



## Cumberland Farms Selects NCR for Store Technology Implementation

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NCR Provides POS Terminals and Bar-Code Scanners, Manages Staging  
and Installation of Complete Solution

Cumberland Farms, the leading New England-based convenience store-petroleum marketer, selected NCR Corporation (NYSE:NCR) to implement a complete store-automation solution for all of its 650 company-operated stores and stations.

The Cumberland Farms solution includes NCR RealPOS(TM) 80c point-of-sale (POS) terminals and NCR RealScan(TM) 92 bar-code scanners. In addition, NCR is providing staging and installation management services for the chainwide deployment, which includes software from NCR solution partner Retalix USA. The rollout began earlier this year and is scheduled for completion in early 2005.

NCR and Cumberland Farms also have entered into a three-year hardware support agreement.

"As we evaluated options for our new store-automation solution, we looked not only for superior technology but also for an experienced provider who can effectively manage a comprehensive implementation plan," said Cumberland Farms Vice President of Management Information Systems John Carroll. "The NCR team worked closely with us to present a superior staging and rollout plan together with POS technology that meets the demands of a busy retail environment and offers an advantageous total cost of ownership."

Introduced in 2002, the compact, yet powerful, NCR RealPOS 80c terminal has been installed at nearly 100,000 checkout stations worldwide. With the versatile NCR RealScan 92 bar-code scanner, cashiers can choose the scanning mode - presentation or pass-by - that best fits their needs.

"Cumberland Farms' success is built on a tradition of operational excellence and superior service," said NCR Vice President for Food Industry Solutions Nelson Gomez. "Their technology investment decision reflects this commitment and will help them maximize store productivity while further enhancing every customer interaction."

### About Cumberland Farms

Cumberland Farms is headquartered in Canton, Mass., and today owns more than 1,100 outlets, operating 650 stores and gas stations in 11 eastern seaboard states from Maine to Florida. The company has its own grocery distribution, ice cream and bakery operations. For more information about Cumberland Farms, visit [www.cumberlandfarms.com](http://www.cumberlandfarms.com).

### About NCR Corporation

NCR Corporation (NYSE:NCR) is a leading global technology company helping businesses build stronger relationships with their customers. NCR's ATMs, retail systems, Teradata(R) data warehouses and IT services provide Relationship Technology(TM) solutions that maximize the value of customer interactions and help organizations create a stronger competitive position. Based in Dayton, Ohio, NCR ([www.ncr.com](http://www.ncr.com)) employs approximately 28,900 people worldwide.

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