

# Hewlett-Packard

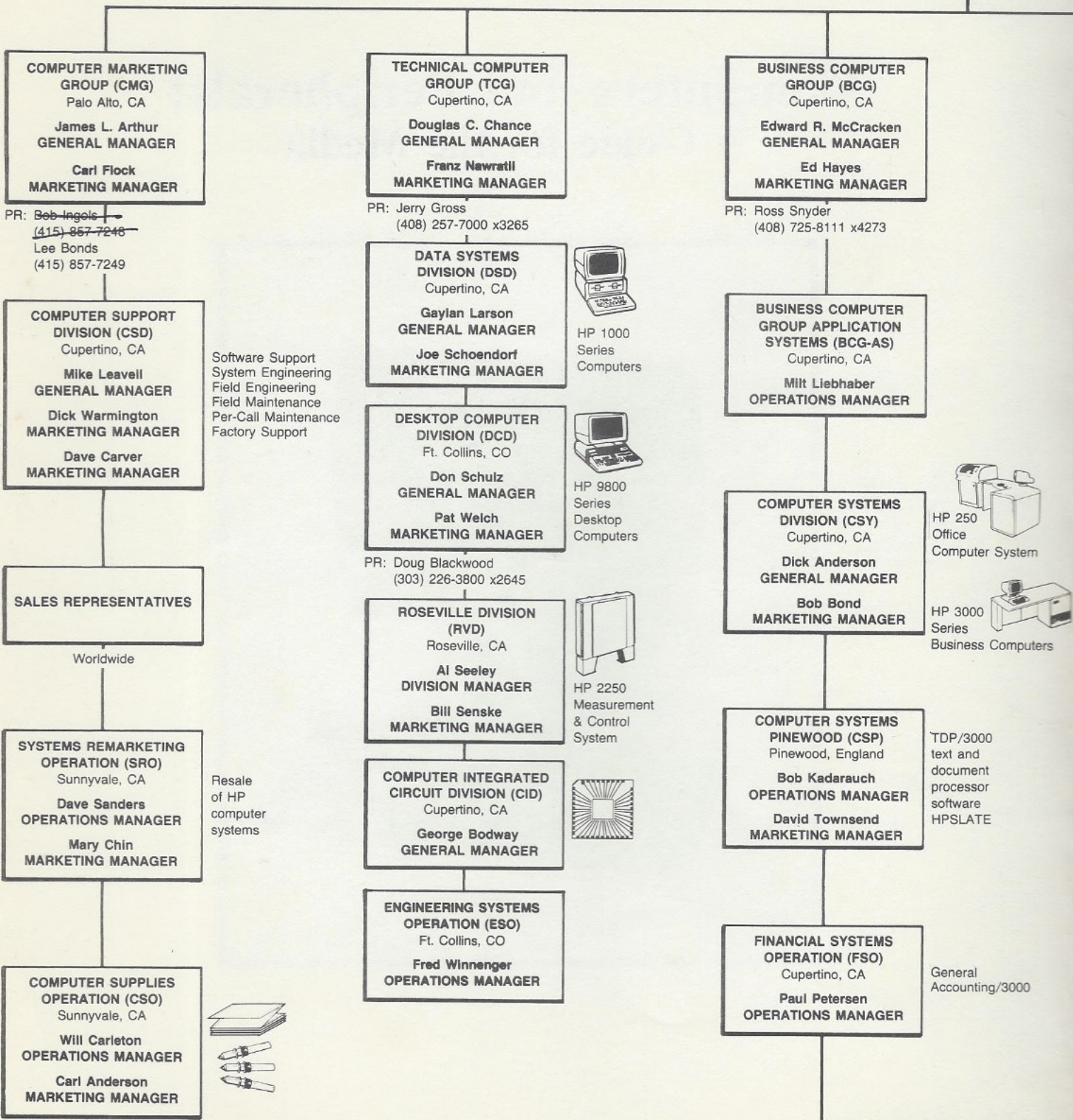
## Computers and Peripherals: A Guide for the Media





# HEWLETT-PACKARD COMPUTER GROUPS

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



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



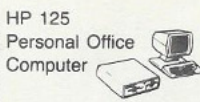
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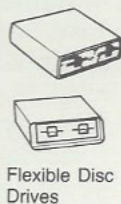
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**Bruce Brackett**  
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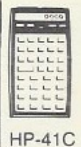


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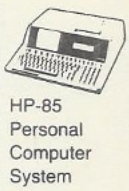
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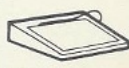
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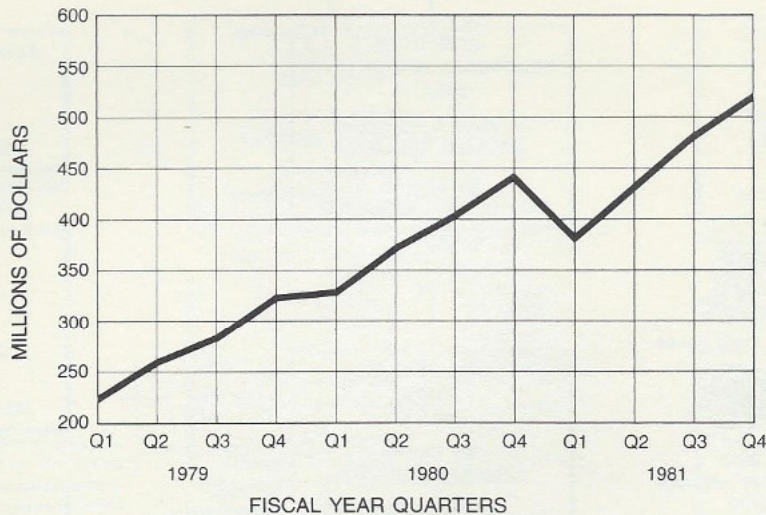
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# HEWLETT-PACKARD COMPUTER SALES

## By Fiscal Quarters



## Facts About HP

Sales — Net Sales for fiscal year 1981 totaled \$3.58 billion (up 15% from fiscal 1980). Net earnings \$312 million. Computer-related sales equaled \$1.77 billion up 17% over fiscal 1980. R&D expenditures for FY-81 equaled \$347 million, 9.7% of sales.

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.