

VENDING SOLUTIONS

EST. 1996

All things vending

Vending
Lifestyle
Business
Information
Pack

Introduction

Vending Solutions specialises in the supply, installation and technical support of floor model vending equipment. **Machines are modern in technology and design** and are primarily suited for start up vending operators. Vending Solutions only supply high quality European designed vending machines.

Getting started

We will show you how to set up and run your own independent vending machine business in your area.

We advise you on what equipment you will need, the type of consumable product to sell and the prices to charge. Your function would be to replenish stock in the machine at least once a week and collect your cash. A return on investment of approx. 40% per annum is easily achievable.

These are the 6 steps to get you up and running:

1. Have a no-obligation consultation with Vending Solution specialist
2. Select the machines most suitable for your budget from our range of new and refurbished vendors.
3. Our team then assists you in finding suitable locations closest to you, for convenience and cost-saving or you have your own locations.
4. Vending Solutions signs the site agreements for accepted locations on your behalf.
5. We give you the necessary training and your machines are delivered.
6. You're in business and begin collecting cash and replenishing your machines as needed.

Financing

Many of us look at various ways of gaining our financial freedom, 90% of the time, the biggest factor holding us back is the capital. Financing a vending machine is possible by accessing spare funds in your bond or home loan account, taking a personal loan, or we may be able to introduce you to companies that fund this kind of business. **NB: Please note we are unable to provide direct financing or rentals to private individuals.**

Support provided

Keeping our clients ahead of the pack is our main concern. Vending machines are at an exciting stage and we have seen new trends and technologies consistently being introduced into the market. We will keep you informed of all the new additions to the market so that you can keep your business operation current.

Vending Solutions also prides itself in providing some of the best technicians when it comes to the vending machine repair and upgrades. All our service levels are strictly monitored and calls are answered 24/7, leaving you confident and feeling safe that you have a great team of highly skilled people supporting you.

Our clients have exclusive access to our online video library for technical support 24/7

The Vending Success Story



How this one machine



Helped pay for these



Which helped pay for all this

Bank fixed deposit 

6% p.a.

Stock Market 

20% p.a.

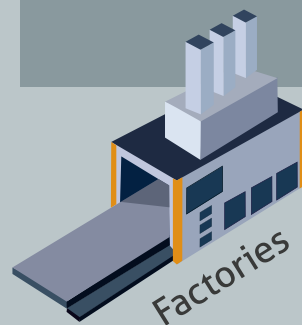
Vending 

40% p.a.

*PLEASE NOTE THESE ARE ESTIMATES

Locations

Place your vending machines at locations like these



Factories



Offices



Hospitals



Schools

We also provide a location finding service as an optional extra

How it works

Follow these easy steps to a successful vending business



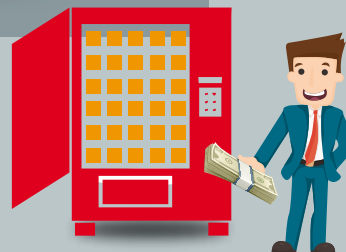
Purchase stock from wholesaler



Drive to your vending machine location



Stock your vending machine with products



Collect your cash from the machine

Invest in Vending

A Good Investment

We will show you how to set up and run your own independent vending services business in your own area. Vending Solutions advises you how and when to expand and what equipment you'll need for individual sites to obtain the highest returns. When you consider the return on investment on other products such as bank fixed deposit ($\pm 6\%$) and the stock market ($\pm 20\%$), the return on investment of $\pm 40\%$ per annum can be achieved by investing in a machine.

The objective of this business is...

to provide a complete solution to run Your Own Highly Profitable Business part time from a small capital outlay, by eliminating unnecessary costs like franchise fees, area licenses, etc. You will be providing a unique vending service to companies, offices and factories in your area by supplying low cost, quality vending machines stocked with brand name snack products such as Nestlé, Coca-Cola, Simba and Cadbury. Even once your business is running, we will provide on-going help and advice without imposing restrictions, leaving you free to expand and develop at your own pace.

Your Customers...

will be factories, offices, hospitals, schools or any environment that will benefit from having a snack or drinks vending machine on their premises. Many businesses value the opportunity to have snack vending machines on their premises as this often reduces the amount of absenteeism whilst employees wander to the snack shop or canteen during working hours. This yields more productivity to the company and is often described as an "invisible" asset. Few businesses of suitable size object to vending machines being sited on their premises and in some instances even Pay You for having the machines.

Your Role in Your Business...

It's your business take charge and responsibility from day one. As a small business owner you must be the principal strategist and planner. To understand the new business, as well as the necessary resources and strategies, it makes sense to start with a business plan. Expect to revisit your plan and strategy and adapt it as needed.

As the owner, your duties are as diverse as collecting your revenue, creating a stock sheets, setting up a filing system, marketing and minor technical repair. You might be very good at what you do to make a product or provide a service, but running a small business brings a whole range of other responsibilities.

Is to offer and provide a snack or drinks vending service on a company's premises in and around your area (it should be noted that we do not have any restrictions on where you operate the machines, but it does make practical business sense to have machines sited within easy travelling distance). You will be required to stock and cash these machines on a regular basis. All proceeds from the takings of these machines are yours.

THE MORE SITES YOU OPERATE, THE MORE PROFIT YOU WILL MAKE!

Our Role in Your Business...

is solely to supply you with the equipment, at trade prices, and give you all the advice necessary to operate your business successfully. Vending Solutions only profit from the sale of its machines. It is in our interests to give you all the advice and knowledge to help your business succeed, as Your Success contributes to Our Success. We will even find sites for you, so all you have to do is install the machine, keep it stocked and collect the cash. Should a machine not perform adequately within three months of being sited Vending Solutions will assist you with finding a secondary site. You will however have to pay for the movement of the machine which can be carried out by our trained technicians. We have a track record of over 18 years of putting people into business.

Finding your customers and locations

For some people the idea of picking up the phone, arranging appointments with prospective customers and selling the idea may be daunting. As briefly explained in the previous paragraph, we can find your customers for you so all you have to do is take care that the machine is filled and customer ready. It is surprising how quickly your business can grow with this approach. **We have offered this professional service since 1995 and have helped launch 1000s of vending business operators.**

Maintaining your sites

Once your sites are up and running, you will be required to keep them stocked with products on a regular basis. At the same time you will cash the machine (all takings are yours). The machines are designed to be easily accessible, and Vending Solutions provides full training on the operating of your machines and advice on how to deal with your sites.

The Profits

On average, one machine makes a profit of around R2 000 to R4 000 per month that is a profit of approx. R48 000 per year, per machine. You could comfortably maintain around 12 machines a month generating a gross profit of R 576 000 year. We already have customers making good profits and purchasing machines from us on a regular basis. Please note that this is still a part time business. Bear in mind that these figures are only an indication of potential financial viability and may not be achieved. Your management style and overall commitment are crucial to success.

Unique Offering

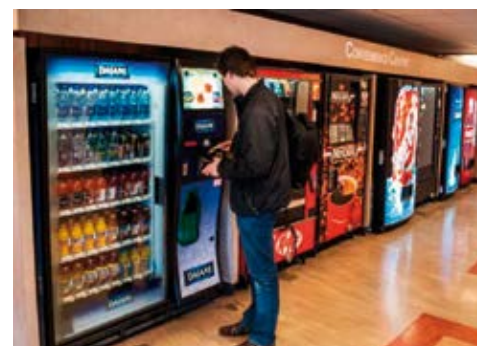
We consult with our clients individually, ensuring that the client's needs, aspirations and values are met. We do this by ascertaining your needs and making you aware of all your options. We are in a unique position to provide a tailored solution around your financial needs. For a no-obligation consultation, please contact us to set up a consult and/or telephonic interview.

Location Services

A vital part of a successful vending business

Without good vending machine locations, your vending route cannot grow. We have a professional location finding service which is available to you for a nominal fee.

Installations



Machine Features



Vending machine example - actual machine may vary.

Vending machines are the proverbial money making machines. The secret is to find a good location and fielding enough units to make it worth your while. Most people are very content with the income of 10 – 15 machines working for their money. This seems to be the ticket to financial freedom for many retirees or individuals who want to supplement their existing income or jobs. Despite all the challenges, cold calling to find a location does work and is essentially a numbers game.

This may not appeal to everyone because the frequent rejection often demoralises people. Our experienced location scouts provide this service and secure an agreement that protects you for up to 36 months. Vending Solutions assists you with approaching locations and provides you with an agreement which protects you for up to 36 months. **Whilst we endeavour to provide you the best possible locations for your business, we cannot in any way guarantee the success of the location.**

Fast facts

Why is vending a good investment?

All people eat and drink food of one description or another, and by providing vending equipment on site, you are giving your customers a convenient way to purchase leading brand products. The confectionery-vending sector is one of the fastest growing sectors of the vending industry with an annual double-digit growth.

What sort of equipment do I need to start off with?

There are three types of machines: snack machines that dispense snacks only, drinks machines that dispense drinks only and our highly popular combination machines that dispense a variety of products.

Who will find a location?

Without good vending machine locations, your vending route cannot grow. We have a professional location finding service which is available to you for a nominal fee. This includes all contracts you will need with the site. This service is limited to South Africa and major metropolitan centres.

How many sites will I need?

The number of locations required depend on the number of machines you purchase. You can start with one and develop your business at your own pace into as many machines as you like.

Where will my sites be?

Your sites will usually be set up close to your residence or work. Although, if you wish to have your equipment sited in a different area for any reason, this can be arranged. Vending Solutions will do their best to accommodate you within a geographical area, however in some instances you may have to travel further to get better locations.

Where do I get stock?

Products can be purchased directly from your local wholesalers i.e. Makro / Trade Centre or order directly from the manufacturers.

Will I get training?

You will be trained on all basic trouble shooting and maintenance, including how to carry out routine service and repairs. We will also, where appropriate, give you advice on running your business, taking into account stock control, merchandising and product selection. **Our clients also get access to our new online video library.**

What vehicle will I need?

Initially a family type car or sedan would be suitable, but as your business grows and develops you will probably find it useful to acquire a small van or trailer.

What kind of products would I sell?

We find customers have a positive response to the following products: snacks, cold drinks, fresh food, hot beverage, coffee capsules, batteries, hygiene products, cell phones, tablets, cell phone accessories, health products, convenience store items, cigarettes, books and magazines, CD and DVD's, memory sticks, headphones, stationery. The only limitation is what the machine can dispense.

Can the machine accept credit card payments? (optional)

You have the option of adding the Nayax cashless solution to your machine which provides a combined solution for telemetry and cashless payments for your vending machines. The system allows cashless payments by credit cards, smart cards, prepaid cards and customised magnetic cards (employee cards).



Can sales be monitored remotely? (optional)

Nayax remote management allows you to check the machine status and malfunctions, financial transactions (cash and cashless) and inventory level. The information is stored and analysed on a central server.

Does Vending Solutions offer any guarantees?

Because the only money you pay to us is for vending machines, your investment is 100% secured against your equipment. Should you ever wish to stop trading, you can sell your vending machines and/or vending business. We do provide for your peace of mind, comprehensive warranties on all equipment, refurbished machines with up to a 2 year warranty and new with machines up to 5 year warranty. Please see our [terms and conditions on our website](#) for full details of our equipment warranties and trading terms.



I'm interested, what do I do now?

Contact the office and speak to one of our qualified staff, we will be happy to discuss your particular requirements. If you prefer, we can arrange for one of our vending experts to visit you for an informal no obligation discussion, allowing us the opportunity to furnish you with all the details that you will need to make an informed decision for your future.

What our customers have to say



Happy Customers

"I wanted to say thank you to all concerned. The service we received from all your staff has been exceptional and it has given me one less thing to worry about while we are away..."

- Geoffrey Stein

"I often smile knowingly to myself when I hear my colleagues complaining about how they cannot afford to pay school fees, go on holidays or eat out on their salaries. Knowledge of my extra income is not widely known and I no longer try and convince people of the potential of owning a few vending machines."

- Andre de Jager

"Vending Solutions support is excellent! I didn't even have to find a location for my machines. If a location doesn't make money, VS simply finds you another one."

- Larry Hubbard

"I purchased my machines from Vending Solutions just over 2 years ago. They provided me with locations and were instrumental in my business success."

- Francie Beukes

"I was drawn to Vending Solutions by their reasonable rates, the fact that they provided locations and great technical support. I am extremely happy with my returns so far."

- Nuku Letsoalo

"Vending Solutions were there for me from the start. I decided to go for two brand-new machines from VS. I now have over 20 machines and haven't looked back since."

- Nish Pather

"I chose Vending Solutions because of their comprehensive product range and high level of service. To this day, support for myself or even my clients is provided professionally by VS."

- Dave Anthony

"It's a fantastic business, I tried most companies but did not get the kind of service Vending Solutions offered. They truly are the best in the business!"

- Alex Isaacs

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