



Update

The May RETAILpartner News

May 25, 1995

What a month! I don't think we've ever seen anything like this. Please forgive me if this month's package is just a little "heavy" but, well, there's lots to send you this time around. Lower pricing for **ISS45** TeamPoS packages, new diskettes for RPS/Supermarket 6.4.4 (and documentation), new configurations for the Series9000, new pricing for **ISS45** software, eight new add-on software packages for RPS/Supermarket and **ISS45** even a new salesman. Oh yes — and the long-awaited ISS45 Query Language report creation software. And now, the news.

Thanks to all of you who came to Chicago for SDA, with apologies for the continuous hectic scheduling for demo and conversation time in the booth. We were able to meet with most of the **RETAILpartners**, while fitting in time for an awful lot of Casio dealers who **want** to be **RETAILpartners**. Then, of course there were an awful lot of NCR dealers who really, **really** want to be **RETAILpartners**.

After the SuperValu announcement, we got together with a few old friends with ACR, and some others at ATT. After their generosity, it only seemed appropriate to take them out to dinner in appreciation for all the help they'd given us.

Then, of course, there's FMI. Here's what you missed:

- The Hägen-Däzs Booth
- The Argentina Booth — great music, great tango dancers

And here's what you **didn't** miss:

- Technology in general (it wasn't there). The entire North Building show floor had exactly **two** "technology" booths, (and one of them was Casio). NCR and IBM could have both fit into ICL's FMI MarketTechnics booth space, and any technology vendors still buying square feet had (1) lots of square feet left over without customers standing on them and (2) lots of time to talk to the **other** technology vendors. Actually, for making interface deals, it was the best show in years.
- The Pepsi "Uh-Huh" singers (they weren't there),
- The ICL Booth (we weren't there),
- The Pillsbury Dough Boy, (yeah, he **was** there, but so what),
- Winning a POG if you hit an electronic rubber anvil hard enough with an electronic rubber sledge hammer.

We're pleased to say that more **ISS45** sites are going in successfully, and the installed sites are really coming around and have smoothed out. Curious? Talk to those who know. To your success,

Tony

Tony van Severter

Director: Supermarket Systems

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