

AUSTVENDING KICK-START BUSINESS VENDING PACKAGES



austvending

global products • national support • local service
AUSTRALIA • NEW ZEALAND

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WHO IS AUSTVENDING?

Austvending specialises in establishing **new vending machine businesses** for individuals. Austvending has over 14 years experience and over 500 clients across Australia and New Zealand.

Austvending's mission is to offer the finest vending equipment available, to establish successful vending businesses, to provide service beyond what is expected and to help make your vending business profitable, enjoyable and prosperous.

WHO ARE OUR CUSTOMERS?

Our kick-start series of vending business packages are designed for people like you who are looking for an additional income source and are considering their first steps into starting a business of their own. Our clients come from diverse backgrounds but share a common thread: the desire for financial independence. These packages will not earn a full-time income but will significantly add to the current earnings by adding only a couple of days per month at the most.

WHY SHOULD YOU CHOOSE AUSTVENDING?

Austvending offers you an opportunity to start your own vending business while still working a full time job. These options are specifically designed for young couples working full-time, young families wanting to increase their income while still taking care of the children at home or anyone who can invest up to \$30,000 only.

HOW WILL YOU BENEFIT?

A vending business will provide you:

- A great cash, semi-passive income from \$9,990 start-up packages.
- One day or two per month collecting cash from your own vending business.
- A proven system with steady, ongoing, long-term cash income
- Personalised packages that you can grow in time to meet your growing income goals
- Support of our associated charity partners
- A highly talented & committed team to help you

Please review our information, speak to our clients and contact our staff. All are knowledgeable on our product.

BULK VENDING: WHAT IS IT? HOW DOES IT WORK?

Bulk Vending gets its name from the fact that you are buying stock in bulk and selling it in small portions (handfuls) through the U-Turn machines. By doing this, you are able to achieve great profit margins on the products from 400% up to 800%.

WHAT IS A U-TURN® BULK VENDING MACHINE?



<u>Display:</u>	400 sq. in. of product with 4 or 8 selections.
<u>Coin Mechanisms:</u>	M-90 Celcon (Delrin) does not corrode, keeps odd coins (5, 10 cents, \$2 coins), and has a fall-through mechanism that eliminates jams, spring-loaded door.
<u>Space Needed:</u>	Takes approximately 1.5 square feet of space, base is 450mm square.
<u>All Mechanical:</u>	No need for electricity, can be located almost anywhere.
<u>Canister:</u>	High-impact styrene.
<u>Pole:</u>	14 gauge cold rolled steel tubing.
<u>Base:</u>	10 gauge cold rolled steel.
<u>Turntable:</u>	All-steel turntable.
<u>Body:</u>	14 gauge cold rolled steel.
<u>Indicators:</u>	Each canister has inventory control numbered lines.
<u>Reliable:</u>	The mechanical design of the machine results in more trouble-free operation than electronic models.
<u>Weight:</u>	Approximately 12-20 kg.
<u>Height:</u>	Approximately 1.2-1.6m high.
<u>Capacity:</u>	2.5kg per canister (stock included to fill 2kg only)
<u>Paint:</u>	Powder coat finish on metal parts.
<u>Complete Stand:</u>	Finished in powder coat silver vein/gold vein.
<u>Decor:</u>	Yellow or silver with black coin mechanisms.
<u>Lock:</u>	High-security lock.

THE SECRET OF ITS SUCCESS IS IN THE PROFIT MARGIN ON PRODUCTS

Product	Cost in bulk per kilo	Sale price per kilo through U-Turn machines	Profit margin per kilo
M&M's	\$10.25	\$50	389%
Skittles	\$10.25	\$50	387%
Jelly Beans	\$6.99	\$22.25	218%
Gumballs	15c (each)	\$1 (each)	566%
Hard Candy	\$9.40	\$54.55	480%
B-Balls 27mm	11c (each)	\$1 (each)	809%
B-Balls 32mm	28c (each)	\$2 (each)	614%

Margins can vary; this chart is for reference only. Margins are according to suggested machine settings.

There are more than 20 different product varieties successfully tested through the U-Turn® machine.

U-TURN MACHINES KICK-START BUSINESS PACKAGES (all prices are EX-GST)

These vending business options are great for those who either have limited time availability or are budget sensitive. Work less than a day per month and secure a reliable cash income.

Go To Plan – 6 U-Turn machines **\$9,990 + GST**
You make \$4,380 per year on \$3/day
Work 2 hours per month and make \$365
No locations are included in this option
The perfect Do It Yourself package!

Fast-Track Plan – 10 U-Turn machines **\$17,900 + GST**
All locations and first fill of stock included
You make \$8,760 per year on \$3/day
Work 4 hours per month and make \$730

Accelerator Plan – 14 U-Turn machines **\$24,500 + GST**
All locations and first fill of stock included
You make \$13,140 per year on \$3/day
Work 6 hours per month and make \$1,095

Leader of the pack Plan – 18 U-Turn machines **\$30,780 + GST**
All locations and first fill of stock included
You make \$15,768 per year on \$3/day
Work 1 day per month and make \$1,314

* Projections and results are made on sales per day on average per machines across the whole round. Austvending does not guarantee these results nor should you rely on them as a guarantee. Prices do NOT include GST. Days to operate based on 25 machines serviced in one day + banking time.

ALL THE BUSINESS OPTIONS FROM 10 MACHINES INCLUDE:

- Machines shipped with stock (the first fill of stock at 8kg per machine)
 - No product to buy for 6 weeks.
 - **All locations included.** Thereby guaranteeing placement of your U-Turns.
 - **Owners and training manuals**
 - Finance option with Geared Finance, credit assessment required, response within 48 hours
 - Delivery of all goods to one nominated address (capital cities)
-

INCOME MODEL BASED ON 18 MACHINES ONLY 25 DAYS PER MONTH ACROSS 12 MONTHS

U-Turn financial model						
Number of Machines	\$ per day on average	Sales per day	Total per month	COG	GP per Month	GP per year
18			25 days	20%		12
	\$1.00	\$18	\$450	\$90	\$360	\$4,320
	\$2.00	\$36	\$900	\$180	\$720	\$8,640
	\$3.00	\$54	\$1,350	\$270	\$1,080	\$12,960
	\$4.00	\$72	\$1,800	\$360	\$1,440	\$17,280
	\$5.00	\$90	\$2,250	\$450	\$1,800	\$21,600
	\$6.00	\$108	\$2,700	\$540	\$2,160	\$25,920
	\$7.00	\$126	\$3,150	\$630	\$2,520	\$30,240
	\$8.00	\$144	\$3,600	\$720	\$2,880	\$34,560

These are projections based on \$3 per day on average across all machines. Austvending does not guarantee these results nor should you rely on them as a guarantee.

ANY OTHER EXPENSES?

18 Machines	\$30,780
Gross profit	\$12,960
Charity licence	-\$540
Insurance	-\$306
Income after COG and fixed costs	\$12,114
Return after COG and fixed costs	39.35%

Take control of your financial future. Make a decision today and start earning before the end of August. There is an option for everyone and fantastic special offers. An opportunity not to be missed!

Visit www.austvending.com
Call us on 1300 769 967 or 0438 044 408

BIANCHI VENDING EQUIPMENT

A CONSTANT EVOLUTION FROM 1959: 50 YEARS ACTIVITY

Bianchi Industry leading manufacturer of vending machines and professional coffee machines for Ho.Re.Ca. market was founded in 1959. The company boasts 50 years of activity in the vending machine market, initially as Nuova Bianchi and after as Bianchi Vending Group. Since 2008 the Group is identified with the trademark Bianchi Industry.

By this the company intends to completely satisfy all the requirements relative to the compulsory standards applicable to the company certification: UNI EN ISO 14001:2004 e ISO9001:2000.

CERT N° 9105 BNVD



ISO 9001:2000

Uni En Iso 9001 (Vision 2000)

The companies of the Group are certified under UNI EN ISO 9001 ed: vision 2000, quality standards



Tuv

Since July 2007 the Sofia range (Ho.Re.Ca Collection) and from may 2008 the BVM range (Vending Collection) are certified by TUV

ELECTRONIC VENDING KICK-START OPPORTUNITIES

**BIANCHI MACHINE BVM671 ONLY \$6,000 + GST NO MINIMUM ORDERS
NO LOCATIONS INCLUDED, NO DELIVERY INCLUDED
BUILD YOUR OWN BUSINESS AT GREAT PRICES**

BUSINESS PACKAGE \$40,000 + GST

INCLUDES:

- 5 MACHINES
- LOCATIONS FOR ALL MACHINES
- INSTALLATION (capital cities only, country areas attract surcharge)
- TRAINING ON SITE

**BIANCHI BVM 671
COMBINATION SNACKS & DRINKS
183CM. / 8° C / 288 PRODUCTS**



BVM 671 refrigerated 8° automatic spiral vending machine for the sale of snacks, cans and bottles available in master and slave version.

Master model: reinforced door with a single plated panel that increases the safety of the automatic vending machine against vandal actions and with alphanumeric selection panel in stainless steel.

Slave model: can be combined with a hot beverage vending machine with a sole payment system on the master version. Versions equipped with: reinforced cabinet with anti-vandal hinges and door lock with programmable code.

Large window display with double glazed safety glass that shows-off the products to maximum advantage. Adjustable tray height. Anti-theft product delivery-door. Automatic self diagnostic control system. Product drop sensor.

Great versatility of configurations that allows multiple combinations able to satisfy the different sales requests for a wide range of products. Standard multi-protocol electronics.

TECHNOLOGY AVAILABLE IN THIS MODEL



VERSIONS 183cm. / 3°C	BVM 671 COMBINED 8° C 6 SPIRALS
VENDING CAPACITY	288 PRODUCTS
TRAYS / SPIRALS	6 / 6
HEIGHT	1830 mm.
WIDTH	700 mm.
DEPTH	820 mm.
WEIGHT	210 Kg.

CHARACTERISTICS

POWER SUPPLY

230 Vac – 50 Hz.

POWER ABSORPTION

0.50kW version BVM 671

0.70Kw version BVM 676

INTERNAL TEMPERATURE

Adjustable inner temperature. Standard version up to +6°C with ambient temperature of 32°C and 65% humidity. Health control safety device on the last two trays. Programmable pan version: up to +3°C with ambient temperature of 32°C and 65% humidity. Health control safety device on the last two trays. Should the sensor detect a temperature above the established temperature, all food sales will be inhibited.

TECHNICAL CHARACTERISTICS

Isolated door. Refrigerating unit ½ HP with defrost control. Ecological refrigerating gas: R 134 A

ACCESSORIES

Master version: visual smart programmer speed that allows the upload of the firmware and settings and the download of the settings and audit data without a PC.

USER INTERFASE

Selection keypad with 12 push buttons and 32 digit alphanumeric LCD display.

Financial model analysis and expected returns

**ESTIMATED RETURNS FOR COMBINATION MACHINES
3 DIFFERENT SCENARIOS BASED ON 5-MACHINE PACKAGE
BIANCHI 183CM COMBINATION SNACKS AND DRINKS MACHINE**

Products are sold at an average price of: \$2.00

Investment Options	Units sold Per week	REVENUE Per week	Average C.O.G \$0.90	HOURS Per week	Gross Profit Per week	Yearly Gross profit
5 Machines	350	\$700	\$315	8	\$385	\$18,480
	400	\$800	\$360	8	\$440	\$21,120
	450	\$900	\$405	8	\$495	\$23,760

These figures are only estimates. Austvending does not guarantee that machines will achieve these results. You should not rely on these results as a guarantee. Results shown are at a gross profit only. Other associated expenses apply.

Units sold per week: is the number of different products sold across the specific number of machines in each investment option on average.

Revenue per week: is the amount resulting of multiplying Units Sold per Week by the sales price.

Average C.O.G: is the cost of goods (money you paid for products) of the units sold each week

Hours per week: is the time required to visit all the machines and take the money and re-stock the products

Gross Profit per week: is the Revenue per week less the C.O.G

Yearly gross profit: is the gross profit per week across a whole year (52 weeks)

Conditions of trading

- 60% deposit to allocate equipment and do machine testing
- 40% balance prior to dispatch

Usually we have a lead time for delivery of around 4-6 weeks after the 60% deposit is paid

It's easy to sell!!! We work with and recommend the following brands



Buy direct from the manufacturer in your state. Order online and save. Wholesaler relationships provided to you with you investment.