



# Dairy Vending Start Up Questions???



**Before you start a dairy vending program there are several things to consider.**



## Administrative Questions

- Does the school board or administration need to approve the new machines?
- Are there existing vending contracts or school policies that restrict items sold through vending?
- Is there a prime location for the machine with all day access and adequate electrical power?
- Are there existing machines operated by other school groups?

## Financial Questions

- Should the machine be leased, purchased or obtained through a third-party vending operation?
- If purchasing a machine, does the payment plan include shipping and installation costs?
- How many units need to be sold each week to have a break-even or profitable machine?
- How will the profits be distributed from the machine sales?

## Product Questions

- Is there a supplier that offers a variety of milk flavors for the machine?
- Who will place the orders based on the rate of sales?
- Can the school foodservice personnel arrange for additional product delivery and storage in the kitchen/cafeteria?

## Operation Questions

- Which type of machine is best suited for each school/site?
- Who is responsible for daily filling?
- Who is responsible for daily cash collection and accounting?
- When and how will preventive maintenance & cleaning occur?
- Who is responsible for repairing the machine?
- Are there any features provided to ensure that the machine remains plugged in at all times?



Now that you've settled on a program that best meets your needs check out our tips for success and local vending company contact sheet (available at [www.NewEnglandDairyCouncil.org](http://www.NewEnglandDairyCouncil.org)).