



Expand Product Lines and Sell Accurately with Digital Scales

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WHAT YOU'LL LEARN

Selling by Weight

- Considerations
- Expand your product lines
- Sell bulk products more accurately

Cardinal Detecto APS30

- Features
- Specifications

Magellan 9800i

- Features
- Specifications

Selling by Weight

When retailers think about selling products by weight, groceries are the first that come to mind.

- Fruits and vegetables
- Nuts and grains
- Meats and cheeses

Retail bulk products also sold by weight.

- Nails, nuts, bolts and screws
- Feed and seed
- Food supplements
- Prescription or compounding medicines
- Cannabis and more



Weighty Considerations

Certifications

- NTEP-certified legal-for-trade are required.
- NTEP-certified scales have a CoC (Certificate of Conformance) number that indicates it has been inspected and meets standards.

Regulations

- States are responsible for regulating retail weights and measures and inspecting them for accuracy.

Environment

- Where will the scale will be located? POS, sales floor, warehouse, pharmacy, other.



Expand Your Product Lines



Paladin's integration with digital scales allows businesses to accurately sell:

- Bulk hardware – nails, screws, nuts, bolts
- Pet/garden supplies – feed and seed
- Groceries – produce, nuts, grains, meats, cheeses
- Prepared food – deli items, jerky, candy
- Pharmacy – prescription or compound medicines, bulk supplements, cannabis

Sell Accurately



- Improves accuracy of bulk product measurements
- Decreases inventory shrinkage
- Increases profits with precise measurements
- More accurately tracks bulk inventory
- Assures customers are not being over-charged
- Improves customer satisfaction by speeding the checkout process

Sell Accurately



- Precisely weigh items up to 30 pounds
- Adjusts measurements – ounces, pounds, grams, kilograms, et cetera ...
- Program or manually enter item numbers or pricing

Cardinal Detecto APS30



- Scale weighs from .01 to 30 pounds
- Legal for trade certified
- Compact size fits on most checkout counters
- Highly visible LCD readout display tilts for easy viewing.
- Two buttons control zeroing, power and unit of measure adjustments
- 12x14 inch stainless steel platform
- Temperature range: 14-104 degrees F

Datalogic Magellan 9800i Scanner Scale



- Combines precision of a high-performance barcode scanner and accuracy of digital scale
- Scale weighs from .01 to 30 pounds
- Integrated horizontal and vertical platter surfaces increase active weighing area for easy use on large items
- Capable of reading both 1D and 2D barcodes
- Captures product barcodes, rewards cards, IDs and both digital and print coupons
- 14(L)x11.5(W)x4(D) - 12(H) top down reader

Next Webinar:

Managed Services Take IT Worries
Off Your Plate

March 3

9am PT

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