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Company offers aspiring entrepreneurs chance to run vending machine business

The Sunday Post (Kuching), Malaysia



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MIRI: The vending machine business is one of the emerging trends that fit today's fast-moving market which, under the Fourth Industrial Revolution (Industry 4.0), conceptualises rapid changes to technology and also the use of smart automation.

In this respect JV Smart Vending Sdn Bhd, through its 'Smart Owners Programme', encourages interested parties to become an owner of this lucrative business.

Established in 2017, JV Smart Vending specialises in fully-managed vending services and after-sales support. It supplies vending machines that dispense coffee, snacks, and also canned and bottled drinks.

JV Smart Vending is the largest supplier of vending machines in Malaysia, Brunei and Singapore. Headquartered in Johor Bahru, it has opened a branch in Miri.

Its clients include schools, colleges and universities, factories, hospitals, government department offices and premises,



Winston (second left) hands over a mock cheque for RM10,000, meant for Mitraf 25's lucky draw, to See Hua Marketing Sdn Bhd Miri branch representative Sheryl Ung.

bus stations, Light Rapid Transit (LRT), Mass Rapid Transit (MRT) and railway stations, mosques, highway rest-and-relaxation (R&R) places, apartments and condominiums, as well as clubhouses.

"In this day and age, customers are always looking for services that would provide what they need, 24 hours. Although

convenience stores may be convenient, they may not always open.

"The customers might want to grab a snack, or a can of Cola in the middle of the night, and that's where vending machines come to play," said the company in a statement.

The 'Smart Owners Programme' is divided into three

packages: A, B and C – all able to facilitate any ordinary people, even those without business or marketing knowledge, to become vending machine entrepreneurs.

"An interested person or entrepreneur only needs to come up with a certain capital to participate in the business and the company – JV Smart Vending will take care of the



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rest.

“Once the agreement is signed and the purchase is made, the owner needs not worry about where to put the vending machines, the stocks (drinks and snacks) and the maintenance – all these will be taken care by the company,” said the company, listing the capital requirements as RM30,000 for Package A, and RM25,000 for Package B.

Those taking Package A or B could earn 65 per cent of the total sales that each vending machine could generate, it added.

“For a period of 36 months, those taking Package A can expect a guaranteed minimum monthly income of RM1,300, while those taking Package B can get a minimum monthly income of RM1,000.”

Package C, according to JV Smart Vending, ‘is a bit unique’ as entrepreneurs can rent each slot for a minimum of RM1,000 (with a maximum of 10 slots) in a vending machine. The returns would be based on profit-sharing

of four to six per cent of total sales for three years.

In addition, there is also a yearly bonus of five to 10 per cent from the yearly profits based on total slots.

“Thus, this ‘Smart Owners Programme’ has the potential of generating monthly income for vending machine owners.

“We are now inviting aspiring entrepreneurs to participate in this programme,” said the company.

In Sarawak, Sabah, Brunei and Kalimantan (Indonesia), the exclusive sole dealer for JV Smart Vending machines is Borneo MA Smart Vendors Sdn Bhd. For more details, contact Borneo MA Smart Vendors Sdn Bhd marketing manager Winston Ung via 016-8719459 or jvsmartvending@gmail.com.

Borneo MA Smart Vendors Sdn Bhd is one of the main sponsors for the 25th Miri Trade Fair (Mitraf 25)’s lucky draw.

The event will be taking place at Bintang Megamall Miri from Nov 3 to 6 this year.



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SUMMARIES

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