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Company Profile



Handy Candy is a fun and contemporary vending machine concept successfully operating in NSW, Victoria, Qld, South Australia and Western Australia.

As you will see our newly designed machines have taken candy vending out of the past to present products in a new slick, stylish fun design that certainly would compliment a retail environment such as yours.

This proposal focuses on three important perspectives, namely Marketing, Operations and Financial.

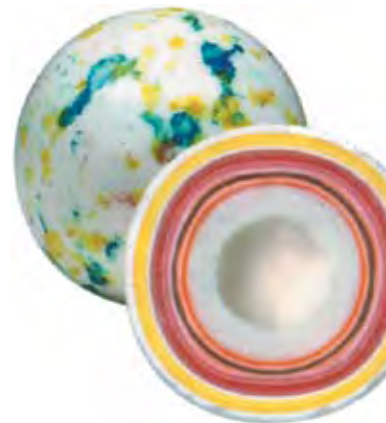
We look forward to progressing with this proposal at your earliest convenience.



Products



- Gumballs
- Gobstoppers
- M&M's
- Jaffas
- Chickle Gum
- Jelly Belly
- Runts
- Bouncy Balls
- Skittles
- Chocolate Rocks
- Warheads
- Nerds and many more favourites



Equipment

The Handy Candy machine requires minimal security, given it is constructed with sturdy materials including: steel, aluminium, chrome and polycarbonate.

The vending units are designed with tamper-proof coin slots, cash trays as well as shatterproof display panels and child safe mechanisms.

Power Requirements

As the Handy Candy machines are mechanical there is NO POWER required.

Positioning of Machines

Machines will be positioned in accordance with the wishes of centre management. Due to the "Impulse Buy" nature of the machines, experience has shown that the machines do perform best in high traffic areas.

Proposed No. of Machines

No. of machines will vary from centre to centre and will be determined in consultation with Centre Management.

Public Liability

Handy Candy holds Public Liability cover at all times. A certificate of currency will be provided prior to the installation of machinery.



MODEL No.

HC 5



All Handy Candy Machines have been constructed in accordance with Occupational, Health and Safety Guidelines.



MODEL No.

HC 12

Spinning Table Top allows machine to be placed against a column or wall!



All Handy Candy Machines have been constructed in accordance with Occupational, Health and Safety Guidelines.



MODEL No.

HC 23



All Handy Candy Machines have been constructed in accordance with Occupational, Health and Safety Guidelines.



MODEL No.

HC 18



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MODEL No.

HC 21



All Handy Candy Machines have been constructed in accordance with Occupational, Health and Safety Guidelines.



Placement



— Column Placement



Walkway Placement



Operations

Customer Service

As shopping is a regular part of day to day living, customer service is a high priority for our service personal. When servicing machines we encourage our personnel to give away free product, this helps customers better famialiarise themselves with our products and our machines and hopefully gives them a taste for the vast array of products we have on offer.

Interestingly also when servicing, centre customers frequently ask our personal for directions to help them get around the centre.

Operational Ease

Purchasing products from any of the vending units simply requires placing the indicated coin in the slot and turning the handle to dispense the desired product, through an easy drop-through mechanism.

Handy Candy features high quality manual coin mechanisms, which accept 20c, 50c, \$1 and \$2 Australian currency.

A product spill tray surrounds the machine designed to capture any spilt product. This spill tray also ensures that no product falls to the ground eliminating trip hazards.

Coinage

Due to nature of the machines each product sold has a designated coin that may be used. Signage advising the exact coin that is required is clearly marked on every product. Accepted denominations are 20c , 50c, \$1 and \$2.

A comprehensive customer service pack is supplied to ensure minimal time spent on refunds. Product is also offered as an alternative to a cash refund.



Service & Cleaning

Handy Candy takes a great deal of pride in the appearance of its machines. Machines are serviced weekly (twice a week in busy centres).

Cash collection is done on a weekly basis, ensuring a minimum amount of cash is left in the machine reducing the risk of theft.

Service Report

A comprehensive service report is completed after every service. This provides our office with various information in regards to the usage of the machine and ensures the machine performs at its optimal level consistently.

Recycling Policy

As the Handy Candy concept is based on the sale of bulk products, products do not come pre packed and are packaged by the customer at the completion of the sale. For our customers convenience pre printed Handy Candy (8oz) paperbags are supplied, into which customers may place their purchased products.



Food Safety Plan

NSW Food Industry Training Council food handling recommendations are adhered to at all times. The nature of Bulk Vending involves minimal human contact with products. Strict handling procedures are followed to ensure no contamination of product in the transfer of product from distributor bulk packaging to Handy Candy transport containers and vending units.



Financial View

Handy Candy can offer three rental options they are as follows:

Fixed Rental - Agreed fixed amount per month

Income Share - Agreed percentage of Gross Sales after payment of GST!

Base Rental Plus Top Up - Handy Candy will pay an agreed fixed rental. At the end of every three month period, Handy Candy will provide the centre with a detailed sales report. Where the agreed % of income is higher than the base rent for the three monthly period, Handy Candy will pay the difference between these two amounts to the centre.

Should the % be lower than the base rental the centre is not required to reimburse Handy Candy.

Payment Options

Rentals will be paid via direct deposit or cheque.

Obligation FREE TRIAL PERIOD!

Initially you can request a NO OBLIGATION free trial period of three months. This allows you to experience our machinery and service. We request a longer term license agreement should both parties be satisfied after the trial period.

Current licence agreements vary from 3 months - 5 years



Summary & References

The Handy Candy vending machine is a safe, efficient and convenient service, designed to operate in a large, diverse environment.

The Design, ease of operation and large product variety that each Handy Candy machine offers has proven to be a fun, exciting and enjoyable way to select candy in an old-fashioned way with a modern touch.

It is the purpose of this proposal to create a new opportunity that is both beneficial for both Handy Candy and your business.

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