



## VENDING BUYERS CHECKLIST: HOW TO EARN HIGH RETURNS FROM YOUR VENDING MACHINES

1. Buy machines that are brand new with warranty and all the latest technology, or serviced by a reputable agent.
2. Initial training to learn, before you spend, efficient and effective methods to stock your vending machines to maximise sales. There are proven methods that consistently ensure profits that you can learn and follow.

### LOCATION

- Near you to minimise travel time and cost
- Machines placed in consistently high traffic areas
- Lease/rent terms on location for ongoing sales security (location agreement)
- Visually prominent so it's easy to see, access and service
- Know what products sell in your locations from those experienced in the industry to attract instant sales and achieve returns quickly

### MONITORING

- Be able to remotely monitor your machine to save on your time, and you don't miss out on sales.
- Minimise down time and maximise sales
- Only visiting and restocking when needed
- Knowing what products you need prior to visiting the machine. This minimises the stock you need on hand for refilling at any one point in time.



For advice on buying a vending machine you can contact  
David on 0421 603342,  
or [david@fivehighvending.com.au](mailto:david@fivehighvending.com.au)



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### REPORTING

- Recording stock sales
- Performance reviews to recognise higher selling products, high returns products, and how to better service your market.

### PRODUCT SOURCING

- Notified about regular promotions, specials and discounts from suppliers
- Easy and time efficient ordering and delivery process
- Access to reputable brands at low prices
- Access to group buying discounts for greater profits

### INSURANCE

- Tailored to the vending industry
- Economical rates from an agent that will carry through on your claims

**The key is to know upfront what products sell in your locations from those experienced in the industry. This will attract instant sales and ensure you achieve returns quickly on your investment.**

**This checklist is the advice of David Green, a Vending Industry Expert with 20+ years of experience in the vending industry in Australia.**

**Vending machines have come a long way with technology and are profiting from the instant needs of customers to have food and drink products, anytime, anywhere.**



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