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## **US Retailer, B.C. Moore & Sons, Chooses MRS' In The Black Enterprise Retail Suite Integrated POS Software to Increase Sales**

**TORONTO, ON** - February 20, 2004 - *In The Black™ Enterprise Retail Suite*, designed and produced by Millenium Retail Solutions, Inc. (MRS), is a business intelligence solution for retailers. It includes Point of Sale retail software with integrated CRM and Marketing tools for retailers with low Tier 2 and high Tier presents.

"The confidence we had gained over the years with Dave Mears and Angelo Kalpakis of Millenium Retail Solutions enabled us to make the decision to be the pioneers of the *In The Black™ Enterprise Retail Suite* of software", quoted Kirk Crawford of BCMoore and Sons. "Millenium's knowledge of our business requirements along with their willingness to incorporate BCMoore's private label card and unique layaway system into their base product made the decision to select MRS over other software vendors that much easier".

BCMoore has been piloting the *In The Black™ Enterprise Retail Suite* software in two stores in the Carolina's during the busy Christmas season of 2003. "Considering that these were the first stores to run the new In The Black Software Suite, we were impressed with how smoothly the transition went from the old system to the new", says Guy Penegar of BCMoore. "Not a single transaction went missing during the entire pilot phase", added Guy. A planned roll-out to BCMoore's remaining 76 stores will commence starting in early April of 2004.

*In The Black™ Enterprise Retail Suite* will be running on NCR RealPOS 80's and 80 C's throughout the BCMoore chain. BCMoore was impressed by NCR's RealPOS 80 from a price and performance standpoint.

### **About B.C. Moore & Sons**

B.C. Moore and Sons is a chain of Junior Department Stores based out of Wadesboro, North Carolina. The chain consist of 78 stores located in North Carolina, South Carolina, Georgia, and Alabama. B.C. Moore is a full service family clothing store that has been in business since 1923.

**About Millenium Retail Solutions, Inc.**

MRS founders Angelo Kalpakis and Dave Mears have over 30 years of retail and Point-of-Sale solutions experience.

MRS' notable work involved Y2K compliance work for a number of retailers and ongoing support of DOS based and OS/2 based systems. MRS came to the realization that customers were constantly changing hardware and were frustrated with limitations of legacy software. Today's business environment had outstripped the capabilities of legacy systems and market conditions called for a complete solution. MRS launched *In The Black™ Enterprise Retail Suite* in January 2003 after 4 years of research and development.

The *In The Black™ Enterprise Retail Suite* of applications use scalable technology all based on the Microsoft Windows platform. In The Black™ Cashier, In The Black™ Manager and In The Black™ HQ work on various hardware platforms including IBM, NCR, Fujitsu, Wincor-Nixdorf and MRT cashier registers and servers.

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