Lyons Wholesale Vending

Q&A Brochure

www.lyonswholesalevending.com

1974 Est.

951-763-4828

Proudly Made in the USA
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AND COPYRIGHT NOTICES

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Did you know that every minute $64,000 is spent in vending machines in the United States alone? DON'T YOU WANT TO GET YOUR SHARE?
Why buy from Lyons Wholesale Vending?

Lyons Wholesale Vending is a 21st century company with an old school philosophy of doing business; courteous service, honest value, and quality equipment.

Our mission is to enable people like you to improve their futures with highly profitable, top quality, state-of-the-art vending machines, at competitive prices. We will not be undersold!

We sell only new machines. Our machines come with all of the bells and whistles, like being "Americans With Disabilities Act" exempt from compliance and having new state-of-the-art credit and debit card and remote monitoring ready machines and having bill validators with automatic currency stackers when available.

Our clients often become repeat customers and build their business exclusively with machines purchased from us.

At the inception of Lyons Wholesale Vending in 1974, we made a decision to practice and maintain nothing but the highest ethical standards.

We have been a trusted business for 40 years and maintain the best reputation in the industry. We pledge to be there after the sale! And you know we are in this business for the long haul! We look forward to helping you grow your business for many years to come and we are extremely proud of our "A+" rating.

How we do business

Please let us know if you are ever dissatisfied with any aspect of our merchandise, service, or the way we do business. We are pledged to resolve any misunderstanding or complaint because a SATISFIED CUSTOMER is our most important asset!

Honest Value Courteous Service Truthful Representation Full Disclosure

We sell all types of vending machines, including candy, gumball, snack, and soda machines. We ship promptly and work with you in every way in an effort to make your experience a pleasant and profitable one.

You Will Be In Business For Yourself, Not By Yourself.

Lyons Wholesale Vending has been mentoring clients since 1974.
Buying Tips

1. Always purchase American-made' brand new, high quality, vending equipment with the latest state-of-the-art technology and backed by a parts warranty that will give you years of user-friendly, reliable, trouble-free service. Your vending machines are the main income-producing asset in your business. All vending machines are not created equal. Saving a few dollars at the time of purchase could haunt you every time you service (and have to repair) your machines.

2. Before purchasing machines or locations, check the company out with the Better Business Bureau and the Business Consumer Alliance. The company should have at least a "B" rating.

3. Be careful of companies that offer re-conditioned, refurbished, or used machines. You never know what you are getting.

4. All manufacturers offer a 1-year manufacturer's limited warranty on materials and workmanship on new machines. Anything else is superfluous. Ask for details.

5. Buying imported machines is risky. Parts may not always be immediately available when needed.

6. Buying machines that are credit and debit card ready is critically important to your future bottom line, even if you don't activate it initially. The cashless society is the wave of the future.
"Americans with Disabilities Act" Compliance

Seller machines are exempt from Americans with Disabilities Act compliance as it is administered by the U.S. Department of Justice. Seller machines are stand alone, not fixed machines and therefore are not covered by the A.D.A. rules and regulations. Only machines that are fixed or attached, hardwired, or plumbed to the building where they are located are covered.

The U.S. Department of Justice has what they call the "Upside Down Test", in other words, if after installing the machine, you could turn the building upside down, only if the machine would remain in place do the A.D.A. rules and regulations apply. If on the other hand, it would fall to the floor, it is fully exempt from the Act and its rules and regulations. This covers everyone involved; the manufacturer, the dealer, the customer, and the location owner, as well as the owner of the vending machines.

To verify the accuracy of the above information, you may wish to call the U.S. Department of Justice "Americans with Disabilities Act Compliance" toll free at 1 (800) 514-0301, then press "7" and ask to speak with an A.D.A. Specialist.
Own Your Own Vending Business

Do you want to own your own business?

Do you want to be your own boss?

Do you want to have extra cash for yourself or your family?

Now is your chance!!!

You will find out how to do it... here... now... today!

There's a lucrative, recession-proof opportunity now within your grasp. Imagine an absentee ownership business with NO rent, NO advertising, NO overhead, NO selling, and NO bad checks. Now, imagine a business where machines do all the selling for you, vending automatically. What's more, automatic vending is the ultimate CASH business, and you'll be amazed how simple it really is!

And here's the secret: 2 out of 3 vending businesses are operated by ambitious, independent people like yourself - not large corporations!
How much do Americans spend on snacks?

The power of the sweet tooth

Each day, Americans spend over $15,000 a minute, almost $1,000,000 an hour and over $22,000,000 on candy alone. The manufacturers spend millions monthly keeping the product in front of the public. You couldn't have a product that is more in demand! You pay absolutely nothing to advertise. Unlike most businesses, it's done for you.

Sure, Americans are spending billions on diets and low-cal and fat-free foods. But if everyone is so hell-bent on eating right, why did the average American gobble up more than 24 pounds of candy in 2012 compared to only 16 pounds in 2002? (Source: U.S. Department of Commerce)

Based on figures from the U.S. Commerce Department, the trade association reported that Americans spent approximately $25 billion on 7.1 billion pounds of sweets last year, at least HALF of that sold from vending machines. The record-breaking numbers for 2012 indicate that the typical American consumed a minimum of 2 pounds of candy a month, continuing a trend that has been growing for the past five years.
Each day over $115 million is poured through vending machines! Vending is one of today's fastest growing industries. Every day nearly 7 out of 10 people will do business with some kind of vending machine - the fantastic potential for this business has only begun to be fully realized. Not only is the greatest growth of vending ahead of us, but also the greatest diversification of vending is yet to come!

Every 15 minutes, over 3.5 million coins are inserted in vending machines located in the United States alone. That translates into approximately 12.5 million coins every hour. Because vending machines do not take vacations, this goes on 24 hours per day, 365 days per year. Over 8 billion confections and snacks sell through vending machines annually! These estimates were accumulated several years ago in the 1990's when the total annual vended sales volume was at approximately 25 billion dollars. That was approximately $90 per capita.

It is important to remember that 66% of all vending in the U.S.A. is owned by independent owner-operators, most of whom have less than three employees and manage their business from their home.
U.S. DEPARTMENT OF LABOR
COMPARES AVERAGE HOURLY INCOME

How does your income compare to the average Owner/Operator in Vending???

- Office Worker $13.50 per hour
- Factory Worker $13.16 per hour
- Salesperson $16.47 per hour
- Plumber $20.56 per hour

Snack Vendor Owner/Operator $70.58 per hour

Source: U.S. Department of Labor
The above is intended to help future Owner/Operators and should not be construed as an earnings claim nor is it presented as an inducement.
Buffett Makes His Selection

Financier Invited To Join Candy Deal By Goldman Sachs

BY HEIDI N. MOORE

Warren Buffett, already a big investor in Coca-Cola, adds a host of new brands to his candy appetite.

What Does America’s Savviest Investor Invest In?

It has been reported that Warren Buffett has invested $17 Billion with Coca-Cola (who owns more vending machines on the planet than any other entity). In fact, Buffett is Coca Cola’s largest shareholder – owning 200,000,000 shares. He has also invested $6 Billion with Mars (producer of popular vending items Snickers, M&Ms, Milky Way, Twix, Skittles, etc.). Moreover, in 2008 Mars, Inc. teamed up with Buffet to purchase Wrigley (another vending favorite) for $23 Billion, creating the world’s largest confectionery company.
Need Help Locating/Placing your Vending Machines?
Location Placement Services Available!

Location placement can be secured for you by professional vending machine locators!

These professionals will talk to the businesses for you on your behalf!

They will find and secure you a great home for your vending machine(s)!

By you using this great optional service, you will not need to knock on doors of businesses to locate/place your vending machines and by you using this great service there is no selling required!
Here are just a few of the MANY LOCATIONS that could be available to you!

OWN YOUR OWN VENDING ROUTE!

Call Now for available locations in your area:
951-763-4828
WHY ARE VENDING MACHINES ONE OF THE BEST BUSINESSES FOR YOU TO OWN?

If you could design an ideal business for yourself, would it include any of the following features?

FACT #1 Having a business you can start part-time and still keep your regular job and paycheck.

You can start off as small or as large as you desire, and continue to expand until your part-time vending business pays you more than your full-time job. You can then decide to vend full-time. Until then, you can enjoy two paychecks!

FACT #2 Having a business with immediate cash flow and no lean years.

Your income starts as soon as your machines are on location. People have patronized vending machines day in and day out through times of depression as well as times of inflation.

FACT #3 Having an All Cash business.

There are no bad checks, credit risks, accounts receivable or other collection problems. Vending is an all cash business. It is also the largest cash business in the world.

FACT #4 Having an ideal family-oriented business.

Being able to involve members of your family in an honest, practical business offers some major advantages. You can work with your children in an environment that lets you teach them successful business practices, sound personal ethics and good work habits. Teenagers with a license can restock the machines and younger children can help count the money.

FACT #5 Having variable hours with lots of time off.

Your vending machines are always on the job, displaying your nationally advertised products 24 hours a day, 365 days a year. On the average, it only takes ten minutes, once a month, to restock products and collect all of the accumulated money from each machine.

FACT #6 Having a business with no personal selling required.

Your machines do all of your selling for you, allowing you to work smart instead of hard. Vending machines are ideal salespeople because they are always on the job, never late for work, nor do they call in sick. They never insult customers, give away free samples or steal your profits. They don't take bad checks or give out credit. They collect cash in advance and give product immediately.

FACT #7 Having a home-based business.

You can run this business out of your home and car, meaning there's little monthly overhead.

FACT #8 Having a business you can run by using good common sense.

You don't need a college degree or a vast amount of knowledge in all phases of the business. You can successfully learn the vending business one day at a time. No experience or special training is needed.

Vending offers you all this and so much more...
Vending is NOT small change... It's BIG BUSINESS!

Last week alone, Americans plunked a staggering 600 million dollars into vending machines. That's over 3 million dollars an hour... and more than enough quarters to circle the earth!

Now you can have the TIME, FREEDOM, and MONEY to enjoy life to the fullest.

Wouldn't it be exciting to own a vending route where the most difficult part of your job is collecting the cash?

Every 15 minutes, over 3.5 million coins are dropped into vending machines.
That translates into 12.5 million coins every hour. Do Americans like vending machines, or what??
If you do not adopt a plan for your future, and stay with it...
The odds are against you as follows:

At age 65

- 75% of the American people are dependent on relatives, friends, and charity.
- 23% are still working.
- 2% are financially independent.

The kind of future you and your family will have may depend on the decision you make today!

"Why Should I Plan for the Future?"
Even in America, only 1 man in 500 at age 65 will have as much as $24,000. U.S. Department of Labor
85 out of 100 reaching age 65 do not possess as much as $250. Social Security Board

Why? Because the convenient time to invest your money never comes!

It is estimated that out of 100 people reaching age 65...
- 45 may live to be 80.
- 24 may live to be 85.
- 10 may live to be 90.

Your decision today regarding an investment plan for you and your family may determine which category you will be in at age 65.
People do not plan to fail – but, many of us fail to plan.
The future will not take care of itself...YOU MUST!
By placing your order RIGHT NOW, you will be taking your first step toward financial independence.
"I CAN'T INVEST NOW..."

AGE 18 TO 25
"Me invest? Are you kidding? I'm just getting my education. You can't expect me to be able to invest now. I'm young and I want to have a good time. When I get out of school I'll start investing."

AGE 25 TO 35
"You don't expect us to invest now, do you? Remember, we've only been working a few years. Things will be looking up soon, and then we'll be able to invest. Right now we have to dress well in order to make a good impression. Wait till we're a little older. There's plenty of time."

AGE 35 TO 45
"How can we invest now? Married, children to care for...why, we never had so many expenses in our lives. When the children are a little older, we can start thinking about investing."

AGE 45 TO 55
"I wish I could invest now, but I just can't do it. I have two children in college and it's taking every cent and more to keep them there. I've had to go into debt the past few years to meet the college bills. But that won't last forever; and then I can start."

AGE 55 TO 65
"I know I should be investing now, but money is tight. It's not so easy for a man my age to better himself. About all I can do is hang on. Why didn't I start to invest twenty years ago? Well maybe something will turn up."

AGE OVER 65
"Yes, it's too late now. We are living with our oldest son. It isn't so easy, but what else can we do? We have Social Security but who can live on that? If only we had invested when we had the moneys."

DON'T LET THIS BE YOU!!
AS A MEMBER WE SUBSCRIBE TO
THE PRINCIPLES AND SERVICES OF
BETTER BUSINESS BUREAU
The History of Lyons Wholesale Vending and the Better Business Bureau

Lyons Wholesale Vending was licensed to do business on January 7, 1974. We are extremely proud that in “40” years of doing business we have had no complaints with any government or private agency. There are very few, if any, companies that can make that claim in the vending industry.

For the last “15” years (since 1998), Lyons Wholesale Vending has been listed and rated as an “A+” rated business with the BBB. A stellar record!

And in June 2013, the BBB invited Lyons Wholesale Vending to become a fully accredited member of the Better Business Bureau due to the fact that Lyons Wholesale Vending has had no complaints as well as a long-standing “A+” rating with the BBB.

We accepted, and on July 17, 2013 Lyons Wholesale Vending became an extremely proud fully accredited member of the BBB, which is the highest honor available to a company from the BBB.

We invite you to call the BBB at 1-888-983-3122. When they answer, ask them for a report on Lyons Wholesale Vending or you may visit the BBB online at www.LA.BBB.org.
The History of Lyons Wholesale Vending and the Business Consumer Alliance

Even though we were invited, we chose not to become a paying member of the BCA. However, Lyons Wholesale Vending is listed and rated by the Business Consumer Alliance, the largest and most powerful consumer protection agency in California as well as in many parts of the United States.

Over the last “40” years, Lyons Wholesale Vending has earned the highest rating available to a company from the BCA.

We are extremely proud to inform you we hold the rating of triple “AAA” rating.

We invite you to call the Business Consumer Alliance at 1-800-834-1119. When they answer, ask them for a report on Lyons Wholesale Vending or you may visit the BCA online at www.businessconsumeralliance.org.