CAMA
Canadian Automatic Merchandising Association

ACAD
l'Association canadienne d'auto-distribution

COFFEE - MARKETS - VENDING

2 - April 15, 2021

NEWSLETTER



View the online version at **www.vending-cama.com/newsletter**

Issue 2 - April, 2021 *- Jim Jackson*

April: Message from the Association President

Spring is in the Air!

Yes, Spring is here and along with the warmer weather it brings a change to our physical and mental wellbeing. We feel refreshed with the thought of getting outside and enjoying our beautiful spring and summer seasons that we have in our home and native land we call Canada! The spring season also brings a new level of optimism, we tend to think a lot less about what we have just experienced in the past year and start to focus a lot more on what the upcoming year will look like. We have that “get to it” and “get it done” attitude.

After experiencing the COVID pandemic we all have a lot to be thankful for and a brighter future to look forward to. We are starting to see our economy reopen and with that we start to experience an increased level of security within our businesses. It will take some time, but patience and optimism will carry us through to a brighter tomorrow.

This is the second edition of our CAMA Electronic Newsletter and our Board of Directors are extremely thankful for all the support that the newsletter has been receiving from our supplier and operator members. Your support is much appreciated as it goes a long way in making the newsletter a success and keeping all our CAMA members united and strong when we need to support each other the most. This newsletter will improve with each edition as we continue to receive good positive feedback from our members on how we can make improvements and add new content. Please keep reading and referencing the articles as they contain a lot of great information on our suppliers, products and services related to our industry.

When I talk about supporting each other as operators and suppliers I need to include that CAMA also needs everyone’s support as well. COVID has had a significant financial impact on our association, so we need your support to keep our organization healthy and strong. In this newsletter you will read an article on Global Payments. CAMA and Global Payments have partnered to bring a program that will provide our members with processing fees that are equal to or in most cases better than the current rates that they are paying. The second part of the program is that a percentage of all processed dollars is paid to CAMA in support of our organization. This is a winning situation for all and a simple decision on your part will go a long way to

keeping our association strong and healthy. We hope you'll take advantage of this partnership.

We remain optimistic that we will be able to hold our Regional Golf Tournament sometime in the fall. I feel so optimistic about this that I have started practicing for the big event. Since it is unlikely, we will be able to hold our annual trade show this year CAMA is exploring the possibility of adding a small networking event around the time of the golf tournament. You will be kept informed on this event as soon as COVID restrictions allow us to confirm plans.

I encourage you to review all of the programs that CAMA has put in place for their members. These programs may be a benefit to your business and at the same time some of these programs provide financial support to our association.

Being a CAMA member is appreciated but being an "engaged" CAMA member magnifies the benefits of membership and relationships.

In closing, I encourage everyone to remain optimistic, encourage one another and support our association and suppliers. Spring and Optimism is in the air!

Jim Jackson | President, CAMA | Quality Vending & Coffee

Issue 2 - April, 2021 - Distributions Bellucci Ltee

Flexibility: The Keyword for a Successful Reopening

While almost everyone is still stuck working from home, the OCS and Vending companies are working hard to find new opportunities and are already preparing for the post-covid world.

The global pandemic dramatically accelerated deep-rooted trends already at play in labor organization in businesses. Companies are competing to attract and retain young talents by offering ever-increasing flexible work arrangements and additional benefits. Amongst the key elements of any respectable office space, at home or on-site, there is a great coffee experience. However, in an era where everyone is a bit of a coffee snob, not just any coffee will do the job.

Increasingly demanding customers couples with fewer sales volumes and less manpower to take care of the coffee machines are only some of the new challenges OCS and Vending companies are now facing.

We believe OCS and Vending operators can bounce back and respond to both working at-home and at-the-office coffee demands if provided with the right tools.

New Challenges ask for New Solutions

Come into play the newly introduced Flexicup®, an all-in-one coffee solution, developed with quality, flexibility and the lowest costs of ownership in mind.

Made in Italy, Flexicup offers great value to OCS and vending operator and a premium Italian coffee experience to both espresso and filter coffee lovers, thanks to the innovation and simplicity of modern coffee machines.

The Flexicup® machines are highly energy-efficient as the machines only flash-heat the amount of water needed for one portion at a time. The capsule system also prevents large waste of unsold coffee or old coffee beans. The simplicity of the Flexicup® machines compared to bean-to-cup machines also reduce machine price, the risk of failure and guarantee the lowest maintenance cost of the industry. Likewise, the machines are quieter to operate and smaller for similar capacities compared to other coffee system.

Additionally, Flexicup® is only available to the OCS, Vending and Ho.Re.Ca operators unlike other existing capsules system on the market. They cannot be bypassed by unscrupulous customers and therefore the operators are guaranteed to get 100% of the revenues that they are entitled.

In the last months, numerous companies have opted for Flexicup® to improve their coffee offering at the office while also saving money and space. The results were so successful that many businesses are now also supplying Flexicup machines to their employees working from home as parts of their benefits program. It's a win-win solution as this way, operators gain access to new sources of incomes as well.

Customers to operate their businesses more efficiently.

Our growing set of traditional, core payments processing products and services include standalone terminals, mobile POS, full and semi-integrated payments solutions, ecommerce and card-not-present solutions as well as a selection of various gift and loyalty products.

Global Payments is pleased to partner with CAMA, to deliver the payment technology and software solutions you need to run your business smoothly, efficiently, and affordably. We are the most complete, end-to-end payments ecosystem on Earth, that you can depend on now and in the future.

With Global Payments, you benefit from:

Thanks to the hermetically sealed capsules and the ease of use, the Flexicup system reinspire customers confidence in the safety of commercial coffee machines.

To get your free Flexicup sample kit and get started with the Flexicup all-in-one solution, contact us at 1-877-819-4443 or click here.

Issue 2 - April, 2021 *- Global Payments Inc.*

Global Payments Inc.

Global Payments Inc. is a leading pure play payments technology company delivering innovative software and services to our customers globally. Our technologies, services and employee expertise enable us to provide a broad range of solutions that allow our customers to operate their businesses more efficiently.

Our range of coffee selections already features 4 high-quality espresso blends and 4 flavored variety of channels. This includes both espresso and filter coffee decaffeinated options. More beverage options, including hot chocolate and flavored coffee are also planned.

Flexicup machines come in 3 different form factors and sizes, offering all great value:

- The M29 is a compact and stylish machine for small offices and home use or in a workplace with a multiple coffee station configuration.
- The M8001 is a highly capable and flexible commercial machine that can be directly connected to water or used with its own 4 L tank.
- The M9003 includes a clever One Touch Cappuccino system for milk-based beverages with its included milk fridge. Additionally, the M9003 has twice the capacity of the M8001 thanks to its 2 independent brew units.
- Streamlined payments. Acceptance for all major debit and credit payment types, including digital wallets
- Preferred pricing. Including a FREE, no-obligation cost analysis to identify potential savings opportunities for your business
- Industry-leading smart terminals. Including the latest Desk/5000, Move/5000 as well as a virtual terminal to offer you a choice of new generation countertop, wireless or online payment acceptance
- Fast access to funds. Deposited to your bank account as early as the next business day
- Comprehensive industry-leading support. When you need it—24/7/365

Did you know? No one else covers the entire commerce ecosystem like Global Payments. And no one else has over 50 years' experience delivering the continuous innovation that members like you need to operate and grow. Whatever your industry, size, or ambitions, you can depend on Global Payments to deliver. We've proved it—and keep proving it, every day.

For more details or a quick quote, contact:

Janice Villadarez
janice.villadarez@globalpay.com
416-847-4467
Issue 2 - April, 2021 *- 365 Retail Markets*
URL: https://go.globalpaymentsinc.com/cama

Upgrade Your Foodservice Offerings with the 365 PicoCooler

Expand outside traditional vending today!

Upgrade Your Foodservice Offerings with the 365 PicoCooler. Meet the ever-changing consumer needs for fast, safe, and flexible technologies along with fresh and healthy snacks.

The **award-winning 365 PicoCooler** is the innovative self-service solution that exceeds your consumer's needs and provides you with new business opportunities to expand your footprint and increase revenue.

The PicoCooler is an industry game-changer with its fresh take on traditional vending. This innovative, versatile, and access-controlled self-checkout system keeps your coolers locked and temperatures controlled while providing your guests with cold snacks and beverages.

Fresh foods don't fit in a traditional vending spiral, nor would most consumers tell you they enjoy fresh food out of a vending machine! A wider variety of products can be merchandised within one cooler instead of confined to the restraints of product/type-specific vending machines most are currently offering.

In the same footprint as a traditional vending machine, with nothing but a power outlet needed from the client, you can merchandise fresh food and beverages together for less than the cost of most vending machines today.

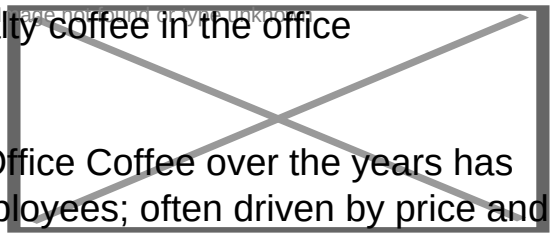
The 365 PicoCooler is an excellent option to offer a compact self-service micro market to your smaller locations with the kiosk directly mounted onto the cooler door itself. You can even add a PicoCooler as an additional checkout solution at your larger markets or even in semi-public lounges/areas. So many opportunities with one technology!

PicoCooler is also part of the 365 Connected Campus (SM); you can easily manage promotions, loss prevention, reporting, and more alongside your current micro market accounts.

Add PicoCoolers to your locations to bring an overall safer, healthier and faster foodservice experience!

Learn more on how 365 Retail Markets can help you bring foodservice innovation to you and your consumers. Email marketing@365smartshop.com today!

A Movement – Specialty Coffee in the Office



This is a remarkably interesting question! Why specialty coffee in the office environment?

There is a movement, and it's more alive than ever. Office Coffee over the years has often been viewed as just a 'cup of coffee' for the employees; often driven by price and traditional brew methods. But over the last few years there has been a change of heart as the world becomes more knowledgeable as to coffee. This has led to consumers paying attention to details about their coffee and how it's brewed - embracing bean-to-cup style coffees and ensuring a "fresh cup". People have come to appreciate the quality of their coffee thinking of coffee as the new wine. Let's start by discussing what makes specialty coffee?

Specialty coffee can consistently exist through the dedication of the people who have made it their life's work to continually make quality their highest priority. This is not the work of only one person in the lifecycle of a coffee bean. Specialty Coffee can only occur when all of those involved in the coffee supply chain work in harmony and maintain a keen focus on standards and excellence from start to finish. This is no easy accomplishment. From the farmers to the roasters there is always an attention to removing defects and roasting to a specific time to develop the coffee evenly.

The benefit of offering a specialty coffee for offices is a great way to skyrocket productivity as well as your profitability as an Office Coffee Service provider. Here is a surprising stat: did you know that most people drink coffee for the taste and not necessarily for the energy boost?

When a staff member has access to a beverage that creates an enjoyable experience, this can lead to an increase of coffee consumption of up to 30-40% in the office environment. But some may ask how do I market specialty coffee to a potential office partnership that is concerned with value? This is a great question! Coffee is a beverage that is consumed by 60%+ adults. It stands to reason that if you provide your staff with something that is not enjoyable, they will still want their "great cup" of coffee. Often this leads to staff taking breaks, leaving the office for their favorite Java.

The value of a business providing their staff with a specialty coffee in the walls of their business leads to the following benefits.

Issue 2 - April, 2021 *- Mother Parkers Tea & Coffee Inc.*

- Performance levels go up
- Productivity levels increase
- Employees feel empowered to develop professionally
- Communication improves. Engagement goes up
- A sense of being valued by their employer

EcoCup® Is A Better Cup Of Coffee

Recycling goes beyond simply placing materials in a bin.
The basis of specialty coffee is based on three pillars: artisanship, sustainable choices, and traceability. Partner with a specialty coffee roaster and enjoy the benefits of
We are dedicated to enabling recycling of materials that are clean and in high demand. Our all-new polypropylene EcoCup® re-envisions what single serve can be. EcoCup® is increased gross profit & increased productivity.

Karl Ward | President | Caffe Monte Specialty Coffee Roasters

Easy: Easy to separate for recycling*

Smart: When it comes to sustainability, less is more

Good: Taste more with FlavorMax™

*Recycling facilities for the cup and filter may not exist in your area. Cup and filter are made of #5 plastic

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Issue 2 - April, 2021 *- Brian Emmerton, RD*

Stealth Health: Improving Your Product Offerings…One Secret at A Time!

It may be hard to believe, but, Canadian manufacturers have been making changes to their products for the last 10 years with the goal of improving the health and well-being of Canadians…and not saying a word about it!
The concept is called “stealth health.” It was coined by a scientist at Yale University (Dr. David Katz) who had the idea of creating healthier habits for daily living. Stealth health can be defined as: ***making changes to ingredients or recipes to improve the nutritional attributes of a food or product without promoting or advertising the added benefits.***

Stealth health can take many forms, such as:

- **Improving nutrient density** (e.g. adding healthy multi-grain flours and oats).
- **Including ingredients with added health benefits** (e.g. the explosion of cranberries and almonds in many snack bars).
- **Reducing or eliminating unhealthy ingredients** (e.g. lower in sodium or reduced fat snacks).
- **Cleaning up the ingredient deck** so that consumers know what is in the product and can name every ingredient without researching it.

With all this potential good news, why would manufacturers not want to promote the added health benefits? It is for the simple reason to protect the brand and the perception of the customer. Consumers may not want their favourite brands to change, so the last thing manufacturers want to do is alienate existing customers by forcing healthily claims or the perception that a product will not taste as good anymore. The formula changes to recipes must be carefully executed and often can happen gradually over time. Let’s reflect on one of the best executions of stealth health: the Oreo® cookie’s evolution to a healthier option.

In the early 2000’s a lot of attention was being paid to the risks of Trans fats and the high level of hydrogenated oils used particularly in the baking and snack industry. At the time, Nabisco made an announcement they would work towards removing these unhealthy oils from all of their products, and they went to work. By 2006 their famous

4 Reasons to Remain Vigilant as Vaccinations Begin

"Don't wait for the availability of COVID-19 vaccines to figure out how they may affect your workplace," advises Wagish Yajaman, WSPS' Manager, Specialty Services. "While vaccines are widely seen as our best chance to end the pandemic and revitalize the economy, they may present challenges that workplaces need to prepare for."

Topping the list: ensuring people continue following pandemic precautions. "We still need to maintain vigilance," asserts Wagish. Here are four reasons why:

- **We won't all be vaccinated at the same time.** Vaccines are being made available in stages, based on supply, recipients' age and risk level, and other factors.
- **Once injected, vaccines take time to build immunity.** We could still be at some (albeit reduced) risk after we get our first shot.
- **The vaccines are not 100% effective.** A small percentage of people who receive the vaccine will not benefit from it. There are also emergent variants of the virus, for which vaccine effectiveness has yet to be proven. Vaccinated people may still be able to spread the virus to others.
- **"Herd immunity" will take effect only after 56% to 89% of the population has been vaccinated**.[1] Reaching this goal will take time over the coming months.

About the Author:

Brian Emmerton is a Registered Dietitian and the Vice President and General Manager of Complete Purchasing Services Inc, a leading supply chain solutions provider for non-commercial clients and hospitality organizations across Canada. Brian has been working in foodservice and consumer affairs for over 30 years to help clients source food and nutrition options that deliver experiences that enrich and nourish lives. Learn more about how Complete Purchasing Services can help your organization by visiting eCPS.ca.

6 steps your workplace can take now

Until most Canadians are vaccinated and we achieve herd immunity, Wagish suggests the following:

- **Continue to take protective measures against transmitting COVID-19,** such as wearing face coverings, maintaining physical distancing, cleaning/disinfecting, screening employees and visitors, and other measures. Even if employees have been vaccinated, we still lack sufficient evidence that

Oreo® cookie contained no Trans fats, however there was an absence of a large marketing campaign to highlight this; the packaging ingredients were update but you never saw a "no Trans fat" tag on the package, and customers never tasted the difference. Therefore, product development and work went into formulation changes to ensure customers wouldn't see any noticeable difference in the Oreo® cookie. The result…higher sales! Legacy customers stayed with the product, and consumers paying attention to Trans fats could see from the ingredient deck that the cookie did not contain any; therefore, incremental sales were achieved.

Some manufacturers have chosen to go all out to promote the perceived added health benefits, for example potato chips are being marketed as cholesterol free (surprise, they always were!) were not because of improved formulation, the interest in consumers for healthier snacks drove interest in promoting the product as a possible healthier snack item.

What does this mean for you? Providing choice and balance in your product offerings. Pay attention to the top sellers while also ensuring that at least 10 % of what you offer caters to the health-conscious customer group who want to indulge without feeling guilty about it.

Looking for other Stealth Health products for your vending, office coffee, or micro-market operation? Let Complete Purchasing Services (CPS) vending (formerly Univend) help you to find the perfect mix of products for your customer base. Take advantage of CPS' "Best Value" pricing on hundreds of essential items and assistance from a dedicated locally-based Account Manager, in addition to a wealth of easy-to-use tools and helpful resources to help you run your business more efficiently and effectively.

Wagish recommends that workplaces treat vaccines as just one element in the hierarchy of pandemic controls. The hierarchy functions best when a number of elements work in harmony to provide a solid level of control. With stubbornly high COVID-19 infection rates, now may be a good time to review your workplace's pandemic protocols.

COVID vaccines prevent transmission of the virus from person-to-person.[2]

- **Educate yourself and your employees** to combat misinformation. Draw on official sources, such as Health Canada and the Centers for Disease Control and Prevention: Use multiple means to disseminate accurate information, such as emails, bulletin boards, company Intranet, safety talks, etc.
- **Acknowledge employee concerns about vaccine safety.** Your job is not to defend the vaccine, but to direct anyone with concerns to the most accurate, up-to-date information available.
- **Track national, provincial and local roll-out strategies** so you understand when and how vaccinations will take place in your community: Canada, Ontario, and your local public health unit.
- **Consider creating a COVID-19 vaccination guideline similar to an influenza vaccination guideline.** Base your guideline on facts: gather and document relevant information and evidence. Possible contents include the nature of the vaccine, why it's important to employee health and the workplace, sources of additional information, and reasonable grounds for declining to be vaccinated (e.g., risk of adverse reactions due to allergies, or religious belief, practice or observance).
- **Watch out for potential minefields**, such as conflicts among employees for and against vaccinations, and whether to make vaccinations a requirement of employment. The latter is a sensitive legal and human rights issue. Educating everyone will help prevent conflicts from arising, and more importantly serve to keep your workforce safe and informed.

How WSPS can help

These resources and many more can be found on WSPS' COVID-19 Hub:

- Prevent COVID At Work, a new mobile app
- Understanding COVID-19 Workplace Safety Plans
- Find the gaps in your COVID-19 operational planning (article)
- Leaders: Make Sure Your Team Is Ready for the Long Run of COVID-19 (article)
- Leaders Have the Power to Instill Hope During the COVID Crisis (article)

Have health and safety questions? Please contact Denise Lam, WSPS Account Manager, Small Business at Denise.Lam@wsps.ca.

About Workplace Safety & Prevention Services (WSPS)

Workplace Safety & Prevention Services (WSPS) is a not-for-profit organization committed to protecting Ontario workers and businesses. A proud partner in Ontario's occupational health and safety system and a trusted safety advisor since 1917, WSPS has a rich history of making Ontario workplaces safer. WSPS serves the manufacturing, agricultural and service sectors. WSPS offers unparalleled health and

safety expertise, consulting, training and resources for businesses of any size. For more information visit WSPS.ca.

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1. "COVID-19 – What We Know So Far About... Herd Immunity," Public Health Ontario, www.publichealthontario.ca/-/media/documents/ncov/covid-wwksf/2021/02/wwksf-herd-immunity.pdf?la=en

2. "Protecting Workers: Guidance on Mitigating and Preventing the Spread of COVID-19 in the Workplace," OSHA, www.osha.gov/coronavirus/safework

The Acceleration of Cashless Payments in Unattended Retail: Podcast featuring Jason Yeung, Adaria Vending Services and Elyssa Steiner, USA Technologies

Issue 2 – April 2021 – USA Technologies

Jason Yeung is the Managing Director at Adaria Vending Services Limited ("Adaria"), a vending machine services company, based in Canada, started by Mr. Yeung and his co-founder Tommy Chan in 2010. It evolved from a school project at the University of Waterloo, where both were studying engineering. USA Technologies' VP of Marketing, Elyssa Steiner, spoke with Mr. Yeung this past summer, as part of our "UR Tech Insiders" podcast. The pandemic was in full swing, and the discussion focused on his company's journey to deploy cashless during COVID-19.

"Our company's premise is based on bringing technology into a market that has historically been slow to adopt it," said Mr. Yeung. Adaria started with USAT's Seed Cashless products seven or eight years ago. At the time, the costs for converting to cashless were much higher so they only rolled out on a handful of machines. The uptick in cashless adoption was slow, but Mr. Yeung has seen a significant shift over the past few years.

Everything now is going cashless in Canada with the pandemic most certainly accelerating adoption. It's a big shift – going from cash only to cashless only. Whereas five or six years ago 90% of consumers would pay with cash, today that number has dropped to about 70%. It may be too early to tell, but Mr. Yeung predicts a significant shift towards cashless, particularly as businesses start to see worthwhile ROI. The upside includes lower capital expenditure and greater efficiencies.

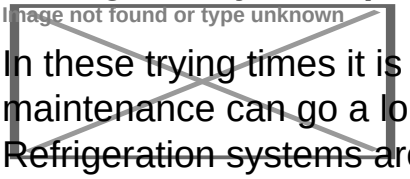
In the 2020 "Future of Unattended Retail Study," conducted by USAT in cooperation with PYMNTS.com, the company found that consumers may prefer to use credit cards when they can, but not all machines accept them. USAT is leading the charge in helping businesses of all sizes make that transformation. The clear message from Mr.

Yeung is, “don’t be afraid to change. You’re losing sales if you’re not implementing cashless.”

To hear more about Mr. Yeung’s thoughts on the pandemic and acceleration to cashless, please tune in to our podcast: https://urtech.libsyn.com/episode-02-how-covid-19-is-accelerating-cashless-payments.

Tech Corner: Hot Tips To Keep Things Cool.

Saving money on expensive cooling unit repairs and helping the environment.



In these trying times it is important to keep expenses in check. Simple planned maintenance can go a long way in helping you curb repair and replacement costs. Refrigeration systems are common in all vending companies that sell fresh food or cold beverages. They can be found in assets such as Vending Machines, Micro-market fridges, Water Coolers and Ice Machines. Refrigeration systems need proper air flow to keep compressor temperature to factory specification. Having a cooling unit that is not circulating air correctly is like driving your car with a piece of cardboard stuck on your radiator or a fan not working correctly...eventually the car will overheat causing major damage to the engine. These same principles apply to air circulation in the refrigeration unis that we see in most Market Fridges and Cold Drink Vendors.

3 Simple steps should be used for cooling best practices.

- Ensuring all beverage coolers and drink vendors are spaced at least 4 inches from walls, boxes and or clutter. A good way to prevent machines from being pushed up tight against a wall is by simply placing a short piece of 2 X 4 behind the cooler.
- Scheduling a clean up every 4 to 6 months to help the compressors run cooler. An easy way to clean off a condenser is by simply using a stiff paint brush to sweep away any accumulated dust and lint particles. Once the compressor area has been swept, using a vacuum is recommended to finish the job, it’s also important to inspect the evaporator fan(s) and condenser fan(s) at this time to ensure longevity of your investment.
- A quick look at all the door seals to make sure they don’t have any cracks or gaps is highly recommended when doing preventative maintenance. Can Vendor delivery doors must operate correctly.. you want them to be closing tight thereby keeping warm air out and cold air in to ensure best performance.

All these simple tasks will help prolong the life of your expensive investments by allowing your cooling unit to run more efficiently. It’s an easy task for the operator and should not be overlooked.

About the author: Through years of hard work Stuart Poppe has become a well respected authority within the GTA vending community by virtue of his practical knowledge and experience with many different machines. Stuart spent many years building up Prime Vending in Barrie with his brother Roy before they joined the senior leadership team of Loyalty Markets in November 2019.

Stuart Poppe | Service Manager | Loyalty Markets

Colleges and Universities Across North America are Using USI's COVID-19 Test Kit Vending Machine

Many educational institutions have scaled up symptomatic and asymptomatic COVID-19 testing efforts through Return-to-Learn programs. As a part of these testing efforts, colleges and universities across North America are using USI's COVID-19 Test Kit Vending Machine to provide students and staff with easy access to self-administered COVID-19 test kits. These easy-to-use machines are being placed in residence halls, dining areas, or other campus buildings for "can't miss" access.

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USI's COVID-19 Test Kit Vending Machine helps make campuses safer by helping the administration to quickly identify any potential outbreaks of COVID-19. In fact, U-Select-It's COVID-19 Test Kit Vending Machine was featured in a recent 60 Minutes episode. The 60 Minutes story highlighted how USI's COVID-19 Test Kit Vending Machine is being used by the University of California San Diego (UCSD) to help proactively identify and manage the spread of COVID-19 throughout their campus.

To receive a test kit, users simply make the selection via the user interface keypad or optional 10.1" touchscreen on the machine. Once the user completes the self-administered test, the user can return their test kit to one of the designated drop locations on campus.

For enhanced verification, USI's optional card reader interface allows the educational institution to verify a user's credentials via student IDs or campus cards, prior to dispensing the test kit. With the optional card reader interface, colleges and universities can connect to their existing backend software.

With the optional card reader interface, access restrictions can be set through the payment getaway utilizing credit allowances. Access restrictions include restricting the number of test kits available to users within a certain timeframe. For example, you may allow students living on campus to access one test kit on a weekly basis.

An important optional feature is our new, patent-pending UVend Technology. UVend Technology makes the machine's high-touch surfaces (keypad or touch screen and

delivery door) safer by utilizing UV light to kill or inactivate up to 99.9% of viruses and bacteria including influenza and the COVID-19 virus. In fact, UVend Technology has been proven by an independent third-party accredited testing lab to be a safe application of UV light to sanitize the high-use portions of vending equipment. UVend utilizes the same UV light sanitization technology that has been used for decades in healthcare organizations, schools, prisons, retailers and the transportation industry.

The Nayax Solution – More than Cashless for your Vending Needs

Many students and staff are eager to return to 100% in-person learning and USI's COVID-19 Test Kit Vending Machine is one option to help campuses get back to "normal."

To find out more about the COVID-19 Test Kit Vending Machine and how it can help your campus, contact U-Select-It at 1-800-247-8709.

Nayax is the leading provider of cashless payment solutions for operators of vending machines, micro markets, OCS, and other unattended retail outlets. With an end-to-end solution, Nayax provides more than a simple reader for cashless payments. This complete solution for unattended retail includes cashless, telemetry, management suite, and a consumer loyalty and marketing platform.

The VPOS Touch enables contact, contactless and swipe transactions, while the Onyx device provides for contactless transactions only. With a wide variety of payment methods available, VPOS Touch and Onyx enables payments via credit and debit cards, contactless cards, NFC and mobile payments, prepaid cards and QR codes. As Nayax works with the most popular payment service providers and payment gateways (including Interac, Visa, MasterCard, Apple Pay, G Pay, Samsung Pay, PayPal, Alipay, WeChat Pay, etc.), customers have the greatest payment choice available to them.

The more payment choices available to a customer, the better sales will be – and both VPOS Touch and Onyx have helped operators grow their revenue by as much as 30%. Understanding that unattended business owners lack the opportunity to interact with consumers to build relationships, which drives repeat business, Nayax is using technology to fill that gap. With its consumer engagement platform, Nayax is helping operators integrate promotions and marketing into their unattended retail businesses with digital loyalty.

Nayax's consumer payment app, Monyx Wallet, operators can launch marketing campaigns such as digital punch cards (buy X, get Y free) or the chance to win cashback via gamification (funded by Nayax).These ready-to-go campaigns are simple for operators to set up, and easy for consumers to participate as no sign up is required, apart from downloading the app. Consumers can also use the app to rate and save their favorite machines, see their purchase history, and receive instant refunds.

These marketing campaigns are easy for operators to monitor with Nayax's management suite, which features a customizable dashboard. In addition, with a glance operators and managers can see what's going on with a fleet of the machines and monitor cash accountability. The software also helps operators streamline

inventory management, and assists with pre-kitting, picklists, and route management. The software also offers insights and BI capabilities, which can facilitate operators in learning more about their consumers' behaviors, product popularity and other factors that influence their businesses that they might never have gained otherwise.

Nayax's machine to machine telemetry gives operators access to remote monitoring, allowing machine activities, sales and inventory data to be seen from any location. The extensive alert system enables operators to attend to issues as they happen, whether it is low stock levels, temperature changes, open doors, power downs, etc. With a host of customizable warnings, operators can deal with these issues quicker to ensure as limited downtime as possible. Additionally, operators can choose their own time frames for these alerts as well as how they are reached (via text or email), offering more flexibility.

Nayax facilitates easier management and futureproofs unattended retail, making for a more transparent business allowing for more streamlined operations. Adding VPOS Touch or Onyx to your operations, leads to more than operational efficiency. With more payment choices and consumer engagement, Nayax's solutions give consumers a seamless payment experience. Providing convenience and satisfaction to consumers coupled with lower operational expenses, translates into revenue growth, and this is what every operator is looking for.

April: New Members

We'clome to the following:

Chronicle Coffee Roasters

Twin City Refreshments Ltd.

Executive Class Foods