

CHOOSING THE RIGHT COFFEE EQUIPMENT FOR YOUR BUSINESS



2020 COFFEE EQUIPMENT BUYERS GUIDE

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CHOOSING THE BEST EQUIPMENT FOR YOUR BUSINESS INVOLVES CONSIDERING MANY FACTORS:

COFFEE ROASTERS

***SIZE *HEAT SOURCE *FEATURES *LOCATION**

SIZE:

SIZE OF ROASTER CAN DEPEND ON SEVERAL FACTORS:

- + **HOW MUCH COFFEE DO YOU CURRENTLY USE AND SELL A WEEK?**
- + **HOW MUCH WOULD YOU LIKE TO GROW THE BUSINESS OVER THE NEXT 1-2 YEARS?**
- + **HOW MUCH PHYSICAL SPACE DO YOU HAVE FOR A ROASTER (FOOTPRINT)?**
- + **HOW BIG IS YOUR BUDGET FOR A ROASTER?**
- + **HOW MANY HOURS DO YOU WANT TO ROAST A WEEK?**



**DON'T GO
TOO SMALL**

**DON'T GO
TOO BIG**



SIZE:

STRIKING THE RIGHT BALANCE IN SIZE, BUDGET & TIME

NOBODY WANTS TO SPEND ALL DAY DOING A TASK THEY CAN ACHIEVE IN AN HOUR. TIME IS MONEY. BUT ON THE OTHER HAND NO ONE WANTS TO SPEND ALL THEIR MONEY TO SAVE AN HOUR.

SO BALANCE THE CAPITAL YOU CAN INVEST IN A REASONABLY SIZED ROASTER THAT YOU CAN GET A FULL RETURN WITHIN A YEAR OR TWO.

FOR EXAMPLE:

If you can buy a 3lb. roaster for say \$6500 or a 5-6lb. roaster for under \$7500 you can save 50% of your time roasting and use that extra time to profit in other ways. Plus you have room to grow over the next year or two. And if you grow faster what's wrong in paying off your first roaster and buying a second larger roaster? It's wise as your business grows to have the insurance of two roasters. If one goes down for a day or two you can handle it. Plus the smaller roaster can be used for speciality batches like Fine Geisha's or other small batch specialty coffees.

DON'T BUY TOO BIG!

On the other hand if you buy a large roaster to start off with generally you cannot consistently do smaller batches or sample roasting.



THE BC-5MD

The BC-5 Double Wall Drum Roaster strikes a great balance as The BC-5 can do from 8oz to 5lb and up to 5 roasts per hour.

NEED TO START BIGGER?

THE SEDONA ELITE 3200 DWS

The Sedona Elite 3200DWS can do roasts of 17oz. up to 7lb. And gas models can do 5 roasts per hour!



HEAT SOURCE:

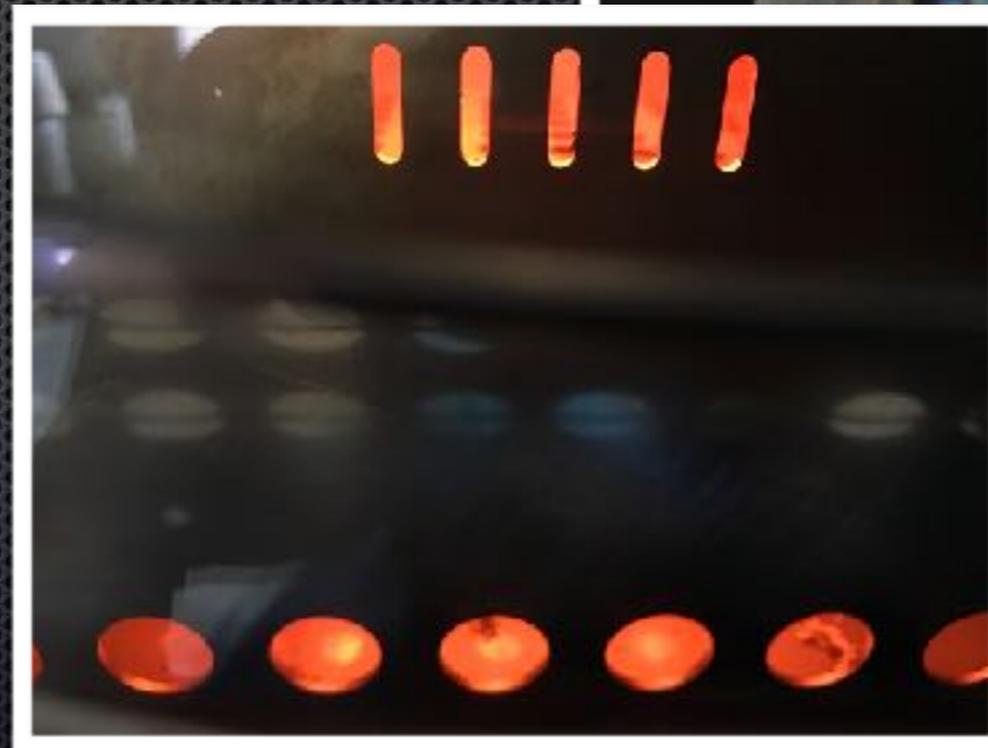
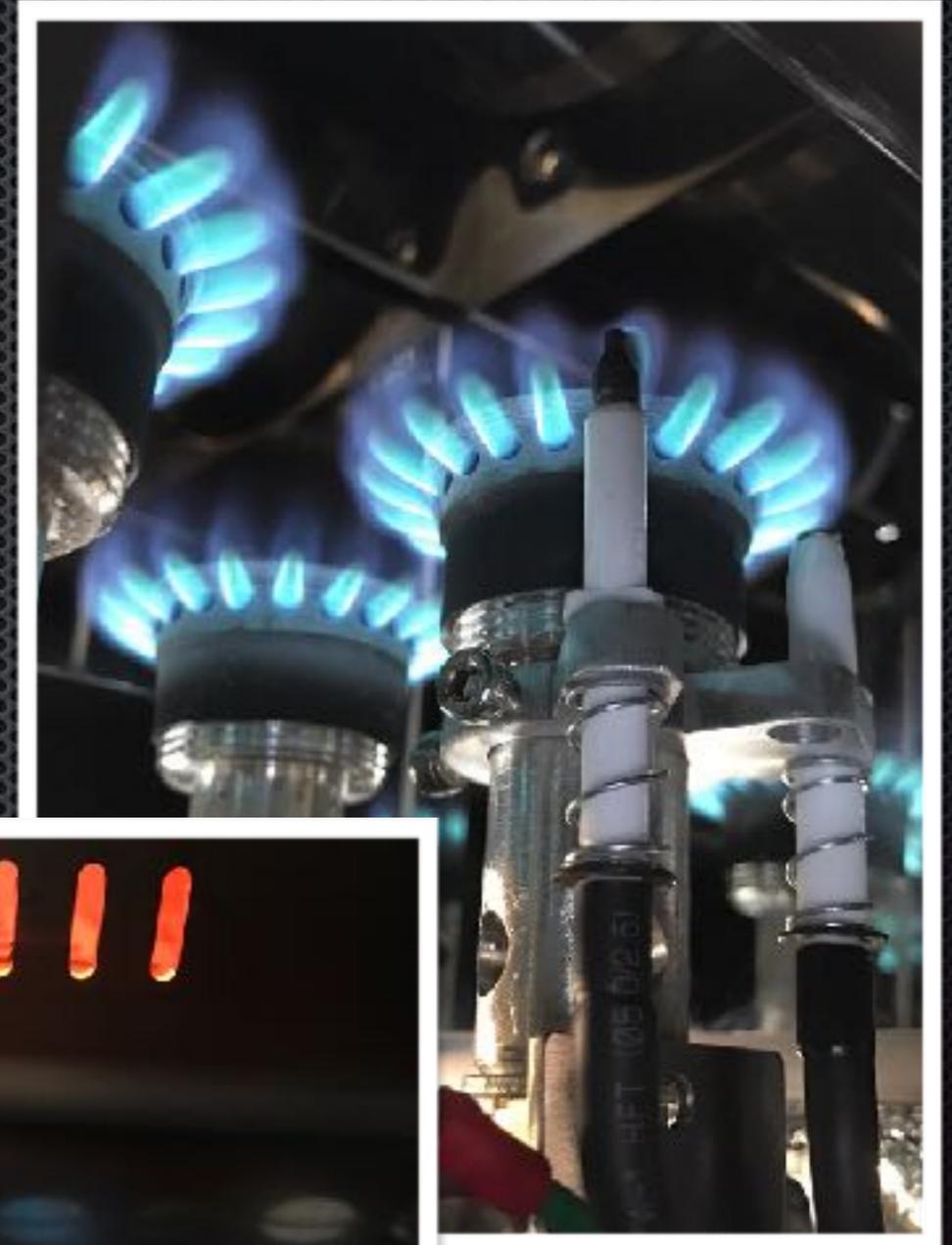
Next you must decide the best heat source for you.

THAT MAY BE DETERMINED BY LOCATION:

IF YOUR FACILITY HAS NATURAL GAS PIPED INTO BUILDING THIS WILL BE YOUR MOST EFFICIENT HEAT SOURCE.

IF NOT THE LPG (LIQUID PROPANE GAS) WOULD BE A GREAT CHOICE AS IT PRODUCES THE MOST PRODUCTIVE OF ALL FUELS. IF YOU CANNOT HAVE GAS THEN THE ONLY OPTION LEFT IS AN ALL ELECTRIC MODEL. THE GOOD NEWS IS WE OFFER ONE OF THE WIDEST SELECTIONS IN ALL ELECTRIC MODELS ON THE MARKET. BUT IF YOU GO ALL ELECTRIC YOU WILL NEED A DEDICATED 220V LINE WITH A BREAKER BETWEEN 30 TO 60A.

(WE GENERALLY ONLY RECOMMEND ALL-ELECTRIC TO CLIENTS THAT CANNOT USE GAS)



FEATURES

CHOICE IN FEATURES SHOULD INCLUDE ALL YOUR NEEDS AND
MAYBE SOME WANTS

THE GOOD NEWS IS:

MOST OUR ROASTERS COME STANDARD WITH
ALL THE FEATURES THE OTHER COMPANIES
CHARGE AT PREMIUM ADD-ON PRICES

THE BASICS:

HERE ARE SOME THINGS WE CALL BASICS THAT
THE OTHER COMPANIES CHARGE EXTRA FOR:

- * STAINLESS STEEL HOPPERS & COOLING TRAYS
- * LAMPS TO VIEW ROAST
- * VARIABLE SPEED DRUMS+
- * PRECISE AIRFLOW CONTROL
- * COMPUTER PROFILING
- * CRATED AT NO EXTRA COST AND READY TO SHIP
- * MUCH MORE!

WANTS:

WANTS MAY INCLUDE EXTRA COLOR OR COSMETIC
FEATURES. THIS MAY ESPECIALLY BE THE CASE IF
YOU ARE PUTTING YOUR ROASTER IN A COFFEE SHOP.
IN THAT CASE OUR ROASTERS HAVE "THE LOOKS!"



LOCATION:

As already highlighted the location where you setup roaster may determine the size and footprint as well as heating source.

**THE GOOD NEWS IS WE HAVE
ALL DIFFERENT SIZES TO
CHOOSE FROM:**



**ROASTERS THAT ROAST
FROM 4OZ TO OVER
70LB. PER ROAST**

OUR MODELS



BC SERIES

YOUR CHOICE OF SINGLE OR DOUBLE WALL STAINLESS STEEL DRUM

- **NG, LPG in all sizes & ELECTRIC in 2 models**
- **Complete control of heat, airflow & Drum speed on most models**
- **Stainless steel Hoppers & Cooling Trays**
- **Lamps on most models**
- **Viewing windows for burners and drum**
- **Trier Spoon to monitor roasts**
- **all models have computer profiling**
- **SIZED FROM 1lb. to 70lb.**



SEDONA ELITE

- **CARBON STEEL DRUM**
Some models have double wall drums
- **NG, LPG models (some electric Models)**
- **Complete control of heat, Precise airflow & Drum speed on most models**
- **Stainless steel Hoppers & Cooling Trays**
- **Lamps on many models**
- **Viewing windows for burners and drum**
- **Trier Spoon to monitor roasts**
- **all models have computer profiling**
- **SIZED from 200G to 15KG**

CHOICES IN THE BC SERIES

CURRENT 2020 LINEUP:

(ALL BC ROASTERS OFFER COMPUTER PROFILING PLUS
PRECISE AIRFLOW CONTROL WITH THE MDDS SYSTEM)

- ✦ *BC-1MD (IN GAS MODELS ONLY) ROAST 4OZ TO 1LB PER ROASTS. UP TO 5 ROASTS PER HOUR
SINGLE SPEED DRUM. NO LAMP
- ✦ *BC-2MD (GAS MODELS ONLY) 4OZ TO 2LB PER ROAST 4-5 ROASTS PER HOUR. VARIABLE SPEED DRUM. NO LAMP
- ✦ *BC-3MD CHOICE OF SINGLE OR DOUBLE WALL DRUM (GAS OR ELECTRIC*) FROM 8OZ TO 3LB. 4-5 ROASTS PER HOUR IN GAS MODELS. VARIABLE SPEED DRUM. LAMP STANDARD.
- ✦ *BC-5MD CHOICE OF SINGLE OR DOUBLE WALL DRUM (GAS OR ELECTRIC*) 16 OZ. TO 5-6 LB. IN GAS MODEL. 4.4LB. IN ELECTRIC MODEL 4-5 ROASTS PER HOUR IN GAS MODELS. ALL THE BC FEATURES. BEST SELLER!
- ✦ *BC-8 FLOOR STANDING MODEL
CHOICE OF SINGLE OR DOUBLE WALL DRUM
(GAS ONLY) 2LB TO 8 LB. 5 ROASTS PER HOUR ON LPG. ALL FEATURES PLUS MDDS AIRFLOW! LOCKING WHEELS.
- ✦ *BC-15 FLOOR MODEL
CHOICE OF SINGLE OR DOUBLE WALL DRUM
(GAS ONLY) 3LB TO 15 LB UP TO 5 ROASTS PER HOUR. ALL FEATURES INCLUDING MDDS AIRFLOW SYSTEM
- ✦ *BC-25 FLOOR MODEL
CHOICE OF SINGLE OR DOUBLE WALL DRUM
(GAS ONLY) 4LB TO 25 LB. 4-5 ROASTS PER HOUR. ALL BC FEATURES INCLUDING MDDS AIRFLOW SYSTEM
- ✦ *ASK ABOUT THE NEW BC-35 OR LARGER BC-70!
- ✦ (*ELECTRIC MODELS ONLY ROAST 3.5-4 ROASTS PER HOUR)



SEDONA ELITE

SEDONA ELITE MODELS IN 7 SIZES

SEDONA SAMPLER

- + BEST FOR HOME OR A SAMPLE ROASTER FOR THE BIGGER MODELS

SEDONA 300 SAMPLER

- + GREAT FOR HOME OR SAMPLE ROASTING. DOES 3.5OZ TO 3/4LB.

SEDONA ELITE 700

- + ONE OF OUR MOST FEATURE FILLED ROASTERS!
- + CARBON STEEL DRUM*PRECISE AIRFLOW CONTROL
- + *STAINLESS STEEL HOPPER AND COOLING TRAY WITH MIXING ARMS
- + *COMPLETE ET &BT PROFILING
- + *VIEWING WINDOW AND TRIER SPOON
- + *LAMP *IN LPG OR NG

SEDONA ELITE 1500

- + ROASTS UP TO 4.4 LB. PER ROAST
- + DOUBLE WALL CARBON STEEL DRUM

SEDONA ELITE 3200 DW & DWS-

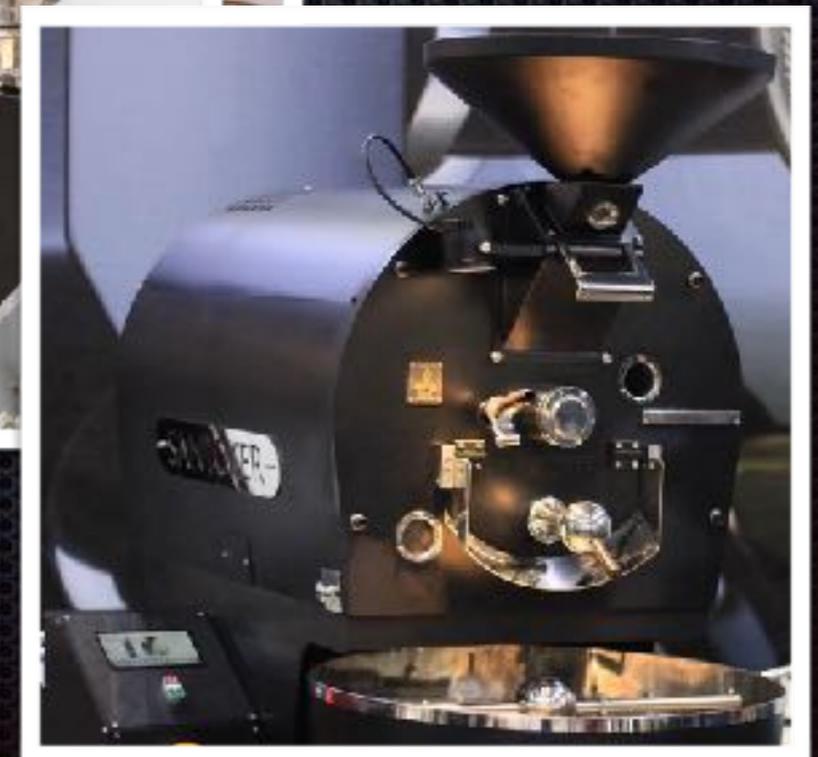
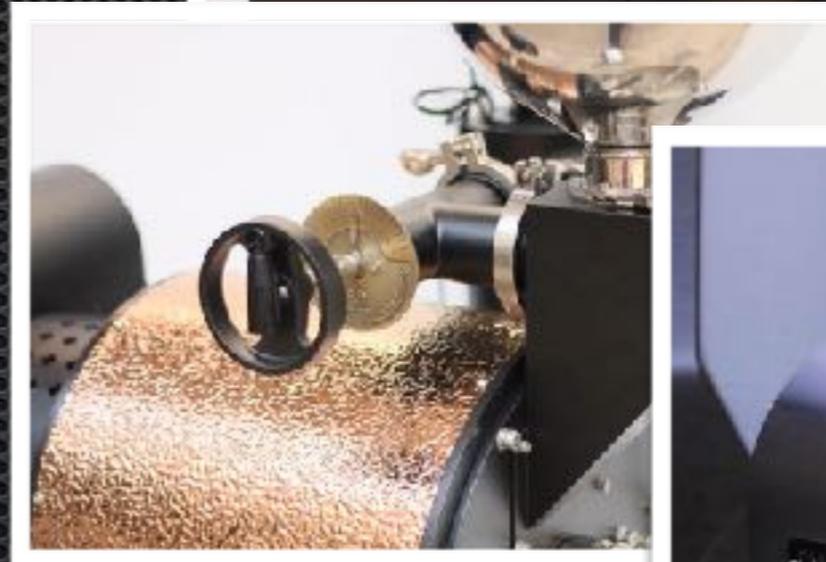
- + ONE OF OUR BEST SELLING 7 LB. ROASTERS NOW COMPLETELY REDESIGNED FOR EASY CARE AND MAINTENANCE AND NOW WITH A DOUBLE WALL!
- + NEW ELECTRIC MODEL

SEDONA ELITE 6000

- + IN CHOICE OF MANUAL OR AUTO WITH BUILT IN PROGRAM
- + ROASTS UP TO 15 LB. PER BATCH
- + DOUBLE WALL CARBON STEEL DRUM

UPDATED SEDONA ELITE 15,000

- + IN MANUAL OR AUTO
- + DOUBLE WALL CARBON STEEL DRUM
- + ROASTS UP TO 30LB. PER ROAST
- + AUTO ROASTER WITH MANUAL OVERRIDE



COMPARISON CHART

SAMPLE ROASTERS:

SAMPLE ROASTERS GENERALLY ROAST 4OZ TO 1 OR 2 LB. THEY ARE GREAT FOR SMALL BATCH COFFEES AND PROFILING FOR BIGGER ROASTERS

BC 1 SAMPLE ROASTER

GREAT FOR HOME ROASTERS OR SAMPLE ROASTERS IN SHOP
ROASTS FROM 4 OZ TO 1LB. HAS PROFILING FOR BT ONLY BUT
AN OPTIONAL PHIDGET KIT CAN BE ADDED FOR UP TO 4
TEMPERATURE CONTROLS

BC 2

GREAT FOR HOME ROASTERS OR SMALL SHOPS
ROASTS FROM 4 OZ TO 2LB. HAS PROFILING FOR BT & ET WITH
DRUM SPEED CONTROL

SEDONA SAMPLER

GREAT FOR HOME ROASTERS OR A SAMPLE ROASTER FOR A BIG
MACHINE. WILL ROAST UP TO 7OZ OR 200G CARBON STEEL DRUM
& CLASSY DESIGN

SEDONA ELITE 700

GREAT FOR HOME ROASTERS OR SMALL SHOPS
ROASTS FROM 4 OZ TO 1.5LB. HAS PROFILING FOR BT & ET WITH
DRUM SPEED CONTROL, LAMP, MIXING ARMS, CARBON STEEL
DRUM & CLASSY DESIGN



COMPARISON CHART

2-3.5 POUND ROASTERS

A GREAT STARTING POINT FOR COFFEE SHOPS AND SMALL INTERNET STARTUP ROASTERS

BC 2MD

GREAT FOR HOME ROASTERS OR SMALL SHOPS
ROASTS FROM 4 OZ TO 2LB. HAS PROFILING FOR BT & ET WITH DRUM SPEED CONTROL. WHILE GREAT AS A SAMPLE ROASTER IT CAN STILL PUT OUT UP TO 10 LBS OF COFFEE AND HOUR
NEW MDDS PRECISE AIRFLOW CONTROL!



BC 3.5 SW OR DW

FOR 2019 WE HAVE ADDED YOUR CHOICE OF SINGLE OR DOUBLE WALL DRUM!

ROASTS FROM 8OZ TO 3.5LB AND UP TO 5 ROASTS PER HOUR.
HAS ALL THE FEATURES OF THE BIGGER MODELS. WITH NEW MDDS AIR FLOW CONTROL RATHER THAN STEEPLES FAN SPEED.
HAS PROFILING FOR BT & ET WITH DRUM SPEED CONTROL. HAS LAMP AND OTHER FEATURES. ROASTS UP TO 12-15 LB. PER HOUR



COMPARISON CHART

4-6 POUND ROASTERS BC 5 SW OR DW GOLD STANDARD

OUR #1 SELLING ROASTER!

NOW WITH CHOICE OF SINGLE OR DOUBLE WALL DRUM!

BEST PRICE AND FEATURE SET IN INTS CLASS AND A REAL PRODUCTION UNIT!

ROASTS FROM 16OZ TO 5LB AND UP TO 5 ROASTS PER HOUR IN GAS MODEL. HAS ALL THE FEATURES OF THE BIGGER MODELS. USES THE NEW MDDS AIRFLOW SYSTEM. HAS PROFILING FOR BT & ET WITH DRUM SPEED CONTROL. HAS LAMP AND OTHER FEATURES.

ROASTS UP TO 25LB PER HOUR



SEDONA ELITE 2000

A SHOWROOM MODEL FOR ANY COFFEE SHOP! ROASTS BETWEEN 16OZ AND 4.4LB AND HAS DOUBLE WALL CARBON STEEL DRUM, IF YOU NEED PRECISE AIRFLOW THIS IS YOUR MACHINE! HAS ALL THE FEATURES OF THE OTHER MODELS IN CHOICE OF 3 BODY COLOR OPTIONS

COMPARISON CHART

7-8 POUND ROASTERS

WE HAVE 3 UNITS IN THE 7-8 LB. RANGE
ALL GAS BUT ONE OFFERS ELECTRIC

BC 8 SW (SINGLE) OR DW
(DOUBLE) WALL MODEL
ROASTS FROM 2 LB TO 8 LB.
SERIOUS ROASTING WITH 12
BURNERS AND MDDS AIRFLOW
PLUS ALL OTHER FEATURES
INCLUDING VIEWING LAMP
MOST PRODUCTIVE & BEST SELLER!

SEDONA 3200 DW & DWS

DOUBLE WALL CARBON STEEL MODEL ROASTS FROM 17OZ TO
7LB. SERIOUS ROASTING PER WITH ALL THE FEATURES OF ANY
MODEL

WE CARRY LARGER MODELS IN BOTH BRANDS
Ask about our BC-15, BC-25, BC-35 & BC-70!
And the Sedona 6000 & 15000!



OTHER COMMERCIAL COFFEE EQUIPMENT

We sell Industrial Coffee Grinders, Single Serve K2.0 Style Cup Makers & Smoke Suppression Systems

CONTACT OUR SALES REPS FOR THE BEST OFFERS!



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MOST COMMON QUESTIONS

Q- WE OWN A COFFEE SHOP BUT HAVE NEVER ROASTED COFFEE. IS IT HARD TO LEARN TO ROAST?

A- Not at all. Most people learn to roast good coffee in just a few tries. Within a week they are roasting better coffee than they likely sold in shop. And because it's an art it will just keep getting better and better!

Q- WHAT IS INVOLVED IN SETTING UP A ROASTER?

A- Setting up a roaster in your home, shop or warehouse involves the proper electrical and exhaust setup. All our roasters are 220V power 50/60Hz so will work any place in the world. Here in North America we commonly use 110V and 220V. If you buy an all electric model you will need a dedicated 220V line and likely a breaker with 30 to 60A depending on the size of the all electric roaster as some reach nearly 10,000 watts. But all our gas models up to 25 lb. we supply a free voltage converter to run on any 110V line.

In regard to setting up exhausts it is very similar to hooking up a wood burning stove or pellet stove. Properly sealed pipe venting that can handle high heat is best. It can be done DIY as we provide details in manuals and videos or you can hire a qualified installer. For natural gas roasters you must use a certified natural gas technician as natural gas can be very dangerous if not properly installed.

Q- WHAT CERTIFICATIONS DO I NEED TO SETUP A ROASTER IN MY CITY OR STATE

A- Because every county can have it's own standards we cannot possibly know the rules of 1000's of city or county laws. You can research this in your own local government. But as a general rule of thumb: Most counties allow a roaster to be certified in their locality as long as roaster is under 10-15Kg (22-33lb) Any size above that may require a smoke suppression system such as one of our smoke filters or an afterburner. We will provide details and schematics in our manuals as well as certifications and have never had any state refuse to allow a roaster in a business in the USA. In Canada you will need CSA approval in a business but this can be done on a one by one basis with your roaster.

Q- WHAT ABOUT GENERAL MAINTENANCE & CARE OF EQUIPMENT?

A- We provide manuals and videos showing proper maintenance. General cleaning and maintenance are easy but you cannot avoid doing it on a regular basis. Proper care is the life of your equipment. If you take proper care of your equipment it will last for years and years.

MOST COMMON QUESTIONS (continued)

Q- WHERE CAN I GET SUPPLIERS OF RAW COFFEE?

A- We have Great Raw Green Coffees at our web-store at <https://bcgreencoffee.com> plus for larger quantities we have relationships with many raw coffee providers as well as people that work directly with the coffee farms. You can get some details on our website or request a raw green coffee supplier guide from us.

Q- HOW TO I BAG, LABEL AND SELL COFFEE?

A- We have videos online that show you affordable ways to buy high quality bags, label them at low cost and seal and sell your coffee. We also offer equipment to make fresh roasted coffee into single serving cups and pods for one cup makers and espresso machines. There is also a new brewer on the market we think may become very popular that allows clients to buy fresh roasted whole beans locally from vendors like you straight from an app to keep their coffee brewer full. We also provide education on growing your business.

Q- WHAT IS THE WARRANTY ON YOUR EQUIPMENT?

A- We provide full USA and North American warranties as well as international warranties on all our new sales. Because these units are mostly made with 'plug and play' parts it is very easy to diagnose a problem and then we send you parts priority shipping and instruction to get your unit up and running quickly.

Q- WHAT ABOUT AFTER THE WARRANTY?

A- We offer our 10 year parts guarantee. This means we promise to keep in stock the parts you might need for at least 10 years after the sale of your machine so you will always have your machine up and running. This applies to BC ROASTERS as well as Canyon Grinders and AZ ONE CUP or FILL-AND-SEAL equipment

GOT MORE QUESTIONS?

We are only a call or email away. We want you to be educated about our products before and after the sale.

"YOUR SUCESS IS OUR SUCCESS"

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