

# THE 7<sup>TH</sup> TRAY

FOR NATIONAL AND AP  
SNACK MACHINES



**VENDORS EXCHANGE**  
INTERNATIONAL

*Innovation obsessed. Vending driven.*

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# THE 7<sup>TH</sup> TRAY FOR AP



- The 5 selection AP tray has an overall width of 26 1/2". It can vend most any item up to 2 3/8" tall.
- The tray is compatible with AP 7000, 113, 123, LCM 3 and Studio 3.



# THE 7<sup>TH</sup> TRAY FOR NATIONAL



- The National five wide tray is 24" wide overall and can vend most items up to 2 ¼" tall in a 167 and up to 2 3/8" tall in a 147 and 157.



# A SAMPLING OF PRODUCTS THAT FIT IN THE TRAYS

Product Name	Width(In)	Height(In)	Weight(oz)	UPC
Nutri-grain Bar	5 5/8	1 7/8	1.3oz	038000356216
M&M's	5 3/4	2 1/2	1.69oz	04003100
Newton Fruit Crisps	5 5/8	1 7/8	1oz	04400001873
Take 5	5 7/8	1 7/8	1.5oz	03438600
Muffin Bars	5 1/8	2	1.30oz	03097605
Kashi Bar	5 3/4	1 7/8	1.2oz	018627032007
Kellogg's Granola Crunch	6 1/8	2 1/4	1.5oz	038000352225
Planters Peanuts	6 1/2	2 1/4	2oz	01932000362
5 Hour Energy	3 1/4	1 7/8	2 fl oz	719410400019



# MORE PRODUCTS

Product Name	Width(In)	Height(In)	Weight(oz)	UPC
Butterfinger Crisp	5 1/2	1 3/8	1.41	028000532116
3 Musketeers Bar	6 1/4	1 3/8	2.13	04000307
Nestle Crunch	6 5/8	2 1/4	1.55	028000131708
Snickers	5 3/8	1 3/8	2.07	04010207
Almond Joy	6 3/8	1 1/2	1.61	03432004
Hershey w/Almonds	6	1 7/8	2 1/2	03424102
Lorna Doone Cookies	6 1/2	1 5/8	1.5	019320015441
Resse's Cup	5 3/8	2 1/8	1.5	03444009
Twix	5 7/8	2	2	04002305
Oreo Vend Pack	6	2 1/4	1.8	019320015465



# THE 7<sup>TH</sup> TRAY PAYBACK CALCULATION

7th Tray Payback Calculation		
<b>A</b>	VE 7th tray list price	\$175.00
<b>B</b>	Unit sales per machine*	125
<b>C</b>	Columns per machine	40
<b>D</b>	Items sold per column (B / C)	3.15
<b>E</b>	Average Selling Price per Column	\$0.85
<b>F</b>	Average Gross Profit Per Column	\$0.40
<b>G</b>	Gross Profit per Column (F x D)	\$1.26
<b>H</b>	Columns on VE 7th Tray**	5
<b>J</b>	Gross Profit per VE 7th Tray (G x H)	\$6.30
<b>K</b>	Payback Period (A / J)	28

\*Industry Figures provided between Service Calls on a typical snack machine.

If machine is serviced once a week, then Payback Period in the above example is 28 weeks. If machine is serviced more often, then the Payback Period will be less.

\*\*VE 7<sup>th</sup> Tray can have up to 7 columns.

