



Issued by:

AVS Ltd – Tel: 01827 67733 Fax: 01827 67711

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

PURCHASING TERMS

Section 10 Confectionery & Snacks, Product & Equipment

Supplier: KP Snacks

Issue No: 1

Address: KP Snacks Ltd
Fifth Floor
The Urban Building,
3-9 Albert Street,
Slough SL1 2BE

Date: 1st July 2021

Expiry Date: 31st December 2021

Contact: Adam Gibbons, Business Account Manager

gibbonsa@kpsnacks.com

Mobile: 07442 508390

Last No: -

Ordering Procedure: Automatic Retailing, Quoting AVS Membership

Direct via AUTOMATIC RETAILING

Notes:

REBATE =

Quarterly

6+ SKUS £1.00 per case

9+ SKUS £1.25 per case

12+ SKUS £1.50 per case

Group Growth Incentive Scheme paid annually

Rebate on all KP Snacks products:



KP SNACKS CODE	PRODUCT DESCRIPTION	NO. OF PACKS PER CASE	PACK WEIGHT (g)
McCoy's Grab Bags & Sharing Bags			
700460	McCoy's Flame Grilled Steak	36	47.5g
700461	McCoy's Salt & Malt Vinegar	36	47.5g
700462	McCoy's Cheddar & Onion	36	47.5g
700466	McCoy's Salted	36	47.5g
700464	McCoy's Thai Sweet Chicken	36	47.5g
702407	McCoy's Fire Pit Flame Roasted Peri Peri Crisps 45g	36	45g
702408	McCoy's Fire Pit Flame Smoked Chorizo Crisps 45g	36	45g
702409	McCoy's Fire Pit Flame Scorched BBQ Rib Crisps 45g	36	45g
Hula Hoops Handypacks			
41267	Hula Hoops Original Handypack	48	34g
41283	Hula Hoops BBQ Beef Handypack	48	34g
700833	Hula Hoops Cheese & Onion Handypack	32	34g
700835	Hula Hoops Salt & Vinegar Handypack	32	34g
Tyrrells & PopChips			
701910	Tyrrells Mature Cheddar & Chive	24	40g
701912	Tyrrells Sea Salt & Cider Vinegar	24	40g
701988	Tyrrells Sunday Best Roast Chicken	24	40g
701941	Tyrrells Lightly Sea Salted	24	40g
701952	Tyrrells Posh Prawn Cocktail	24	40g
701963	Tyrrells Sea Salt & Black Pepper	24	40g
701965	Tyrrells Sweet Chilli & Red Pepper	24	40g
701429	Popchips Barbeque Handypack	24	23g
701430	Popchips Sea Salt & Black Pepper Handypack	24	23g
701431	Popchips Sea Salt & Vinegar Handypack	24	23g
701432	Popchips Sour Cream & Onion Handypack	24	23g
701433	Popchips Sea Salt Handypack	24	23g
Skips			
25650	Skips Prawn Cocktail Handypack	24	17g
Pom-Bear			
701113	Pom-Bear Original Handypack	36	19g
701110	Pom-Bear Cheese & Onion Handypack	36	19g

KP Snacks Investment.

This over-rider will be based on total KP Snacks case sales supplied by AVS's nominated wholesale supplier Automatic Retailing Northern, from July to December 2021 to each individual AVS Member. Payments will be based on total sku sales per quarter in 2021.

Description of activity	Execution criteria	Agreed timing	Measure / Freq. of measurement	Attributable payment Paid retrospectively quarterly.
<p>AVS members purchasing the specified number of different sku's each trading quarter will be eligible for the relevant pence per case rebate subject to validation of sales from ARN sales data.</p> <p>Rebates to be claimed centrally by AVS as one sum, for AVS to then distribute to the members</p>	<p>KP will source sales out data from Automatic Retailing Northern by member</p>	<p>Quarterly</p>	<p>Quarterly</p>	<p>6+ sku's £1.00 per case 9+ sku's £1.25 per case 12+ sku's £1.50 per case</p>
<p>Group Growth Incentive Scheme Achievement of Group Case Sales targets will qualify</p> <p>Using 2019 Case Sales data x 50% to set a 6 month base line for H2 2021 (46,000 / 2 = 23,000)</p>	<p>Payable on achievement of case sales targets from July to December 2021 as validated by Sales Data from ARN</p>	<p>January 2022</p>	<p>Target 25,000 cases 28,000 cases 32,000 cases</p>	<p>Additional PPC Rebate 10p 15p 25p</p> <p align="center">Additional Rebate paid retrospectively in January 2022</p>

