



PROGRAM NOTES

SPRING/SUMMER 2005



Published for stores enrolled in the Scanning Certification Program

Welcome New Stores

Mark Scozio has enrolled three of his Festival Foods stores—McIntyre Square, Peters Township and Wexford—in the Scanning Certification Program. His Festival Foods in Jeanette, PA has been in the program since 2001.

SCP staff look forward to helping our newest members work toward certification. Glad to have you on board!

PAWM Holds 90th Annual Conference

The Pennsylvania Association of Weights and Measures held its 90th annual training conference in Lancaster, PA in April. SCP Board of Advisor Vice-Chair Mary Bach was the event's keynote speaker.

PAWM recognized Mary's consumer advocate efforts by naming an annual award in her honor. The Mary Bach Consumer of the Year award will acknowledge a Pennsylvania consumer who roots out verified weights and measures wrongdoing in the marketplace.

Check Us Out on the Web!

You can learn more about the Scanning Certification Program, our Board of Advisors and staff and download program publications at Pennsylvania Food Merchants Association's web site—www.pfma.org.

Checkout Evolution Continues

With innovations such as contactless or wave payments and checkout broadcasting, you're not dealing with your father's checkout anymore.

Contactless payments are a radio-frequency point-of-sale technology—like EZ Pass toll booth systems for the checkout. Shoppers pay for purchases by waving a specially embedded credit card or key fob near a reader at the checkout counter.

Sheetz, 7-Eleven and CVS are three retailers who have embraced contactless payments systems.

Checkout is faster than using cash or traditional credit cards—by 12 to 18 seconds—since customers don't have to handle cash, swipe a credit card, punch in numbers or sign a receipt. Retailers also believe contactless payment offers added security because the credit card never leaves the consumer's hand and can only be read at extremely close proximity to the reader.

In-store TV is another tool being used by retailers at checkout—to add sizzle to the shopping experience and influence buying behavior. Every month 90 percent of the nation's adult population passes through a supermarket checkout, and most of those people are primary buying decision-makers. In-store TV is a way for advertisers to reach those shoppers as they spend an average of 7.4 minutes in line during checkout.

SCP member PathMark conducted a pilot with in-store TV vendor Premier

Retail Networks (PRN) last year and has decided to expand the program to 142 of its stores. PRN delivers content to stores via satellite feed and handles system installation and maintenance. Broadcasts are a mix of advertising and information segments from PRN partners such as Food Network, Discovery Health and In-Style magazine.

Another evolving technology, although widely used today in SCP member stores and across the U.S., is self-checkout. Vendors and retailers are tweaking designs and testing handheld monitors and mobile scanners.

SCP participant Giant Food Stores is set to test the new U-Scan Max system shortly. U-Scan Max is a self-checkout system that features a dual take-

away belt that enables two shoppers to use a single self-checkout unit at the same time. A divider on the takeaway belt keeps items separate, allowing one shopper to start scanning an order while the previous customer bags their items. The end result is less wait time.

Self-checkout veteran Publix Super Markets is testing a wireless handheld monitor that serves the same functions as a stationary attendant station. The pocket-sized mobile iPad, which includes a scanner, magnetic card reader and telephone capability, allows an employee to support up to six self-checkout units from anywhere, reducing time shoppers spend waiting for assistance when intervention is required.

(see Checkout on page 7...)

**It's not
your father's
checkout
anymore.**

Congratulations to Certified Stores!

Over 1,100 stores currently hold certification in the Scanning Certification Program. The list includes stores that were certified at the time *Program Notes* went to press. The most recent members of the 100% Club are displayed in bold.

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Acme Market #7866
Acme Market #7876
Acme Market #7882
Acme Market #7893
Acme Market #7897
Acme Market #7913
Acme Market #7952
Altoona Save-A-Lot
Baldwin Shop 'n Save
Beaver Valley Mall Shop 'n Save
Bethel Park Foodland
Bethel Park Shop 'n Save
Beulah Road Foodland

Bill's Shursave - Moscow
Bill's Shursave - Mt. Pocono
Butler Shop 'n Save
Canonsburg Shop 'n Save
Castle Shannon Shop 'n Save
Century Square Shop 'n Save
Charleroi Sparkle #1130
Chippewa Shop 'n Save
Clemens Market #1
Clemens Market #2
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Clemens Market #6
Clemens Market #7
Clemens Market #8
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Clemens Market #22
Crafton Save-A-Lot
Cranberry Mall Shop 'n Save
Cresson Shop 'n Save
Cropper's Market
Darrenkamp's Mt. Joy Market
Duquesne Save-A-Lot
East Pittsburgh Street Foodland
East Rochester Shop 'n Save
East Village Shop 'n Save
Ebensburg Save-A-Lot
Elizabeth Shop 'n Save
Ferguson & Hassler
Fifth Avenue Foodland
foodsource by Clemens #101
foodsource by Clemens #102
Gerrity's Supermarket #63263
Gerrity's Supermarket #63275
Gerrity's Supermarket #63276
Gerrity's Supermarket #63277
Gerrity's Supermarket #63284
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Gerrity's Supermarket #63286
Gerrity's Supermarket #63287
Giant Eagle #0002
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Giant Eagle #0691

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Giant Food Store #336
Glenshaw Shop 'n Save
Gristick's FoodKart
Grove City County Market
Heidelberg Shop 'n Save
Henderson Avenue Foodland
Holiday Park Shop 'n Save
Homestead Shop 'n Save
Hopewell Shop 'n Save
Imperial Shop 'n Save
Ingomar Sparkle
Irwin Shop 'n Save
Jane's Market - Biglerville
Jane's Market - Mercersburg
Kennedy Township Shop 'n Save
Kennie's Market - Gettysburg
Kennie's Market - Littlestown
Kennie's Market - Spring Grove
King's Super Market - Bethlehem
King's Super Market - Coopersburg
King's Super Market - Hamburg
King's Super Market - Oley
King's Super Market - Schnecksville
Kittanning Foodland
Latrobe Shop 'n Save
Lawrenceville Shop 'n Save
Lebanon Shops Foodland
Leechburg Save-A-Lot
Lower Burrell Save-a-Lot
Lowry Avenue Sparkle
Martin's Food Market #012
Martin's Food Market #017
Martin's Food Market #032
Martin's Food Market #288
Martin's Food Market #308
Martin's Food Market #325
McCaffrey's Market - Princeton
McCaffrey's Market - West Windsor
McCaffrey's Market - Yardley
McKeesport Save-A-Lot
Meyersdale Shop 'n Save
Midtown Foodland
Midway Supermarket
Monongahela Foodland
Mt. Pleasant Shop 'n Save
Mt. Washington Foodland
Murrysville Shop 'n Save
Mutzabaugh's Market
Natrona Heights Save-a-Lot

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Nells Shurfine Market #1600
Nells Shurfine Market #1607
Nells Shurfine Market #1608
Nells Shurfine Market #1971
Nells Shurfine Market #1972
Nells Shurfine Market #1973
Nells Shurfine Market #4852
New Castle Shop 'n Save
Noblestown Shop 'n Save
North Hills Village Shop 'n Save
Oregon Dairy Farm Market
PathMark - Bensalem
PathMark - Bristol
PathMark - Brookhaven
PathMark - Cheltenham
PathMark - Fairless Hills
PathMark - Folsom
PathMark - Glenolden
PathMark - Marple
PathMark - Upper Darby
PathMark - Warminster
Penn Crossing Festival Foods
Penn Hills Shop 'n Save
Perryopolis Save-A-Lot
Petrucci's Shop 'n Save
Price Chopper #059
Price Chopper #110
Price Chopper #135
Price Chopper #169
Price Chopper #173
Price Chopper #190
Richboro Shop 'n Bag
Rochester Road Shop 'n Save
Rostraver Shop 'n Save
Route 8 Shop 'n Save
Route 30 Shop 'n Save
Route 66 Shop 'n Save
Saltsburg Shop 'n Save
Saylor's Market
Shaler Shop 'n Save
ShopRite of Knorr
South Fayette Shop 'n Save
Sunoco #2329
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Sunoco Gas Plus #7135
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Tops Market #601
Tops Market #602
Tops Market #610
Tops Market #650
Village Foodland Fresh
Warehouse Groceries
Washington Shop 'n Save
Wawa #0001
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West Kittanning Shop 'n Save

Westmoreland Shop 'n Save

Wetzel's Shurfine Market

White Oak Shop 'n Save

Zelienople Shop 'n Save

Zweier's FoodKart

Checkout *(...continued from front page)*

Albertson's, the parent of SCP member Acme Markets, is a leading tester of handheld scanners. Shoppers use a handheld barcode reader attached to the shopping cart to scan items as they walk the store. The system keeps a running tally of purchases, so when done shopping all the

customer has to do is go to a checkout counter and pay.

Retailers hope the devices will make shopping easier and faster and build loyalty by tailoring discounts to specific customers as they shop. But there is a trade-off—handheld scanners turn the shopper

into the cashier and bagger, which some consumers may not appreciate.

Whichever directions it takes, no doubt self-checkout is here to stay. Many industry experts predict that within the next ten years, self-checkout lanes will begin to outnumber staffed lanes.

Inspection Fee Increase Expected

When the Scanning Certification Program began operations fourteen years ago, the inspection fee for supermarkets was set at \$100 per visit. In 1999, when the first convenience stores joined the program, a \$45 inspection fee was implemented for stores with less than 8,000 square feet of selling space.

Inspection fees have remained at \$45 and \$100 ever since, but unfortunately that's likely to come to an end later this year. At their next meeting on May 25th, the program's Board of Advisors will be asked to approve a first-ever fee increase of approximately 25 percent. The one-time enrollment fee will remain unchanged at \$30 per store.

Program expenses average \$75,000 annually. The largest line items are inspector wages, mileage reimbursement, printing/supplies and postage. Pennsylvania Food Merchants Association (PFMA) provides an addi-

tional \$30,000 per year for management, office space and other administrative costs.

"The added revenue will offset the steady increase in travel costs we've incurred over time and help eliminate the need for the PFMA subsidy," stated SCP manager Autumn Thomas. "Member stores should know we're doing everything possible to hold the line on costs and operate at maximum efficiency," she added. "For example, we're currently examining how to reduce inspector travel costs by realigning inspector territories."

Participating stores will receive sixty days written notice before any inspection fee increase is activated. If OK'ed by the Board of Advisors, that notice will be mailed out to member stores in late June.

Comments or concerns? Please contact Autumn Thomas at 1-888-SCAN-SCP.



- Published for all stores participating in the Scanning Certification Program.
- Subscription is included in the cost of program enrollment.
- If you have any questions or comments, please write to:

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