

L-POS™

POS software that understands you

L-POS for Convenience Stores

C-Store operators are in a really tough business space. The industry is dominated by large chains with tremendous buying power. Operating your own independent business requires efficient management and strict controls. Since you're shopping for a POS system, don't you want a system that:

- Will monitor your stock levels and help you have products available when needed?
- Will track suspicious activity by operator so that you can reduce cashier dishonesty?
- Will provide detailed reporting to help with product selection so the right products are on your shelves?

Most C-Stores carry quite the variety of products. Typically junk food (candy, ice-cream and soft drinks), lottery tickets, newspapers and magazines are sold. Unless the outlet has a liquor license, the range of alcohol beverages is likely to be limited (i.e. beer and wine) or non-existent. Many stores carry cigarettes and other tobacco products. Varying degrees of food and grocery supplies are usually available, from household products, to prepackaged foods like sandwiches and frozen burritos. Automobile-related items such as motor oil, maps and car kits may be sold. Often toiletries and other hygiene products are stocked, as well as feminine hygiene and contraception. Some of these stores also offer money orders and wire transfer services. The most common type of foods offered in convenience stores are breakfast sandwiches and other breakfast food. Convenience stores are now selling bakery products like fresh French bread, muffins, croissants (or similar). A process of freezing part-baked bread allows easy shipment and baking in-store. Some stores have a delicatessen counter, offering custom-made sandwiches and baguettes. Some stores have racks offering fresh delivered or baked doughnuts from local doughnut shops. Some stores have a self-service microwave oven for heating purchased food – in Hong Kong, convenience stores even provide lunch and dinner. Convenience stores may be combined with other services, such as a train station ticket counter or a post office counter.

How can you ensure the right products can be found on your shelves?

- When you know which items move and which don't you can make profitable ordering decisions. You will be able to establish reorder points and stop overstocking your shelves with products that aren't moving.
- **L-POS** allows you to create and print shelf tags to organize your product display.
- Automate your calculation for inventory replenishment based on accurate re-order trigger quantity or by basing it on factors of sales quantities.
- Easily create purchase orders, with integrated receiving that will help track deals the suppliers promised.

Aren't you worried about security?

Even if you aren't, we are. Shrinkage is the greatest source of loss in any retail operation. Will your POS system help reduce shrinkage by:

- Controlling customer theft through effective interfaces to DVR security systems that provide on-line data capture and that record everything you need to prosecute?
- Control direct store delivery and reduce supplier billing errors?
- Providing on-line monitoring and reporting on suspicious transactions to reduce cashier dishonesty?

From people who understand POS



L-POS™

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Gain on-the-fly access to your data with a comprehensive reporting system

- With immediate access to sales information, profitability, inventory and customer purchases you will know exactly what's selling and who's buying.
- Generate sales and inventory reports to help you decide what products you want to order.

Managing multiple locations

Trying to operate one location can be hazardous to your health. Imagine trying to run several? Or fifty? The challenges multiply as you continue to add locations. Operating more than one store will require a system that features:

- Centralized data entry to reduce errors and efforts
- Up to date and centralized reporting information to assure that margins are being maintained
- On-demand remote site connection to allow on-the-fly price updates in competitive environments

Help your customers enjoy their visit

- The intuitive POS interface allows store clerks to understand how to process transactions immediately and provides access to customer information that lets them sell more effectively.
- The fully independent system means that your POS continues even if the network has failed. Features like suspend and resume, retroactive discounts, on the fly customer account entry and clean receipt make life easy for the customer and the cashier.
- Use the technology to its potential by creating customized promotion messages and placing store logos on receipts. You have up to 15 lines of message text for the top of the receipt and up to 10 different 15 line trailer messages to use. And the high speed printer interface means that the receipt will still be ready before the wine is in the bag.
- Use the in-store couponing system to offer great rewards to return shoppers and you'll start seeing your customers more and more.
- Use the price management system, discount matrix tables, promotional pricing and price batches to offer the deals and specials that will help increase sales.

Take a penny, leave a penny

(sometimes *Give a penny, take a penny* or *Penny tray*) refers to a type of tray, dish or cup often found in gas stations and convenience stores in North America, meant for convenience in cash transactions. The small cup or tray near a cash register is designated as a place for people to place pennies they receive as change if they do not want them. Then, customers who, for example, need one cent for a transaction can take one of the pennies to avoid needing one of their own or breaking a higher-denomination coin or bill.

Contact us

Call us for the name of a reseller in your area. Our resellers will offer great advice on how **L-POS** can help run your convenience store more efficiently. With thousands of businesses using our products already we should be a great fit for your high volume operation. We have a mission-critical no down-time system that will speed things up and give you the information you need to make smart retail decisions.

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