

Hewlett-Packard

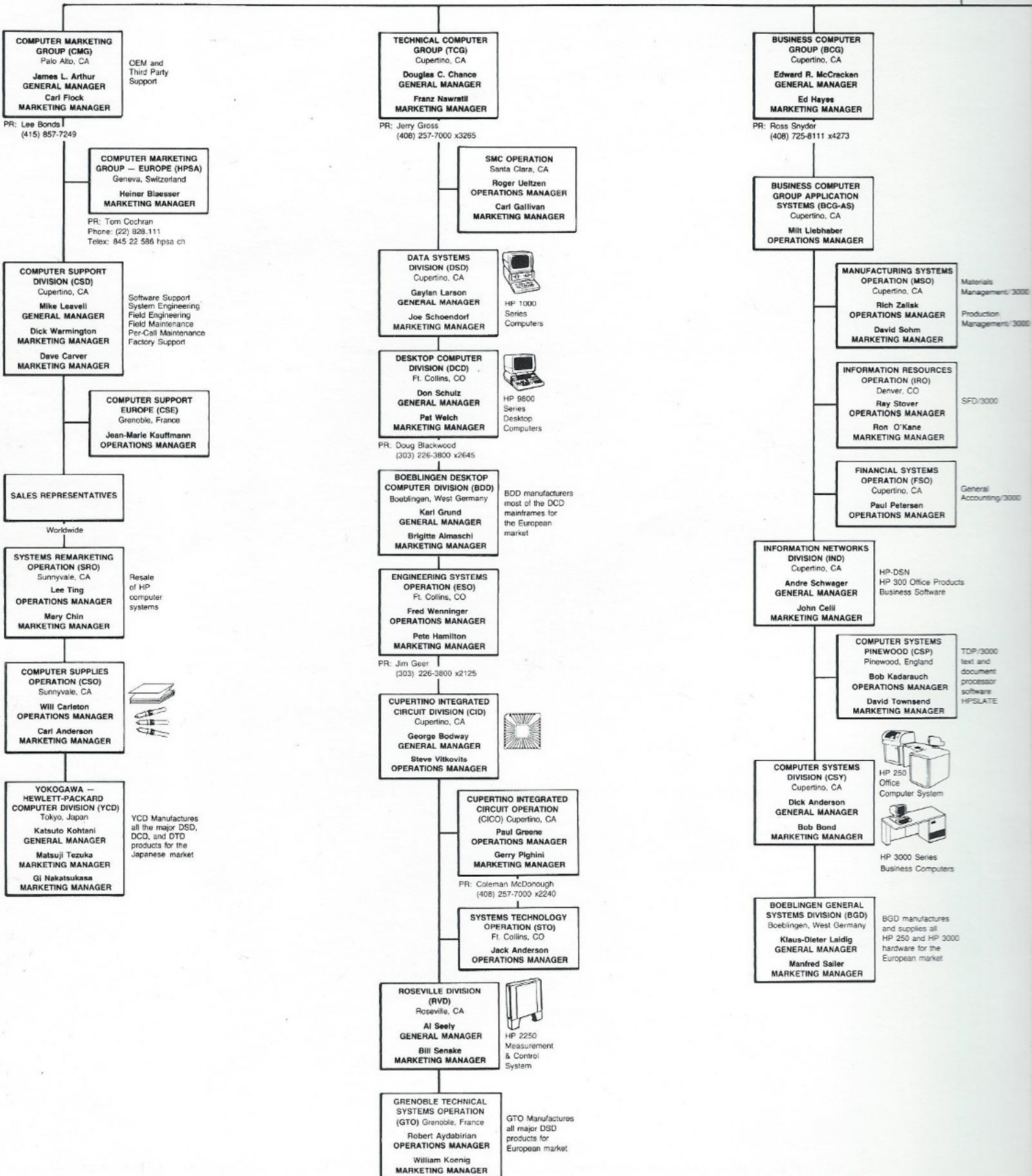
Computers and Peripherals: A Guide for the Media

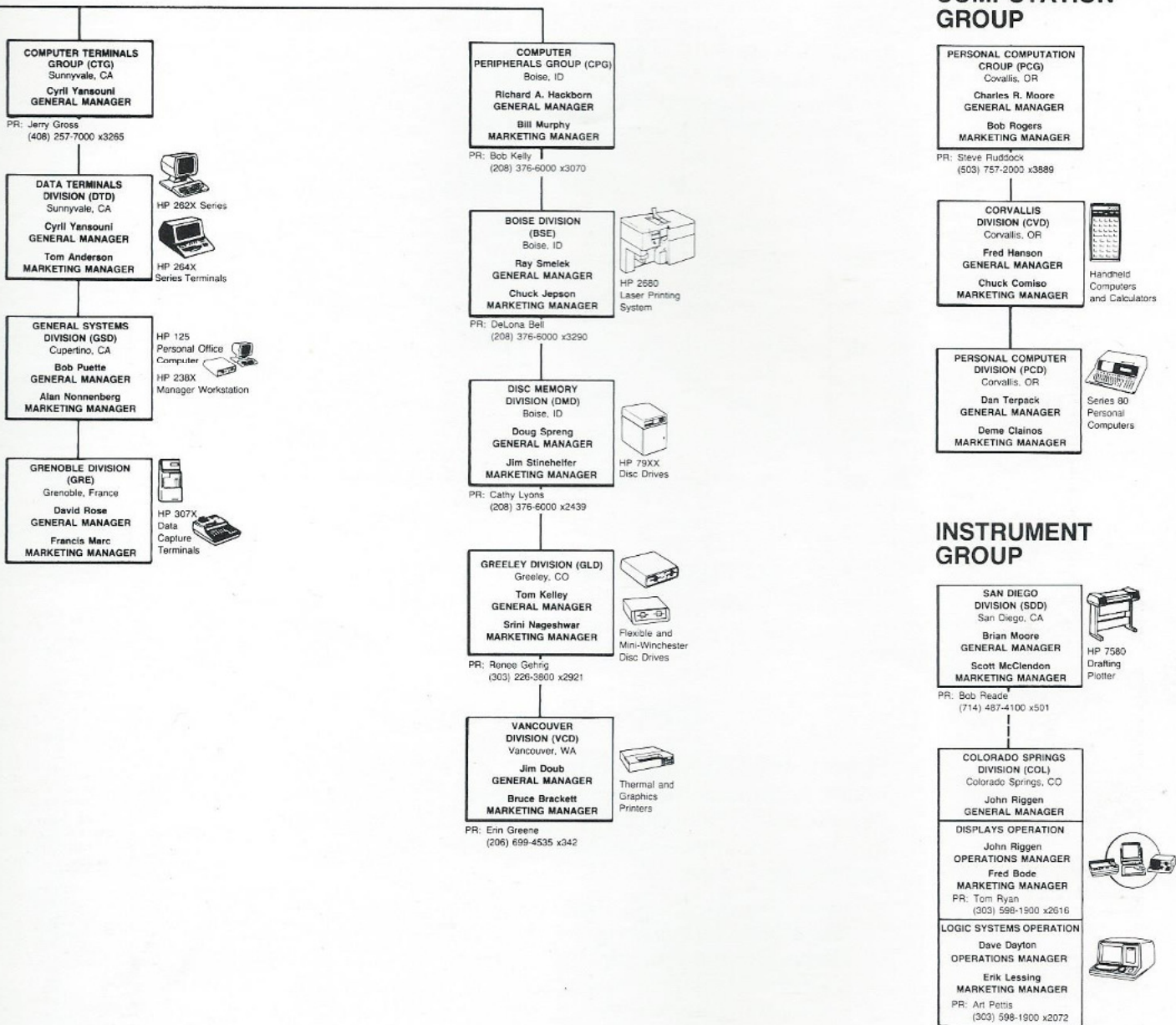
JULY
1982



COMPUTER GROUPS

Paul C. Ely, Jr.
EXEC. VICE PRESIDENT
GENERAL MANAGER



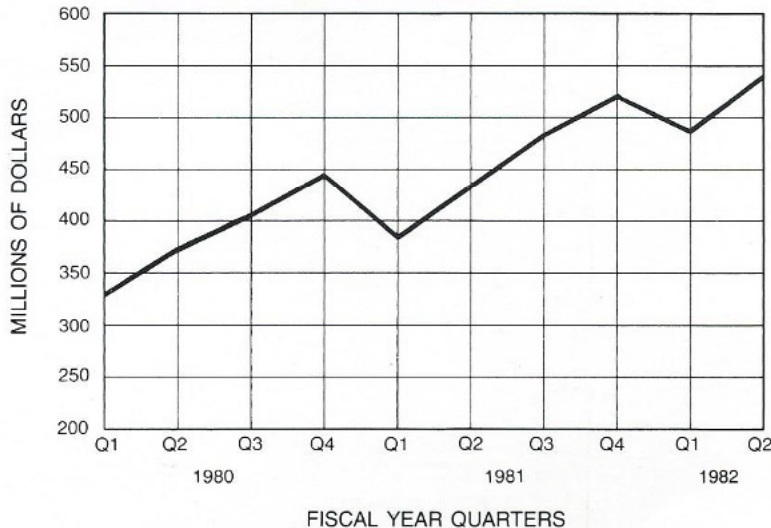


For questions regarding products from divisions without listed PR contacts, or from overseas divisions, please call the Group PR contact. For questions on other HP products (Medical, Analytical, or Instruments), please call Corporate Public Relations: (415) 857-4225.

HEWLETT-PACKARD SALES INFORMATION

Sales — Sales for fiscal year 1981 were \$3.6 billion. Net earnings were \$312 million. For the first half of fiscal year 1982, sales totaled \$2.01 billion, a 22% increase over the corresponding period of 1981. Net earnings were \$167 million. Electronic data products accounted for 50% of total sales.

By Fiscal Quarters



Facts About HP

Hewlett-Packard is a major designer and manufacturer of precision electronics equipment for measurement, analysis and computation. The company employs more than 64,500 people and operates approximately 50 manufacturing facilities worldwide.

- Domestic Operations include manufacturing facilities in Cupertino, Mountain View, Palo Alto, Roseville, San Diego, San Jose, Santa Clara, Santa Rosa, and Sunnyvale in California; Colorado Springs, Fort Collins and Loveland in Colorado; Boise, Idaho; Andover and Waltham in Massachusetts; Rockaway, New Jersey; Corvallis and McMinnville in Oregon; Avondale, Pennsylvania; Spokane, Vancouver and Lake Stevens in Washington.
- International Operations include manufacturing facilities in Campinas, Brazil; Grenoble, France; Boeblingen and Waldbronn, German Federal Republic; Hachioji, Japan; Penang, Malaysia; Aguadilla, Puerto Rico; South Queensferry, Scotland; and Singapore.

Hewlett-Packard has 172 domestic sales and service offices worldwide. There are 70 sales and service offices in cities throughout the US with regional marketing headquarters in Atlanta, Georgia; North Hollywood, California; Rockville, Maryland; and Rolling Meadows, Illinois. HP also has International sales and service offices in 64 countries with headquarters in Palo Alto, California and Geneva, Switzerland.