

Self-Service Coin Programs

A better way to offer coin redemption
services in your stores



More profit. More options.

More reasons to add a Cummins Allison coin counter to your store

In today's highly competitive marketplace, grocers must offer value-added services that enhance their customers' in-store experience. Self-service coin redemption is one cost-effective way to achieve this goal.



Whether you're managing a chain of superstores or are a small independent, self-service coin counters can deliver powerful benefits that grow your business and improve your bottom line.

Compared to the competition,

Cummins Allison coin counters give you more profit per square foot. Here's how:

- **Better ROI** – program and product options that increase your profitability.
- **Increase revenue** – more up-time and faster counting creates more loyal customers.
- **Save on buying coin** – recycle coins right in your store and reduce armored carrier fees, or let Cummins Allison manage the coin for you. The choice is yours.

Add or replace coin machines the easy way

One-size-fits-all coin-counting programs deliver a take-it-or-leave-it solution. Their limited options fail to consider your unique business requirements.

We change the way coin counting is offered by giving grocers the widest range of choices in machine configuration, procurement options, and different ways to manage coin. You can invest nothing at all, expense the cost, or capitalize and depreciate the equipment.

- **Three procurement options** – lease, buy or place a machine in your store.
- **Three coin processing options** – choose Cummins Allison coin management for bin machines, in-store coin recycling or outsource locally.
- **Multiple machine models** – single or dual bin. 8 or 16 sorted bags or 16 mixed bags.



“We were looking for someone who would provide service to all our stores with one program and who was easy to work with. We were also looking for machines that were faster and provided a better service.”

Dennis Maxwell, Director of Advertising and Branding, Reasors

Compare your options and grow your revenue

Count on self-service coin counters to deliver proven results, including:

- Profitable fee revenue
- Increased foot traffic and average cart values
- Competitive differentiation in your market
- Reduced bank fees and coin-recycling options
- Improved service to your customers

See how flexible Cummins Allison can be to help your store revenue grow. You can buy, lease, or use our placement model, depending on how you want to manage coin-counting services.

When evaluating your options, it's important to know that higher profits can be gained using Cummins Allison and their programs.

Program/Product	Profit Projections*		Years Payback	Profit % of Coin Volume
	5 Years	10 Years		
Purchase/Bag	\$58,015	\$130,615	1.3	8.0%-10.0%
Lease/Bag	\$52,475	\$125,075	1.4	7.2%-10.0%
Purchase/Bin	\$41,155	\$96,910	1.8	5.7%-7.7%
Lease/Bin	\$35,605	\$91,360	2.1	4.9%-7.7%
Placement/Bin	\$14,560	\$29,120	N/A	1.5%-3.0%

* Based on \$2,800 per week coin volume and 11.9% user fee. Includes all costs for managing coin and machine. Bin figures based on Cummins Allison managing the coin pickup, processing and reporting.

Self-service coin redemption program options

Placement	Purchase	Lease
<ul style="list-style-type: none"> No capital investment Cummins Allison owns and manages machine Manages coin pickup and processing Reimburses grocer for coin less user fee Minimum user fee of 11.9% required <p>Grocer's net profit depending on coin volume:</p> <ul style="list-style-type: none"> 1% to 3% 	<ul style="list-style-type: none"> Grocer buys machine Bin machines: Cummins Allison can monitor, service and manage bin pickup and processing Bag machines: Grocer manages bags and arranges pickup with armored carrier Grocer determines user fee and keeps all the profit <p>Grocer's net profit depending on coin volume:</p> <ul style="list-style-type: none"> 5% to 10% 	<ul style="list-style-type: none"> 1 to 5 years with \$1 buyout at end of lease Bin machines: Cummins Allison can monitor, service and manage bin pickup and processing Bag machines: Grocer manages bags and arranges pickup with armored carrier Grocer determines user fee charge <p>Grocer's net profit depending on coin volume:</p> <ul style="list-style-type: none"> 4% to 6%
<p>Coin Management Program</p> <p>All of these options are available with our unique Coin Management Program for bin machines. We'll pick up your coins, monitor the machine and handle all the administration, providing you with a detailed report of all transactions. It's hassle-free.</p>		

Coin Management Program (for bin machines)

Whether you want placement or the higher profit purchase or lease options, we take the hassle out of coin management, so you can focus on what you do best.

Our full-service Coin Management Program (CMP) includes bin pickup from an approved logistics company, along with coin processing, program administration and electronic bank deposits. We'll monitor your machine online through our JetLink™ software and dispatch service and bin pickup when needed. You'll receive monthly reports detailing the revenue you're producing. CMP also removes the risks associated with employee-handled coin.

Operational benefits: Pick the combination of program options that satisfies your business requirements, risk level and revenue objectives. Work with your local Cummins Allison representative to determine which solution best meets your needs.

“Customer service comes first. The more we have to offer our customers the better.”

Danny Boyle, COO of Country Boy Markets



Choose your branding option

Attractive machine graphics bring attention to your coin counter and increase usage. Use our design or create your own to match your brand.

- **Standard Graphics:** Cummins Allison branded red and yellow graphics attract attention and promote coin counter usage.
- **Custom Graphics:** Design your own custom graphics with your artwork and clear Lexan® panels. Choose your existing store brand and color scheme, or create a unique name for your coin counting solution. Whatever you choose, make it memorable.

The user interface can also be customized to advertise your store's products and services through fixed images or continuous-play videos. On-screen advertising gives high visibility to your most important promotions.

Why does equipment matter?

Better equipment ensures a better customer experience. Customers want to redeem their coins quickly and easily, but not all coin-counting equipment is created equal.

Cummins Allison offers speed, ease-of-use and quiet, reliable operation so the coin counter is up and running when customers want to use it. That's a positive reflection on your store and your brand.



“What we discovered was not just a great supplier, but also a true partner. A forward-thinking industry leader who is truly invested in Tesco success.”

Stephen Law, Assets and Estate Buying Manager, Tesco

World-class coin-processing power and dependability

Each day, more than 20,000 Cummins Allison coin counters are in operation. Our world-class sales and service network includes hundreds of local representatives in more than 50 offices in North America.

Cummins Allison has a 125-year heritage of leadership in quality and innovation that has revolutionized the industry, providing the fastest and most accurate coin-sorting technology available.

If you want to learn more, talk with your local sales representative or ask them for a customer referral – 97% of our customers would refer us to someone else.

Cummins Allison offers one-of-a-kind coin redemption solutions that pay out more money per square foot and provide the highest ROI in the industry. However you choose to add or replace coin machines in your store, we can help every step of the way.

Get a customized ROI analysis.

Your ROI analysis will provide a custom assessment of the increased revenue your store could achieve by switching to Cummins Allison.

cumminsallison.com/change



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Technology innovators and efficiency experts, Cummins Allison transforms the way coin, currency, and checks are counted, sorted and authenticated, and our expanded portfolio includes full-function ATMs. Leading financial, retail and gaming organizations rely on us for the fastest and most accurate solutions in the industry. Our global footprint includes headquarters near Chicago, more than 40 offices in the US and a presence in over 70 countries worldwide. Since 1887, we've been dedicated to quality, reliability and the highest level of customer satisfaction.

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