



Issued by:

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

PURCHASING TERMS

Section 10 Confectionery & Snacks, Product & Equipment

Supplier:	Walkers Snack Foods/PepsiCo UK	Issue No:	WAL.1/36
Address:	1600 Arlington Business Park Reading Berkshire RG7 4SA	Date:	27 th December 2020
		Expiry Date:	26 th December 2021
Tel No:	0118 930 6666	Last No:	WAL.1/35
Fax No:	0118 930 8165		
Account Contact:	Tim Knight – National Account Manager		
	Mobile: 07467 688367 Email: tim.knight@pepsico.com		

Ordering Procedure: Automatic Retailing & Blakemore, Quoting AVS Membership

Indirect - AUTOMATIC RETAILING & Blakemore

Notes:

REBATE = 8% GROUP TERMS & AVS GROUP CASE DISCOUNT



TRADING AGREEMENT

Customer:	Automatic Vending Services (AVS)
RTM if applicable:	Third Party Delivered via ARN and AF Blakemore as the groups chosen RTM
Period of Agreement:	27th December 2020 - 31st December 2021



Category	Term	Criteria	Payment Type	% Max Payment	Frequency
Output Focussed	Growth Bonus (Non-Guideline)	70i vs 2019 = Base 73i vs 2019 = 1% of Band D GR 75i vs 2019 = 2% of Band D GR	Retro	2.00%	Annual Rebate
Strategic Initiatives	Long Term (MWBs)	List as a minimum any three 32.5gms Walkers Crisps products to include any Walkers Baked 37.5gms across member total machine base where possible	Retro	2.00%	Quarterly
Strategic Initiatives	Tactical (Execution)	List any two snacks products from Walkers core snack range (As an example Quavers, Squares, French Fries, Monster Munch) across members total machine base where possible.	Retro	1.00%	Quarterly
Data (Impulse only)	Sales out data	Enable access to all category route to market sales-out data on a monthly basis from ARN & AF Blakemore	Retro	1.0%	Quarterly
Out of Policy	Distribution Ridged	List any 24 x 42.5gms Walkers Max AND any 32 x 40gms Doritos products from Walkers range across members total machine base where possible.	Retro	1.00%	Quarterly
Out of Policy	Distribution Corn	List any second Doritos OR second Walkers Max products from Walkers range across members total machine base where possible	Retro	1.00%	Quarterly

Out of Policy	Rebates	<p align="center">Case investment (all pack sizes carry same investment/case)</p> <p>Walkers Core = £1.80/case Walkers Max = £2.75/case Walkers Baked = £2.14/case Doritos (all sizes) = £1.80/case Walkers French Fries = £1.80/case Monster Munch = £0.00/case Nobby's Nuts = £0.00/case Pipers = £0.00/case Quavers = £1.80/case Walkers Sensations = £1.80/case Snack A Jack = £1.43/case Walkers Squares = £1.80/case Sunbites = £1.80/case Walkers Wotsits = £1.80/case Quaker Porridge To Go = £1.00/case Quaker Pots = £0.00/case Bacon Fries = £0.00/case Frazzles - £0.00/case Scampi Fries = £0.00/case Snaps = £0.00/case Lavazza RTDC = £1.00/case</p>	Retro	N/A	Quarterly
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Notes

1. For the avoidance of doubt, nothing in this agreement is intended to incentivise the allocation of space which exceeds Walkers fair share of the relevant space available for the category given its share of sales.
2. For NPD terms: All NPD to be merchandised on incremental shelf space to current Walkers range for a minimum of 8 weeks.
3. All % discounts are payable on net invoiced revenue of Total Walkers branded products for the period of the agreement.
4. All discount projections are for illustration purposes and are only intended as a guide.
5. All deliveries are on load carrier pallets returnable on a 1:1 basis / mixed pallets are delivered on a single pallet. Minimum drop is 1 pallet. Standard pallet configuration is 2.4m high (including mixed case pallets).
6. Where average drop sizes deviate from those stated in the Logistics discount section, Walkers reserves the right to change the logistics banded discount. Logistics discount payable on Walkers products only.
7. Finance terms are subject to: single statement and single payment; deductions to be supported by valid documentation; invalid deductions to be repaid within 14 days notice, and any outstanding will be deducted from year end payment; No damaged or out of date product uplifts after delivery, see uplift policy for exceptions.
8. Business acquisitions/disposals and/or major contract win/losses incur gross and net invoice revenue history transfer.
9. No restatement of revenue history is given for group members or group companies that cease to trade in any year.
10. New Business requires a full year of history to earn growth terms.
11. Any outstanding deductions will be taken from year end terms payment.
12. This agreement is subject to Walkers Snacks Limited Terms & Conditions of Trading including without limitation Clause 4:Terms of Payment; it is not a guarantee of prices.