

AVA NEWSLETTER

APRIL 2024



AVA Live: On-the-Road @ Scobie McIntosh

Earlier this month, Scobie McIntosh proudly hosted the much-anticipated AVA Live: On-the-Road event, featuring engaging discussions led by industry luminaries. The sessions explored pivotal themes, including strategies for bridging the technological gap in machinery and maximising the potential of legacy equipment through innovative integration solutions.

One of the compelling inquiries posed was, "How smart are smart machines?" The consensus echoed that the intelligence of these machines hinges on the sophistication of their integrated systems and technologies. This revelation underscores the possibility of integrating legacy equipment with smart capabilities. For a deeper exploration of your

system's potential, the AVA strongly recommends connecting with your dedicated account manager.

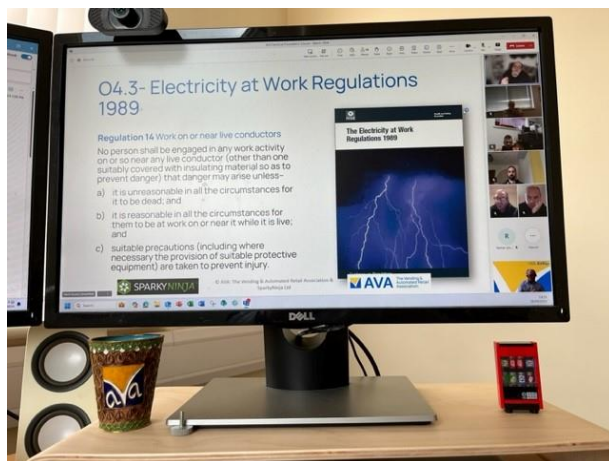
Another enduring debate centred around the question, "Is cash dead?" Contrary to speculations, the resounding answer is **no**. Cash transactions continue to comprise over 17% of all vending transactions in the UK, a testament to its enduring relevance. With 2.6 million UK citizens relying solely on cash and only 10% of equipment operating entirely cashless, the vitality of physical currency remains evident.

During the insightful panel discussions featuring industry experts such as Lewis Zimble (Nayax), Mark Parry (Vianet), Angus Burrell (Paycomplete), Mark Stevens (Scobie McIntosh), Robin Turver (SB Software), and David Bamford (AVA), key insights were shared. Notably, the integration of cashless systems has not only boosted industry performance but also led to a significant surge in sales and average transaction value. Today, over 70% of vending machines offer cashless payment options, demonstrating a remarkable 38% increase in sales and an impressive 55% rise in average transaction value.

We extend our heartfelt gratitude to all our guests and special appreciation to Mark Stevens and the Scobie McIntosh team for orchestrating a truly successful event.

For AVA members, these gatherings serve as invaluable opportunities for networking and staying ahead of industry trends. If you couldn't attend, fret not! You can keep an eye on our calendar [here](#), for all the latest events you don't want to miss out on.

AVA Electrical Training Course



As many of you are aware, the AVA hosts multiple [Engineer's Electrical Competency Training Courses](#) throughout the year, aimed at providing vending engineers with industry-recognised electrical knowledge and training. Participating in these courses is crucial for several reasons: it ensures compliance with legal requirements regarding electrical competency, presents an excellent opportunity for staff

advancement, enables you to furnish clients with evidence of your engineers' competence, and facilitates the extension and enhancement of your technical staff's knowledge.

Earlier this month, we kicked off the first course of the year, and it was a resounding success. Engineers had the privilege of spending the day with industry expert David Bamford, and tutor, David Watts, who provided invaluable insights. While the course day

marked the beginning, engineers are currently engaged in completing a portfolio comprising of 10 modules. The online training received excellent feedback, and we're eagerly anticipating the upcoming sessions.

If you're interested in participating or know someone within your company who could benefit from this opportunity, please don't hesitate to reach out to David Bamford at david.bamford@the-ava.com for further details.

The NAMA Show 2024



The graphic features a blue and white background with abstract geometric shapes. On the left is the logo for 'The NAMA Show 2024 Client Consumer Convenience Experience™', which includes a large stylized 'C' and 'X' and a green leaf icon. To the right is a circular portrait of David Llewellyn, a man with grey hair wearing a dark suit and white shirt. Below the portrait, the text 'May 7-9 | Dallas, TX' is displayed. At the bottom, the name 'David Llewellyn' is written in large blue letters, followed by 'Chief Executive, AVA' in smaller blue text. Below that, the topics '2022 - 2023 NAMA Industry Census Results and AVA's European Trends Insights' are listed, and the date 'TUESDAY, MAY 7, 2024' is shown in orange.

May 7-9 | Dallas, TX

David Llewellyn
Chief Executive, AVA
2022 - 2023 NAMA Industry Census Results and AVA's
European Trends Insights
TUESDAY, MAY 7, 2024

Are you headed to Nama next month? We certainly are! We're thrilled to announce that our Chief Executive, David Llewellyn, will be presenting at NAMA in May. He'll be sharing insights from the UK Industry Census Results alongside the AVA's European Trends Insights. This discussion promises to cover all the latest hot topics in the UK Vending Industry, supported by the invaluable data provided by our AVA Members—our sincere thanks to all.

If you're attending NAMA, why not reach out to [David](#) and show your support by attending his presentation? If you're unable to make it, fret not! We'll provide a comprehensive recap of the entire event, including highlights from David's presentation.

Considering attending NAMA? Drop a line to Kennedy at kennedy.warwick@the-ava.com for an exclusive discount!

New Scottish Consultation to '*restrict the promotion of HFSS Foods*'

The Scottish Government has released a [consultation](#) (accepting submissions until 21st May) proposing regulations to curtail the promotion of HFSS foods in public retail and out-of-home settings. Given the potential ramifications for the vending industry, the AVA is committed to providing a response.

This consultation seeks input on the specifics of the proposed regulations aimed at limiting the promotion of foods high in fat, sugar, or salt in public settings. With a closing date of 21 May 2024, this consultation is an extension of Scotland's diet and health weight delivery plan, accessible [here](#). Notably, the consultation highlights that two-thirds of adults in Scotland are grappling with obesity, underscoring the urgency of the proposed measures.

The AVA Commodities Committee will convene to deliberate on the consultation and formulate the AVA's response. We strongly encourage all our Scottish members to reach out with any queries or concerns and urge your active participation in submitting responses by the 21 May deadline.

UK Government Announcement: Deposit Return Scheme for drinks containers

The UK Parliament issued a [statement](#) this month providing an update on the Deposit Return Scheme for Drinks Containers. Robbie Moore, in his statement, affirmed the government's dedication to delivering a world-class scheme, with nearly 60 schemes slated for operation by the end of 2024.

"As articulated in the consultation response published in January 2023, the initial target of launching a DRS in October 2025 was deemed ambitious. After extensive engagement with industry stakeholders responsible for DRS delivery and a comprehensive review of international DRS implementations, it has been acknowledged that additional time is required to ensure the efficient and effective rollout of schemes across the UK. In collaboration with Ministerial colleagues from the devolved administrations, the decision has been made to launch the DRS in October 2027. Until then, we are committed to continued engagement with industry stakeholders and collaborating with potential Deposit Management Organisation(s) to finalize the next steps toward DRS implementation."

Mr. Moore maintains the perspective that including glass in the UK DRS would introduce undue complexity for the drinks industry and escalate storage and handling costs for retailers. Glass containers, due to their weight and fragility, pose challenges for consumers when returning them to receive their deposit, potentially inflating the cost of their shopping. Additionally, statistics from the Keep Britain Tidy litter composition analysis of 2020 reveal that only 4% of litter originates from glass drinks containers, compared to 55% from PET plastic and metal drinks containers. We are keen to collaborate with the industry on an ambitious re-use and refill initiative and will provide further details soon.

You can read the full statement [here](#).

Mike Saltmarsh, Technical Genius, is retiring!

With a sense of gratitude and fondness, the AVA announces the retirement of Mike Saltmarsh on March 31st. While he will continue contributing to the publication of the hygiene guide, accessible in its first draft [here](#), he will be stepping down from his 28-year tenure of consultation and collaboration with the AVA.

At this juncture, we extend our heartfelt thanks to Mike Saltmarsh for his unwavering support, invaluable guidance, and dedicated work spanning nearly three decades. Without his contributions, the landscape of this industry would have been markedly different today.

This special event was marked a unique joint meeting of the AVA Technical and Environment committees recently splendid surroundings of the Royal Society - which has been a centre for technical and scientific excellence since 1660. Plus a lunch with the committee volunteers to wish Mike well.

If you wish to convey your farewells and well-wishes to Mike, please feel free to reach out to him via email at: mike@inglehurst.co.uk



NIVO Charity Football Day



Join NIVO at their Charity Football Day on 10th June at Oakwell Stadium's training pitch, hosted by Barnsley FC. Sponsored by Carabao, it promises a day of thrilling matches and post-game camaraderie, all in support of the Motor Neuron Disease Association. Players aim to raise £250 each for this cause. Sign up by to secure your spot, whether playing or spectating. Don't miss this chance to make a difference while having a blast on the field!

[SIGN UP HERE](#)

Your chance to be on the AVA Board!

Over the past few years, we have seen a series of changes in our industry. Some brought on by external factors such as the pandemic and changing work patterns, others with the introduction of new legislation. The AVA and, importantly, its volunteer Board has helped to steer us over this period. You could be a part of this team.

The opportunity has now arisen as three positions are due for election as part of the usual two-year cycle of renewal of the AVA Board. Under our [Articles of Association](#), we must provide all full members with the opportunity to step forward if they would like to participate. The positions available are:

- 2 x Regional Operator Representatives
- 1 x Commodities Representative

If the company you represent is a full Operator or Commodities member of the AVA, you can apply for one of these positions on the AVA Board. The board meets formally four times a year, with monthly 'catch up' calls, mostly via Teams and they help to shape and guide the workings of the AVA, ensuring that member interests are best served.

You can see some of the recent work conducted by the AVA in our Newsletters and on our website: www.the-ava.com

If you are interested in a position on the AVA Board, please email Kennedy.Warwick@the-ava.com.

The closing date for applications is 10th May 2024.

KEEP IN TOUCH WITH ALL THE AVA AND INDUSTRY EVENTS - CHECK FOR UPDATES AND NEW ADDITIONS IN OUR [CALENDAR](#)



We're in the news! Check out what we have been up to below:

David Llewellyn took part in Cantaloupe's webinar where he discussed How Vending Can Thrive in a Cashless UK. Watch the webinar here: [Expert Insights: How Vending can Thrive in a Cashless UK \(vidyard.com\)](https://www.vidyard.com/watch/Expert-Insights-How-Vending-can-Thrive-in-a-Cashless-UK)

Tomorrow, we will be holding our second AVA Activity Day: [The AVA : 2024 will be 'an unprecedented year of events.'](https://www.planet-vending.com/news/the-ava-2024-will-be-an-unprecedented-year-of-events) ([planet-vending.com](https://www.planet-vending.com))

Ian Reynolds-Young caught everyone up on our AVA Live: On-the-Road event earlier this month: [AVA Live 'On-the-Road' asks 'How Smart are Smart Machines?'](https://www.planet-vending.com/news/ava-live-on-the-road-asks-how-smart-are-smart-machines) ([planet-vending.com](https://www.planet-vending.com))

UPCOMING EVENTS MAY

Wednesday

1

AVA Midland Activity Day

Tuesday

7

The NAMA Show

Wednesday

15

Venditalia 2024



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Our mailing address is:
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