

# Discover the Top 5 Reasons Retailers Are Moving to Cash Recyclers

Discover 5 reasons cash recyclers are more efficient than smart safes and how your operation can stop counting and managing cash.

Operating a store in today's world can be overwhelming. You're always searching for new ways to recover lost time and profits, but the amount of new solutions to choose from can be daunting.

Read on to uncover how to save time, retain more employees and lower operational costs.



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# What You're Facing

## Today's Retail Challenges

While increasing customer satisfaction and healthy profits remain a priority, stores also have to modernize to keep up with the competition. Unfortunately, few retailers have succeeded in overcoming their challenges to thrive, while others struggle with constant labor shortages, growing customer demands and the new obstacles of today's retail landscape.

### High Costs



Activities like replenishing change tills and closing out drawers at the end of shifts can drive up costs.

### Theft and Loss



Shrink goes beyond product loss. Losses can stem from cash theft and human error.

### Turnover



This high turnover rate results in increased recruiting, hiring and training costs.

### Hiring



Say retaining talent is challenging, resulting in adverse business outcomes.<sup>4</sup>



**1 in 5 Americans work in retail and hospitality — and at least half are considering quitting.**

How can you optimize labor to reduce costs, ease worker burdens and limit theft and loss simultaneously?



## Cash Management Pains

One of the fastest ways to get the most from your employees is to automate cash management.

Counting, reconciling, securing and depositing cash consumes countless labor hours per year, while managing cash manually introduces several major security and logistical challenges.



### Staff Challenges and Labor Costs

Worker shortages force retailers to prioritize essential tasks, like cash counting, over customer service. Businesses need to optimize associates' time for revenue generation to combat rising labor costs and reluctance to assume cash-handling responsibilities.



### Theft and Shrink

Accessible and excess cash on hand makes businesses prime theft targets, and counting cash by hand creates opportunities for shrink through theft and human error.



### Cash-in-Transit Service Costs

Whether your cash-in-transit (CIT) is billed based on the amount of money your vendor picks up or a flat rate per visit, fees can add up quickly. In addition, preparing and waiting for pickups can inflate the price of managing cash and take up precious time.



### Increasing Card Processing Costs

More businesses are prioritizing cash payments to limit costs due to rising debit and credit card transaction fees, increasing the burden on cashiers and managers.



### Time-Consuming Processes

Counting, reporting and balancing cash is a time-consuming process that divert resources from customer service and other revenue-generating activities, and while cash remains stagnant, it does not collect interest or reflect profits.

Labor costs increased 4.8% from 2022 to 2023.<sup>5</sup>



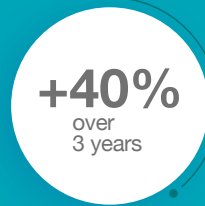
**How can cash automation help optimize labor and maximize staff productivity?**

# Why Cash Recyclers Reign Supreme

## Automate cash processing from the back office to the point of sale

While cash recyclers may not be the obvious choice for labor optimization and talent retention, many retailers are surprised to learn just how much time they lose in total managing, handling and counting cash daily.

When you automate cash processes with a cash recycler, you get all the benefits of traditional and smart safes, plus additional security and time-saving features.



Global growth in the number of back office cash automation devices, including smart safes and cash recyclers.<sup>6</sup>

**Retailers worldwide have moved to cash automation**

## Five Ways Cash Recyclers Solve Big Retail Problems:

### 01 Optimize Labor

#### Increase the value per work hour by up to 10%

Reduce time-consuming manual cash processes and empower employees to focus on providing better customer service and engaging in other higher value tasks.

### 02 Improve Efficiency

#### Increase cash processing efficiency by 90%

Recover lost time spent counting, reconciling and depositing cash with a cash recycler, making cash management a more efficient process.

### 03 Increase Sales and Reduce Losses

#### Reduce cash shrink by up to 50%

Increase basket sizes, reduce cart abandonments and offer more choices to customers with cash automation such as kiosks and recyclers at automated self-checkouts. Automated handling also reduces shrink and human error.

### 04 Elevate Customer Experience

#### 76% of shoppers want to get in and out of stores quickly<sup>7</sup>

Delight your customers with faster lines, more ways to pay and service-focused employees when you provide self-service checkouts and automated cash handling.

### 05 Reduce Costs

#### Reduce the cost of cash management in the back office by up to 40%<sup>8</sup>

Drastically reduce the time your staff spends handling cash, including the time spent prepping for deposits or CIT pickups. As a result, you can reduce the frequency and cost of CIT visits.



## Smart Safes vs. Recyclers: Learn the Key Differences



### Traditional Vaults

Standard vaults hold cash and banking documents in a secure location.



### Smart Safes

A smart safe is a secure machine that electronically validates bills, transmits balances to your business account and connects to sales, cash management and other back-office systems.



### Cash Recyclers

In addition to validating cash and transmitting balances to offer provisional credit, cash recyclers reduce till management time, eliminate employee contact with cash with secure cartridges and act as a depository safe and system that automatically counts and sorts cash deposited to then re-dispense or “recycle” that same cash for customer use.

	Traditional Vault	Smart Safe	Cash Recycler
Offers provisional cash credit	×	✓	✓
Recycles cash	×	×	✓
Reduces manual labor	×	✓	✓✓**
Eliminates employee cash contact	×	×	✓
Reduce theft with secure cartridges	×	✓	✓
Reduces CIT pickups	×	✓	✓✓***
Idle cash reduction	×	×	✓
Till creation	×	×	✓
Counting and sorting capability	×	×	✓

\* Some models may offer this feature

\*\* Cash recyclers offer more manual labor savings than smart safes

\*\*\* Cash recyclers have a larger capacity and recycle cash, drastically reducing CIT pickups



## Summary: Four Areas Retailers Benefit from Cash Recycling

Automating cash processes can increase efficiency across your operation.



### Front of Store

- Offer more customer checkout choices
- Reduce wait times with increased efficiency
- Improve hygiene and protect associates' health



### Back of Store

- Speed up cash counting and processing
- Reduce opportunities for theft and loss through human error
- Secure closed cash management between the front and back of the store



### Self-Checkout

- Speed up transactions and reduce wait times
- Give customers more payment and checkout options



### Kiosks

- Automate cash handling
- Improve hygiene where cash and food are handled



# How to Select Cash Recycling Technology with Confidence

Selecting the right tools and technology to manage cash can be daunting. You need to filter through a sea of options to find the best fit for your business that will deliver measurable changes, provide fast ROI and elevate your efficiency. So how do you make the right choice?

Here are some tips to help you select the right technology with confidence:



## Five Qualities to Look for in Your Investments:

### 01 A Trusted Brand with Long-Standing Experience

Put your cash in trusted hands. Look for vendors with a legacy of innovation in cash recycling and a roster of satisfied clients and partners.

*Glory has pioneered transformational cash management solutions since 1950.<sup>9</sup>*

### 02 Reliable Quality

Your cash recycling system should deliver reliable performance for years. Ensure your technology is built to last, can be deployed quickly and is backed by a solid customer support record.

*With a reputation for excellence and accuracy, Glory is the world leader in modern cash management solutions.*

### 03 Highly Secure

You expect your bank to have impenetrable security — expect the same of your cash recycling solutions. Only choose technology from vendors with a proven security track record.

*Glory cash recyclers use a closed loop system that limits theft, shrink and human error.*

### 04 Future-Proof

Ensure your technology is ready for the future. Choose solutions that can accept software updates and hardware maintenance and replacements to keep your investment in service.

*Glory is a unique provider who designs, manufactures and provides sales and service directly.*

### 05 Speed of Implementation

Whichever technology you select must work seamlessly, provide interoperability with your existing systems and offer fast returns on investment.

*Glory cash recyclers are designed for easy use and interoperability with the technology you already rely on.*



## Revolutionize Your Retail Processes with Glory Cash Automation Solutions



### Simplify Point of Sale

- Improve checkout efficiency
- Reduce counting errors
- Limit shrinkage opportunities
- Enhance profitability

[Explore Point of Sale Solutions](#)



### Expand Customer Options

- Accept cash at self-checkout locations
- Expand your checkout capacity
- Reduce wait times
- Serve more customers

[Explore Self-Checkout Solutions](#)

[Explore Kiosk Solutions](#)



### Streamline Back Office Processes

- Accept cash at self-checkout locations
- Expand your checkout capacity
- Reduce wait times
- Serve more customers

[Explore Back Office Solutions](#)

## Recover Employee Time and Raise Job Satisfaction

When you reduce menial tasks and free up associates to focus on more meaningful work, glorious things happen. Elevate your employee and customer satisfaction with Glory Cash Recyclers that save time, energy and money every day.



The employees using the machine really love it. They save 30–40 minutes per person in what used to be a manual account process.

**Adam Saper**  
Manager Partner, EATALY



We executed a proof-of-concept in several stores and realized savings of 7.5 hours per day per store in cash processing labor. Across our entire store base, that labor savings represents millions of dollars.

**Mike Loudon**  
VP Operations Support for BJ's



## Three Reasons Why You're in Good Company

01 7 of the 10 largest retail stores rely on Glory

02 Glory installs a new cash recycler every 45 minutes in the U.S.

03 Glory is the highest ranked company in the cash technology solutions space<sup>10</sup>



DUNKIN'

AMC THEATRES

DOLLAR GENERAL

Pilot.



Walmart\*



LOWE'S



CHASE

citi

WELLS FARGO

BANK OF AMERICA

PNC

COSTCO WHOLESALE



Harrah's

CHURCHILL DOWNS

Wynn



# Alleviate Cash Pains Across Your Operation

## Do More for Your Customers, Associates and Managers

With the right cash management technology in place, you can streamline processes across your stores. Significantly reduce time spent managing cash, prevent errors and shrink and reallocate your resources to generate more revenue — all while simplifying and securing your cash processes.



# Are you ready to enable confidence at every corner of your store?

Contact Glory today to begin your cash automation journey.



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