

NORTH
BOUND

TRUNO
retail technology solutions



A Letter from the President



WHERE HAS THE TIME GONE?

A cliché, but the saying really rings true this year. The first half of 2015 has swept by as we've seen several new and exciting technologies come about. We launched our very first smart phone app which was designed with our customers security in mind. We also just launched TRUBalance - a cloud-based version of our excel balance sheet. TRUBalance is feature-rich, providing our users more flexibility in reporting, consolidation and security during daily balancing processes. One of the most exciting events we've seen was the installation of self-checkout in a geographic market traditionally known to resist the self-service movement. The results have

been outstanding, challenging us all to continue to evaluate the market place and ever-changing consumer demands. Our exclusive labor management solution, TimeForge, continues to pick up traction in the market with the addition of the payroll division, applicant tracking and business intelligent reporting. Lastly, with the launch of EMV this October, the industry is busy today preparing for the liability shift of tomorrow.

All of this spells one thing to me, change. In the technology industry change is always on the horizon. With change, comes opportunity. Whether it's a technology shift like cloud based solutions, operational changes like shelf checkout, or new regulation requirements like EMV, we stand ready to take on any and all opportunities that may come our way. We have the talent and technology to meet these opportunities with solutions to serve our customers - who in turn feed millions of Americans every day. That's pretty powerful.



Steven Watters
President

mark your calendar.

TRUNO CONFERENCE

10.12-14.2015

OVERTON HOTEL | LUBBOCK, TEXAS

registration opens august 1.

TRUNO
13912 FM 1730
Lubbock, TX 79424



TRUNO RESPECTED LEADER TO MANAGE NATIONWIDE SERVICE TEAM

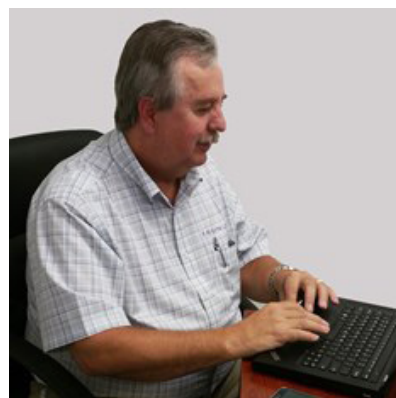
Effective April 8th, David Price was appointed TRUNO's newest National Service Manager. The decision to place David in charge of the direction of Truno's national service team was a no-brainer. David has been with TRUNO since 2006, excelling in various positions such as Senior Field Service Technician and Lubbock Service Manager. David has served as one of TRUNO's most valuable teachers - training new technicians directly in the field. Prior to joining Team TRUNO, David gained field experience as a POS and Payment Systems technician with Furr's Supermarkets and Malloy's Cash Registers.

Besides being a seasoned expert in grocery technology, what sets David apart as a leader among many is the level of respect his team members hold for him. A former member of the military, David is a true leader by example, "David won't ask you to do anything he hasn't done himself," Rodney Moore says of David. "David takes his job very seriously. Taking care of his customers is his number one priority and he expects nothing less from his team."

"Our service team is simply like no other," David said of the 124 member national team. "We don't just sell concepts to our customers, we believe in those same concepts." With a passion for serving customers, David sets out to develop the

relationship between technicians and their grocery stores. "All TRUNO technicians take personal ownership of their assigned stores. We want each customer to be excited to see us in their store." David encourages his team members to continuously seek out learning opportunities and ways to better service grocers. Providing more opportunities for ongoing training and maintaining a high level of preparedness are just two of the goals set by David for the service team.

TRUNO would like to congratulate David Price on his new role as National Service Manager. David will no doubt do an outstanding job of leading our regional service managers and their teams as they continue to serve our 3,000+ customers, nationwide.



THE UNITED FAMILY® NAMES TRUNO, RETAIL TECHNOLOGY SOLUTIONS "PARTNER OF THE YEAR"

The United Family® awarded TRUNO, Retail Technology Solutions® as the 2014 recipient of their prestigious "Partner of the Year" award after a unanimous vote. The honor was announced at the supermarket's annual leadership awards ceremony held in Lubbock, Texas on April 20th, 2015. United's Chief Information Officer, Chris St. Clair, presented TRUNO with the award, which distinguishes the partner with the largest impact on United each year.

"TRUNO values innovation and creativity. They are mindful of our commitments to our guests regarding information security. In a year of countless breaches, I can't tell you what this means to our company. TRUNO has helped us launch all of our fuel sites, has helped design and support the end of day settlement processes, and has kept our stores open in times of equipment failure.

TRUNO truly is a partner that is committed to our success."

St. Clair also cited the "very high degree of success" achieved during the execution of 12 store conversions led by TRUNO in 2014. President, Steven Watters, accepted the honor on behalf of TRUNO thanking the entire United Supermarkets team for their continued partnership.

"TRUNO truly is a partner that is committed to our success."

Chris St. Clair
United Supermarkets

Partnering with The United Family® since 2007, TRUNO services and supports 68 United Supermarkets, Market Street, Amigos & Albertson locations in Texas and New Mexico.

Employees of the Month

We think we have the best employees around. THANK YOU to these team members that went above and beyond to deliver technology solutions with our customers' best interest in mind at all times.

March - Richard Lynch
April - Robert Priestley
May - Jimmy Falcon

TEAM TRUNO

TRUNO SUPPORTS CASA, HOSTS VOLUNTEER INFORMATION SESSION



Team TRUNO had the opportunity to take a break from work and attend a CASA 101 session hosted at the headquarters office on June 10th, 2015.

Court Appointed Special Advocates, or CASA, is a national organization that helps empower community members

across the country to serve as volunteer advocates that speak for the well-being of abused and neglected children in the foster care system. Court appointed special advocates help ensure each foster child's needs remain a priority in the over-burdened child welfare system while working to find safe and stable homes for these children.

CASA of the South Plains staff members and current volunteers

discussed with TRUNO employees the increasing need for volunteer advocates, what it means to be an advocate, and how community members can help make a difference in the lives of Lubbock area foster children. More than 90% of children with CASA advocates never re-enter the child welfare system and on average spend five months less in foster care.

TRUNO would like to help support CASA build their capacity to serve more children with a \$10,000 donation. Locally, it costs CASA \$1,500 to recruit and train one Volunteer Advocate. This donation underwrites a class of 6 new Volunteer Advocates who will go forward to provide advocacy services for 12-15 children in one calendar year. TRUNO is proud to support such an admirable organization that continues to make a difference in the lives of so many children in need.



NCR'S 2015 SYNERGY CONFERENCE: "INSPIRED COMMERCE"

TRUNO leaders gathered at Walt Disney's Swan and Dolphin Resort on June 22nd - 25th to attend NCR's 2015 Synergy Conference: Inspired Commerce. Focused on NCR's retail industry solutions, the event featured technology of today and tomorrow to inspire ideas, innovation, and best practices.

Tuesday's kickoff general session provided a bright forecast into the future with NCR and retail technology. One highlight of the morning was the announcement of NCR's Retail One platform. NCR Retail One is a cloud-based, innovative commerce hub that will allow retailers to better address omnichannel requirements and position themselves for success in the new era of the Internet of Things. The concept of Retail One elevates the opportunity for Truno to develop software solutions that effectively interface with the NCR point of sale and other third party devices.

Synergy boasted two full days of breakout sessions on topics such as EMV, Retail One, self-service checkouts, Power HQ, and more. With multiple sessions on payment security and EMV, the conversation buzz between retailers and vendors alike centered on security and it's future. NCR's expert Ken Harris, General Manager of Global Payments, led the discussion on EMV and the knowledge necessary for retailers to be ready. Overall, the concern remains in the consumers' awareness of the upcoming technology and what it means for their front-end experience. A panel of selected retailers led several breakout sessions. This format allowed retailers to learn and discuss directly with their peers. TRUNO's Director of Back Office Operations, Jared Black, was selected to speak as a panel expert during RTI's session on sign and label solutions. As a former retailer, now turned channel partner, Jared was able to provide a unique perspective for attendees.

In addition to informative breakout sessions, attendees were able

to experience the technology featured during Synergy's exhibit hall, which hosted over 40 vendors. TRUNO Sales Executive, Chris Woods, was "impressed with the future-ready features and capabilities of NCR's 7879 Scanner Scale" on display for demo. The exhibit hall also provided the venue for networking during social hours each evening. "Networking and establishing relationships has always been a great benefit of attending Synergy," Jared Black said of the conference. "Additionally, seeing new technologies and the forecast for the future of NCR's products is both valuable and exciting."



Synergy concluded on a high note with special guest Mario Andretti, Legendary Race Car Driver. In a Q&A session moderated by NCR's Michael Bayer, SVP and President Retail Solutions Division, Mario sat down to discuss his life on and off the race track. His message was one of hard work and determination. Famous for the quote, "If everything seems under control, you're just not going fast enough," Mario underlined maintaining a passion for success in your career.

NCR's 2015 Synergy provided a platform for retail technology thought leadership, and left us heading home from Orlando feeling inspired.