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# **CAPACITY AND VARIETY OF PRODUCTS**

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# PRODUCTS - WHERE YOU MAKE YOUR MONEY



Certainly your vending machine and locations are important components to this business. However, it is important to understand the types of products you will want to sell from your vending machine to maximize profits.



Products that are in demand now come in every shape and size, with containers in plastic, glass and cartons. The Naturals2Go MVP All-In-One can accommodate all shape and size and request of your customers.

## PRODUCTS

### Safely vend

- ☐ all products
- ☐ all shapes
- ☐ all sizes
- ☐ glass bottles
- ☐ soft items



We know from our location placement team that the best locations request all types of products. We chose to not merely respond but lead the way with our future-proofed program that is designed to drive a higher hourly return on investment, maximize opportunity, minimize time and provide a secure future for our operators.



**VARIETY OF PRODUCTS** is the **KEY** to success in today's vending market



## VARIETY IN OPTIONS

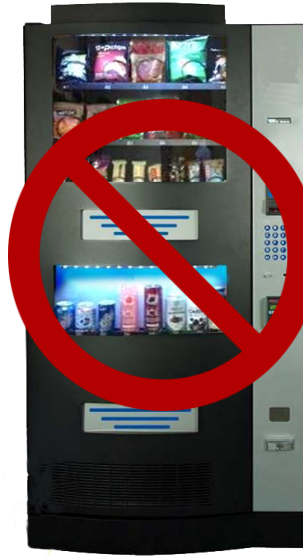
There are new items in every shape and size coming into the market every day adding more and more opportunity and profit to your business.



The snacks market has equally exploded with healthy products being offered in every shape and size. Success in the vending industry in today's market hinges on the ability to offer a broader variety of products to your locations.



Variety in today's vending market is the key to success. Look at the drink market, there are numerous brands of water, sparkling water and flavored water, tea in numerous flavors, coconut water, many flavors of coffee, milks, and energy drinks just to name a few. Drinks now come in every shape and size, and are available in bottles, cans, glass, plastic and cardboard cartons.



Snacking and especially healthy snacking has become a global trend replacing the traditional three meals a day. Sales of healthier snacks have been outpacing traditional snacks by 3 times for the past several years. The once popular old-style outdated combo machine with a few snacks on the top and 6-7 drinks on the bottom does not meet the needs of the changing trends of the market due to its limited capacity and product selection.



# THE REAL COMPARISON VERSITILITY & CAPACITY



**A MACHINE FOR TODAY'S  
MARKET**

**Provides Greater ROI per hour**

**10 Naturals2Go MVP  
VS  
17 Old-Style outdated combo  
machines to offer the same  
marketing value**



## **SEE THE COMPARISONS IN DOLLARS . . . AND SENSE**

You would need almost 17 of the **OLD-STYLE OUTDATED** combo machines to offer the same value of just 10 Naturals2Go MVP All-In-One machines. Offering more products at your locations increases sales, and having more capacity saves trips to service your machines. In effect you can sell twice as much with half the trips to fill your machines. **There is a big difference, in dollars and common sense.**

We are passionate about safe-guarding our operator's investment by providing equipment that is superior in every way to the Old-Style Outdated combo and most importantly assures our operators business thrive not just now but for the future

This is all simple information, yet so imperative to understand the importance of variety of products you can offer your customers and the capacity (how many items can your machine hold) of your machines, as it dictates how often you will need to service your machines, and that is where the savings comes into play and increased your bottom line.



# THE REAL COMPARISON



Depending on the size and shape of the products you offer, the MVP All-In-One machine has a capacity of 400-600 items. That is **over 80% more** capacity than the old-style outdated combo machines. What this means is you service your machines less often, therefore you save time and increase profits.



CAPACITY of the MVP All-In-One machine provides your locations with the level of inventory to maximize sales while minimizing time between restocking. The opportunity in today's market is at all price points. There is a market for \$.50-\$1.00 items, as well as \$3.00-\$6.00 items. With the variety of products and capacity the Naturals2Go MVP All-In-One machine offers, you do not have to choose. You have the ability **to take advantage of all opportunities!**



The MVP All-In-One machine provides you as a business owner with the best in class in every area, whether that be:

- Variety of products offered
- Capacity of products
- Product delivery system
- Versatility of payment options
- Product delivery system
- The customer experience





# FRESH OR NOT



## ~ the choice is yours

In addition to being certified by NAMA and the other required agencies, the Naturals2Go MVP All-In-One is also certified for marketing fresh foods. This gives you the **flexibility to capitalize** on the profits you can generate from offering the many selections of pre-packaged fresh items in the market. The choice is yours!



We encourage you to keep it simple with snacks and drinks in getting started. Once you are up and running and become comfortable with your locations you will see it is a simple process to add in fresh items. The opportunity to do so **increases your sales and profits**. There are many options of pre-packaged items that have a reasonable shelf life and that are hot sellers. We know from our machine placement team that being able to offer those types of products can be a **significant factor** in securing A+ locations.



### Expanded Market:

- ✓ Salads
- ✓ Vegetables
- ✓ Fruit and fruit cups
- ✓ Yogurt
- ✓ Sandwiches
- ✓ Breakfast Sandwich
- ✓ Hummus Snacks

Contrary to what you may believe about offering fresh items, it is **simple and easy** to add these types of pre-packaged product into your business. Not producing the products but simply reselling them does not require any special licensing. Incorporating these types of products in a way to further **maximize your profits** is covered by the Naturals2Go training and support team.

