



## A LOOK AT THE VENDING INDUSTRY

“Vending has become a symbol of America’s quest for convenience, operating 24 hours around the clock, seven days a week. Vending machines have been described, accurately, as “labor storage devices,” “unattended points of sale” and “robotic retailers.” Total sales through vending machines have grown from \$600 million in 1946 to more than \$41 billion in 2006. Dollar volume grew more than 160% in the decade from 1980 to 1990, and has grown almost 150 percent in the ensuing decade. Amusement and music equipment grossed an additional \$6 billion plus in 2006.”<sup>1</sup>

So why *should* you get into the vending business? The information and statistics are based on market Research conducted by the Bureau of Labor Statistics, Forbes Magazine, and Vending Times

- 1. Vending is a business that you can start part-time and still keep your regular job.**  
You can start off as small or as large as you desire, and continue to expand at your own pace while maintaining your full-time job. It only takes about 3 minutes every month to service a vending machine. A route consisting of 50 vending machines can be entirely serviced by one person in one weekend. According to a research conducted by Forbes magazine, Vending is one of the easiest businesses to start. The more machines you own the higher your profits.
- 2. Vending is an all-cash industry**  
In the next 5 minutes; one million quarters will go through vending machines. Vending is a 42 billion-dollar industry, the *largest* all cash industry in the world. There are no bad checks, credit risks, accounts receivables, or other collection problems that typically plague business owner’s Vending machine sales in locations such as plants, factories schools, college’s public locations, offices outpaced manual sales by over 50 % between 2002 and 2007. Income wise,” A typical "45 Select" machine carrying 45 snacks (10 to 20 of each) generate \$5,200 to \$7,800 in annual sales.”<sup>2</sup> The bigger the machine, the higher the revenue! The new VM750 machines are a lot bigger than the 45 select machines.
- 3. Vending is an ideal family oriented business**  
Being able to involve members of your family in your business offers some major advantages. You can work with your children in an environment that lets you teach them successful business practices, sound personal ethics, and good work habits.
- 4. Immediate cash flow**  
Your income starts as soon as your machine is on location. There are no advertising costs after all you are selling products that are nationally advertised and globally recognized, such as Coca Cola, Lay’s and Red Bull creating impulse sales for your vending machine. Our machines also come equipped with the latest in Bill changing technology to cater your client’s needs.
- 5. No personal selling required**  
Vending machines do all of the work *for* you, 24 hours a day, 365 days a year. They are always on the job and are never late for work.

---

<sup>1</sup> *Vending Times Magazine Market Research*

<sup>2</sup> *Forbes Magazine : December 2007 “Seven Easy to start Businesses”* by Maria Faurell