

As the Combination Spins

Upcoming events:

NRF-LP

June 14-15
Atlanta, GA

Dominos

July 21-22
Las Vegas, NV

Subway

July 23-25
Chicago, IL

NFSSC

August 1-4
St Louis, MO

NACS

October 5-8
Atlanta, GA

CSS Solutions Evolve in Response to Global Demand

CSS continues to expand the capabilities of our advanced cash control system (ACCS) product line to meet the needs of a growing number of countries around the world. CSS has deployed ACCS technology to over 15 countries, helping retailers to improve their cash management efficiencies through technology and industry best practices, tailored to their unique market requirements. In the last two years alone CSS has translated the ACCS software into six different languages, now supporting 12 international currencies.

Most recently, in collaboration with global armored car company Brinks, we created a version of our cash management software in Hebrew for the Israeli market. This particular translation provided some unique challenges. To begin with Hebrew has its own unique al-



phabet and set of characters. In addition, as opposed to reading the text from left-to-right, Hebrew is read from right-to-left. We have enabled ACCS users in Israel to read and enter data in their unique language and format.

At CSS we are committed to delivering our cash management solutions to the global retail marketplace. As Tom Hartmann, Vice President ACCS

Global, states: "Our flexibility to meet the diverse requirements of international markets with a sophisticated and reliable cash management system is unique in the industry. We have a well defined and agile process that enables us to quickly provide high quality solutions, tailored to the requirements of each market." Expect to hear more about our expansion into new markets as we continue to address the cash management challenges of retailers around the world.



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Congratulations to Jack Costello on being

number one in sales for April. Anya Redden moved into second place in overall sales and Karl Watson came in third for the month.

Good job to all!



What is money?

Money originated as *commodity money*, that is money whose value comes from a commodity out of which it is made. It is objects that have value in themselves as well as for use as money. Examples of commodities that have been used as mediums of exchange include gold, silver, copper, salt, peppercorns, large stones, decorated belts, shells, alcohol, cigarettes, candy, and barley.

Nearly all contemporary money systems are based on fiat money. Fiat money is without intrinsic use value as a physical commodity, and derives its value by being declared by a government to be legal tender; that is, it must be accepted as a form of payment within the boundaries of the country for "all debts, public and private."

Got a CSS story to tell?

Like to write?

Submit articles for consideration to: Wes Wernette
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630-428-4024

CSS Participates In PCATS Session at NACStech in New Orleans

CSS has been a Charter Member and active participant in the Petroleum Convenience Alliance for Technology Standards (PCATS) organization since its inception in 2004. PCATS is devoted to the development, maintenance, and implementation of standards for the convenience store and petroleum industries. Over the years CSS has been most active in the device integration committee, focusing our efforts on the Auto-Safe work group. This month CSS continued it's active support of the organization by participating in a session sponsored by PCATS at the NACStech show in New Orleans.

The device integration session focused on Open Site Architecture and how it is beneficial to retailers and suppliers alike. During the presentation attendees heard a high level overview of what implementations exist today and what is on the horizon. They also received actionable information to help them get their disparate technologies working together. Scott Wood, Executive Director of PCATS, was the session moderator and David Murch, CSS Director of Engineering, was a presenter during the session.

David shared with the group the inherent challenges found in our activities concerning device integration and highlighted our work on Auto-Safe integration with POS systems. CSS has always worked hard to provide innovative solutions to help our customers improve their business operations, such as maximizing cash flow or reducing cash shrinkage. Our efforts allow them to more effectively integrate, and therefore better leverage, the investments they



make across all their retail systems.

As most retail operations and loss prevention professionals will tell you, the more information and greater visibility they have from the time money is accepted from a customer until it is deposited in a bank, the better they are able to maximize the use of the money and reduce the loss of it. Seamless integration of advanced cash management systems is the focus of the PCATS Auto-Safe standards and what CSS will be delivering into the foreseeable future.



First Quarter Leaders

The results are in for sales in the first quarter of 2010. Jack Costello started the year out strong by recording the highest sales for the period. In addition, Martina Herrera had a very good first quarter by achieving the highest percentage increase in sales for the period. An excellent effort by Jack and Martina—congratulations and a “job well done” to both. Good luck heading into Q2 and may the momentum continue.

