

GLORY



**Enhanced profitability, greater  
productivity and happy employees**

– three wins for national grocery chain

**HyVee®**



# THE CHALLENGE

**“We would spend 30-45 minutes on a daily basis counting a deposit to send it to the bank. This is something we don’t have to do anymore because the [Glory] machine does it for us.”**

**Kristi Tennill, Accounting Manager,  
Hy-Vee, Inc., Bloomington, IL**

Hy-Vee is one of the largest supermarket chains in the U.S. Since its founding in 1930, the employee-owned chain has been committed to customer service, expressed in its slogan, “A smile in every aisle.” However, throughout its stores, Hy-Vee employees were spending precious hours managing cash. A distraction from its customer focus. “We were constantly counting registers after every cashier and after every shift. We verified it in the morning, we verified it at night. We were constantly counting,” says Kristi Tennill, Accounting Manager, Hy-Vee, Inc., Bloomington, IL.

Hy-Vee needed a solution that would transform cash management across the chain, so employees could spend less time counting cash and more time delivering on customer experience.

# THE SOLUTION

Hy-Vee approached Glory for an effective cash management solution, given Glory's proven track record and since Hy-Vee's current recycler solution wasn't serving their needs. Glory could enable the chain to fully automate its cash handling by moving employees from counting cash to more productive roles. Glory performed an investment analysis mapping their current cash processes and worked with the retailer to determine the right system for the grocery chain's unique needs.

Glory's CASHINFINITY™ CI-300 Cash Recycler was installed for the opening of one of Hy-Vee's new stores. "The Glory machine is a first for our company and hands down, I love it. It's tremendous the amount of labor that was able to be cut out of the store, also the amount of human error," says Tennill.



# THE RESULTS

With Glory's CI-300 Cash Recycler in place, Hy-Vee has significantly reduced time and labor counting cash. It also enabled cash to be handled more safely. "I don't have to stand in the front end of my stores and count cash. I feel more secure that I don't have people watching and seeing how much cash I'm handling," says Becky Hockman, Director, Retail Accounting, Hy-Vee, Inc. Most important, employees are happier. Hockman says cashiers tell her how much they love the cash recyclers and the assurance they provide. For an employee-owned company, that's the best kind of ROI.



## ABOUT HY-VEE

**“The Glory machine is a first for our company and hands down, I love it. It’s tremendous the amount of labor that was able to be cut out of the store, also the amount of human error. I would talk any store director into getting one of these.”**

Kristi Tennill, Accounting Manager,  
Hy-Vee, Inc., Bloomington, IL

Hy-Vee is among the largest grocery chains in the U.S. with 84,000 employees and 240 stores across the Midwest. The employee-owned chain focuses on superior customer service – providing variety, quality, convenience, and offerings that support health and wellness. Hy-Vee ranks in the Top 10 Most Trusted Brands in America according to the Temkin Loyalty Index.

Hy-Vee: another retail success story

- Saved hours of time spent daily counting cash
- Enabled employees to focus more on customer experience
- Improved the secure handling of cash
- Increased overall cashier satisfaction and confidence

# PERPETUAL MOTION

The Glory Retail Cash Chain vision is based on “Cash in Perpetual Motion”, ensuring that cash taken at point of sale reaches the retailer account as fast as possible, with no loss along the way. By speeding and automating process steps, Glory CASHINFINITY solutions keep the entire business more agile, drive competitive advantage and contribute to enhanced profitability, as well.

The drive for operational efficiency is a never-ending task but there is a limit to what can be achieved through working faster and harder. To make a step-change in performance, retailers now need to work smarter across the entire value chain. Glory CASHINFINITY cash management solutions have a major contribution to make.

For more information on  
Glory’s CASHINFINITY solutions  
visit [www.glory-global.com](http://www.glory-global.com)  
or speak to your sales representative



## Related solutions...

### CI-10

Compact cash recycling solution, enabling automated cash handling at point of sale positions.



### CI-100

Fast secure cash processing and storage in the back office.



### CI-SERVER

Centralized management of cash throughout a store in the front and back office.



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