

PRESS RELEASE

October 2010

Happy anniversary Yeomans Outdoor Leisure

A year ago, Yeomans Outdoor Leisure appointed Triquestra UK to provide the Infinity point of sale system across 86 UK stores.

Today they have over 95 stores and have expanded into Scotland with outlets in Gretna, Dumfries, Dundee and Hawick. All the tills have been set up by the store managers with Infinity's easy to use system, saving Yeomans both time and cost.

The PoS solution developed for Yeomans has been in place since October 2009. Since that time, Triquestra have built an additional piece of functionality which allows any store to order any tent for a customer for next day home delivery, whether or not that store has it in stock.

“Some of these family tents are enormous and we simply can't fit them in to all of our outlets. This way any customer can place an order at the till which links direct to the Distribution Centre picking system, generating an automatic pick and despatch to the customer the next day. This avoids making phone calls to the Distribution Centres for stock checks, plus the fact that it can be used 24/7. Many stores are open on Sundays, but the Distribution Centre isn't - this system overcomes that problem.”

says Roger Milner, Operations Director for Yeomans Outdoor Leisure.

The transaction is seamless, taking place at the till point and since its implementation has generated 1,003 orders for items that might otherwise have been sourced elsewhere.

“The popularity of camping continues to grow, and many of our customers are on holiday when they come in. They already have a car loaded up with camping gear with no room for a large tent. Using this facility we can get a tent delivered to their home address – they just let us know when they want it to arrive.

It wasn't in the original specification, but Triquestra built it for us on request, and we're really pleased with it” concludes Roger.

-ENDS-

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About Triquestra UK

www.triquestrauk.com

Triquestra's **Infinity** Retail Management System is designed to provide a competitive edge to retailers by delivering a faster, more robust point of sale experience for customers. Internationally proven software, Infinity uses MS SQL Server technology which automatically updates the store's stock inventory. The Infinity POS system also provides useful, flexible point of sale data and analysis tools enabling retail managers to easily run data, extract reports and analyse findings.

Triquestra UK products are scaleable and designed to deliver the same high standards of flexibility, speed and business intelligence to small independent stores, national and multi-national chain stores.

Infinity helps more than 5,000 customers world-wide enhance the customer experience, reduce cost and boost margins.

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About Yeomans

Yeomans are the UK's largest independent Camping and Outdoor Retailer, supplying tents, camping equipment and outdoor clothing with over 106 years' experience. The Company employs over 500 people and has over 95 retail outlets ranging from High Street Stores, Factory Outlets, Garden Centre and even on location, in grassy fields where they hold 28 day Camping Exhibitions.