



P.O. Box 12135, Costa Mesa, CA 92627 Phone: 800.553.8814 Fax: 877.577.5677

150 ct. Single Serve Dispenser

Single Serve Dispensers are great! They can be used at any location where a vending machine may not be practical, such as; near a register with little counter space OR you may wish to place them on top of your machine for free samples.

Single Serve Dispensers arrive flat. Fold along pre-creased lines. Make sure bottom flaps are folded into each other so important information is displayed (see images below). Once filled, front sliding flap can be closed and tucked under small notch to secure product in place. Open sliding flap to display product.

Each Single Serve Dispenser holds 150 Buzz Bites and has a UPC barcode on the back for retail scanning.



Contact Vroom Foods at 949-515-1616 to order your Single Serve Dispenser. Cost is \$1.00 per dispenser, with a minimum of 10 dispensers. Shipping is a flat rate of \$10.00.

Retail Pricing Scenarios

Below is a graph showing various pricing structures. A distributor margin of 25% is considered very good. Some retailers are happy with a 30% margin while others will require a 50% margin for counter items. We recommend scenario #2.

Your Cost Per Filled Dispenser (filled from your own bulk supply at .15/chew x 150 chews = \$22.50)

Sales Pricing Scenarios	1	2	3	4	5	6
Retail Price (150 chews @ .50 ea)	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Retailer Margin	60%	50%	40%	30%	20%	10%
Distributor Price to Retailer	\$30.00	\$37.50	\$45.00	\$52.50	\$60.00	\$67.50
Retailer Price per Chew	\$0.20	\$0.25	\$0.30	\$0.35	\$0.40	\$0.45
Distributor Profit per Dispenser*	\$7.50	\$15.00	\$22.50	\$30.00	\$37.50	\$45.00
Distributor Margin	25%	40%	50%	57%	63%	67%
Your Cost to Fill (@ .15 per chew)	\$22.50	\$22.50	\$22.50	\$22.50	\$22.50	\$22.50

*does not include cost of dispenser or shipping/handling