



KEY SUPPLIER

Issued by:

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PURCHASING TERMS

Free standing water cooler & drinks machines

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Supplier: MTN Products

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Water dispensers & free standing pod machines



MTN Products proposes to offer AVS a rebate, paid quarterly in arrears of:

- **7% on the invoice value of machines sold to members**
- **2% on the invoice value of pods sold to members**
- **All marketing, technical and sales support is complimentary**

Overview of MTN Products

MTN Products one of the leading vertically integrated manufacturers of superior water dispensing products.

MTN Products is renowned as a trade only US water dispenser business, establishing its UK operation in 2017.

Since the beginning, we have been dedicated to serving the water industry by providing superior water dispensing products, coolers and total beverage systems that deliver what our customers need to succeed and build their businesses.

Today, our water dispensing and total beverage system solutions are distributed through a variety of channels: Bottle Water Companies (BW), Point-of-Use Dealers (POU) Vending Companies and Office Coffee Service Dealers (OCS).

As part of our ongoing effort to provide our customers with the latest operating features and unique product choices, we introduce the AquaCafe[®], a water cooler with a built in Single-Serve Coffee Brewer in November 2017 and will rebrand from MTN Products to Aquabeve.

Customer views of AquaCafé[®] R and MTN Products

“We at WestWays have used the aqua café for over a year, this machine was brought in to replace the Kenco singles brewer, in fact it has done more than this as it has in a couple of sites replaced the water coolers as well”.

“All sites that are using the machine are happy, and to date we have had very little problems. A wide range of pods are available for this machine”. “I would recommend this machine”.

Ian Baker

Managing Director, Westways

Technical review of AquaCafé[®] R

John Andreotti (Operations Manager)

“We have tried and tested the Aqua-Café machine and feel it will fill a gap created by Kenco singles and others that will also full fill a need where there is a lack of space and with having the benefit of been able to offer Hot and cold water from the same unit and having the ability to be either Mains water connected with the relevant filter, or a Bottle used machine that will take both 18 litre or the one way water bottle 15 litre”.

AquaCafé® R features and benefits

- Single serve coffee and tea in about 45 seconds
- K-Cup or POD type models available
- Hotter hot water for barista quality coffee, tea, soup and noodles
- 1L stainless steel hot tank
- 3.8L cold tank
- Brews 6 oz, 8 oz, 10oz, 12oz and 14oz sizes
- Adjustable, removable drip tray
- Bottom loading, 5-gallon bottle slides in place, upright
- Filtration models - room inside for a single or dual filters

AquaCafé® R price and terms

POU Model **£255.00**
ACB 215r-K

BW Model **£255.00**
ACB 210r-K

Delivery single £12 or pallet (6 machines) £35

Payment terms of 30 days

New for 2019 Aqua Barista

40,000 cycles, auto eject – no touching of used pods & touch screen



AquaCafé® R price and terms

Free standing wire rack: **£29.00**
8 sleeve

Installation Kit: **£20.00**
Installation rail with water block, 3 meters of black plastic tubing, shut-off valve, "T" Piece.



AquaCafé® R price and terms

MTN Products expects the life of the AquaCafé® R in an office application to exceed 5 years.

This expectation is underpinned by a 3 years warranty, excluding misuse by third parties.

Keys Parts likely to be replacement during this period:

Pod holder £8.00

Drip tray & Grill £ 12.00

Dispensing handle £19.95

BW Probe £14.95



Cup Cap Pods



MTN Products is the sole importer of Cup Cap products into the UK and Ireland.



Cost	21p	23p	23p	23p	23p	26p	28p
RRP	30p	34p	34p	34p	34p	38p	40p

Options to add K-cup products to range such as Starbucks.

New for 2019 Birchalls Earl Grey and Green Tea

