

PayPoint unveils its latest technology

PayPoint One offers an epos system along with payment capabilities

SIMON BANKS

PayPoint officially launched its new PayPoint One platform last week.

The new device offers PayPoint's traditional terminal services along with an integrated epos system and payment capabilities. It's the first major tech innovation since the second-generation terminal launched in 2004.

The tablet-based Android device features an 11.6-inch touchscreen, advanced applications, browser and flexible connectivity. Retailers will be able to manage their business remotely, too, with its cloud back office.

The device has rolled out with 2,000 orders so far, including 500 new customers. There is no upfront cost to retailers, but a weekly payment plan of £10-£20, depending on customers' existing plans.

Kawal Singh, owner of DM Stores, Cardiff, said: "We've been really impressed with PayPoint One. I like that you can personalise the buttons to suit



The PayPoint One platform aims to improve efficiency and give retailers increased flexibility

your store. We sell hot and cold food and it has been great to create all the buttons needed. Now we can just process all our sales through the single terminal, which saves us time."

However, PayPoint One has been met with scepticism from some retailers. Mo Razzaq, who owns a Family Shopper and Premier store in Blantyre, Glasgow, said: "I won't be upgrading to PayPoint One

because I already have an epos system, and the cost of the device is a concern."

Saqib Ghafoor, owner of a Bargain Booze and Nisa store in Tyne & Wear, said: "It looks like an impressive piece of kit and could potentially help some retailers to save time. My concern is that PayPoint is refusing retailers access to the PPOD system unless they sign up to their epos system, which is almost like being forced into it. I also think there will be a few teething problems with the integrated epos. Time will tell."



Sales were up 4.3% in Co-op food stores in the first half of the year

Co-op posts first-half store sales growth

The Co-operative Group has announced 3.1% first-half like-for-like sales growth in its food business, driven by the performance of its convenience stores.

In its interim results for the 26 weeks to 2 July, the group's core convenience estate reported sales growth of 4.3%, with the food business experiencing its sixth consecutive quarter of like-for-like sales growth.

However, the group's pre-tax profits more than halved from £36m to £17m, due mainly to its rebuild investment, pay increases to frontline staff and food price cuts. Overall revenue increased by 2.2% to £4.7bn.

Over the six-month period the Co-op opened 30 new food stores as part of the 100 planned in 2016, and purchased 15 Budgens stores and eight My Local stores.

It also sold 298 smaller food stores - which fell outside of its core strategy - to McColl's for £117m.

Co-op chief executive Richard Pennycook said the group remained firmly on track with its rebuild plans.

"Revenues across the group have grown and profitability has fallen due to our major rebuild investment, pay increases for our people and price cuts for our customers," he commented.

"We are able to invest for the long term, strengthening the appeal of our products and services."

THE BIG PICTURE



The family-owned Jaybee's Convenience Store in Basingstoke celebrated 40 years of trading in its local community last month by fundraising for a local hospice.

The Mace store first opened at a site two doors down from its current unit. After 10 years as a newsagent its founders Jim and Jenny Buttress decided to offer a full convenience offering when they moved to its current site.

Their son Mark Buttress has been running the store for the past 20 years.

The Mayor of Basingstoke attended celebrations which raised a total of £500 for the Naomi House and Jacksplace.