

# WHAT SHOULD YOU ~~CONSIDER~~ WORKING "PARTNERSHIP"



**"Crown Zellerbach's ECZEL Corporation uses an HP Office Information Network and speeds response to customers, saving \$1.5 million in just 10 months.**

**"A network of 23 HP 3000 computer systems links our 22 distribution centers across the country. HP 3000 Software for Distributors automates data processing for marketing, sales, warehouse functions and management planning."**

ECZEL produces and distributes supplies for computer and word processing systems.

In San Francisco, California, Linda Bos, Vice President of Sales, says: "We're growing in excess of 10% a month. Ten months ago we made a major investment in HP. The return on that investment is already apparent. Our HP systems can expand with us as we grow. By networking the systems and using HP's word processing and electronic mail software, we've streamlined communications. HP's reliability has enabled us to improve productivity throughout our company saving \$1.5 million this year alone.

**"HP responds quickly and effectively to our needs. Based on this response, we are confident in HP as an office system supplier and plan to expand our distribution network with additional HP 3000 computer systems and software."**



# EXPECT FROM A WITH HEWLETT-PACKARD?

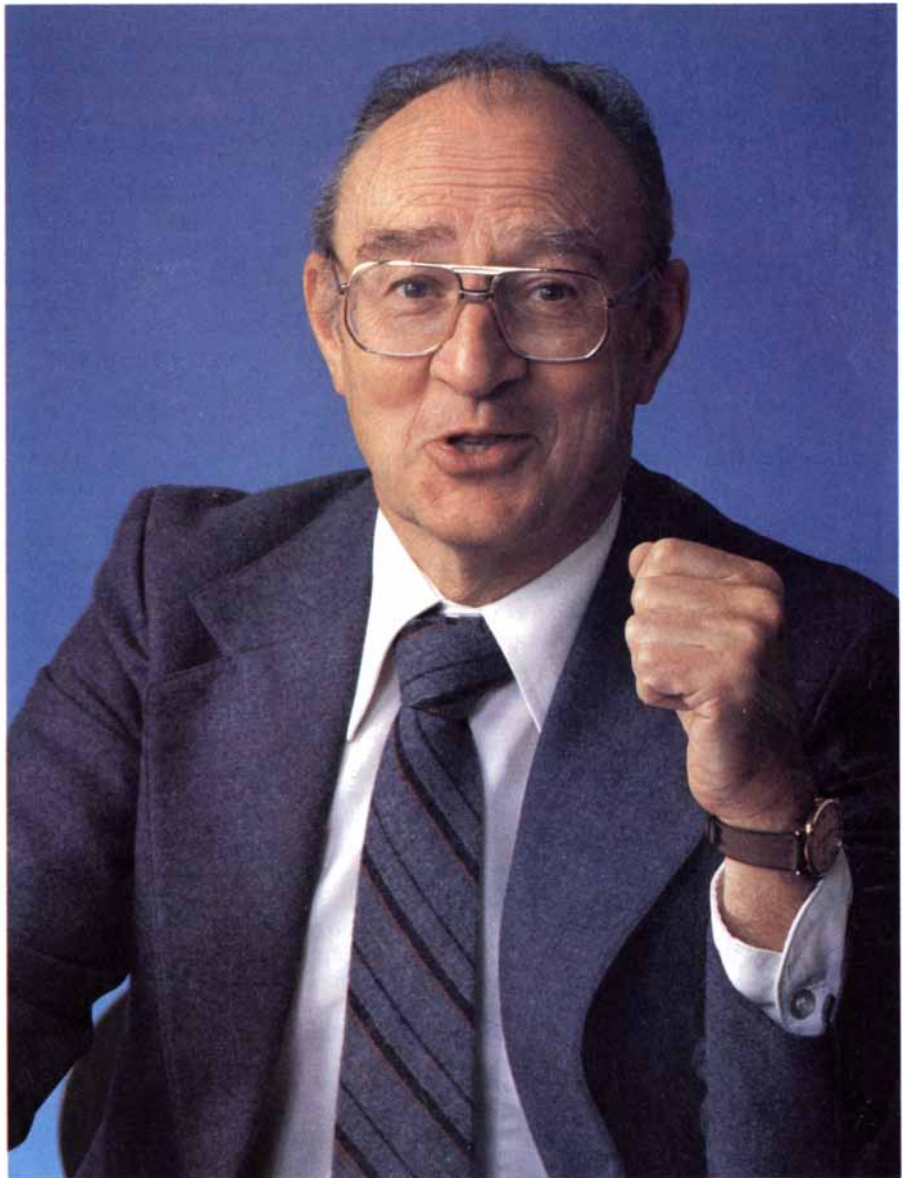
**“At Westinghouse Canada, Inc., an HP Automatic Test System improves quality control and tests PC boards 30 times faster than before.**

**“The precision testing of the HP 3060A automatic board test system enables us to pick up defects early in the production cycle, thereby improving quality control and speeding production.”**

Westinghouse, Canada, Inc., in Burlington, Ontario, manufactures and distributes data terminals to over 100 major airlines. David Havart, Supervisor of Test Engineering, says: “Westinghouse monitored the performance of the HP test system and found it identified 98.5% of all faults. That represents an 18% improvement in accuracy over our prior test method.

“Because the HP 3060A is so simple to operate, we were able to realize the benefits of our HP system almost immediately—without investing significant time or dollars in training.

“HP’s reputation for dependable test equipment was a major reason behind our decision to purchase the HP 3060A. Once installed, the speed and accuracy of the HP system enabled us to streamline quality control procedures, saving us more than \$200,000 a year in operating costs.”



**Isn't Your Business Worth HP?**



**HEWLETT  
PACKARD**