

# PST-6000 PLANTING SUCCESS WITH SKY NURSERY & SYNCHRONICS

West Coast Retail has been installing point-of-sale systems since 1980 in the specialty retail industry. One of their clients, Sky Nursery, was recently listed as one of the top 100 Lawn and Garden Retailers by Nursery Reseller magazine. Sky Nursery is a family owned business that has been operating in the Pacific Northwest since 1953. They started looking for a point-of-sale system about a year ago when their old electronic cash register system became unreliable and would not carry them through another busy spring and summer season.

The system they chose consisted of seven POSIFLEX PST-6000 POS Terminals, five back office computer workstations, and CounterPoint Business Software from Synchronics, all running from a Windows NT Server with Windows 95 workstations. CounterPoint is one of the nations leading POS packages available today, with inventory and customer tracking, purchasing, credit card processing, off-line capabilities, and much more. The POSIFLEX PST-6000 is a Pentium based, compact, integrated POS station that has kept up with the fast changing, high technology trends that is quickly becoming the standard for the retail point-of-sale industry.



Sky Nursery purchased this combination of hardware/software to provide them with a POS terminal that was compact and would not take up a lot of counter space, which the PST-6000 series fits perfectly. Second, they wanted machines that would be reliable in a nursery environment and would help them to speed up checkout. Third, they needed local support and service from a company with proven reliability and dedication to customer service. "We wanted a hardware/software package that would initially act as a basic cash register, but could then be converted into a full-blown POS station with inventory and customer tracking, scanning functionality, and would make our manual accounts receivable tracking method easier to manage," said Mary Heide, General Manager for Sky Nursery.

West Coast Retail Systems, along with POSIFLEX, were happy to provide Sky Nursery with a total solution POS package that would meet the specific demands of a nursery, while still providing a user-friendly environment.