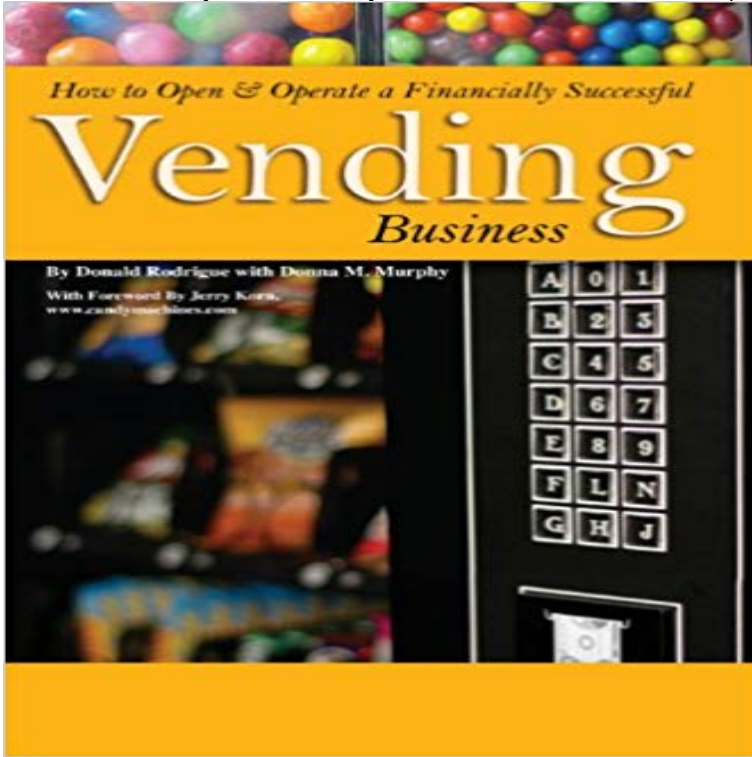


# How to Open & Operate a Financially Successful Vending Business



Do you want to own a business that does not confine you to a desk, where you are able to make your own hours and as much money as you want to work? According to the U.S. Department of Labors most recent statistical data, the median annual income of someone in the vending industry is \$29,000 and, as a business owner, you could make even more. If this sounds like something you would enjoy, and you are thinking about opening a vending business, then we have a book that will answer all of your questions. From start-up costs to vending machine best- sellers, this book will be your comprehensive guide on how to make the most money in a short amount of time. This complete guide will take you step-by-step through the process of buying new or used vending machines, acquiring a previous route from another business or finding new clients of your own, and how to efficiently service your machines in order to make the most money. Additional information is included on buying products for your machines, including how to get the most for your money and how warehouse retail stores can save you hundreds of dollars. This complete manual will arm you with everything you need, including sample business forms; contracts; worksheets and checklists for planning, opening, and running day-to-day operations; lists; plans and layouts; and dozens of other valuable, time saving tools of the trade that no business owner should be without. A special section on what items typically have the highest sales in vending machines is included, as well as sections on storage ideas for keeping your product fresh, when to reorder product, and how much back-stock to keep depending on the number of clients you have. You will learn how to draw up a winning business plan and about basic cost control systems, copyright and trademark issues, branding, management, legal concerns, sales and marketing techniques, and pricing

formulas. You will learn how to build your business by using low and no cost ways to satisfy customers, as well as ways to increase sales, have customers refer others to you, and thousands of great tips and useful guidelines. Successful entrepreneurs will appreciate this valuable resource and reference it in their daily activities as a source of ready-to-use forms, Web sites, operating and cost cutting ideas, and mathematical formulas that can easily be applied to their operations. The companion CD-ROM contains all the forms in the book, as well as a sample business plan you can adapt for your own use. The companion CD-ROM is not available for download with this electronic version of the book but it may be obtained separately by contacting Atlantic Publishing Group at [sales@atlantic-pub.com](mailto:sales@atlantic-pub.com). Atlantic

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