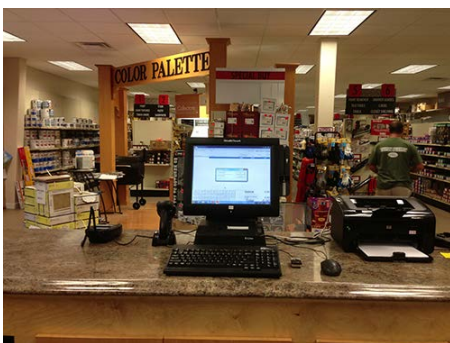**Red Bay, AL Company Cuts through Red Tape with Pioneer POS**

June 2013 – Just inside the Alabama border on the states northwestern edge, there is a town called Red Bay where there is a large building supply company called the Tiffin Supply Company. Located on over two plus acres with over 6,000 sq. ft. of interior retail space including an appliance store, Tiffin Supply's growth and annual sales revenue has been impressive to say the least. Fred Fischer, President of J3 POS (Ganymede Technologies Corp.) who have been in business for twenty years said that "what really makes this J3 installation interesting, is that prior to having a POS solution, Tiffin Supply handled all invoicing by hand handling such a complex inventory and sales by not using a cash register!" This truly is an amazing feat for a business such as Tiffin Supply that is so diverse in inventory as well as size. With hardware supplied by the Pioneer POS S-Line with integrated thermal receipt printer, Fred and J3 POS were able to address Tiffin Supply's inventory management, ordering, quoting, sales cycles, and manual bookkeeping thanks to J3 POS software.

The Pioneer POS S-Line Series frees up counter space besides POS terminals by eliminating the need of an external printer, so company's like Tiffin Supply can use this space to generate additional revenue displaying advertisements and selling additional merchandise. When coupled with *the* J3 Order Centre Module, together they are seamless POS solution that handles order processing, price changes, as well as new inventory item additions. As Fred likes to put it, the J3 Order Centre Module is the "most comprehensive product of its kind on the market today." J3 POS software is "an inventory management system designed for retail hardware stores, lumber yards, pet stores, liquor stores, general merchandise stores. Most POS solutions in the marketplace have minimal accounting features and J3 works with QuickBooks accounting software as well." J3 POS found that they were the perfect software solution for Tiffin Supply's needs using three of J3 POS's well established core software products, including the J3 Order Centre, J3 Inventory RF Manager, and J3 Estimator all streamlined and loaded onto the Pioneer POS S-Line.

The most exciting feature of the S-Line is the printer's patented tool-less "slider" design allowing the printer to be easily replaced in the field in about a couple minutes without affecting the entire system. The S-Line redefines the all-in-one design by integrating an EPSON® thermal receipt printer into a touch computer, taking the most commonly used paper size: 80mm (3 1/8") wide by 80mm. Moreover, the S-Line conserves energy since it powers the printer internally eliminating the need for an additional power brick. Fred also mention that other peripheral components used in for the Tiffin Supply installation in addition to Pioneer POS S-Line terminals and J3 software were "Motorola and

Datalogic bluetooth scanners, Zebra bin tag printers, a Windows 2008 Standard Server, UIC signature capture, SmartPower battery backups, QuickBooks accounting, Vipre anti-virus, APG Cash Drawer, WatchGuard firewall, and the Meraki wireless network." The S-Line increased speed and efficiency of processing sales for Tiffin Supply thanks to the integration with S-Line and J3 POS software.

The initial installation took only four days, with two months inventory validation on the new software systems integration.

Once training was complete, Tiffin Supply was up and running in only three days from the completion of training. Not only was the installation and training seamless considering Tiffin's entire hardware and software was completely configured and validated in a matter of days, but ROI is expected in less than two years for such a large investment. With the Pioneer POS hardware technology solution and the experience and customer service of J3, the Tiffin Supply Company is now "Working smarter and are able to make better business decisions, going from hand writing invoices to a computerized inventory management system is a huge step and a major change in their way of doing business, particularly for a business this size," Fred concluded. Tiffin supply now has a better handle on their operations, sales, and inventory management. Literally and figuratively they have "cut through the red tape" of their past inventory management and accounting practices, to optimized performance and efficiency thanks to J3 and Pioneer POS.

About Pioneer POS

Pioneer POS Inc. designs and manufactures a complete line of industry specific all in one computers, touch screen monitors, and kiosks. Founded in 1994 and based in California, Pioneer POS manufactures its solutions from start to finish in the USA which are deployed in Healthcare, Retail, Hospitality, and Gaming applications. Pioneer POS has built an exceptional reputation with its customers and reseller partners for superior flexibility and responsiveness to customer needs including short lead times, long product life cycles (minimum of 5 years), easy customization, and quick turnaround. Pioneer POS sells through qualified technology resellers throughout the US and globally.

About J3 Point-of-Sale

J3 Point-of-Sale is a complete retail inventory management system designed for retail hardware stores, lumber yards, pet stores, liquor stores, convenience stores and other general merchandise stores or other similar businesses who want to manage their inventory and increase their profits. J3 Point-of-Sale licenses include all software upgrades as part of our support fees, which are affordable and provide great value. These services are handled entirely in-house by our expert staff in Ohio, not outsourced somewhere overseas. We started development of our POS system in 1993. We're proud to say that 2013 is our 20th year of developing and marketing J3 Point-of-Sale software. See for yourself why our software is so easy to learn and operate, and how it will help you increase profits almost immediately. Give us a call today to schedule a free demo!