

The Market

- 24seven Vending services provide cold drinks, snacks, fresh and cold foods and office coffee service.
- \$42.1 Billion industry in the USA. Since 1993, vending industry volume has risen nearly 47 percent. (*Vending Times*, “Census of the Industry 2004”)
- The largest “all cash” business in the world.
- A service industry that has been slow to embrace new technologies.

Key Players / Contacts

- Large, established companies such as Sodexo, Canteen and Aramark that focus on catering, food service and vending.
- The majority of vending companies are small and mid-sized operators servicing between 50-5,000 machines.
- There are virtually no business format vending franchise concepts in the USA except for 24seven.

Buyer Profile

- Seeking owner/operators interested in running their own franchised vending business.
- Background in business and customer service is desired as well as someone who will work well with our organization and respect the relationship in the business with our vending accounts.

The Economics

- The initial investment ranges from \$264,660 to \$325,320. Of this amount, the franchise fee is \$254,000 and includes access to the vending machines and established accounts
- Fees paid monthly: 10% royalty on gross sales. \$3.75 management and monitoring fee per vending machine per week. Site commissions are also required for most vending locations.

- Bacon Whitney will lease vending machines that are already operating at locations. The number of vending machines will vary; however, the (historical) Aggregate Weekly Gross Revenues of all Vending machines will not be less than \$6,730 as described in Bacon Whitney's Franchise Disclosure Document. Site commissions may apply as well.

Points of Differentiation and Competitive Advantage

- 24seven offers a franchise concept based on vending services using our proprietary wireless technology and software system that reports to our franchisees their vending sales, restocking requirements, profitability, machine operating problems and other information that leads to advantageous operating efficiencies.
- Franchisees will lease pre-sited vending machines with known sales histories. A typical franchise will include vending machines with a historical aggregate Weekly Gross Revenue, as defined in the Bacon Whitney FDD, stream of approximately \$6,730 per week

Why Now?

- The vending industry is an old business with outdated procedures and is "screaming for change".
- Wireless technology will allow franchisees to work more efficiently.
- No one has franchised vending the way Bacon Whitney does and NOW is the time to combine franchising, technology and pre-sited accounts to offer an excellent franchise opportunity.

Websites

- www.baconwhitney.com