

# Subway® Moves the Lines to Increase Profits Inside Walmart®

## Every Second Counts!!!

T-Flex™ Coin Dispenser

There is no busier place on a Saturday afternoon than a Walmart®, unless you count the Subway restaurants within a Walmart®! They, too, enjoy the traffic flow brought on by the bargain-hungry consumers. And hungry they are – so they stop in to enjoy a freshly-made sub by the best sandwich artists in town at the Providence, RI Walmart® store.

George Beaudreault, Multi-Unit Franchise owner, has been a happy Telequip® customer for over 5 years, and he would not think about opening a new SUBWAY® without including a Telequip® Coin Dispenser on his list of “required equipment.”

### Measurable Return on Investment

“Speed of service is an aspect of our business that we emphasize when training our employees to provide great Customer Service. And the Coin Dispenser has proven to be a natural compliment to fast employees on the line. It was an obvious asset in our other stores, so we made the small investment for the Walmart location, and saw the units per hour rise immediately”, said Beaudreault. “We quickly found that a sandwich-artist crew of 4 can easily handle in excess of 125 units per hour with the help of the coin dispenser. It literally paid for itself in a couple of months through payroll savings and increased sales.”

### Streamlined Shift Changeovers

Coin dispensers provide more than just improved speed of service. They also offer the ability to streamline the coin management procedures throughout the operation. “Having pre-filled canisters ready and waiting definitely makes for

easier shift changeovers, as well as less running for coin throughout the shift. As an added bonus, the Coin Dispenser has made cashing out at the end of a shift a breeze by not having to count loose change”, said George.

### Increased Throughput

“And Telequip® is just great to deal with. They are professional and provide a quick response time that is greatly appreciated. We can honestly say that besides the Speed Oven, no other piece of equipment has played a bigger role in increasing throughput than the Telequip® Coin Dispenser,” said Beaudreault. “That is why we insist that we have one in each store we develop or take over, and why I take every opportunity to let fellow franchisees know the benefits they provide to the operation.”



### About Crane Payment Solutions

*Crane Payment Solutions delivers a full suite of automated money handling solutions, including bill and coin validators, bill and coin recycling, and coin dispensing equipment aimed at the broad retail, self-service, transportation, gaming and vending markets. Crane Payment Solutions now offers the widest range of components for integrated payment systems available today, including Telequip® branded products. Designed to provide years of trouble-free operation, the Telequip® brand of coin dispensing products is synonymous with quality, reliability, and longevity, delivering products that are second to none.*



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