

Bulk Vending

2006

Average weekly Gross	\$80
Average # Per Operator	235
Total # On Location	283,000
Total Annual Revenue	\$12 mil

43% operate bulk vending; 55% last year

35% indicated that they have raised their bulk vend price-per-play in the last 12 months; 17% said they plan to.

40% Have added other types of equipment to their bulk vending operation

NOTE: The top equipment type added was cranes. Others named included postage stamp machines, toy vendors, Gravity Hill, Skittle Ball, redemption, and video games.

Cigarette Vending

2006 2005 2004 2003 2002

Average Weekly Gross	\$154	\$207	\$148	\$125	\$155
Average # Per Operator	28	22	29	20	28
Total # On Location	25,000	18,000	26,000	20,000	23,000
Total Annual Revenue	\$200 mil	\$194 mil	\$200 mil	\$130 mil	\$185 mil

32% operate cigarette vending machines; 29% last year

91% of those who operate cigarette vending machines bought no new ones

\$5.50 is the average price operators charge per pack in their machines

Full Line Vending

2006

Average Weekly Gross	\$131
Average # Per Operator	129
Total # On Location	72,000
Total Annual Revenue	\$490 mil

20% operate full line vending equipment

What type of full line vending machines do you operate?

Snack	93%
Drink	78%
Food	78%
Coffee	43%

**OPERATOR
COMMENTS**

“Even upgrades are way too expensive. Home video games are too cheap, i.e. Madden ‘07 at \$40; Madden upgrade for us is \$700 plus tax. Games are too expensive to expect a decent ROI. \$7,000 or \$8,000 is too much to pay for one game. We need a year ROI to survive in this business.”

“A problem is large national companies muscling out the local, regional operators. We are left with street locations that are plenty of vegetables but no meat.”

