

GROCERY MANAGER V4.17: THE LATEST VERSION OF GROCERY MANAGER IS NOW AVAILABLE FOR GENERAL RELEASE.

New features that may be of benefit to your business are;

1 GM-Mobile has been re-developed from the ground up to better enable it as a management terminal on the trading floor. The user interface has been re-designed so that multiple tasks can be performed concurrently. For example, while you are editing your order, you can be doing a mini-stocktake, requesting a replacement shelf edge label and producing markdown labels for 'near use-by' products. More product information is accessible and the design shows you the most relevant information for the process you are performing. For example, during ordering, we highlight if there is any current and pending specials and show average daily sales.

2 Add a Toshiba markdown printer to either your GM-Mobile system or even your stand-alone, Metcash supplied Symbol PDA and create markdown labels for 'use-by' and other 'reduced-to-clear' products. The system will calculate a markdown price for you based on markdown percentage or dollar amounts and rounding rules and produce a label with the original barcode and the new price embedded. This means the cashier just scans the product and the markdown is automatically applied and tracked. Stock control is properly



maintained and you can increase the security on your open-department and markdown POS features to help reduce 'sweet-hearting'.

3 Label management has been enhanced so that you can now associate a label style with a product. For example, you can specify that by default, you produce a "9-up" label for Roma Tomatoes, a "1-up" A4 label for Brushed Potatoes and a "4-up" deli label for Short Cut Bacon. When labels are generated, the system groups the output by label style and advises which stationery to use for the next print run. This coupled with an extended range of 'labels' for what you might currently call a shelf talker stationery means improved automation in departments that might currently be handling shelf labels manually.

4 In the 4.17 release of Grocery Manager there has been a focus on both existing and brand new customer loyalty options. Existing users can enable a facility to produce vouchers at the POS based on a trigger point or alternatively can consider migrating to our new web-based loyalty solution with 'pay-with-points' features. Ask your local sales team for more information about Smart Rewards.

5 Group Controller users will notice a number of brand new items of their menu as well as enhancements in

Product Maintenance. We've added the ability to:

- Generate turn-in orders and investment buys based on store sales and current stock holding
- Review hosted promotions in an "Excel-style" grid, sort-able by a number of columns like the special saving or GP%
- Review hosted normal retail pricing in a similar manner as the new promotion retail tools
- Maintain scale details like ingredients and nutrition panel in Product Maintenance
- Create spreadsheet templates for suppliers so that they can in turn provide spreadsheets to advise of product maintenance ongoing.

6 A new module called Finance Manager has been added to the suite. It enables users with the MYOB or Landmark accounting packages to post sales, cost of goods, invoices, debtors, adjustments and banking information from their Grocery Manager to their accounting system – no need for rekeying. Data is validated before it is posted to ensure that the data balances within accepted tolerances (e.g. cashier variances). This coupled with new features in Grocery Manager's stock control to increase the integrity of data during ordering, invoice processing and direct store deliveries means we can provide an end-to-end stock control system.



Worldsmart Retail Conference

The inaugural Worldsmart user conference kicks off on Hamilton Island on the 9th of August. Over 100 retailers have registered to attend and will spend two days mixing with a variety of suppliers including Toshiba TEC, Datalogic, Ingram Micro, Motorola, IBM and Time Target. New technologies will be demonstrated and retailers will have

the opportunity to discuss overseas trends with guest speakers attending from both America and Japan. Fifteen Worldsmart staff will also be attendance to ensure all delegates receive an overview of the latest version of Grocery Manager along with personalised training.



SELF CHECKOUT ...is now a reality!

John McLean from Bowen installed two lanes of self checkout in his three lane convenience store in late 2009 whilst Hasting's Co-op on the NSW Central Coast have installed four lanes of self checkout in their renovated and soon to be re-opened store. John is extremely happy with the performance of his two lanes and has been kind enough to share his thoughts with other retailers at the upcoming Worldsmart Conference on Hamilton Island.

You might be interested to know that in seven months of trade over 21,000 customers have used the self checkout units which is 16% greater than the

operated POS lane. Over 52% of all items have been processed through the self checkout units and remarkably over two thirds of cash out transactions occurred on the units as well. The average basket size on the self checkout was 2.26 items, slightly lower than the 2.46 items on the operated POS. What makes these statistics even more amazing is that all tobacco sales must be transacted through the operated POS!

Keep an eye on our website for a soon to be published case study focused on the benefits John has derived.

HINTS & Tips

Grocery Manager contains an extensive online help library to assist you in the day to day running of your store. To access the online help click on 'Help' and type in your subject of interest. Grocery Manager will then display all information related to your topic. This is a great way to refine your existing processes and to learn new functionality that may be of benefit to you.



∴ **Grocery Manager** ∴

WORLDSMART RETAIL APPOINTS GENERAL MANAGER

Worldsmart would like to welcome back Michael Beer who has taken up the role of General Manager - Worldsmart Retail. Michael's role will focus on all day to day operations of the business.

Michael was previously with Worldsmart Retail as Qld State Manager between 2006 and 2008.

Melissa Davin remains CEO of Worldsmart Retail and Worldsmart Future while Michael heads up the overall retail operations.

BE AWARE

A reminder for all retailers that store scales must be calibrated and certified by a qualified scale technician after installation. The appropriate government department in each state perform spot checks and any offending retailers are fined. If your scales have not been certified please contact your local Worldsmart office for advice.

For more information on any products or stories in this newsletter, please contact your Account Manager or Worldsmart Retail on **1300 738 324**.

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