

Self-Service Coin Programs

More options to add coin counters
to your lobby



Increase traffic and customer satisfaction

Leverage the high demand for coin redemption

Make the most of coin-saving habits at your branch and leverage the opportunity to introduce customers to new products. With 70% of Canadian households saving coins,* accessible coin-counting services are in demand.



When 64% of coin savers prefer to cash in their loose change at a financial institution,* self-service counting machines are critical tools for your branches.

Building foot traffic and increasing customer satisfaction, the machines help you stay ahead of the competition.

Changing the way coin counting is offered

For just 1 self-service coin counter or 1,000, Cummins Allison gives you the widest range of choices in machine configuration, procurement options, and different ways to manage coin.

Expense the cost, capitalize and depreciate, or invest nothing at all.

- **Four procurement options** – lease, rent, buy or "place" a machine in your lobby.
- **Three coin processing options** – choose Cummins Allison hands-free coin management for coin pick-up and processing, coin recycling or outsource locally.
- **Remote monitoring to manage the machines for you**

You have options, your patrons benefit from the added service offered, and employees have more time for other tasks. It's a win for everyone.

Proven results

- Increased foot traffic to your branch
- Enhanced customer service
- Competitive differentiation in your market
- Improved teller efficiency

*Coin Counting Practices in the Financial Segment, BranMark Strategy Group, 2013

“We’re looking at about one-third of our coin machine transactions being with non-customers, who can be turned into customers. If we didn’t have the machines, we wouldn’t have the foot traffic we get from non-customers.”



Genie Clem, AVP Marketing, Branch Operations, 1st Bank

Coin management

Just as one type of procurement isn't always best, neither is one type of coin management. Perhaps turnkey coin management is the right solution for one branch, but recycling coin is best for another. More options with Cummins Allison means you can maximize teller efficiency and provide exceptional customer service, whatever that requires.

- **Hands-free coin management program (CMP):** CMP includes coin processing, bin pickup from an approved logistics company, program administration and electronic bank deposits. CMP also removes risks associated with employee-handled coin.

We'll monitor your machine online through our JetLink™ software and dispatch service and bin pickup when needed. Preventive maintenance and remote management are required for CMP machines. Free activation and annual server access are included.

- **Recycle coins at the branch:** Prefer to process coins at the branch? Cummins Allison makes it easy with bin and bag machines. You can sort and roll coins with coin counters designed for large or small operations.

Select the best option

Own	Lease	Rent	Placement*
Coin machines can generate incremental revenue and help you replace non-interest-earning sources.	Keep your lines of credit and retain capital to generate earnings, while maximizing the profit of ownership.	A fixed monthly payment provides a fixed expense. 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 10.9% user fee and minimum coin volumes.</small>

“One of the great things about having the coin machine in the branch is it brings in customers that we’ve never met before.”

Cyndi Silver, Assistant Manager,
Canandaigua National Bank & Trust



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

Choose from multiple branding options

Outfit your coin-counting machines with eye-catching graphics. Choose to use our design or create your own to match your brand. Whatever you decide, there’s a solution for your financial institution.

Program/Product	Cost (1)	Risk-Free	Hands-Free		Recycle Coin
			Branch (2)	CMP (3)	
Purchase/Bag	★★★★	★	★	★★★★	★★★★★
Purchase/Bin	★★★	★	★★	★★★★★	★★(4)
Lease/Bag	★★★	★★	★	★★★★	★★★★★
Lease/Bin	★★	★★	★★	★★★★★	★★(4)
Rent/Bag	★	★★★★	★	★★★★	★★★★★
Rent/Bin	★	★★★★	★★	★★★★★	★★(4)

(1) Includes all costs for managing coin. (2) Branch manages coin. (3) Cummins Allison manages coin. (4) Cannot recycle coin with CMP.

- **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 colour scheme, or create a unique name for your coin counting solution. Whatever you choose, make it memorable.
- **Stainless steel:** Steel panels make your coin counter stand out, giving it an elegant finish to match your lobby décor.

Monitors can also be customized to advertise your products and services through continuous-play videos. On-screen advertising provides 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. Our Money Machine® 2 offers speed, ease-of-use and quiet, reliable operation so the coin counter is up and running when customers want to use it.

“When we’re looking for business partners, we’re looking for leaders in the industry. We’re looking for a great product, one that will last the test of time, and we found that with Cummins Allison.”



Bill Baldoni, Chief Operations Officer,
Home State Bank



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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 would refer us to someone else.

Pour more opportunity into your lobby.

Contact us today for your customized cost analysis. Our free cost analysis compares program and product options to determine which option best meets your needs.

cumminsallison.ca/traffic

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, cheques and coin. 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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