

THE *ideal* vendor™



Simply Profitable

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Just Imagine

A business selling the number one consumed products in North America, such as brand name cold drinks, snacks and convenience items and never having to be there to make the transactions. Add to that the advantages of no rent to be paid, no employees and the money being deposited directly into your bank account and you have a business that sounds like a dream come true. This is not a fantasy, it's the new reality with the ideal vendor™ Area Operator Program being introduced by the ideal design group.

It's So Simple!

A complete business program where you purchase unique, wall-mountable, customizable and easily transportable cold drink and snack machines and place them into commercial locations that want the convenience for their customers and employees. Your only main recurring responsibility is to keep the machines filled up with the products that your customers like the best.

No Door Knocking

To place your machines, the ideal design group provides sophisticated and well proven advertising materials, with detailed instructions on how to target ideal businesses. With personal coaching, New Area Operators are taught many ways to secure the best accounts quickly without the need for any door knocking.

Get Started "With as Little as \$5,000"

To get started in the business, candidates apply to become an approved Area Operator with a "Start-Up Program" that will enable them to accomplish their personal goals. The total start up investments range from \$21,450 - \$79,950. However individuals with good credit may get started with as little as \$5,000 of their own capital.



*Figures provided are based on published statistics from the most recent Vending Times, Census of the Industry report. The ideal design group does not make representations of, or guarantee any sales or profits of operator's machines, as sales and profit will depend on account volumes and the quality of service rendered by the operator. You must accept the risk of not doing as well as any examples shown. Time required to operate business will depend on many factors controlled solely by the Area Operator. Examples also depend on full development and expansion of the Area Operators chosen Start Up Growth Plan.

Cashless Convenience and Online Monitoring

The new machines accept credit, debit and mobile payments to facilitate multiple purchases by a single customer. With the addition of a Snack Cabinet, coin & bill acceptors can be added to capture every possible sale. Online, real-time machine and sales data reporting reduce time required to operate the business and increase profits.

You Keep The Profits

Despite their small size, the ideal vendor™ and the Snack Cabinet combined, can offer your customers up to 20 different selections of their favorite drink and snack products. In most accounts, it will require only 5 - 10 minutes of the operator's time, once or twice a week to refill each machine. Operators quickly realize, the more times they fill the machines up, the higher the profits they earn. Best of all, Area Operator's get to keep all the profits from their sales, as the company takes no ongoing royalties and has no revenue reporting requirements. Profits on an individual sale typically range from \$0.80 - \$1.00. According to the most recent vending industry statistics*, the average volume of sales for a cold drink vendor on location is 158 cans per week and the average volume of sales for a snack vendor is 173 items per week. Based on these statistics...

Annual Profit*	Time Required*
45 Machines Could Earn up to \$250,000 / Yr	15 - 20 Hours / Wk
36 Machines Could Earn up to \$200,000 / Yr	12 - 15 Hours / Wk
27 Machines Could Earn up to \$150,000 / Yr	8 - 10 Hours / Wk
18 Machines Could Earn up to \$100,000 / Yr	6 - 8 Hours / Wk

Don't Miss Out on the Ground Floor

If this sounds like the kind of business you've been looking for, then don't miss out on your opportunity to get all the facts! The ideal vendor™ is new to this area and it has been proven that the first people in the market always get the best accounts. We select a very limited number of Area Operators in each market and we are ready to choose people for your area right now.

*Be sure to attend the Business Presentation
being conducted in your area This Week Only!
Meeting Location and Times are
provided on the back of this brochure.*



The Opportunity

The ideal vendor™ program offers a proven and sensible way to start and grow a business that you can enjoy for many years to come.

How many times have you bought a cold drink or snack from a vending machine without even thinking about how much profit is made by the companies that own and operate the machines? Maybe you have thought about it, and felt that “all the good locations are gone” and that you’re too late.

Here are the facts:

There are currently over 2 million large soft drink and snack vendors on location in North America. Yet, only approximately 20% of all business locations have a vending machine on their premises. This leaves up to 80% of the market under-serviced.

The reason that 80% of the business market is under-serviced by the existing industry, is that these business locations are considered to be too small for a large vending company to make a significant profit. The bigger companies have high operating expenses and therefore only focus on large locations such as airports, supermarkets and hotels etc.

ideal vendor™ operators have discovered that by keeping their operations small and focusing on this under-serviced part of the marketplace, they can operate a very successful business with many places to put their machines.

In addition to smaller companies (5-75 employees), there are also a large number of locations that never had the space or didn't like the look of large, traditional machines. The ideal vendor™ requires less than 1/3 of the space that a large soft drink and snack machine does, and is designed to look great in almost any office environment.

Some of your competition as an Area Operator is the catering truck that comes around once a day, or the convenience store down the street. By providing an attractive machine, at no charge, you become the most convenient “little store” in town. Since you provide the convenience, you make the profits.

The ideal vendor™ & Snack Cabinet are designed to sell the most popular products that you would find in a convenience store, reducing the number of times that employees leave the workplace.



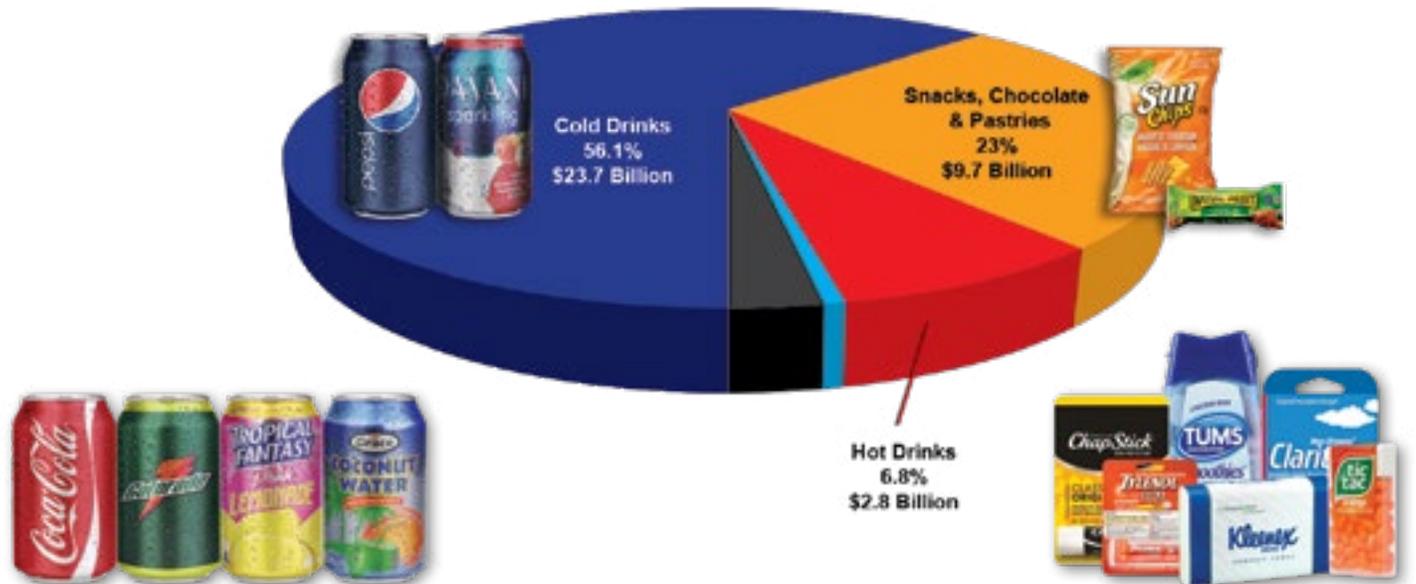
It's like having a convenience store, right in their workplace!



The Products

North American Annual Vended Dollars and Product Volume Total : \$42.2 Billion

**Source: Vending Times, Census of the Industry*



Cold Drinks

There are hundreds of different types of beverages that come in 12 oz cans including: Popular soft drinks, juices, energy drinks, iced tea and water. Providing your customers with what they like best and rotating the selections frequently will maximize your profits.

Convenience Items

Anything that can cause an employee to leave the business location is a product you may want to consider stocking in your machines. Offering some of the items shown just may be the solution to a sudden headache, heart burn or stubborn cold symptom experienced while at work.

Healthy Snacks



Healthy snack options are on the rise. As supermarkets increase their healthy product choices, more traditional companies are adding healthier cookies, crackers, cereal and granola bars to their menu too, as consumers continue to choose healthy snacks over traditional snack products.

Snacks, Chocolate & Pastries



Bagged snacks, candy bars, gum etc., will always sell, and there are hundreds of different products available to keep your customers coming back again and again. New items and healthy alternatives, if requested, will satisfy your customers.

As a ideal vendor™ Area Operator you have

The Advantages

The Right Machine for the Market

The ideal vendor™ can be mounted on the wall (not requiring any floor space) or combined with the 16 selection Snack Cabinet to provide full service to busy locations. The front panels can be customized to fit into the decor of any location.

Professional Advertising Materials & Website

Even as a small business, you will be starting from day one with professional advertising materials and matching website that have been designed by respected leaders in the industry. These materials have been used by our Area Operators and have proven to be very effective in attracting high quality placements.

Service, Service, Service...

Most large companies cannot compete with the level of personal service that you can provide to your customers. By getting to know the people in the locations that you service, you can give them exactly the products they like best in their machine. This will not only build customer loyalty but will also increase your profits.

Product Flexibility

Being able to stock traditional drinks and snacks or popular healthier options gives you the flexibility to attract accounts and maximize sales. In addition, because you don't have to purchase large quantities of any one product, you can try out new items frequently. Customers love to see new items in the machine.

Low Operating Expenses

The reason you can service the small to medium size segment of the market that large companies generally ignore is that you will not have the same expenses in running your business, therefore you will not require such high volumes to make a reasonable profit.

Cashless, Coins or Bills

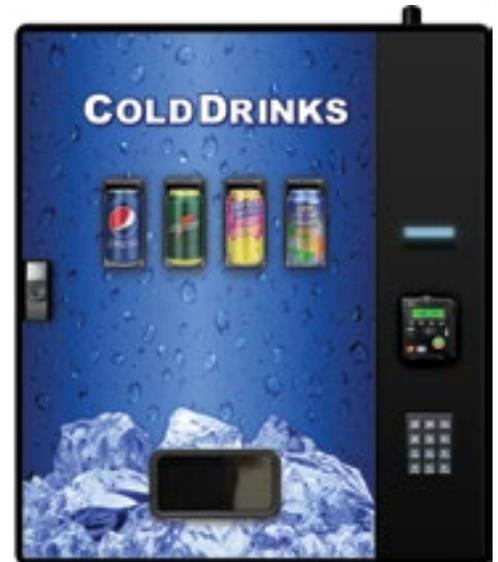
When the ideal vendor™ is combined with the optional Snack Cabinet you can offer your customers every possible payment option. This equals more sales and more profits!





All Start-Up Programs Include the Following

- **ideal vendor™(s)**
- **Snack Cabinets**
- **Credit / Debit Card Readers**
- **Cellular Telemeters**
- **High Gain Antennas**
- **Wall-Mounting Brackets**
- **Wall-Mounting Hardware**
- **Snack Cabinet Brackets**
- **Standard Magnetic Panels**
- **Custom Magnetic Panels**
- **1 Coin Payment System**
- **4 Year Extended Warranty**
- **Buy 2 ideal vendor™ Get 1 Free Snack Cabinet Incentive**
- **Training and Service Manual**
- **Business Operations Manual**
- **Free Payment System Account Set Up**
- **Unlimited Telephone Customer Service**
- **50% Interest Free Expansion Financing**
- **5 Year Fire Theft and Vandalism Protection**
- **Custom Printed Business Identity Package**
 - *Includes logo design, business cards, letterheads & envelopes*
- **Full Color, Direct Mail Advertising Materials**
- **Ongoing Business Mentoring**
- **www.theidealvendor.com website**



The items and benefits above are extended to the total number of machines covered under the Area Operator Start Up Program. The number of Area Operator placements and special incentive available for these programs are limited based on the market size and current production capabilities. If you are accepted as a new Area Operator, your incentives and guaranteed pricing on additional units are locked in for a period of two years from your start up date. There is no contractual obligation to purchase any additional machines or supplies from the company beyond your Start Up Size. However, maximum return on investment will be achieved through taking advantage of the growth incentives offered.

Local Information Meeting

We Are Here Now

We have traveled to your city at great expense to meet in person with people (just like yourself) that have the desire, capital and ability to start and succeed with a new business. We know that once you truly understand the market, opportunity and profits that can be made with the ideal vendor™ program, you will realize what an extraordinary opportunity it is.

You Need to Attend The Local Meeting

The only way to get all the information needed to properly evaluate this program is to attend one of our Free Information Meetings. There is no cost to attend and there are no decisions to make at the meeting. Our local 90-minute presentation covers everything you will need to know and there is a question and answer period at the end. You will also be provided with additional printed materials that you can take home and review. We highly recommend that you bring any partner or spouse that may play a roll in your business.



Don't Be Disappointed

We do not provide additional information or select Area Operators via email or over the phone.

We only select and appoint a limited number of people to represent our company in each area and all of them have attended a local presentation.

Meeting Location and Time

Sheraton Toronto Airport Hotel & Conference Centre

801 Dixon Rd, Toronto, ON M9W 1J5

For Free Tickets & Event Timing go to

www.ideal4event.com

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group

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