



EG America Consolidates Cash Handling Processes with SafePoint



EG America, a national leader in convenience retail, recognized the need to enhance and consolidate its cash management processes. At the time, the company was going through a merger and needed a solution that would simplify how they handle cash. With the implementation of SafePoint, they were able to tackle issues that led to increased time savings.

THE CHALLENGE

EG America faced a significant cash management problem. The company initially operated with an inefficient cash management system, managing a network of 110 individual depository banks. This complex setup presented clear inefficiencies and the need for significant improvement became evident. While implementing a solution like SafePoint wasn't the only potential path forward for the company, it ultimately proved to be the most effective approach.

THE SOLUTION

To address these challenges, EG America partnered with Loomis to implement SafePoint, an automated cash

management solution. SafePoint streamlines the cash handling process from point of sale to bank deposit, providing accurate cash counting, secure storage, and automated deposits. In addition to the installation of Titan smart safes at EG America's retail locations, a partnership with Loomis' SafePoint services entails access to Loomis Direct, a reporting software that provides visibility into cash operations at the store level.

"My team uses Loomis Direct every day," said Marc Rudnick, Assistant Treasurer at EG America.

IMPLEMENTATION PROCESS

Loomis worked closely with EG America to understand its specific needs and customize the SafePoint solution accordingly. This collaborative approach ensured that the solution aligned with EG America's operational requirements. Training and support were provided to facilitate a smooth transition to the new system.



THE RESULTS

SafePoint has become an integral part of EG America’s operations, contributing to its reputation as a leader in convenience retail. While price was a factor in choosing Loomis, the customer service EG America received was crucial in their positive experience.

“I’ve been very happy with the Loomis service,” said Rudnick. “And right now it’s exemplary, in the sense that the people we talk to multiple times a day, every day, are very responsive. They’re very helpful. They’re easy to reach, easy to deal with, friendly, professional, you name it.”

Benefits EG Group Experienced After SafePoint

Time Savings

The implementation of SafePoint brought about significant improvements in EG America’s cash management processes. The automation of cash handling processes led to a reduction in the time cashiers spent counting cash, improving deposit accuracy.

“It’s much more convenient,” said Rudnick when asked about the changes SafePoint has brought to his company’s cash handling processes. “It’s much more organized. It’s standardized.”

Better Cash Flow Management

Near-real-time reporting provided by Loomis Direct enabled EG America to gain insights into cash flow trends, allowing for better management of banking relationships and overall financial operations.

Enhanced Security

One of the key benefits of SafePoint is the enhanced security it provides. Secure cash storage and automated deposits minimized the risk of theft and shrinkage, providing peace of mind for EG America.

CONCLUSION

EG America’s partnership with Loomis and the implementation of SafePoint have revolutionized its cash management processes. By leveraging innovative solutions and a collaborative approach, EG America has set a new standard for excellence in convenience retail.

ABOUT EG AMERICA

EG America owns and operates 1600+ convenience stores and fuel retailers in the United States. The company operates 10 banners in 30 states: Cumberland Farms, Certified Oil, Fastrac, Kwik Shop, Loaf N’ Jug, Minit Mart, Quik Stop, Sprint, Tom Thumb, and Turkey Hill. EG America is a subsidiary of United Kingdom-based EG Group, founded in 2001 by the Issa Family. EG Group is a leading petrol forecourt retail convenience operator which has established partnerships with global brands. The business has an established pedigree of delivering excellent fuel, grocery and merchandise, and food service. EG Group currently employs about 50,000 colleagues working in more than 6,200 sites across the UK&I, Europe, USA and Australia.