



SUPPLIER MEMBER



Issued by:
AVS Ltd – Tel: 01827 67733 Fax: 01827 67711
Unit 12, Amber Business Village, Amber Close, Amington, Tamworth, B77 4RP

PURCHASING TERMS

Section 8 Ingredients

Supplier	Jacob Douwe Egberts Professional	Issue No	DE.1/15
Address:	Horizon Hurley, Honey Lane Maidenhead SL6 6RJ	Date:	1 st April 2021
Tel No:	0800 470 8030	Expiry Date:	Price review every 6 months
		Last No:	DE.1/14
		Dated:	9 th November 2020
Contact:	Jon Higham, Vending Segment Manager, Jon.Higham@JDEcoffee.com		

Ordering Procedure: Direct with supplier, quoting AVS Membership

Special Arrangements:

Do be aware that the structure of the marketing fund is altering considerably. To make the accessibility of funds fairer for all, you will only be able to claim that which your own business has accrued. The fund is no longer limited to machine branding, but is available for wider projects, agreed in advance with JDE.

This fund will be paid through the AVS office quarterly, then held in a pot per member, until spent accordingly.

- Standard terms for AVS members – strictly 30 days from date of invoice by Direct Debit
- Take advantage of early payment discount of 2%, let JDE know if you would like to pay with order to benefit from this additional savings

JDE will continue to support AVS members with a marketing fund however this will now be held by the AVS head office and used to support a wider range of marketing activities

PRICE INCREASE 2.24% 1ST APRIL 2021



This "Term Sheet" outlines the terms of an agreement between **Douwe Egberts Professional UK Limited** (hereinafter "DEP") and **AVS Vending Group Limited**, company offices residing at Unit 12 Amber Business Village, Amber Close, Tamworth B77 4RP, Company Registration Numbers: 222797 (hereinafter "the Customer")

Term	<p>This agreement will remain in force for an initial period of 5 Years effective from date of signature (hereinafter "Initial Term").</p> <p>The agreement will be automatically extended for subsequent periods of one (1) year, unless if three (3) months before the end of the Initial Term or before the termination any of the subsequent periods, any of the party notifies to the other party its decision to terminate. Therefore, the advice notice shall expire at the end of the Initial Term or at any anniversary of it.</p>
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Account	JDE Account Handler
NORTHBRIDGE VENDING CO LTD	Dave Hawthorn
WESTWAYS VENDING	Dave Hawthorn
JW Vending	Marcus Green
THE MOUNT CHARLES GROUP LTD	David Walker
CYMRAEG CATERING SUPPLIES LTD	Marcus Green
ALPINE VENDING CO LTD	David Walker
SELECT DRINKS LIMITED	Dave Hawthorn
PLATINO LTD	Dave Hawthorn
VENDING ENTERPRISES	Dave Hawthorn/Jon Higham
EXCEL VENDING	David Walker
HALLMARK VENDING LTD	Dave Hawthorn
GUERNSEY VENDING LIMITED	Marcus Green
SPA VENDING LTD	David Walker
FALKINGHAM & TAYLOR (VENDING) LTD	David Walker
MANNVEND LTD	Paul McCathie
MORVEND LTD	Dave Hawthorn / Jon Higham
CEMA BUSINESS SOLUTIONS LTD	Steve Wolloxall
VENDSNAX LIMITED	TBC Jon Higham
VITAS VENDING	TBC Jon Higham
BENSONS VENDING LTD	David Walker
FLEXIVEND LIMITED	Marcus Green
BETTAVEND LIMITED	Marcus Green
REVIVE VENDING LTD	Marcus Green
B&B VENDING LTD	Steve Wolloxall
SHROPSHIRE VENDING SERVICES LTD	Marcus Green
MILLSONS VENDING LTD	Dave Hawthorn
WILKES VENIDNG SERVICES LTD	David Walker
VENDAID LIMITED	Steve Wolloxall

The following products form the core ingredient range as part of the agreement, ongoing prices may be changed in line with the Price review mechanism as set out in section 7.

Pricing effective from 1st April 2021 - Increase of 2.24%

Core R&G Beans		Core R&G Beans				
SKU Number	SKU Description	Old Prices (01.11.2020)				
		Case Price	Pallet Case Price (84 cases)	Trunker Case Price (2184 cases)	Percentage Increase	Marketing Accrual
353501	DE ORIGINAL FD 300G X10 NL	42.33	41.79	41.27	1.34%	
434924	DE FRESH BREW TRAD. 1000G 250J X6 EN	42.30	41.76	41.24	1.34%	3%
4015600	DE ESPRESSO ITALIA UTZ BN 1000G BBX6EN	42.09	41.56	41.03	1.34%	3%
4015601	DE ESPR.DARK CONT BN 1000G BB X6 EN	40.24	39.74	39.23	1.34%	3%
4021786	DE PURE GOLD FD 300GX10 EN (UK)	36.01	35.57	35.12	1.34%	3%
4031077	DE CAFE FORTE FD 300G X10 EN	42.09	41.56	41.03	1.34%	
4041421	DE DECAF FD 300GX10 EXP	49.52	48.90	48.28	1.34%	
4045004	DE ESPR EXT DRK RST BN UTZ 1000GX6 INT	46.82	46.24	45.65	1.34%	3%

Core R&G Beans				
New Prices (01.04.2021)				
Case Price	Pallet Case Price (84 cases)	Trunker Case Price (2184 cases)	Percentage Increase	Marketing Accrual
43.28	42.73	42.20	2.24%	
43.24	42.70	42.16	2.24%	3%
43.03	42.50	41.95	2.24%	3%
41.14	40.63	40.11	2.24%	3%
36.82	36.36	35.90	2.24%	3%
43.03	42.50	41.95	2.24%	
50.63	50.00	49.37	2.24%	
47.87	47.27	46.67	2.24%	3%

Core Kenco SKUs		Core Kenco SKUs				
4032076	KENCO INST COFFEE FD V BAG 300GX10	49.72	0.00	0.00	1.34%	-
4032077	KENCO INST COFF RICH FD 300GX10	49.72	0.00	0.00	1.34%	-
4032078	KENCO INST COFF DEC FD 300GX10	56.42	0.00	0.00	1.34%	-
4032081	KENCO MILLICANO 300GX10	67.78	0.00	0.00	1.34%	-

Core Kenco SKUs				
50.83	0.00	0.00	2.24%	-
50.83	0.00	0.00	2.24%	-
57.68	0.00	0.00	2.24%	-
69.29	0.00	0.00	2.24%	-

Non Core SKUs		Non Core SKUs				
4041022	DE PURE GOLD FD 750GX6 EN DECS-UK	121.96	0.00	0.00	0.00%	-
4045007	DE ESPR.INTENSE SEL BN UTZ 1000G X6 INT	59.74	0.00	0.00	0.00%	-
331100	DE SACH ROOD DE TRAD 50G + KORF	23.18	0.00	0.00	0.00%	-
435015	DE FRESH BREW DECAF 500G X12 FRNL	49.06	0.00	0.00	0.00%	-
536600	DE REAL COFFEE F FILT 1000G X6 EN	60.93	0.00	0.00	0.00%	-
536700	DE REAL COFFEE F CAF 1000G X6 EN	60.93	0.00	0.00	0.00%	-
4011331	DE PURE GOLD FD 200X1.5G CSDEENFRNL	14.30	0.00	0.00	0.00%	-
4021785	DE PURE GOLD FD 500X1.5G INT (UK)	28.90	0.00	0.00	0.00%	-
4032075	KENCO INST SMOOTH FD 750GX6	114.30	0.00	0.00	0.00%	-
4032079	KENCO INST COFFEE DECAFF FD 500GX6	83.73	0.00	0.00	0.00%	-
4032088	KENCO INST COFFEE RA V BAG FD 10X300GX1	52.58	0.00	0.00	0.00%	-
4032089	KENCO INST COFF RICH FD 750GX6	114.30	0.00	0.00	0.00%	-
4032261	KENCO INST SMOOTH STICK 200X1.8GX4	48.18	0.00	0.00	0.00%	-
4032262	KENCO INST COFF DEC FD 200X1.8GX4	51.20	0.00	0.00	0.00%	-
4032269	KENCO SUSTAINABLE GD 500G X8 EN	37.24	0.00	0.00	0.00%	-
4032270	KENCO SUSTAINABLE BN 1000G X8 DE	69.66	0.00	0.00	0.00%	-
4032271	KENCO ITALIA BN 1000G X8 DE	70.59	0.00	0.00	0.00%	-
4032272	KENCO WESTMINSTER GD 60G X50 EN	39.84	0.00	0.00	0.00%	-
4045974	DE ESPR DARK ROAST DEC BN UTZ500GX6INT	34.12	0.00	0.00	0.00%	-
4041420	DE CONT. GOLD DECAF FD 500X1.5G	35.31	0.00	0.00	0.00%	-
4003341	KENCO 750G CAPP TOPPING 10CA	37.03	0.00	0.00	0.00%	-
4041020	DE CONT.RICH RST AG 750GX6 EN DECS-UK	71.28	0.00	0.00	0.00%	-
35522	MARCI CULT NAT DEC. PODS 25X7GX12 MCS	58.01	0.00	0.00	0.00%	-
340910	DE CAPPUCCINO MILK TOPPING 1000GX10	50.12	0.00	0.00	0.00%	-
503900	DE BISCUITS BOX 150PCX1 NL	8.20	0.00	0.00	0.00%	-
755010	DE SENSEO REGULAR DISPENSERBOX 50PX1FRNL	9.08	0.00	0.00	0.00%	-
4014528	PICKW CLAS ENGL TEA BLND 100X2GX6 INT	14.82	0.00	0.00	0.00%	-
4019060	DE DOUBLE WALLED CUP BLACK96X250CC X 925	45.46	0.00	0.00	0.00%	-
4019062	DE DOUBLE WALLED CUP BLACK 12OZ X 740	44.57	0.00	0.00	0.00%	-
4019063	DE WHITE SIP LID 12OZ X 1000	19.00	0.00	0.00	0.00%	-
4032082	KENCO MILLICANO TIN 500GX6	83.77	0.00	0.00	0.00%	-
4032260	KENCO SNGLS COFFEE D.ROAST 20X6.8GX8	-4.61	0.00	0.00	0.00%	-
4032274	TP BOVRIL 2GO 8X10.5GX20	64.17	0.00	0.00	0.00%	-
4032275	KENCO 2GO CAPPUCCINO 8X17.2GX20	49.69	0.00	0.00	0.00%	-
4032276	KENCO 2GO RICH BLACK FD 8X2.6GX20	39.72	0.00	0.00	0.00%	-
4032336	TP CDB INCUP CHOC 8X23G KENCO 2GOX20	52.65	0.00	0.00	0.00%	-
4032339	TP PGTIPS INCUPBLACK 8X2.5GX20 KENCO 2GO	36.69	0.00	0.00	0.00%	-
5008213	DE CACAO FANTASY BLUE UTZ 100X22GX1 INT	15.92	0.00	0.00	0.00%	-
4056016	CFANT INS CHOCDRINK 15% PD UTZ 1000GX10	26.99	0.00	0.00	0.00%	-

Non Core SKUs				
121.96	0.00	0.00	0.00%	-
59.74	0.00	0.00	0.00%	-
23.18	0.00	0.00	0.00%	-
49.06	0.00	0.00	0.00%	-
60.93	0.00	0.00	0.00%	-
60.93	0.00	0.00	0.00%	-
14.30	0.00	0.00	0.00%	-
28.90	0.00	0.00	0.00%	-
114.30	0.00	0.00	0.00%	-
83.73	0.00	0.00	0.00%	-
52.58	0.00	0.00	0.00%	-
114.30	0.00	0.00	0.00%	-
48.18	0.00	0.00	0.00%	-
51.20	0.00	0.00	0.00%	-
37.24	0.00	0.00	0.00%	-
69.66	0.00	0.00	0.00%	-
70.59	0.00	0.00	0.00%	-
39.84	0.00	0.00	0.00%	-
34.12	0.00	0.00	0.00%	-
35.31	0.00	0.00	0.00%	-
37.03	0.00	0.00	0.00%	-
71.28	0.00	0.00	0.00%	-
58.01	0.00	0.00	0.00%	-
50.12	0.00	0.00	0.00%	-
8.20	0.00	0.00	0.00%	-
9.08	0.00	0.00	0.00%	-
14.82	0.00	0.00	0.00%	-
45.46	0.00	0.00	0.00%	-
44.57	0.00	0.00	0.00%	-
19.00	0.00	0.00	0.00%	-
83.77	0.00	0.00	0.00%	-
-4.61	0.00	0.00	0.00%	-
64.17	0.00	0.00	0.00%	-
49.69	0.00	0.00	0.00%	-
39.72	0.00	0.00	0.00%	-
52.65	0.00	0.00	0.00%	-
36.69	0.00	0.00	0.00%	-
15.92	0.00	0.00	0.00%	-
26.99	0.00	0.00	0.00%	-



R&G Rebate	<p>DEP agree to pay AVS Group a rebate across the Roast & Ground range as defined in section 2 above as follows:</p> <table border="1" data-bbox="427 450 1318 633"><thead><tr><th>Total annual R+G and BEAN volume delivered tonnes</th><th>£ rebate per case</th></tr></thead><tbody><tr><td>>50t</td><td>£ 0.50</td></tr><tr><td>>75t</td><td>£ 1.00</td></tr><tr><td>>100t</td><td>£ 1.50</td></tr></tbody></table> <p>This rebate will be paid annually to AVS Group at the end of each calendar year based upon sales in data to AVS members as provided by DEP.</p>	Total annual R+G and BEAN volume delivered tonnes	£ rebate per case	>50t	£ 0.50	>75t	£ 1.00	>100t	£ 1.50
Total annual R+G and BEAN volume delivered tonnes	£ rebate per case								
>50t	£ 0.50								
>75t	£ 1.00								
>100t	£ 1.50								
Branded Cups	<p>DEP will support AVS Group in securing direct supply of DE branded cups directly from AVS Group preferred supplier. DEP and AVS Group will agree an artwork sign-off process to ensure brand integrity and DEP brand guidelines are fully maintained.</p>								
Payment Terms	<p>Standard payment terms for all AVS Group members will be strictly 30 days (cleared funds with DEP) from invoice date. In addition DEP will offer early payment discount as follows:</p> <table data-bbox="488 1077 1318 1189"><tbody><tr><td>Payment on 20 days by direct bank transfer*</td><td>= 0.50% discount</td></tr><tr><td>Payment on 15 days by direct bank transfer*</td><td>= 0.75% discount</td></tr><tr><td>Payment on 8 days by direct bank transfer*</td><td>= 1.25% discount</td></tr><tr><td>Payment on 0 days by direct bank transfer*</td><td>= 2.00% discount</td></tr></tbody></table> <p>*Cleared funds with DEP</p>	Payment on 20 days by direct bank transfer*	= 0.50% discount	Payment on 15 days by direct bank transfer*	= 0.75% discount	Payment on 8 days by direct bank transfer*	= 1.25% discount	Payment on 0 days by direct bank transfer*	= 2.00% discount
Payment on 20 days by direct bank transfer*	= 0.50% discount								
Payment on 15 days by direct bank transfer*	= 0.75% discount								
Payment on 8 days by direct bank transfer*	= 1.25% discount								
Payment on 0 days by direct bank transfer*	= 2.00% discount								
Price Review	<p>The Customer's purchases from DEP shall be at the initial prices listed in Section 2 as amended from time to time in accordance with this Agreement but will remain fixed for an initial 12 month period until 31st May 2020 and reviewed at 6 monthly intervals thereafter.</p>								