A.R.T. Vending, Lafayette, LA



The Situation:

Ricky Tenney, an independent vending operator in Southern Louisiana, started his own vending operation in 2014. He purchased one vending account with 5 machines and A.R.T. Vending was born. Ricky learned the business and within a few years' time he grew the business to 50 locations.

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and the	-							_			
	Machines (2)						T. No. Owner	-		man (W)	ı
Desc (19		ter	Co.							Prostry 1	
Asset 10		poster	rtea	Table	Cost Pleasant Cos			dian Test (
(A)465		Unwenter	Premiers Half	04 500 P(P)	\$0.00	90.08	10.8	500.04	\$490,00	96,002	
MEDO		Declaration Control	Delifer	Crone 1682	\$1.00	63.30	10.00	502.48	\$86.40	985.2	
142908		Granesile	Creek Bide Loange	AF MOT (Indian)	80.10	80.00	80.80	60.08	80.00	63,180.0	
SHIER		OLENA		ON 1961 COVE	\$5.10	85.00	86.70	NUL IN	8100.20	305.8	
LAMBER.		No. Design		Verse 700 KONS	\$0.00	81.10	10.00	10.73	163,60	106.1	
18882	VEREBREID (MYN)	Scinosite:	Creek Schrünzige	Verill (75 KHZ)	\$0.00	M1.08	10.00	NGC-49	100.00	x60.2	
LAETSE		Gream Househile		AFEE.	90.00	95.00	60.60	635.26	663.70	950.0	
CARDOS		Oromessi.		DR 5800 7UF	\$5.00	80.08	627.75	8236.28	8696.79	85,485.4	
LARSON	VERSION (PVC)	Unwante	green race	OR SHIELD PERSON	\$1.00	80.08	500.00	80.73	5005.00	88.479.4	
LORSING	10000000 (454)	Semente	Library Lot No	OF BRIDE PERSON	81.00	85.08	89.70	509.73	8855.00	\$63,000.00	
DESCRIPTION	12861210 (400)	Unembr	One real	MAKES MINE	90.00	80.00	96.75	6031.48	1001.40	85,167,8	
146258	201298	Name		DN 5800 7uP	95.00	ML08	101.35	N102.86	1663.16	96.001.2	
120200	20019	Groment.		495 5509	90.00	30.00	10.00	10.85	1050.15	11,217,2	
MATER.	40%	Housek		AF Studie 3 St.	\$0.00	90.00	10.70	50.58	\$605.00	51,101,2	
100007	20004	Non-Xoro		DA SALE PURE.	90.00	95.00	80.00	96.18	636.20	605.3	
LINE SHEE	VERSENA NAVO	Unerstr	Surest Fall	ON SHEE PLPE	91.00	80.08	96.70	BELIEF.	5030,70	83,395.2	
100179	100000000000000000000000000000000000000	tenenty	Redwood York	Years on Nation	80.00	20.00	80.00	100.43	8185.00	81,000.0	
152965	20066	Oction		ON SOCIETY PERSON	\$5.00	83,38	10.00	10.04	881.60	81,053	
152206	20204	Chica		AF LOX 2 MED	10.00	10.00	10.00	96.25	813.25	100.2	
124901	20403	Theren Demokra Romania		ROOM CINE	95.07	10.00	10.00	NO.40	MELIZ	N040.3	
LEELE	17078.04	Onetran Joseph		E1 770.0767	80.00	20.00	9572	10.00	H5.20	XXLX	



THE CHALLENGE

Even with 50 locations Ricky continued to operate the business on his own. Ricky ran a very manual operation in terms of tracking sales and inventory. This resulted in several inefficiencies, such as bringing back large amounts of product, product spoilage, and overall time it took to pack inventory and service accounts. He knew he was in need of one central system to manage his sales, inventory, and service schedules to run a more efficient operation and continue to grow.



th KEY BENEFITS

- · Major time savings
- · Eliminated waste from spoilage
- · Improved customer service
- · Provided the ability to manage the business from anywhere



SOLUTION 2

- Inventory Tracking in Seed Cashless+ (SCP) allows Ricky to utilize machine level data for analyzing his product performance by machine. This ensures he is preparing the right amount of product in advance, as well as enabling him to know which accounts require service on any given day. Resulting in stocked machines, and reduced spoilage across his locations.
- Machine Alerts send notifications to Ricky whenever his machines have a problem, whether that be a bill jam, service issue or low activity. This ensures Ricky's machines aren't down for prolonged periods, saving him time and money.
- **Enhanced Sales Reporting** gives A.R.T. visibility into what items are selling quickly and which ones aren't, giving Ricky the power to quickly merchandise his machines with his top sellers.
- Cashless Readers enable machine data to flow back to SCP, but they also allow A.R.T.'s customers to pay the way they want to pay. Already a firm believer in being 100% cashless across his machines, this feature validated how valuable this truly was for the business, as 45% of A.R.T.'s sales are credit card transactions.

BEFORE

Serviced 2 accounts per day

Zero insight as to what machines needed to be serviced

No ability to track or manage inventory

Large amounts of spoilage at lower volume machines

Lack of visibility into empty machines and low product levels

I am so appreciative of the SCP Platform, it is essential for me to keep my business running."

- Ricky Tenney, owner of A.R.T. Vending

AFTER

Now servicing 4 accounts per day

Added 15 machines since implementing SCP

Ability to pre-pick products in advance of service

Services higher volume machines more frequently, no longer has empty machines

Ability to better merchandise his products

Reduced spoilage

Ability to navigate through COVID-19 impacts by having key insights into real-time data, inventory levels, and service needs at essential locations.