

## No Need to Knock on Wood with J3 POS and Pioneer POS

**June 2014** – It has been exactly one year since we last highlighted Fred Fischer and Ohio based [J3 POS \(Ganymede Technologies Corp.\)](#), who had a very successful story installation at a [Alabama building supply company](#), and J3 simply just keeps “helping their customers increase their profits!” They just recently completed another installation featuring the [Pioneer POS S-Line](#) with integrated thermal receipt printer, and the [Pioneer POS 15" Stealth-M5](#) for a brand new northeast Ohio based retail hardware and lumber store called NeilCo.



Fred was happy to say that “Neil Burkholder, owner of NeilCo recently opened a brand new 6,000 sq. ft. retail store, with 52,000 sq. ft. of interior storage space plus outside storage, and he called on J3 POS to install and complete their inventory management and accounting processes. The install was rather large and required office servers, multiple Pioneer POS work station terminals, the Pioneer POS M5 on mobile cart, and several printers.”

With the Pioneer POS S-Line and M5 installed with [J3 Order Centre](#) and [J3 Estimator](#) software with seamless integration with QuickBooks accounting. The J3 Estimator program is ideal for lumber yards that “prepare estimates prior to upcoming jobs and is designed for back office use. Items can be entered in groups based on how product(s) is going to be used or delivered, and between groups a section break can easily be added. Sections of items can be transferred to the J3 Transaction Processor to make the sale and deliver. Cost and profit margins are displayed, and prices can be refreshed if the estimate is old or out of date.” Also, J3 POS’s unparalleled inventory management system offers “the latest and greatest features, including pictures display with item SKU’s, email or fax invoices at time of sale, comments and instructions on invoices, programs specific for lumber yards, and sell by sq. ft., united or perimeter inches.” Not only does NeilCo have one of the best POS hardware systems on the market thanks to Pioneer POS, but the J3 POS software easily allows Neil and his staff to “better manage inventory and pricing like that have never had before,” Fred went on to say.

“Many of the realized benefits J3 POS was able to provide NeilCo’s staff was the ability to use J3 Point of Sale software to both work smarter, and reduce labor cost in managing and maintaining inventory levels, and the S-Line and M5 were perfect for what Neil was looking for,” Fred added. The StealthTouch-M5 is a 15" all-in-one touchcomputer powered by Intel's Atom, up to 4<sup>th</sup> generation of CORE i7. The M5 can be set up to run as a diskless and fanless thin client, reducing



dust and grease intake and improve the life of the terminal, and is perfect for dealing with dusty tough environments such as a lumber yard. Connectivity consists of Intel 10/100/1000 BaseT network, 6 USB, 4 Serials, and 24-volts poweredUSB for devices such as a printer. The S-Line also comes with a bright 15" display with a [True Flat option](#), and is powered by Intel's Atom, up to 4th Generation of CORE i7 as well. “Along with the proprietary JP3 POS software and Pioneer terminals, other peripherals included Motorola scanners, Ingenico iSC250 credit card units, Zebra



## Case Study

label printers, Datalogic scanners, SmartPower Battery Backups, HP printers, Meraki Wireless, and CipherLab wireless handhelds that all completed the robust POS installation NeilCo required.”

Overall, the NeilCo project took about four days to complete, and by the end of the fourth day they were able to go live. “Being a brand new store, NeilCo will better be able to manage future growth and inventory needs based on past sales history, both at the store and customer level.” Fred concluded saying that “simply using J3 Software with the J3 wireless software allows NeilCo to better and more efficiently manage their inventory for more profitability.” I would say that NeilCo should ‘knock on wood’ for continued success with their POS installation, but I don’t think that will be the case thanks to J3 POS and Pioneer once again stepping up to the plate!



### 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 turn around. 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 2014 is our 21st 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!](#)