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FOR IMMEDIATE RELEASE

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**CRATE AND BARREL INSTALLS EPSON POS PRINTERS  
IN CHAIN-WIDE SYSTEM ROLLOUT**  
**Customized Interface Provides Top Functionality on Legacy NCR System**

**Long Beach, CA, March 22, 2005** –Today Epson, a leading supplier of value-added Point of Sale (POS) solutions, announced that Crate and Barrel, one of the most influential and respected housewares retailers in the U.S., installed the Epson TM-H6000II multifunction printer as part of the company’s chain-wide POS system rollout. The chain completed the approximately 700-unit rollout to 91 Crate and Barrel stores in September 2004.

Crate and Barrel was using a legacy NCR system with old Axiohm printers that were beginning to fail. Crate and Barrel was planning on replacing the NCR system in 2005, but had a serious printer problem that needed to be corrected in 2004. Epson customized an interface to allow the new Epson POS printers to work on the legacy NCR system. With the customized interface, Crate and Barrel was able to replace the printers, gaining improved modern printing performance and greater reliability with a one-peripheral upgrade.

“We looked at many vendors, and Epson was the only company able to customize an interface for the legacy NCR system,” said Ed Rennemann, CIO and VP of MIS at Crate and Barrel. “We rolled out the Epson printers, which sped up our check-out and gave us time to complete development and pilot test our new POS System. Now we are rolling the new POS System to all housewares stores, and the Epson printers are moving over to the new system.”

“We provided a customized printing solution to meet Crate and Barrel’s needs,” said Bud Weist, Vice President of sales and marketing, Epson System Device Group. “With Epson, retailers realize significant POS benefits by upgrading the printers on a legacy system. Flexible Epson interface designs allow for easy migration to open-architecture systems with the same printers.”

**About Epson’s TM-H6000II**

Epson’s TM-H6000II delivers the ability to read MICR, print and endorse checks in a single pass, shortening check printing time up to 50% over “check flipping” options. Epson’s high-accuracy MICR reader helps minimize administrative returns and lowers costs. The TM-H6000II speeds up transaction

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times, creating faster-moving checkout lanes and increasing customer satisfaction. With Epson's Connect-It™ interface options, the TM-H6000II is compatible with proprietary systems as well as today's PC-based POS solutions, giving retailers a flexible configuration with peak printing productivity.

**About Crate and Barrel**

Crate and Barrel is one the most influential and respected housewares retailers in the U.S. - delivering fresh, functional, well-designed products in the home furnishings and gourmet industries for forty years. Based in Chicago, the company operates 130 stores and employs over 6000 associates nationwide. In 1998, Crate and Barrel began a partnership with Otto Versand of Hamburg, Germany, the world's largest mail-order company, enhancing its operation and allowing for new growth. The company operates three warehouse and distribution facilities to support customer orders from Catalogue and Internet divisions. Visit [www.crateandbarrel.com](http://www.crateandbarrel.com) for more information.

**About Epson**

Epson offers an extensive array of POS printers and transaction terminals for the retail, hospitality, supermarket and banking markets. Founded in 1975, Epson America, Inc. is the U.S. affiliate of Japan-based Seiko Epson Corporation, a global manufacturer and supplier of high-quality technology products that meet customer demands for increased functionality, compactness, systems integration and energy efficiency. Epson America, Inc. is headquartered in Long Beach, California. For more information, please visit [www.pos.epson.com](http://www.pos.epson.com).

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