



**KEY SUPPLIER**



Issued by:

AVS Ltd - Tel: 01827 67733 Fax: 01827 67711

Unit 12, Amber Business Village, Amber Close, Amington, Tamworth, B77 4RP

## **PURCHASING TERMS**

### **Section 1 Automatic Drinks, Snacks, Fresh Food and Chilled Drink Merchandisers**

		<b>Issue No:</b>	<b>S.9.62</b>
<b>Supplier:</b>	Crane Merchandising Systems	<b>Date:</b>	<b>5th January 2021</b>
<b>Address:</b>	Pipsmore Park Bumpers Industrial Estate Chippenham, Wiltshire SN14 6NQ	<b>Expiry Date:</b>	<b>31<sup>st</sup> December 2021</b>
		<b>Last No:</b>	<b>S.9.61</b>
<b>Tel No:</b>	01249 444807	<b>Dated:</b>	<b>6<sup>th</sup> February 2020</b>
<b>Fax No:</b>	01249 462 471		
<b>Contact:</b>	Paul Shattock 07881815585 paul.shattock@cranems.co.uk		
<b>Machine Orders:</b>	<a href="mailto:machineorders@cranems.co.uk">machineorders@cranems.co.uk</a> DDI: 01249 667321		

ENTIRE CRANE MERCHANDISING SYSTEMS RANGE OF MACHINES

### **GROUP REBATE**

**NOTE: Crane Price increase - Increases will take effect from 1<sup>st</sup> April 2021**

Freestanding machines of 4%, with no increase on table top coffee and payment products.

Limiting the increase to your members to 3% on freestanding machines, with no increase on table top coffee and payment products.

Please do note that you have from now through to end of March on the current price list.

4% increase on machines, 5% on Shopper, 5% on spares (avg.) and no increase on payment products.



## **CRANE INCENTIVES FOR 2021**

### **RETROSPECTIVE DISCOUNTS FOR AVS MEMBERSHIP - 2021**

#### **Annual Rebate:**

<b>AVS 2021</b>	
<b>Turnover £</b>	<b>Rebate %</b>
1,000,001 - 1,500,000	<b>1</b>
1,500,001 - 2,000,000	<b>2.5</b>
2,000,001 - 2,499,999	<b>3.5</b>
<b>2,500,000 +</b>	<b>5</b>

#### **Members Loyalty Bonus:**

<b>AVS Loyalty m/c only 2021</b>	
<b>Per member</b>	<b>Rebate %</b>
£75,000	<b>1</b>
£200,000	<b>2</b>
£350,000	<b>2.5</b>

#### **New Coffee Incentive Rebate:**

<b>AVS Coffee Incentive 2021</b>	
<b>Coffee Machine Revenue</b>	<b>Rebate %</b>
£30,000 - £70,000	<b>0.50</b>
£70,000 - £110,000	<b>1.00</b>
£110,000 - £150,000	<b>2.00</b>
150,000	<b>3.00</b>

#### **New Payment System Bonus:**

<b>AVS Payment Systems (incl monthly Fees)</b>	
<b>Turnover £</b>	<b>Rebate %</b>
£350,000 - £399,999	<b>1</b>
£400,000 - 449,999	<b>1.5</b>
£450,000 - £499,999	<b>2.00</b>
£500,000 +	<b>3.00</b>

## **TRADE INCENTIVES and SPECIAL OFFERS**

Details of any future trade offers / time related incentives will be notified to the AVS Tamworth office and the Members by their respective Crane Account Manager during 2020.

#### **Multi Machine Discount:**

£50 per machine for orders of 5+ free standing machines delivered to a single location.

£75 per machine for orders of 10+ free standing machines delivered to a single location.

#### **Marketing Allowance:**

The marketing allowance of 0.5% of annual turnover per member remains in place for 2021.

To qualify just create a dedicated CPI page on your website, then place 4 x LinkedIn posts for CPI (1 per quarter)

## **CRANE and Crane Payment Innovations (CPI) – COMBINED PACKAGES**

Crane and Crane Payment Innovations (Crane PI) will provide a “combined package” of offers based upon the supply of Crane machines fitted with a Crane PI coin mechanism or a “cashless system”. The offer currently includes MEI change giving coin mechanisms as indicated on the “2020 AVS Trade Price List” from Crane.

Further details will be confirmed and communicated to the Membership.

### **CRANE - PAYMENT TERMS**

Members may wish to take advantage of special payment terms that are detailed in this document (“Payment Terms and Conditions”).

Members have an option of payment by 14 or 7 days direct debit to secure additional discounts on Crane machine purchases.

### **CRANE – “ON LINE” ORDERING - ADDITIONAL DISCOUNT**

AVS Members who use the Crane “MLC / Product Configurator” to order machines “on line”, will receive an additional £10.00 per machine trade discount on all orders placed using this system.

Example	AVS Member ordering say, 50 machines per annum	
	Additional Discount Value	£500.00

### **CRANE – LOAN and SHOWROOM MACHINES**

Loan and Showroom machines are available to the Membership from Crane MS – please refer to this document 4.1 and 4.2 for the appropriate criteria.

### **CRANE – Contact information**

**Paul Shattock Sales Director UK&I RSD**

**PAUL SHATTOCK 07881 815585**

Email: [paul.shattock@cranems.co.uk](mailto:paul.shattock@cranems.co.uk)

### **CRANE Account Manager**

**MIKE ROBERTSON**

MOBILE 07740 043100 Email: [mike.robertson@cranems.co.uk](mailto:mike.robertson@cranems.co.uk)

NEW PRICE LIST FROM 1<sup>ST</sup> APRIL 2021



Free Standing & Table Top Coffee				
Product	Specification	2021 List Price	Nett Price 2021	Incl CPI Gryphon Coin Mech
LINEA	LINEA			
	Instant	£2,833	£1,699.80	
	Single Fresh Brew	£3,333	£1,999.80	
	Espresso	£4,000	£2,400.00	
CALI	Instant 8 Canister			
	Hot only	£4,839	£2,683.57	£2,892.57
	Hot & Cold Still (No Syrup)	£5,646	£3,131.52	£3,340.52
	Hot & Cold Still (2 Syrups)	£5,763	£3,196.28	£3,405.28
	Hot & Cold carbonated	£6,673	£3,700.67	£3,909.67
CALI	Single Freshbrew			
	Hot only	£5,537	£3,070.92	£3,279.92
	Hot & Cold Still (No Syrup)	£6,345	£3,518.88	£3,727.88
	Hot & Cold Still (2 Syrups)	£6,461	£3,583.64	£3,792.64
	Hot & Cold carbonated	£7,446	£4,129.62	£4,338.62
CALI	Espresso + Freshbrew Tea			
	Hot only	£6,587	£3,653.15	£3,862.15
	Hot & Cold Still (No Syrup)	£7,394	£4,101.10	£4,310.10
	Hot & Cold Still (2 Syrups)	£7,511	£4,165.86	£4,374.86
	Hot & Cold carbonated	£8,496	£4,711.84	£4,920.84
CALI Six - (Decaf or Soup Version )	Single Freshbrew Tea - 6 Canister			
	Hot only	£5,356	£2,546.16	£2,755.16
	Hot & Cold Still (No Syrup)	£5,646	£3,000.83	£3,209.83
	Hot & Cold Still (2 Syrups)	£5,763	£3,066.56	£3,275.56
	Hot & Cold carbonated	£6,673	£3,620.73	£3,829.73
ICON	Single Freshbrew Tea			
	Hot only	£5,952	£3,300.91	£3,509.91
	Hot & Cold Still (No Syrup)	£6,772	£3,755.58	£3,964.58
	Hot & Cold Still (2 Syrups)	£6,890	£3,821.31	£4,030.31
	Hot & Cold carbonated	£7,889	£4,375.48	£4,584.48
ICON	Bean to Cup & Freshbrew Tea			
	Hot only	£7,017	£3,891.86	£4,100.86
	Hot & Cold Still (No Syrup)	£7,837	£4,346.54	£4,555.54
	Hot & Cold Still (2 Syrups)	£7,956	£4,412.26	£4,621.26
	Hot & Cold carbonated	£8,955	£4,966.44	£5,175.44
Crane HD Screen 21"		£425	£425.27	
COTI	Single Freshbrew Tea			
	Hot only	£6,224	£3,451.74	£3,660.74
	Hot & Cold Still (No Syrup)	£7,031	£3,899.70	£4,108.70
	Hot & Cold Still (2 Syrups)	£7,148	£3,964.46	£4,173.46
	Hot & Cold carbonated	£8,133	£4,510.44	£4,719.44
COTI	Bean to Cup & Freshbrew Tea			
	Hot only	£7,419	£4,114.31	£4,323.31
	Hot & Cold Still (No Syrup)	£8,227	£4,562.72	£4,771.72
	Hot & Cold Still (2 Syrups)	£8,344	£4,627.48	£4,836.48
	Hot & Cold carbonated	£9,328	£5,173.46	£5,382.46

Snack, Food & Cold Drink				
Product	Specification	2021 List Price	Nett Price 2021	Incl CPI Gryphon Coin Mech
Merchant Media 4 Keypad	Snack	£5,520	£2,733.56	£2,942.56
	Combination	£6,113	£2,845.37	£3,054.37
	Food	£6,235	£3,087.66	£3,296.66
	Ambient	£4,833	£2,393.24	£2,602.24
Merchant Media 6 Keypad	Snack	£6,180	£2,998.88	£3,207.88
	Combination	£6,769	£3,083.71	£3,292.71
	Food	£6,892	£3,208.30	£3,417.30
	Ambient	£5,479	£2,658.89	£2,867.89
Merchant Media2 4 Touch	Snack	£6,109	£3,206.54	£3,415.54
	Combination	£6,711	£3,323.10	£3,532.10
	Food	£6,836	£3,655.76	£3,864.76
	Ambient	£5,459	£2,919.63	£3,128.63
Merchant Media2 6 Touch	Snack	£6,780	£3,558.85	£3,767.85
	Combination	£7,451	£3,654.35	£3,863.35
	Food	£7,508	£3,792.25	£4,001.25
	Ambient	£6,115	£3,209.53	£3,418.53
Bevmax 4 Classic 35 select	35 selections	£7,724	£3,748.25	£3,957.25
Bevmax 4 Classic 45 select	45 selections	£7,845	£3,884.80	£4,093.80
Bevmax Media2 Touch 35 select	35 selections	£8,345	£4,297.85	£4,506.85
Bevmax Media2 Touch 45 select	45 selections	£8,469	£4,445.41	£4,654.41
Shopper 2 Food Merchandiser	Shopper 2	£10,581	£5,030.27	£5,239.27
	Microwave Housing	£873	£873.03	

Payments		
Product	Specification	
Cashless Payments	CPI eChoice readers	Contact Account Manger
	CPI closed Loop Cashless	Contact Account Manger

Optional Extras		
<b>Coffee</b>		
	FS - Hyg Kit -Generic	£37.00
	FS - Hyg Kit - SFB	£48.00
	FS - Hyg Kit - B2C & Tea	£61.00
	TT - Hyg Kit -Espresso	£38.00
	TT - Hyg Kit - Instant	£33.00
	TT - Hyg Kit - SFB Coffee	£36.00
	LINEA Jug/Freevend Key	£32.00
	LINEA Cup Sensors	£28.00
	Purity & 3M Head only	£50.00
	Purity 150 & 3M Filter System	£120.00
	Lid Dispenser	£96.00
	Executive Interface	£59.00
<b>Snack, Food &amp; Cold Drinks</b>		
	Kick Plate, Merchant 6	£38.00
	Kick Plate, Merchant 4	£33.00
	Lockable Cashbox Merchant	£68.00
	Black Base Graphic Merchant	£44.00
	Non Standard Tray Configurations	P.O.A
	R290 Refrigeration	Contact Account Manager
<b>SAFE Touch</b>		
	LINEA	£14.00
	COTI/CALI/INFINITY 21"	£16.00
	ICON	£15.00
	MERCHANT Touch & Keypad	£6.00
	BEVMAX	£6.00
<b>Payment Devices</b>		
	Prep for cashless	£37.00
	Prep & Fit cashless	£68.00
<b>Branding</b>		
	Fitting Charge - Customer supplied Branding	£47.00
	Bespoke Branding	P.O.A