And by 1985, with all HP systems up and running, we expect to realize an annual savings of \$4.4 million.

“We needed a lot-control program tailored to the pharmaceutical industry—one that would track and process information by product lot number. In just four months, an HP task force developed a software product that met our requirements, and provided a lot-control solution for the entire process industry.”



you expect partnership with Packard?

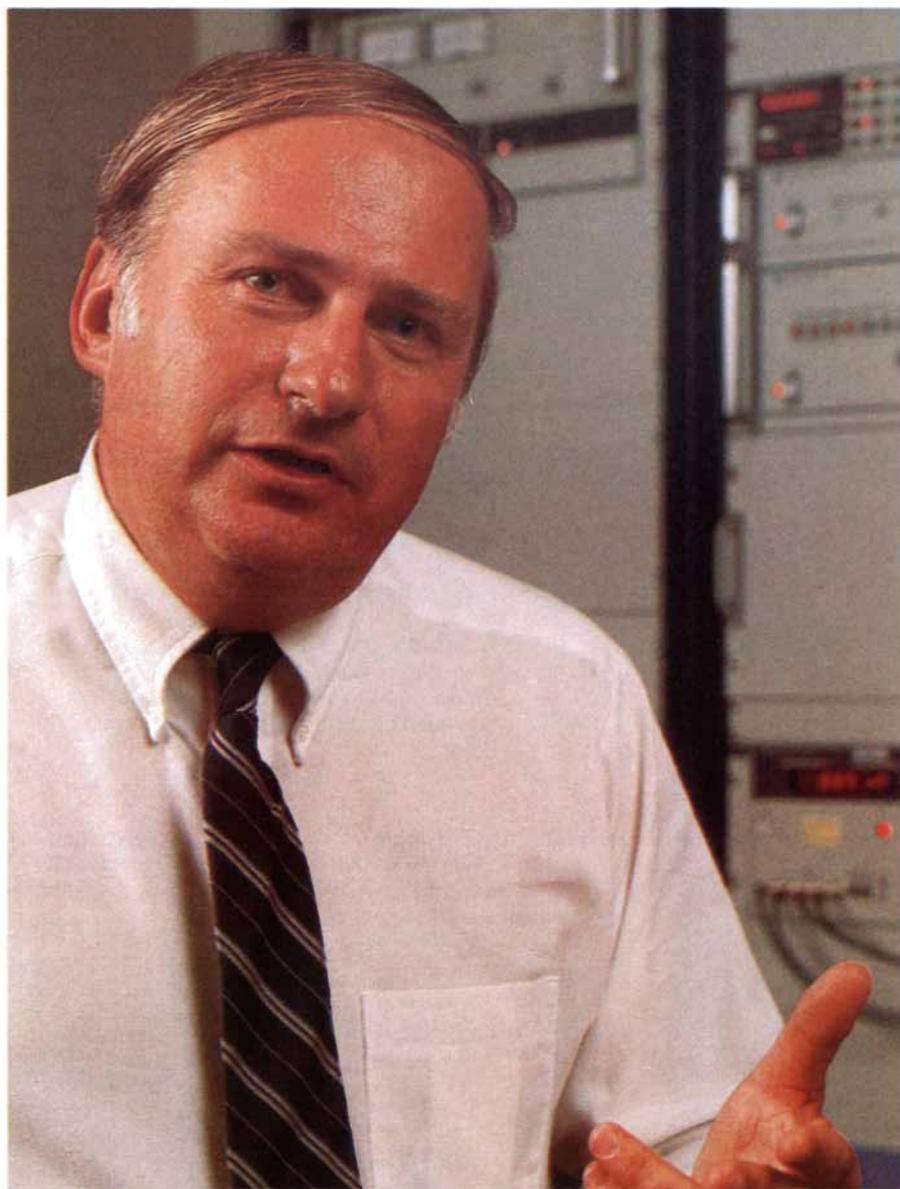
**At M/A-COM,
HP computer-based
instrument systems speed
final test 12-fold.**

**"By saving test time and increasing
throughput of our microwave compo-
nents, each of our 45 HP com-
puter-based systems paid for itself
in less than a year."**

M/A-COM, Inc., is a major manufac-
turer of electronic components for
commercial telecommunications
and defense markets. Dr. Alan
Carlson, Manager of the Automatic
Test Equipment Group in Bur-
lington, Mass., says: "We assemble
special-purpose systems to test
hundreds of M/A-COM products.
To automate, we needed precise
instruments plus computer power.

**"HP was the only vendor to offer us
a complete solution. With 45 HP
computers driving more than 400
HP instruments, we've totally auto-
mated product tests.**

**"HP application engineers work
with us from the start to design,
develop, and implement new test
systems. Once a new system is
installed, we rely on HP's support
teams to keep our testing networks
up and running. HP's technical ex-
pertise continues to play a major
role in our success."**



Productivity. Not promises.



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PACKARD**

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