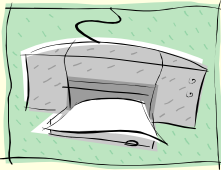


## Laser Printers

The new model Kyocera FS-1030 is now available from Retail Systems. Featuring 22 page per minute 600dpi printing, the Kyocera FS-1030 also comes with a 2 year return to base warranty and the Initial Processor Unit is guaranteed for 100,000 pages or 2 years (whichever occurs sooner). So if your old laser printer is giving you trouble, why not upgrade?? Priced at only \$650 plus GST & replacement TK120 toners @ \$145 plus GST.



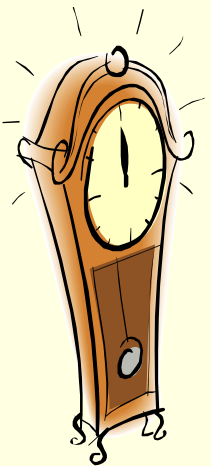
## Shelf Ticket & Label Printing

Sick of tearing the A4 Perforated Shelf Labels? Then we have a solution for you. Introducing the new Toshiba TEC B-SX4 Label Printer designed for on demand and unattended printing which produces many major benefits, that include:

- Labels are always ready for printing—no changing paper
- High speed printing leading to increased efficiency and productivity
- Compatible for shelf edge labels or promotion talkers
- Perfect readability of labels and barcodes due to built-in quality print technology
- Fully compatible with Grocery Manager and Shelf Print Manager
- More practical and time efficient than using 8 x 3 shelf labels
- Reduced wastage
- 203DPI Print Resolution
- Print at speeds up to 10" per second
- Direct Thermal Printing/Thermal Transfer
- Serial, Parallel, Ethernet, USB, PCMCIA & I/O Interface
- Maximum Print width of 104mm



## New Time Target Features



The highly effective staff rostering solution, Time Target, now has even more features thanks to the recent release of the new version. Already a hit with Grocery and Hospitality sites around Australia, new features to the solution include:

- Enhanced rostering reports including detailed shift notes and comments
- Full SQL database engine improves performance and reliability
- A3 printing capabilities with integration to Excel
- Enhanced shift rostering allowing managers to specify exact job during each shift (eg, Heather 0900-1430 Breach at 1200 for 30 minutes, working on register 2)
- Individual default shifts for staff (simplifies rostering functions)
- Individual Award profiles for staff in addition to group awards
- Enhanced wages to sales budgeting functions and reporting
- Inclusion of Annual and Long Service Leave accrual balances with calculation of deductions

### New Hospitality Feature Event Rostering

A major advance to the rostering functionality, event rostering allows for mini rostering of functions such as weddings and meetings with individual cost centres, reporting and comments. Hospitality sites can now roster and plan wages costs for individual events within their daily rosters with ease and even allows for client billing for excess hours. Grocery customers can also take advantage of this new feature for special events cost control.

This upgrade is free to existing clients with the Time Target Annual Support Agreement. For more information on the new features or information on Time Target, please call Bradley on 9422 5600.

## New Customers, Register Upgrades & Upcoming Installations

Eziway Food Stores Merredin  
ABS POS

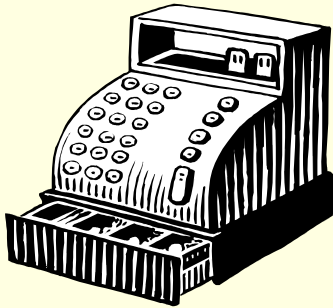
Farmer Jacks Leeming  
TEC Navkey POS

Rusty's IGA, Derby  
ABS POS

Mingenew Trading Co.  
ABS POS

Gwelup Supa IGA  
WinPOST POS

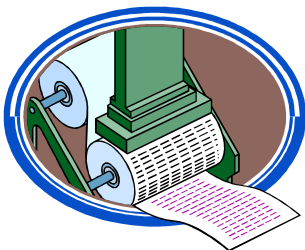
Canning Bridge IGA plus Liquor  
Wireless Stock Receival



## Thermal Paper Price Reduction



New low pricing on high quality 80 x 80 thermal paper, now only **\$2.20** per roll for a box of 24, saving a HUGE \$18.00 per box. Please call Sarah on 9422 5600 to place your orders.



## Supa IGA & IGA Change-over



Are your Account Statements & Register Receipts still printing Dewsons or Supa Valu? If so, please contact Sarah on 9422 5600 or e-mail her at sarah@retailwa.com with your new details so she can organise a new license with the correct name. Also don't forget to contact your EFTPOS provider and change your details with them.

## Point-of Sale Purchasing Tips

The purchase of a Point-of Sale system is a large investment for your business and you need to be aware of some important elements your system should have in order for the investment to be worthwhile. This is a ten-point checklist of features an effective system should have, designed to help you pick the best solution for you.

- 1 **Host Support** - Does the system have a facility to allow the maintenance of product pricing by electronic data transfer from the warehouse computer?
- 2 **Margin Management** - Does the system have automated routines to maintain margins on selected ranges of products, with bonus pricing on selected categories?
- 3 **Specials Management** - This feature enables promotional pricing to be applied for a selected time period, then changing back to the normal retail price automatically
- 4 **Automated Ordering** - This may be based on a computer generated order or data keyed through a PDE, with electronic transfer of the order to the warehouse computer
- 5 **Electronic Invoice Entry** - This saves an enormous amount of keyboard entry time and ensures that the correct information is recorded on quantity and price
- 6 **Peripheral Integration** - Devices such as a portable PDE scanner that is integrated into the stock system can dramatically reduce time spent on tasks such as stocktaking, ordering and price checking
- 7 **Ticket Printing** - The Scanning Code of Practice places emphasis on the importance of maintaining shelf ticket prices in line with prices at the registers. A point-of sale system should include an integrated ticket printing module where shelf labels are automatically produced by the system whenever a selling price is changed in the computer
- 8 **Stock Control** - Stock control is not the most critical aspect of managing a retail store, but is a vitally important part of a complete system
- 9 **Local Service & Support**—Make sure your POS supplier has a large, local support team with both Telephone and On-site Services available
- 10 **Training** - A new POS and Back Office system can be difficult to understand and operate properly. Full initial and on-going training must be provided by your POS supplier.

Is your current system lacking any of these features? If so, or if you are looking to purchase new equipment, call Peter Martin on 9422 5600.