

AVS promotions for Lopez, Costa

US company AVS has promoted two of its executive staff: Michelle Lopez, from controller to chief financial officer, and Tony Costa, from general manager of the Dallas office to director of sales and operations in Texas.

"Michelle has developed, implemented and revised a number of our financial policies and procedures," said Vince Gumma, president of AVS. "Her continued work in this area will be a major contribution to our success."

Lopez holds a bachelor's degree in accounting and business management from Columbia College and earned her CPA, a certified public accountant licence, from Northern Illinois University. She joined AVS in 2017 as controller.

Costa has worked in the Dallas office for a combined 19 years, first for HA Franz and now for AVS, and has managed the Dallas operation for many of those years.

"Tony has demonstrated outstanding results due to his discipline and attention to detail," said Jeff Yoder, vice president of operations for AVS.

"He will continue to be responsible for vending sales and operations in Dallas, as well as the day to day operations at our Houston office."



Michelle Lopez



Tony Costa

Nayax to supply coffee company

CAFE and Co International has selected Nayax as its exclusive supplier of cashless payment solutions.

Onyx and VPOS Touch, Nayax's card readers with telemetric capabilities, will be installed on 25,000 Cafe and Co machines, bringing multiple cashless payment options to consumers in Austria, Czech Republic, Poland, Slovenia and Slovakia.

In addition, the two companies recently signed a five-year partnership agreement. With contactless payments popular in Poland and the Czech Republic, the compact Onyx contactless card reader is a perfect match for Cafe and Co's many hot drinks machines, coffee vending machines and snack and drink vending machines.

"Nayax prides itself on our ability to produce solutions that are flexible and can work for differing market needs and we're happy Cafe and Co have found the complete package in us," said Nayax CEO Yair Nechmad.

With a network of machines located across 10 countries, Nayax's solution will help Cafe and Co streamline its operations, giving it better control of its machines. Introducing telemetry and remote monitoring enables Cafe and Co to remotely manage their machines and gives the company real-time sales data and other machine activity data.

Cafe and Co's international CEO, Fritz Kaltenegger, said: "Upgrading our operations is a top priority and we have been searching for an all-inclusive solution that will help us improve our sales and operations for a long time. In Nayax we have a supplier that meets all of our needs, including cashless payment via credit card and mobile apps, cashless clearance, telemetry, prepaid management, user engagement and integration with our existing ERP. We look forward to working with the Nayax team."



Cafe and Co CEO (left) Fritz Kaltenegger and Nayax CEO Yair Nechmad

COLUMN ■■

A challenging year for Europe

2019 is a big year for Europe politically but there is still plenty of policy to interest our industry over the next 12 months, writes Euromat president

Jason Frost

EUROPEANS go to the ballot box in 2019 to elect their first post-Brexit European Parliament, with most pollsters predicting gains for the extremes of Europe's left and right.

In the meantime, there are plenty of bumps on the road to polling day. Brexit looms large on the horizon, with the impact on voters across the continent hard to calibrate given the current uncertainty of outcome, while France and Germany (Europe's traditional motor) both seem politically fragile and capable of becoming mired in domestic political crises. Yet elections are unlikely to mean a breathing space for policy-making.

There are plenty of early signs as to the contents of the next Commission's in-tray.

Commission President Juncker already underlined the importance of tackling money laundering in his final State of the Union address. This included a possible EU regulation on the subject, which means new legislation that will harmonise rules across the EU with no local flexibility, putting into question the low-risk approach that our industry has fought hard for in recent years.

Also likely to be on the agenda is the EU regulation of online gambling. The online sector is already calling for the EU to finally make the leap and

develop harmonised rules as it realises that growing public concern about the visibility and reach of online gambling may result in a backlash, which could be expensive to manage. We need to ensure that any future rules create a level playing field with our industry across Europe.

Euromat will be making sure that our views are top of mind as these debates develop during 2019.

