

**From:** Sandeep Bhat  
**Sent:** 29 January 2024 20:42  
**To:** Swapnil Sutar  
**Subject:** FW: TC Recommendation - Coffee Machines for the Third Wave Coffee Stores at Lucknow  
**Attachments:** RE: Third Wave Coffee (A-04) at Lucknow Airport - T3 Terminal

**From:** Manish Mulchandani <Manish.Mulchandani@adani.com>  
**Sent:** 23 January 2024 14:58  
**To:** Irfan Sayed <irfan.sayed@travelfoodservices.com>; Sandeep Bhat <sandeep.bhat@travelfoodservices.com>  
**Cc:** Lovejot Sekhon <lovejot.sekhon@travelfoodservices.com>; Shama Nair <shama.nair@travelfoodservices.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>; Jatin Jain <Jatin.Jain@adani.com>; Stephen P <stephen.p@k-corp.in>; Sanjiv Dhawan <Sanjiv.Dhawan@adani.com>; Ameet Koomar <Ameet.Koomar@adani.com>  
**Subject:** RE: TC Recommendation - Coffee Machines for the Third Wave Coffee Stores at Lucknow

Dear Sandeep

As discussed, we are in receipt of revised proposal from **M/s Kaapi Machines** on **La Marzocco Coffee machine**. Since the PO is not yet released to Three One as per our previous recommendation, below is our revised recommendation which can be considered for further process. The cost impact with revised recommendation is **(Savings of Rs.59,500 + Transportation cost in total for two machines)**

**A. Summary**

Sl. No.	Project	Location	Amount w/o Tax	GST	Vendor
1	Third Wave Coffee A-04	LKO	5,00,500	Extra	Kaapi Machine
2	Third Wave Coffee D-02	LKO	5,00,500	Extra	Kaapi Machine
3	Third Wave Coffee A-04	LKO	1,10,215	Extra	Three One Coffee Engineering Pvt. Ltd
4	Third Wave Coffee D-02	LKO	1,10,215	Extra	Three One Coffee Engineering Pvt. Ltd
	<b>TOTAL</b>		<b>12,21,430</b>	Extra	

**B. BOQ Line items per Store**

SR.NO.	DESCRIPTION	OVERALL SIZE All Dimension in MM L x W x H	QTY	Make	Model
CC - 06	Coffee Machine Compact 2 Group Semi-Automatic	370 x 630 x 540	1	LA Marzocco	La Marrazaco MC Linea PB 2GR AV Tall cup hw220V
	Espresso grinders		1	Fiorenzato	F64 EVO PRO

Barista accessories extra.

Transportation of Espresso grinders extra at actuals.

Regards,  
Manish Mulchandani

**From:** Manish Mulchandani

**Sent:** Monday, January 15, 2024 12:25 PM

**To:** Irfan Sayed <[irfan.sayed@travelfoodservices.com](mailto:irfan.sayed@travelfoodservices.com)>; Sandeep Bhat <[sandeep.bhat@travelfoodservices.com](mailto:sandeep.bhat@travelfoodservices.com)>

**Cc:** Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>; Shama Nair <[shama.nair@travelfoodservices.com](mailto:shama.nair@travelfoodservices.com)>; Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>; Jatin Jain <[Jatin.Jain@adani.com](mailto:Jatin.Jain@adani.com)>; Stephen P <[stephen.p@k-corp.in](mailto:stephen.p@k-corp.in)>; Sanjiv Dhawan <[Sanjiv.Dhawan@adani.com](mailto:Sanjiv.Dhawan@adani.com)>; Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>

**Subject:** TC Recommendation - Coffee Machines for the Third Wave Coffee Stores at Lucknow

Dear Irfan/Sandeep

Please find below our recommendation for your further process. Refer attached quotation for Terms and conditions.

**A. Summary**

Sl. No.	Project	Location	Amount w/o Tax	GST	Vendor
1	Third Wave Coffee A-04	LKO	6,40,465	Extra	Three One Coffee Engineering Pvt. Ltd
2	Third Wave Coffee D-02	LKO	6,40,465	Extra	Three One Coffee Engineering Pvt. Ltd
	<b>TOTAL</b>		<b>12,80,930</b>	Extra	

Barista accessories – Extra (refer quotations)

Transportation – Extra (refer quotations)

**A. BOQ Line items per Store**

SR.NO.	DESCRIPTION	OVERALL SIZE All Dimension in MM L x W x H	QTY	Make	Model
CC - 06	Coffee Machine Compact 2 Group Semi-Automatic	370 x 630 x 540	1	LA Marzocco	La Marrazaco MC Linea PB 2GR AV Tall cup hw220V
	Espresso grinders		1	Fiorenzato	F64 EVO PRO

Regards,  
Manish Mulchandani

**From:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>

**Sent:** Thursday, January 11, 2024 4:30 PM

**To:** Manish Mulchandani <[Manish.Mulchandani@adani.com](mailto:Manish.Mulchandani@adani.com)>; Jatin Jain <[Jatin.Jain@adani.com](mailto:Jatin.Jain@adani.com)>

**Cc:** Irfan Sayed <[irfan.sayed@travelfoodservices.com](mailto:irfan.sayed@travelfoodservices.com)>; Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>; Shama Nair <[shama.nair@travelfoodservices.com](mailto:shama.nair@travelfoodservices.com)>;

Sandeep Bhat <[sandeep.bhat@travelfoodservices.com](mailto:sandeep.bhat@travelfoodservices.com)>

**Subject:** FW: Coffee Machines for the Upcoming store

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Pls take this into consideration.

**From:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>

**Sent:** Wednesday, January 10, 2024 6:47 PM

**To:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>

**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>; Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>

**Subject:** Re: Coffee Machines for the Upcoming store

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Dear Akshay

Attached please find the grinder details  
Recommended is 64 EVO

Thanks and regards  
Shyam Krishna

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**From:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>  
**Date:** Wednesday, 10 January 2024 at 5:34 PM  
**To:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>  
**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>, Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>  
**Subject:** RE: Coffee Machines for the Upcoming store

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Sure Shyam. But please suggest one which is as per the volume mentioned here and that justifies the ROI (₹)

Regards  
Akshay

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**From:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>  
**Sent:** Wednesday, January 10, 2024 5:30 PM  
**To:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>  
**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>; Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>  
**Subject:** Re: Coffee Machines for the Upcoming store

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Yes, we have. I had two models, wanted to confirm on that and then share. Will share before EOD.

Get [Outlook for iOS](#)

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**From:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>  
**Sent:** Wednesday, January 10, 2024 5:27:09 PM  
**To:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>  
**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>; Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>  
**Subject:** RE: Coffee Machines for the Upcoming store

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Don't we need a coffee grinder with a semi-automatic machine?

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**From:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>  
**Sent:** Wednesday, January 10, 2024 4:35 PM  
**To:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>  
**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>; Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>  
**Subject:** Re: Coffee Machines for the Upcoming store

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Dear Akshay

Attached please find the makes of both machines.  
Please proceed with Group 2.

Secondly on the Ahmedabad Outlet -

This is a large café of 1781 Sq ft with 57 Seating. There is potential to serve larger crowd and growth as what we have seen with the government initiative in making Gujrat and Ahmedabad business hubs.

We can start with Eversys here, In case there is any requirement of change/replacement we can discuss during the second café proposal.

PS : The projected transactions for all three out lets are very low for the second year. You are projecting only 17% growth over two years, which is very low when we look at the expected passengers movement. However as discussed earlier, we want to partner with a win win mindset keeping both your P&L and our brand value in mind. Please accommodate.

As understood the previous year's passenger traffics have been promising.

Pax Traffic	FY 2021-22	FY 2022-23
AMD Domestic	50,45,473	85,97,627
LKO Domestic	27,11,238	43,47,997

Thanks and regards  
Shyam Krishna

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**From:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>  
**Date:** Wednesday, 10 January 2024 at 3:00 PM  
**To:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>  
**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>, Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>  
**Subject:** RE: Coffee Machines for the Upcoming store

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Thanks Shyam.

Can you also pls share the model number for the machine and the make & model number of the grinder?

Also, the projected orders in Ahmedabad are lower than the LKO. Requesting if the same machine can be allowed for that location as well.

Regards  
Akshay

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**From:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>

**Sent:** Wednesday, January 10, 2024 2:54 PM

**To:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>

**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>; Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>

**Subject:** Re: Coffee Machines for the Upcoming store

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Dear Akshay

Thank you

Post internal discussion - below are the confirmed machines for the locations.

Sl No	Airport	Location	Initial Transactions	Transaction after 2 years	Type of Machine
1	Lucknow	Departure	132	155	La Maazocco
2	Lucknow	Arrival	140	165	La Maazocco
3	Ahmedabad	Forecourt	110	130	Eversys

Thanks and regards  
Shyam Krishna

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**From:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>

**Date:** Tuesday, 9 January 2024 at 9:45 PM

**To:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>

**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>, Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>

**Subject:** RE: Coffee Machines for the Upcoming store

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Hi Shyam  
Pls see my comments in blue below.  
Requesting your approval so that the orders can be placed asap.

Regards  
Akshay

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**From:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>  
**Sent:** Monday, January 8, 2024 12:28 PM  
**To:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>  
**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>; Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>  
**Subject:** Re: Coffee Machines for the Upcoming store

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Dear Akshay

We have the right intension to partner with you for the current proposed locations and future proposals. However all the same would depend on the initial success of our outlets and your P&L.  
Considering the same would request data in the below format to arrival at the right rational -

SI No	Airport	Location	Initial Transactions	Transaction after 2 years	Type of Machine
1	Lucknow	Departure	132	155	Semi Automatic
2	Lucknow	Arrival	140	165	Semi Automatic
3	Ahmedabad	Forecourt	110	130	Semi Automatic

Thanks and regards  
Shyam Krishna

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**From:** Akshay Sharma <[akshay.sharma@semolinakitchens.com](mailto:akshay.sharma@semolinakitchens.com)>  
**Date:** Saturday, 6 January 2024 at 6:15 PM  
**To:** Shyam Krishna <[shyam.krishna@thirdwavecoffee.in](mailto:shyam.krishna@thirdwavecoffee.in)>  
**Cc:** Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>, Lovejot Sekhon <[lovejot.sekhon@travelfoodservices.com](mailto:lovejot.sekhon@travelfoodservices.com)>  
**Subject:** Coffee Machines for the Upcoming store

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Hi Shyam  
In reference to our discussion this afternoon regarding the coffee machines to be purchased for the upcoming outlets in Lucknow & Ahmedabad, I would like your approval on the use then the approved semi-automatic variant at these locations.

While I understand the elements of speed of service and the enhanced capacity that the Eversys Cameo machine brings to the table, I believe that the specification of this machine is too high for the locations. The outlets in question are in Check-in and arrival locations, with the projected average daily transactions of ~130. This investment made will not result in the desired returns and the machine also being underutilised.

Our team is already working in your Delhi stores and am sure that the rigorous training program that you will make them go through will make them great baristas who will be able to deliver the perfect cup of coffee every time, from a semi-automatic machine as well. To further ensure that the brand standards are met, we have onboarded some of your experienced staff who wanted to relocate to Lucknow. They also can be coaches to the team once the outlet opens.

Just to keep you updated, the outlets are expected to open on around 15<sup>th</sup> February in LKO and Ahmedabad will be in March.

I would request you to please approve the purchase of the semi-automatic coffee machine for these set of outlets in Lucknow & Ahmedabad so that the orders can be placed immediately.

Regards  
Akshay

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