

AUSTRALIAN VENDING ASSOCIATION INC.













11th Edition

DIRECTORY OF MEMBERS AND MEMBER SERVICES

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THE AUSTRALIAN VENDING ASSOCIATION

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THE AUSTRALIAN VENDING ASSOCIATION

Unit 11/1 Cowpasture Place, Wetherill Park, NSW, 2164 Email: info@ava.asn.au - Website: www.ava.asn.au

President - Phil Barry - 0412 110 092 Vice President - Darryl Stephen - 0410 655 528

> Printed by Ulladulla Printing Service PO Box 61 Ulladulla NSW 2539



Members of The Australian Vending Association recognise their obligation to serve the public, their customers and the community. They are aware of the responsibility to the industry and in business dealings shall endeavour to elevate its standards.

As a member of the Association;

- 1. They consider Merchandising a worthy vocation, as it affords them a distinct opportunity to service the public. They will therefore, always keep the public's welfare and well-being first in mind.
- 2. They hold that the sale of goods and services for profit is proper and ethical, provided that all parties in the transaction are benefited thereby.
- 3. They will offer only high quality merchandise and service to the public at all times.
- 4. They will see that merchandise or service machines are always clean, attractive and in good working order. They will have them serviced by competent personnel as frequently as the type of merchandise or service may require and meet all quality control standards.
- 5. They will operate only those merchandising or service machines that clearly show when they are empty or those that will provide for the return of the patron's money if no merchandise is delivered or service rendered.
- 6. They will see that all merchandise or service machines are plainly marked with clear and simple instructions for their operation.
- 7. They will improve themselves, increase efficiency and will constantly strive to better service the public.
- 8. They recognise the Vending Industry as a modern and efficient means of creating increased distribution of the products of Australian Manufacturers and industries to the public.

THE AUSTRALIAN VENDING ASSOCIATION



This company, as a Member of The Australian Vending Association (AVA), is proud to acknowledge that it trades in accordance with the AVA Code of Ethics.

The Customer Charter is the basis for a continuing satisfactory, fair trading relationship with our customers.

Customers can expect to receive value for money, high quality service and products from our vending operation.

We operate our vending machines to inspire and sustain customer confidence.

Our vending machines can be operated conveniently and efficiently by the users and will be checked and restocked in accordance with timetables agreed with our customers.

Our trained staff will ensure that machines in our charge are maintained to the highest standards of safety and hygiene.

Machine faults will be attended to within an agreed time and our spare parts service will cover the reasonable life of the machines we supply.

Sufficient information will be available at the location to direct the attention of users in the event of difficulty.

We will not engage in any form of selling, promotion, operation, advertising or publicity which is likely to bring the vending industry into disrepute.

We actively support all environmental initiatives pertaining to the vending industry.

In the unlikely event that a complaint should arise which cannot be resolved, we agree to accept the decision of the AVA Disputes procedure as set out in the AVA Constitution.

THE AUSTRALIAN VENDING ASSOCIATION



TIPS FOR INTENDING PARTICIPANTS IN THE VENDING INDUSTRY

Almost everywhere you go, whether in Australia or overseas, you are bound to see them: coin operated vending machines dispensing food, beverages, snacks, cigarettes, newspapers, personal care items, stamps, chewing gum, petrol, etc.

To some this looks like an easy way to make money. Why not let the machines do the work? All I'll have to do is fill them up and collect the money!

Well, like everything else in this world, it's not quite that easy. However, because vending seems easy to the layman, there are a few that want to make your desire "to get rich quick" into the ways and means that will make them "rich quick"!

Vending is a BUSINESS and like all other businesses, it needs a professional and business-like approach. BEWARE of the "Part Time Business" ads we have all seen in the papers at one time or another. You know the kind of advertisement referred to :Work only 1 or 2 days a week in your spare time and make a fortune" type of ad or "Spare Time Income, No Selling, etc.". Of course some ads set out in these terms are genuine opportunities, but some are not. It's up to you to sort them out. Some advertisers state that they are very selective in their appointment of "suitable applicants", can supply easy finance, etc. Once again, it's up to you to decide which advertiser offers a genuine opportunity to improve your financial situation and which one only seeks to get your cash - one way or another.

As a general rule, no genuine company or individual will object to you making a few enquiries about them, from other users of their product for example or from Trade and Business Associations.

Before we go any further, ask yourself these questions.

- 1. Are you willing to work long hours, day or night and at weekends, mostly on short notice, if required?
- 2. Are you thorough?
- 3. Can you handle money matters efficiently (both your own and others)?
- 4. Do you have or can you arrange credit at your bank?
- 5. Can you organise yourself and stick to a schedule?
- 6. Do you remain calm when things go wrong?
- 7. Do you really want to be your own boss?
- 8. Can you "handle people"?

If the answer to any of these questions is NO, don't go any further.

• QUALITY OF SITE

- Critical to the profitability of the business.
- Who is/will be responsible for finding the sites?
- What happens if sites are unsatisfactory? Who pays the cost of the machine relocation?
- Be wary of inflated volume projections.
 - There are few reputable statistics available in Australia on Vending.
- Depending on products vended, most quality sites are taken by existing vending companies.

• SUPPLY OF MACHINES

- Will the availability of machines be consistent?
- Should machines be leased or purchased?
- Can one supplier meet the demand? Does this include preferred pricing?
- What technology is/will be available? How will this affect the business? (e.g. card purchases).
- Obtain quotes from suppliers to gauge pricing parameters.
- Does the manufacturer's guarantee cover all parties?

• TRAINING

- Large amounts of time taken up with Sales and "PR".
- Need to find sites, promote service, handle enquiries and/or complaints.
- Programs are often nonexistent and if available, should be comprehensive.
- Requirement can be extensive, depending on equipment and product type.

• TECHNICAL SUPPORT

- Who is responsible for repairs and maintenance?
- How complicated is the work? (e.g. electronics, mechanical, refrigeration).
- Is there a requirement for qualified technicians?
- Who pays for the technical support?
- What is the level of service required at sites? (e.g. 7 days per week/24 hours per day).

• SUPPLY OF PRODUCT

- Will the availability of product be consistent?
- Obtain several quotes from suppliers where possible.
- Pricing usually cheaper if one supplier used consistently.
- Brand names required as no-one on hand to sell product.
- Is product bought or on consignment?

FINANCIAL INFORMATION

- Conduct a proper, full P & L on figures available.
- Check financial authenticity if possible.
- Consult accountant and solicitor before commitment.
- Vending can be a profitable cash-only business.
- Beware of inflated profit projections.
- There are few reputable statistics available in Australia on Vending.

IN SUMMARY

- You may need to understand your equipment products, market and customer to be successful.
 Do your homework.
- Be wary of "Get Rich Quick" or "Work Part Time" offers.
 - Generally as in all businesses, you get back what you put in.
- Ask for proof and authenticity of any figures presented.
- Ensure continued supply of machines and product where ever possible.
- Ascertain quality of machine sites.
- Ascertain how technical support is serviced and at who's cost.

GOOD LUCK!!

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www.ava.asn.au



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EMV

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Coning Soon



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- Scroll pricing display
- Height adjustable shelves
- Slide-in cooling deck
- Trays configured for wide range of products
- Theft-deterrent plates for high security
- UV Protected cabinet
- Locking T-handle cover
- Tripple efficiency glass
- High efficiendy refrigeration
- Reinforced cabinet







Guarenteed Delivery System



On Board Flash Technology





Standard Dual Coils



Scroll Price Display

FOR MORE INFORMATION:

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ROYAL VENDORS RVV 500 EZ LOAD

The most package-flexible, reliable glass front vendor on the market is now even better!

- Utilizes R134a refrigerant to comply with E star tier 3 for best in class energy efficiency
- The easiest and simplest product loading mechanism available on the market today, enabling faster loading of product.
- All white interior with brilliant LED lighting enhances product visibility.
- The most package flexible vendor available that allows you to vend the packages of today and tomorrow.
- Tech-Accessable diagnostics reduce service time.
- Fits through the standard 36" wide door opening for a quick and easy machine installation
- Positive drive vend mechanism
- Newly redesigned product retainers provide better visibility and easier product loading.
- Programmable rows provide the ability to offer "skinny packages" to meet customer demand.
- "pushers" are extended to the end of the shelf, allowing the vending of semi-cylindrical (2"-3" diameter) and square packages.
- 3 piece wiring harness is easy to diagnose or replace if needed.



Model RVV 500 EZ LOAD

Shelves 5

Selections 40

Height 72" (182cm)

Width 39" (99cm)

Depth

Amperage

Capacity

35.5" (90cm)

Weight 760 lbs (345kg)

Compressor Super 1/3; R134a

9 Amps, GFCI cord

may vary due to package configuration

FOR MORE INFORMATION:

Web: ccroyal.com.au

Ph: 02 9756 6628









ROYAL VENDORS RVV 700

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- One piece refrigeration system.
- 50 facings provide more product selections.
- Optimized brand marketing.



Model RVV 700-5

Shelves 5

Selections 50

Height 72" (182cm)

Width 47" (119cm)

Depth 33" (84cm)

Weight 635 lbs (288kg)

Compressor Super 1/3; R134a

Amperage 9 Amps,GFCI cord

Capacity 400 20oz. bottles

FOR MORE INFORMATION:

Ph: 02 9756 6628

Web: ccroyal.com.au

















ktreme Combo Merlin 4 Closed Front

Merlin 4 Live Display

- Advanced bill image processing and dynamic sensor calibration offers industry leading bill acceptance and fraud protection.
- Centric drive technology compensates for skewed bill insertions, ensuring highest first time acceptance.
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- Dual anti-stringing technology provides superior cheat resistance.
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- Automated self-diagnostics ensure optimal performance resulting in fewer service calls.



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All Royal products feature: C-Tick App and meet all Australian Electrical Standards.

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Web: ccroyal.com.au









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BARISTA BROS 500ML



MONSTER ENERGY 500ML

MOTHER ENERGY 500ML

PLEASE DON'T HESITATE TO CONTACT YOUR LOCAL STATE REPRESENTATIVE FOR FURTHER INFORMATION



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BIG Value

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Only service that absolutely need to be serviced. Eliminate visits to fully stocked or completely blown out machines.



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Say goodbye to costly rolling warehouses in trucks, high bring-back levels, and multiple trips to refill machines.



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Get advice on the optimal product mix to maximize service intervals, reduce spoils, and boost sales.

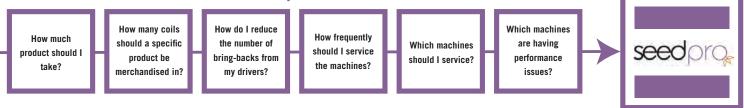






USAT's Seed Pro is a cloud-based vending intelligence solution that automates the thousands of decisions required to optimize your vending business every day. Seed Pro is comprised of two components: real-time monitoring devices installed in the vending machines and a powerful data analytics software













Accept every way your customers want to pay.

Cashless is a "must have" in today's market due to customer demand and competitive business climate. To ensure that your customers are happy and you maintain your competitive edge, it is essential that you are able to offer card and mobile payments.





Easy-to-Use, driver handheld app.

Seed Mobile is a one-handed operation that allows drivers to service machines quickly, accurately and in less time. Seed Mobile is an IOS application that can be downloaded in the App Store, and is free to all Seed Pro Users.









PROVIDING SUPPORT FOR INDEPENDENT OPERATORS

Give your business a competitive edge by joining and supporting your industry and trade association

ASK ABOUT MEMBERSHIP NOW



THE BENEFITS OF BEING A MEMBER OF IVMOA ARE:

- Strength in Numbers Recognition by Manufacturers & Suppliers
 Opportunity to Acquire Multiple Outlets Shared Information on Equipment
 - Respect from other members

www.ivmoa.asn.au - info@ivmoa.asn.au



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- · Credit Card Reader Cleaning Cards
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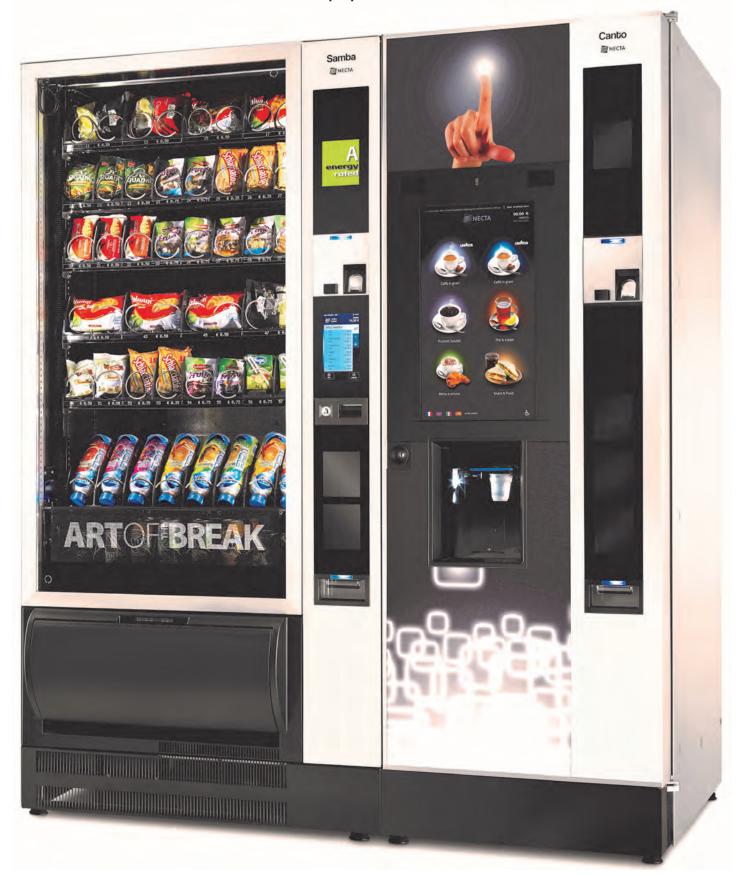
Showroom/Service Centre 9 Lily St Coburg North Vic 3058

1300 836 326

sales@vendco.com.au www.vendco.com.au

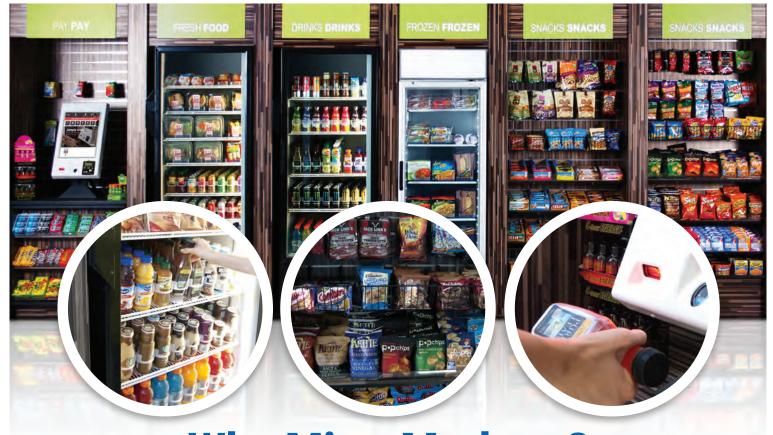


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Contact Us







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FEATURES:

- ADJUSTABLE SHELVING TO SUIT YOUR NEEDS AND PRODUCTS.
- EASY REMOVAL OF THE COOLING UNIT FOR MAINTENANCE OR REPAIRS (UNIT COMES OUT FROM THE FRONT)
- HAS THE MOST USER FRIENDLY INTERFACE (FOR EASY PROGRAMMING & CHANGING SETTINGS) PRICING ETC.
- DEX PROTOCOL FOR TELEMETRY AND CASHLESS PAYMENT SYSTEMS (PAYPASS, ANDROID PAY, TAP N GO, ETC)
- ATM STYLE KEYPAD FOR STRENGTH AND RELIABILITY
- DROP SENSOR SYSTEM FOR GUARANTEED DELIVERY OR MONEY RETURNED AUTOMATICALLY
- 90 DEGREE DOOR OPENING FOR EASIER REFILLING
- LED LIGHTING (SUPER BRIGHT)
- EASY SPIRAL ADJUSTING JUST PULL & TWIST (NO NEED TO REMOVE TRAY)
- VEND MOTORS CAN TURN CLOCKWISE OR ANTI-CLOCKWISE (NO NEED TO CHANGE MOTORS FOR DIFFERENT SPIRALS)

Combination Snacks & Drinks or Snacks Only

MAXI-6G-TCN



MAXI-8G-TCN

PUSH







To make appointment please call

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Authorised Sales & Service Centre 800 959 91 www.vendcorp.com.au

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- HAS THE MOST USER FRIENDLY INTERFACE (FOR EASY PROGRAMMING & CHANGING SETTINGS) **PRICING ETC**
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- DROP SENSOR SYSTEM FOR GUARANTEED DELIVERY OR MONEY RETURNED AUTOMATICALLY
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- ADJUSTABLE SHELVING TO SUIT YOUR NEEDS AND PRODUCTS



TCN-50-TOUCH



TCN-24-SEL



TCN-10G-ELV



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- Nationwide Coverage

Cash Counting



- Remote Device Access
- Flexible Data Plans
- Low volume data plans

Credit & Cashless Payments



- Secure Private Networks
- Connection Diagnostic Tools
- LTE Speeds

Failover & Redundancy Temporary Site Connectivity



- Data Plan Scaling
- Automatic Activation
- Static IP Addressing



- Flexible Pricing
- Instant Connectivity
- Month to Month Agreements

Fleet and Asset Tracking



- Low Data Volume Plans
- Complete SIM Management
- Shared Data Pooling





Dave Hadfield National Operations Manager

Mobile 0499 995 971

Be a part of the Australian Vending Association



JOIN NOW

ARE YOU MAXIMISING YOUR VENDING RETURNS?

YOUR CHOICES ARE:

UPGRADE EXISTING VEND MACHINES

How We Help

WE PROVIDE UPGRADES FOR:

MANAGING REMOTE OPERATIONS

- Stock Movements / Ageing Stock
- Vend Operations / Maintenance
- Vend Machine Issue Alerts
- Refund Detection / Management / Support ADDING NEW PAYMENT METHODS
- Adding MDB & DEX Protocol Support makes it easy to Add New MDB Payment Slave Devices &
 - Report new Payment methods as MDB Reports
- Seamless MDB Slave/Master Integration with DEX & Asian Protocol Vending

ADDING SMS/EMAIL ALERTS

- Stock / Cash-float Alerts
- Maintenance Alerts
- Advertising Alerts (with Media Ad Upgrades)

MANAGING REFILLER NEEDS

- Vend Run Stock List
- Vend Run Refill App

ENABLE DEX VEND SOFTWARE COMPATIBILITY

- Use your software or Our Vend Portal DIGITAL MEDIA ADVERTISING
- Add Advertising Revenue via Sponsors to INCREASE Cashflow & Sell Through Each Month **CUSTOMER ANALYTICS**
- Get to know your customer with our Face Recognition Solution, know what Sex, Age & choices your clients are making



INVEST IN NEW ENABLED VEND MACHINES

WE PROVIDE & RETROFIT **VEND MACHINES:**

How We Help

Water

DESIGNED FOR YOUR VENDING REQUIREMENTS

- Snack & Beverage / Coffee Vending
- Asset Tracking
- Touch Screen Media Vending
- Other Specialised Custom Vending needs

REMOTE VENDING MANAGEMENT

- Stock Movements / Ageing Stock
- Vend Operations / Maintenance
- Vend Machine Issue Alerts
- Refund Detection / Management / Support
- Temperature / Power Management / Alerts

SUPPORT FOR NEW PAYMENT METHODS

- Supports many MDB Slave Devices and reporting is compatible with MDB Reporting software

SUPPORT FOR SMS/EMAIL ALERTS

- Stock / Cash-float / Maintenance Alerts
- Advertising Alerts (with Media Ad Upgrades)

DIGITAL MEDIA ENABLED

- FULL or TABLET TOUCH SCREEN INTEGRATION
- Supports Legal Governance for Displaying Product Information

CHOICE OF YOURS OR OUR MOBILE WEB VEND PORTAL

- Use your Vend software or Our Vend/Refiller Portal **CUSTOMER ANALYTICS**
- Get to know your customer with our Face Recognition Solution, know what Sex, Age & choices your clients are making

Enabling Accountable Vending Profitability

Visit Us at the Australian Vending Association Vending Expo:

Melbourne Convention & Exhibition Centre South Wharf, Victoria Australia

Trade Show Times:

Thursday 26th July : 1PM - 5PM Friday 27th July : 9AM - 3PM

For More Information and an obligation FREE Consultation, contact Us on 0419 469469 email us at vending@cc2go.technology visit our website www.cc2go.technology



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