

# Vending Machine Service

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No matter where you are in the world you're probably never far from a vending machine. Although the industry once provided large profits for some, saturation means there aren't any wild profits left in the industry. However given proper research, the right machine and excellent placement, it is still possible to make modest profits. If you have the necessary capital, time and sales ability this could be your next successful work at home business.

## Before The Start-Up, Let's Not Get Ahead Of Ourselves

There aren't any qualifications required to start a vending machine business from home, just sales experience and the patience to do proper research before jumping into an opportunity.

## The Start-Up

To get started you'll need to search for a location in need of a vending machine and decide what machine will suit it best. Although a vending machine can be put just about anywhere, factories and businesses with large work forces provide especially good turn over. Begin your location search by making a list of high traffic businesses you think might need a vending machine and calling their offices. Once you find an interested business pay them a visit to discuss their needs.

Vending machines vary in price quite drastically; a bubble gum machine costs considerably less for example than a coffee machine. Once you have ascertained what machine suits a business the best, take a tour of the premises to decide on a location that suits both you and the business owner.

So far it doesn't sound like there is much day-to-day work involved, but there is. Depending on what machines you own you'll need to check on them weekly by telephone to make sure everything is working and refill them whenever necessary. Vending machines also inevitably break; you'll need to make repairs when necessary. If you aren't mechanically inclined you'll need to outsource this work to a vending machine repair specialist.

You won't require much in the way of a home office to run this business. A desk, chair, mobile phone and perhaps fax machine will do just fine. In the beginning make do with simple hand written invoices, once you are more successful you might consider purchasing a computer to fill this task. Finally, as you'll be mobile for some of your workday you'll need reliable transport. A pick-up truck is best as you will be able to transport your own machines and stock.

## Making It Work

Location and machine selection aren't the only keys to success. Businesses look bad when the vending machines on their premises are broken or out of stock. Make sure you never lose a location by always keeping your machines well stocked and working properly.

## Marketing

Market your vending machine business using cold calling, direct mailers and flyers and possibly an ad in the Yellow Pages.

## **Don't Forget**

Don't expect to pay property/store owners a fixed rental for putting your machine on their premises. On average 10% of earnings is charged as a rental fee. Some businesses with large work forces might waive the 10% fee, especially if the vending machine is in high demand from the staff. Look out for opportunities like this.