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Magruder's Supermarkets Puts Final Imprint on In-Store Systems Overhaul

MARCH 01, 2005 -- WASHINGTON, D.C. -- Magruder's Supermarkets, a 10-store independent chain with roots dating back a century, placed the finishing touches on a two year, \$2 million in-store systems overhaul with the installation of point-of-sale printers for digital check and I.D. imaging.

The systems installed included NCR Fastlane self-checkout systems, a Symbol wireless LAN, and Hewlett Packard PCs running an OpenField point of sale application, called StoreCentral.NET -- part of Microsoft's .NET framework. The retailer completed installation of Epson's TM-H6000II multifunction printer with TransScan digital check imaging and ProofPlus ID scanning in November, and plans to go live with I.D. scanning by mid-year.

"This was all part of our strategy of putting together a total in-store solution," Glenn Gibson, Magruder's c.i.o. told Progressive Grocer. "We wanted a true best-of-breed solution, and by running on an open platform, we were able to accomplish this."

The printer is already being used to capture digital imaging of checks. However, it is the I.D. scanning and total functionality of the printer that will deliver Magruder's an ROI for the units installed. "Our check tenders are only 5 percent to 6 percent of sales, so for us, checks alone wouldn't have justified the investment," said Gibson. "But all of the functions together do: The I.D. scanning, its unique printing features -- it prints larger, faster, and by category -- in addition to the check imaging."

Magruder's is one of Washington, D.C.'s few retailers whose liquor sales are not prohibited by Alcohol Beverage Control (ABC) legislation. With the Epson TM-H6000II ProofPlus, the retailer plans to image ID cards to enforce compliance in checking identification for purchases of alcohol and tobacco, which can help reduce the retailers' liability. "Liquor sales and check cashing services

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are a large part of our business," said Gibson. "We plan to use the Epson printer to image checks and ID cards, lowering our overall liability, while speeding up transaction time for our customers. Lowering our costs allows us to be more competitive in our marketplace."

-- Joseph Tarnowski



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