



KEY SUPPLIER

SUNTORY
BEVERAGE & FOOD GB&I

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

PURCHASING TERMS

Section 6 Can Machines & Cans

		Issue No:	LRS/08
Supplier:	<u>Suntory Beverage & Food GB&I</u>	Date:	4th March 2021
Address:	2 Longwalk Stockley Park UB11 1BA	Expiry Date:	3rd March 2022
		Last No:	LRS / 07
Tel No:	020 8047 5000	Dated:	March 2021
Web:	www.lrsuntory.com		
Email:	Jessica.Brocklebank@suntory.com		
Account contact:	Jess Brocklebank		
Mobile:	07769285988		

AVS AGREED TERMS FROM 4th March 2021 – 3rd MARCH 2022

Ordering Procedure: Direct with Supplier or Automatic Retailing, quoting AVS Membership.

In addition to the attached all members also receive equipment support from Suntory :

- Free on loan Suntory branded equipment including Nayax cashless card payment system – (subject to availability & Suntory approval)
Note - All servicing of Suntory equipment will be the responsibility of the individual operators
- Placements subject to viability criteria based on rate of sale and compliance. Compliance to be monitored quarterly.
- Limited availability of Bev Medias
- Key Placements: Health & Fitness, Leisure, Higher Education, Healthcare.
- JBP must be signed with all new placements.
- Regional Support from the Suntory Regional Field team

Regional Contacts*:

**Subject to change*

Region	Business Development Exec	Contact Details
Scotland	Steven McMorrine	Steven.Mcmorrine@suntory.com
South West	Jeremy Foord	Jeremy.Foord@suntory.com
South London	Benjamin Gowie	benjamin.gowie@suntory.com
North London	Soraya Foroughi	soraya.foroughi@suntory.com
East Anglia	James Seymour	james.seymour@suntory.com
East Midlands	Tom Wood	tom.wood@suntory.com
Midlands	Lee Dovey	lee.dovey@suntory.com
North West	Hasib Patel	hasib.patel@suntory.com
North East	Sarah Robinson	sarah.robinson@suntory.com

Key Dates:

Post COVID-19/ April : Return to Health & Fitness (Lucozade Sport)
Euros 2021/ June (Lucozade Sport)
Post COVID-19/May-June: Back to the workplace (Lucozade Energy)
Freshers/ September – Higher Ed (Lucozade Energy/Ribena)

New for 2021!

Investment Support ARN Supply Only:

Volume support on Suntory products purchased via ARN, excluding Highland Spring.

Conditional to AVS member signing JBP with Suntory. (Contact: Suntory Regional Field Team)
Validated by ARN data – written permission required for data sharing between ARN and Suntory.
Rebate paid at the end of 2021, subject to volume tier achieved, direct to AVS member via AVS H/O.

Tiers (Vol Ltrs)	PP Ltr Rebate YE
0 - 24999	£ 0.005
25000 - 34999	£ 0.01
35000 - 49999	£ 0.015
50000 - 74999	£ 0.020
75000 - 99999	£ 0.025
100000 - 124999	£ 0.030
125000 +	£ 0.035


Direct Suntory Supply Information:

Minimum order for direct delivery is 25 cases
No additional funding

Range - 6 core SKU's 2021

- Lucozade Energy Orange 380ml
- Lucozade Energy Original 380ml
- Ribena Blackcurrant 500ml
- Lucozade Sport Orange
- Lucozade Sport Raspberry
- Ribena Light 500ml

Suntory Beverage & Food GB&I Direct Purchase Pricing (Effective 18th January 2021)

 SKU	EAN Code	CODES	Pricing effective from:- 18th January 2021 ex VAT
LUCOZADE SPORT PET 12 x 500 ml			
 ORANGE	5054267000681	F40068	£10.41
 RASPBERRY	5054267000704	F40070	
 AJ FRUIT PUNCH	5054267000781	F97023	
 CHERRY KICK	5054267000899	F97146	
 CARIBBEAN BURST	5054267000711	F40071	
 BRAZILIAN GUAVA	5054267002401	F40240	
 LOW CAL LEMON & LIME	5054267000506	F40050	
 LOW CAL ORANGE	5054267000490	F40103	
 MANGO & PASSIONFRUIT	5054267403222	F40322	
LUCOZADE SPORT FITWATER PET 12x 600ml			
 FIT WATER ELECTROLYTE STILL	5054267005105	F96702	£7.84
LUCOZADE ENERGY PET 24x 380ml			
 ORIGINAL	5054267000438	F40043	£15.50
 ORANGE	5054267000162	F98937	
 PINK LEMONADE	5054267000841	F40084	
 CARIBBEAN CRUSH	5054267001121	F40112	
 CHERRY	5054267000780	F40078	
 APPLE			
 STRAWBERRY & WATERMELON			
LUCOZADE ZERO PET 24x 380ml			
 Zero Orange	5054267004870	F96716	£15.50
 Zero Pink Lemonade	5054267004825	F96718	
 Zero Original	5054267005907	F96770	
RIBENA PET 12x 500 ml			
 BLACKCURRANT	5054267002333	F40233	£9.12
 REALLY LIGHT BLACKCURRANT	5054267002340	F40234	
 STRAWBERRY	5054267002319	F40231	
 MANGO & LIME	5054267000346	F40034	
 PINEAPPLE & PASSIONFRUIT	5054267000360	F40036	
RIBENA TETRA 24x 250ml			
 BLACKCURRANT	5054267006102	F96791	£7.32
 STRAWBERRY	5054267006119	F96792	
 NAS BLACKCURRANT	5054267011298	F97389	
ORANGINA PET 12x 420ml			
 ORANGINA	5054267403642	F96517	£8.72
 ORANGINA LIGHT PET	5054267403666	F96519	
HIGHLAND SPRING			
 Still 24x 500ml Sports Cap	5010459005292	F96646	£5.20
 ECO BOTTLE Still 24x 500ml Flat Cap	5010459000440	F97075	£5.44
 Still 24x 500ml Flat Cap	5010459005216	F96645	£4.53

Suntory Support Plan 2021 / 2022

Client Key focus	Suntory will	AVS	Time Frame	Investment support	Data Collection	Responsibility
Core Range Listing	Support members that have signed JBPs with volume support via ARN.	List Suntory portfolio	4 th March 2021 – 3 rd March 2022	See Volume Tiers. (Excluding Highland Spring)	ARN to share data with Suntory (Member Approval Required)	Members to invoice at end of 2021
Key Supplier AVS	Opportunity to develop and promote Suntory Brands & Equipment solutions across the AVS Members. Support AVS trade stand in 2021.	Provide access for Suntory to communicate to all AVS Members through regular updates. Access to key AVS events.	4 th March 2021 – 3 rd March 2022		N/A	AVS to raise invoice
Individual Member Volume Support	Provide AVS Members with volume linked support based on ARN Sales data	List Suntory portfolio	4 th March 2021 – 3 rd March 2022	As per table above Tiered Support dependant on total Ltrs. ordered via ARN (Excluding Highland Spring)	LJ to collate data quarterly. Final details confirmed at the close of the agreed timescale	AVS to advise members of LRS volume Year End Support