

# Technology for the High Tech Corridor

## “State-of-the-Art” SUBWAY® Opens With T-Flex™ Coin Dispenser Technology

T-Flex™ Coin Dispenser

**Profile: Iggy Salewala, SUBWAY® Multi-unit Franchisee  
Burlington, MA**

### State of the Art Technology for the High Tech Corridor

Designing a “state-of-the-art” SUBWAY® was what Iggy Salewala had in mind when he built-out the new SUBWAY® in Burlington MA. And he accomplished that . . . and so much more!

“We were going for a welcoming environment where people want to come and stay,” said Iggy. We’ve added a big screen TV, Wi-Fi access, leather lounge chairs, along with trendy pot lighting and high, pub-style tables. And what’s great is that it all fits well with the tasteful Tuscan II styling SUBWAY® provides to their franchisees. The result – a comfortable yet stylish dining establishment that has been busy from the day it opened!

To go along with that “state of the art” theme, Iggy invested in a T-Flex™ Coin Dispenser. “I always say ‘do it right from the start’ and you’ll have no regrets. Installing a T-Flex™ Coin Dispenser is definitely the right thing! Anything I can do to make the operation go more smoothly – I just do it!” said Salewada. Because the T-Flex™ Coin Dispenser expedites service, makes it easier to train new employees and helps with cash balancing at the end of every shift, you just can’t go wrong.

Situated in a shopping plaza in the heart of the Route 128 high-technology corridor in Massachusetts, it’s been a great location to capture the new breakfast business. People are stopping for breakfast, and buying their sandwich for lunch, too. It’s a win-win situation.

### Expedite Service

Fast service is important to any Quick Serve operation. People expect to have a quick lunch at SUBWAY®, and with the T-Flex™, they can serve it even faster. “This device definitely expedites the check-out process and helps the customer move down the line for the next customer to step up.”

### Reliably Accurate and Efficient

“The accuracy of this device should not be underestimated,” said Iggy. “It is accurate to the penny! We don’t worry about cash shortages any longer. There is no way an employee cannot ring in an order. It all must go through the Point of Sale system now in order to dispense the change.”

And balancing the money at shift changeover is easier, too. The T-Flex™ is a great help with new employees who have trouble counting out the change. The T-Flex™ helps to get them trained and up and running quickly. The employees love it, too! They put the tip jar right next to the coin cup – making it easier for the customer to drop the dispensed change into the tip jar. They claim their tips have increased quite a bit.



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#### Progressive Thinking

Now that he has seen what they can do for his operation, he wouldn't think of opening a QSR establishment without a Telequip® Coin Dispenser and shares the idea with his colleagues. The T-Flex™ has been instrumental to the overall success of the operation. Iggy owns four QSR locations, and is working on two new endeavors. With his energetic and progressive approach to business – he understands the value of an automation tool – and recommends the T-Flex™ to all of his SUBWAY® colleagues. “If I can help others be successful – it benefits all of us.”

#### About Crane Payment Solutions

Crane Payment Solutions delivers a full suite of automated money handling solutions, including bill and coin validators, bill and coin recycling, and coin dispensing equipment aimed at the broad retail, self-service, transportation, gaming and vending markets. Crane Payment Solutions now offers the widest range of components for integrated payment systems available today, including Telequip® branded products. Designed to provide years of trouble-free operation, the Telequip® brand of coin dispensing products is synonymous with quality, reliability, and longevity, delivering products that are second to none.



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