



AIR MACHINE OPPORTUNITIES

“The AM250 Is Designed To Make Money!”



MODEL AM250

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AM250 AIR MACHINE

Uniquely Designed:

- **Consumer Friendly & Attractive**
- **Reliable**
- **\$\$\$\$ Profitable \$\$\$\$**
- **Ultimate Security**



AM250 AR MACHINE

Increase Revenue

- Add up to \$2,000+ in annual revenue to an existing payphone location, without increasing overhead.
- 80% - 85% of air-vac revenue is generated by the AIR sales.
- AIR sales increase location **\$\$PROFITS\$\$.**
- Government mandated sensors in new vehicles, warn drivers when tires are under inflated, increasing the demand for air machines.
- C-Stores are trending toward pay air.
- AIR revenue is CASH in the bank.
- Easier to install & operate than payphones.

WHERE ARE THE BEST LOCATIONS? ➡

AM250 AIR MACHINE

Location! Location! Location!

C-Stores * & Gas Stations

Truck Stops

Car Washes

Grocery Store Gas Stations

Marinas & Water Recreation Areas

(inner tube inflation)

* Consider C-Stores located near apartment complexes, or in areas where store customers drive older model vehicles.

ANALYZING C-STORES

*The average C-Store pumps 250K gallons of gas/month.
Every 50K to 100K gallons of fuel per month represents
\$150-\$250 in monthly air sales revenue.*

- **Identify promising locations on your payphone route.**
- **Look for other locations or new construction.**
- **Existing air machine locations are often poorly serviced by the current provider, or a nuisance for the location owner to operate.**

HOW DO YOU SELL THE LOCATION OWNER? 

AM250 AIR MACHINE

Selling the Location

Educate the location owner or manager:

- **80% - 85% of air-vac revenue is generated by air sales.**
- **90% of air-vac service is caused by the vacuum.**
- **A reliable & vandal resistant air machine delivers uninterrupted service and increases revenue.**
- **Air machines attract new customers and provide an opportunity for additional store sales.**
- **Offer the location a single solution for payphone, air or an ATM.**
- **The store owner makes no investment.**
- **Vehicle air sensors and interest in fuel economy are increasing the demand for air.**
- **Superior service and reliable equipment guarantee no down time and more revenue.**

AIR VERSUS AIR-VAC OR AIR-WATER? 

AM250 AIR MACHINE

Air, Air-Vac or Air-Water?

- Vacs generate 10% - 15% of the air-vac revenue.
- 90% of air-vac service is caused by the vacuum.
- When the vac is down, the machine is not generating air sales.
- Technicians can service twice as many air machines as air-vacs in the same amount of time.
- Vac service is time consuming and unsanitary.
- Customers often do not realize the air machine is part of the air-vac unit and valuable air revenue is lost.
- Air-water machines require running a water line, and may experience problems with freezing pipes during the winter months.

IT'S TIME TO NEGOTIATE WITH THE LOCATION
OWNER. 

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Negotiating with a Location

- Location commission is typically up to 50%.
- Signing bonuses are rare.
- Electricity is provided by the location.
- Installation charges are negotiable.
- Commission can be net of service calls.
- Air typically sells for .50 - .75 for 3 to 4 minutes.
- Commission can be paid monthly or quarterly.

Vending Example:

- 50/50 revenue split, less service calls
- Electricity provided by the location

ONCE YOU HAVE A LOCATION,

***WHY CHOOSE THE AM250 FROM
NORTH ATLANTIC? ➡***

AM250 AIR MACHINE

FEATURES

- **Stainless Steel Cabinet**
- **Cold Rolled Steel Base**
- **High Visibility Decals & User Instructions**
- **Attractive & Stylish**
- **Programmable Time & Fee Switch**
- **Highest Quality Components**
- **Steel Braided Hose**
- **Tire Gauge Included On Hose**
- **Interior Mounting Bolts Prevent Public Access**
- **More Secure Than Pedestal Type Units**
- **Double Locking Bars Secure Door**
- **High Security Locks**
- **Compressor Works For Semi Truck Tires**
- **Concrete Pad Installation (like a payphone pedestal)**
- **Slug Proof Coin Mechanism**

OPTIONS

- **Coin Counter**
- **3 Horsepower Motor (delivers twice the speed)**
- **Accepts Protel™ Remote Monitor Controller**

TURN THE PAGE FOR SPECIFICATIONS 

AM250 AIR MACHINE

SPECIFICATIONS

- 110 Volt Power Requirement
- 1.5 Horsepower Motor
- 125 Pound psi (pounds per square inch) Pressure
- Hose Rated For 3,000 lbs.
- 25' Steel Braided Hose
- Coin Box Capacity \$400.00
- Stainless Steel:
 - Cabinet – 16 Gauge*
 - Door – 14 Gauge*
- Cold Rolled Steel Base:
 - Wrap – 14 Gauge*
 - Base – 7 Gauge*
- Dimensions:
 - 43" High x 19-7/8" Wide x 11-7/8" Deep
- Weight: 122 Pounds
- One Year Warranty

**FOR MORE INFORMATION
CONTACT OUR SALES TEAM**