

Self-Service Coin Programs

A better way to offer coin-counting 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 fees** – 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

Until now, one-size-fits-all coin-counting programs delivered 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.

- **Four procurement options** – lease, rent, buy or place a machine in your store.
- **Three coin processing options** – choose Cummins Allison coin management, in-store coin recycling or outsource locally.
- **Multiple machine models** – meet your needs for a smaller footprint and the most reliable performance in the industry.
- **Machine graphic options** – fulfill promotional plans.

You have complete control to select the option that fits your business strategy.



“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, rent or use our placement model, depending on how you want to manage coin-counting services.

This is just an example of how profitable coin counting can be.

Program/Product	Profit Projections*		Years Payback	Profit % of Coin Volume
	10 Years	Per Year		
Purchase/Bag	\$125,100	\$12,510	1.3	6.1%-7.8%
Lease/Bag	\$119,740	\$11,974	1.4	5.5%-7.7%
Purchase/Bin	\$91,980	\$9,198	1.9	4.3%-5.6%
Lease/Bin	\$86,250	\$8,625	4	3.7%-5.8%
Placement/Bin	\$27,300	\$2,730	N/A	1.5%

*Based on \$3,500 per week coin volume and 9.8% user fee. Figures include all costs for managing coin with store managing coin on bag machines and Cummins Allison managing coin on bin machines.

Select the option that works best

Own	Lease	Rent	Placement*
Maximize ROI and long-term profitability through machine ownership. Depending on coin volumes, machines can pay for themselves in as little as 12 months, yielding years of highly profitable cash flow.	Reap the value of buying and potential tax benefits without the capital investment.	Add machines for a fixed monthly expense that's guaranteed not to increase during the length of the agreement. You set the user fee, and the profit is yours to keep.	No investment required. We'll install a coin machine and manage it for you. We'll pick up and process your coins, provide unlimited technical support and send you monthly reports that detail your commission revenue.
Coin Management Program All of these options are available with our unique Coin Management Program. 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.			<small>*Requires a 9.8% user fee minimum.</small>

Coin Management Program

We take the hassle out of coin management, so you can focus on what you do best.

Our unique 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.

Program/Product	Profit (1)	Risk-Free	Hands-Free		Recycle Coin
			Store (2)	CMP (3)	
Purchase/Bag	★★★★	★	★	N/A	★★★★
Purchase/Bin	★★★	★	★★	★★★★	★★
Lease/Bag	★★★	★★	★	N/A	★★★★
Lease/Bin	★★	★★	★★	★★★★	★★
Rent/Bag	★	★★★★	★	N/A	★★★★
Rent/Bin	★	★★★★	★★	★★★★	★★
Placement/Bin	★	★★★★	★★★★		★

(1) Includes all costs for managing coin.

(2) Store manages coin.

(3) Cummins Allison manages coin.



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.

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.

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

Danny Boyle, COO of Country Boy Markets

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 which 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 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.

Project your profit potential. Contact us today for your customized ROI analysis

Let us help you determine the best program. Our free, ROI analysis looks at the number of stores, locations and coin volumes and gives you an estimate of the ROI for each option.

cumminsallison.com/change



852 Feehanville Drive
Mt. Prospect, IL 60056
800 786 5528
cumminsallison.com

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Generations of Vision and Excellence

Cummins Allison sets the standard for accuracy and dependability.

Cummins Allison is a global leader in developing solutions that quickly and efficiently count, sort and authenticate currency, checks and coin. We also offer a complete line of full-function automated teller machines (ATMs). Our leadership in technology and product innovation spans more than 125 years. Cummins Allison serves the majority of financial institutions worldwide, as well as leading organizations in retail, gaming, law enforcement and government. Ninety-seven percent of our customers would recommend our products and services.

The company holds more than 350 patents and invests double the industry average in R&D. Our world-class sales and service network includes hundreds of local representatives in more than 50 offices in North America, wholly-owned subsidiaries in Canada, the United Kingdom, Germany, France, Ireland and Australia and is represented in more than 70 countries around the world.

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