



**SALINAS UNION HIGH SCHOOL DISTRICT, SALINAS, CALIFORNIA**

Automated solution cuts  
school deposit preparation  
by 70 percent

# Inefficiencies Create Opportunities for Improved Money Processing

Salinas Union High School District was in need of a solution to help streamline its money counting and deposit preparations. Between its food service activities and special events, the district counted as much as \$70,000 in cash deposits daily. After selecting the top-of-the-line JetScan iFX® i100 cash counter and JetSort 1000 coin sorter, schools reduced the time to process money by 70%, and the district office saved significant time reconciling bank statements. The investment not only simplified the job, but it paid for itself in time savings.



Salinas Union High School District in Monterey County, California, includes four middle schools and 4 high schools with roughly 15,500 students. With an average daily deposit of \$15,000-\$20,000 for food services and as much as \$25,000-\$50,000 for Associated Student Body (ASB) activities, such as spirit wear sales, sporting event concessions, and special events, Salinas Union High School District was accustomed to collecting and depositing large sums of cash.

To keep accurate records of funds, money always was counted at the school level and then deposited at the bank. A record then was sent to the district level, where month-end reconciliation could be difficult if school-level counting didn't exactly match the bank deposit slip. With only two people on staff to handle the accounting activities, any error could be extremely time consuming.

It didn't take long for the district to realize it needed a better way to count money. Not

only was manual counting time-consuming, it also was prone to error. For example, Food Service Management Administrator, Christina Varela, recalled an incident when a small discrepancy in month-end reconciliation took an unfortunately long time to find and correct. "We needed a better way at each school to process money and prepare deposits that was fast and accurate and that would save time all the way to the district office."



"With the amount of time we've saved in deposit preparation, these currency counters paid for themselves."

Christina Varela, Food Service Management Administrator

### Streamlining preparations

Varela contacted Cummins Allison for a solution to the problem. She decided that quality was of utmost importance and requested reliable equipment that was just as user-friendly as it was efficient. By selecting the JetScan iFX i100 cash counter, which processes cash 33 percent faster than other money counting equipment, and the JetSort 1000 coin sorter, the district saw a dramatic decrease in deposit preparation time. Limitations on staffing meant time was of the essence, so a solution that could save staff hours would mean savings for the bottom line. While deposit preparations used to take around 2.5 hours per day, with the new equipment, that time was cut to as little as 45 minutes – a 70 percent decrease!

### Investment that pays for itself

When it came time to provide each school with a top-quality cash counter, Varela had no problem selling the idea to the district. “With the amount of time we’ve saved in deposit preparation, these counters have paid for themselves.” The addition of the cash processing equipment meant the district was able to cut down on staff hours and maintain the existing headcount. As a result, the district not only operates more efficiently, but it has eliminated errors associated with manual counting.

### Simple training makes the operator the trainee

Upon installation, Cummins Allison sent training information, which the staff found easy to follow. In fact, whenever the district has turnover, the systems are so intuitive that the exiting staff can train new staff without additional training courses.

The simple interface also helps those that demand easy operation. “In the food

services industry, we often see more experienced staff who are skeptical of technology,” shared Varela. “However, this is not fearsome technology. In fact, one of our staff members is nearly 70 years old, and she finds the currency counter very user-friendly. She even enjoys preparing the deposits, a task that was dreaded back in the manual-counting days.”

The JetScan iFX i100 cash counter and JetSort 1000 coin sorter decreased money processing time at the school level by 70 percent.





### Customer service makes all the difference

Due to the quality and usability of the product and the customer service from the local Cummins Allison office, the decision to continue ordering JetScan iFX i100 scanners and JetSort 1000 sorters was simple. “We wanted products we could trust and that we knew would integrate seamlessly,” says Varela. “Not only did Cummins Allison deliver on these promises, but the company also provides exceptional customer service. If we have an issue with a unit, we call the team, and they arrive in a day. All of these reasons made fitting each of our schools with Cummins Allison cash and coin machines an easy decision.”



Learn more about how you can significantly improve your schools' operations with Cummins Allison's money-counting solutions. Visit [cumminsallison.com/salinas](http://cumminsallison.com/salinas)



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Cummins Allison is a global leader in developing solutions that quickly and efficiently count, sort and authenticate currency, cheques and coin. Our leadership in technology and product innovation spans more than 125 years. Cummins Allison serves the majority of financial institutions worldwide, as well as leading organisations in retail, gaming, law enforcement and government. Ninety-seven percent of our customers would recommend our products and services.

The company holds more than 350 patents and invests double the industry average in R&D. Our world-class sales and service network includes hundreds of local representatives in more than 50 offices in North America, wholly-owned subsidiaries in Canada, the United Kingdom, Germany, France, Ireland and Australia and is represented in more than 70 countries around the world.