

# CHOOSING THE RIGHT COFFEE EQUIPMENT FOR YOUR BUSINESS



## 2018 COFFEE ROASTER 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 \$5000 or a 5-6lb. roaster for \$6000 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 generally you cannot consistently do smaller batches or sample roasting.



## The BC-5 or ORO 8

Strikes a great balance as The BC-5 can do from 8oz to 5lb and up to 5 roasts per hour & The ORO 8 it can do tiny 8 oz samples but also up to 7 or 8 lb. per roast and average of 4 roasts per hours on the gas models.



**A sample and production Roaster all in one**

### THE ORO 8

- \* **DOUBLE WALL DRUM**
- \* **PRECISE MANUAL DIAL DAMPER SYSTEM**
- \* **EFFICIENT USE OF ENERGY**

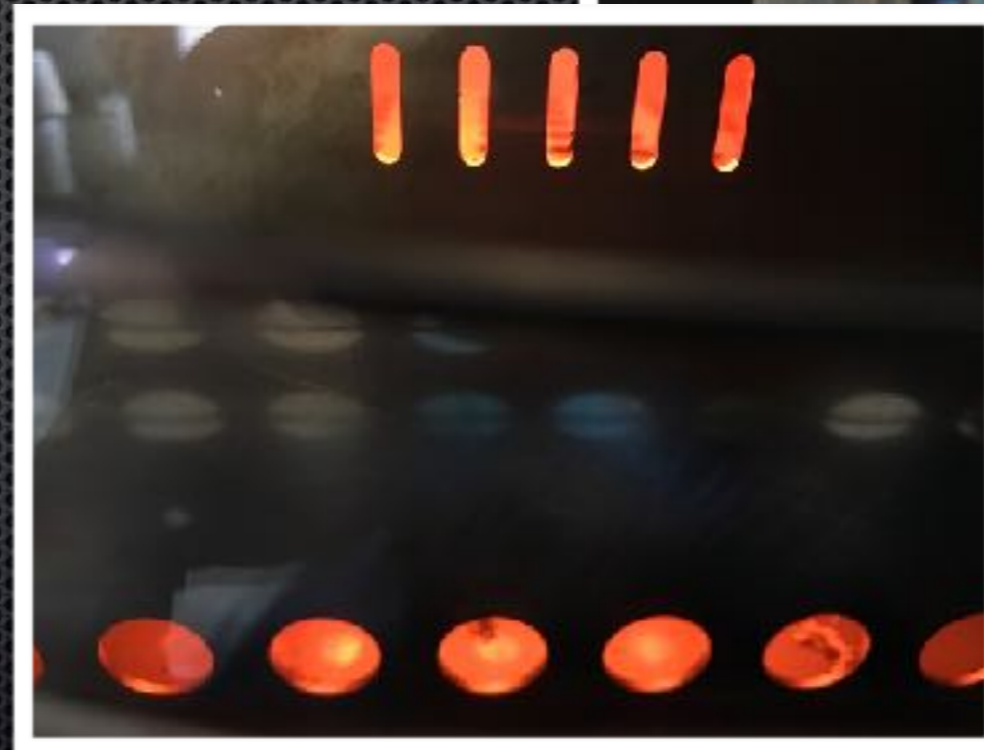
# HEAT SOURCE:

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.



# 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

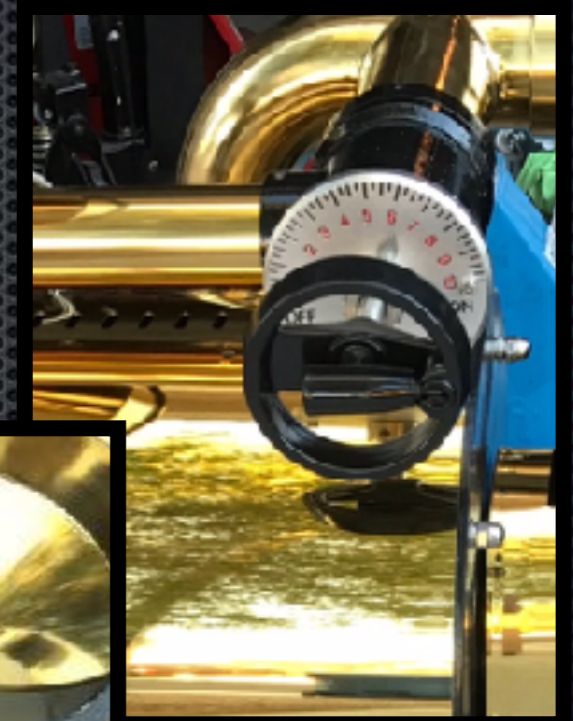
## THE BASICS:

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  
500LB.**



# OUR MODELS



## BC SERIES

**SINGLE WALL STAINLESS STEEL DRUM**  
**NG, LPG & ELECTRIC in 2 models**  
**Complete control of heat, 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**



## PHOENIX LINE

**DOUBLE WALL STAINLESS STEEL DRUM**  
**NG, LPG & ELECTRIC in 3 models**  
**Complete control of heat, Precise airflow**  
**Drum speed Optional**  
**Stainless steel Hoppers & Cooling Trays**  
**Lamps on most models**  
**Viewing windows for burners and drum**  
**Trier Spoon to monitor roasts**  
**all models except the BASIC have computer profiling**



## SEDONA ELITE

**CARBON STEEL DRUM**  
**Some models have double wall drums**  
**NG, LPG 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**

# IF YOU REALLY WANT TO GO BIG...OR FULLY AUTOMATED

## IMF COFFEE ROASTERS & COFFEE PLANTS

CHOOSE BETWEEN FULLY  
AUTOMATED OR MANUAL SHOP  
ROASTERS FROM 5KG TO 30KG

OR INDUSTRIAL ROASTERS FROM  
60KG to 500KG

ALL COME SUPPLIED WITH BUILT IN  
AFTERBURNERS TO ELIMINATE  
SMOKE

EMAIL RANDY FOR MORE DETAILS &  
BUILD TIMES OR SEE OUR WEBSITE  
FOR BROCHURES AND VIDEOS

[RANDY@BUCKEYECOFFEE.COM](mailto:RANDY@BUCKEYECOFFEE.COM)





# CHOICES IN THE BC SERIES

## CURRENT 2018 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 (GAS OR ELECTRIC) FROM 8OZ TO 3LB.  
4-5 ROASTS PER HOUR IN GAS MODELS. VARIABLE  
SPEED DRUM. LAMP STANDARD

\*BC-5MD (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-7 FLOOR STANDING MODEL  
(GAS ONLY) 2LB TO 8 LB. 4 ROASTS PER HOUR ON  
LPG. ALL FEATURES PLUS MDDS AIRFLOW!  
LOCKING WHEELS. DIRECT CONNECT CHAFF UNIT IN  
2017 MODELS

\*BC-14 FLOOR MODEL  
(GAS ONLY) 3LB TO 14 LB UP TO 4 ROASTS PER  
HOUR. ALL FEATURES INCLUDING MDDS AIRFLOW  
SYSTEM

\*BC-24 FLOOR MODEL  
(GAS ONLY) 4LB TO 24 LB. 4 ROASTS PER HOUR.  
ALL BC FEATURES INCLUDING MDDS AIRFLOW  
SYSTEM



# PHOENIX LINE

## CURRENT 2017 & NEW 2018 LINEUP:

(ALL ORO'S HAVE FUJI COMPONENTS & COMPUTER PROFILING. ONLY THE BASIC DOES NOT)



### \*PHOENIX BASIC 2.5

(GAS OR ELECTRIC)

FOR THOSE THAT WANT A SYSTEM WITHOUT COMPUTER PROFILING AND A BASIC PRICE. HAS MOST THE FEATURES OF THE ORO'S EXCEPT IN A M3 MOTOR/EXHAUST SETUP AND NO FUJI COMPONENTS OR NO OPTION FOR DRUM SPEED CONTROL

### PHOENIX PLUS IN GAS OR ELECTRIC!

THE BEST DEAL ON THE MARKET FOR A SMALL 3LB. ROASTER WITH COMPUTER PROFILING!

ASK YOUR SALES REP FOR DETAILS!

### \*ORO 2.5

(GAS OR ELECTRIC)

COMES STANDARD WITH DOUBLE WALL DRUM  
MDDS AIRFLOW SYSTEM

2017 MODELS COME IN M4 STANDARD. IF YOU PREFER M3 YOU MUST CUSTOM ORDER.  
ROASTS FROM 4OZ TO 3 LB.

### NEW 2018 ORO 4

ALL FEATURES BUILT IN INCLUDING STANDARD DRUM SPEED CONTROL, MDDS SYSTEM, HIGH OUTPUT BURNERS & MUCH MORE. ROASTS FROM 4OZ TO 4LB. PER ROAST AND UP TO 20LB PER HOUR!

BEST PRICED 4LB ROASTER ON THE MARKET!

### \*ORO 5

(GAS OR ELECTRIC)

COMES STANDARD WITH DOUBLE WALL DRUM  
MDDS AIRFLOW SYSTEM

2017 MODELS COME IN M4 STANDARD. IF YOU PREFER M3 YOU MUST CUSTOM ORDER.  
ROASTS FROM 4OZ TO 5 LB.

### \*ORO 8

(GAS OR ELECTRIC)

COMES STANDARD WITH DOUBLE WALL DRUM  
MDDS AIRFLOW SYSTEM

2017 MODELS COME IN M4 STANDARD. ROASTS FROM 8OZ TO 8 LB.

ORO'S ALSO COME IN MODELS FROM 14 TO 135LB.



\*OPTIONAL COLOR CHOICES ON THE ORO LINE

\*OPTIONAL VARIABLE SPEED DRUM \$100 ADD-ON

# SEDONA ELITE

## SEDONA ELITE MODELS IN 6 SIZES

### 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 LB. PER ROAST  
DOUBLE WALL CARBON STEEL DRUM

### SEDONA ELITE 3200 DW-

ONE OF OUR BEST SELLING 7-8 LB. ROASTERS NOW COMPLETELY REDESIGNED FOR EASY CARE AND MAINTENANCE AND NOW WITH A DOUBLE WALL!

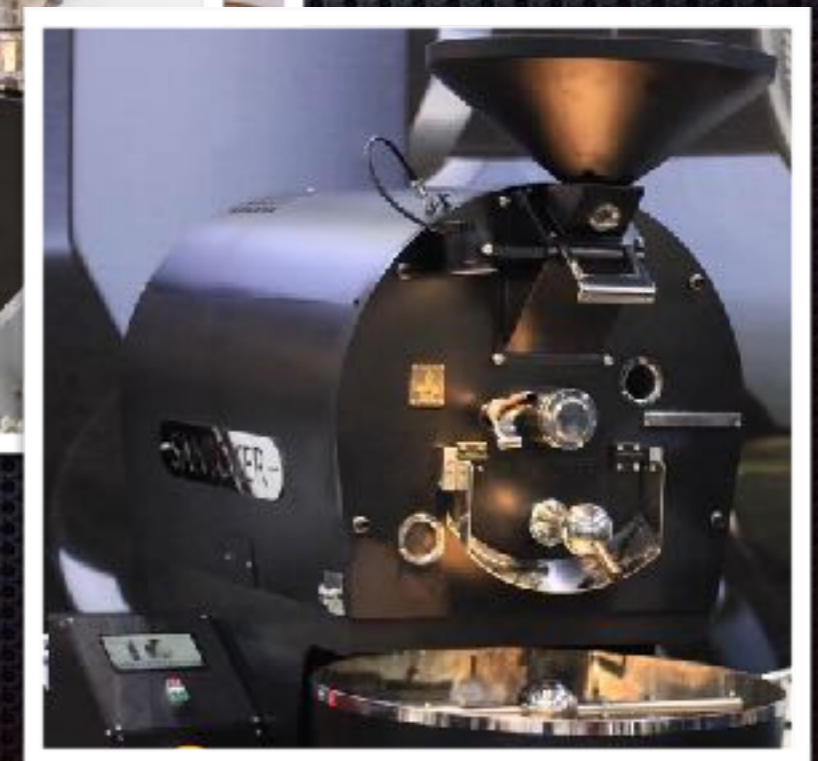
### SEDONA ELITE 6000

IN BOTH MANUAL OR AUTO WITH BUILT IN PROGRAM

ROASTS UP TO 15 LB. PER BATCH  
DOUBLE WALL CARBON STEEL DRUM

### SEDONA ELITE 12,000

DOUBLE WALL CARBON STEEL DRUM  
ROASTS UP TO 26 LB.  
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 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

### PHOENIX 2.5

THIS MODEL IS OUR BIGGEST SAMPLE ROASTER AS IT DOES 4OZ TO 3LB SO CAN BOTH COVER SAMPLES AS WELL AS ROAST 12 OR MORE POUNDS PER HOUR! THE BASIC HAS NO PROFILING BUT THE ORO MODELS HAVE BOTH ET & BT PROFILING  
OPTIONAL DRUM SPEED CONTROL ON THE 2017 LINE



# COMPARISON CHART

## 2-3 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 MD

NEW FOR 2018 WE HAVE UPGRADED THE BC-3 TO MD!  
ROASTS FROM 8OZ TO 3LB AND UP TO 4-5 ROASTS PER HOUR.  
HAS ALL THE FEATURES OF THE BIGGER MODELS. WITH NEW MDDS AIR FLOW CONTROL RATHER THAN MANUAL DIAL DAMPER.  
HAS PROFILING FOR BT & ET WITH DRUM SPEED CONTROL. HAS LAMP AND OTHER FEATURES. ROASTS UP TO 12-15 LB. PER HOUR

### PHOENIX 2.5

THIS ROASTER DOES 4OZ TO 3LB SO CAN BOTH COVER SAMPLES AS WELL AS ROAST 12 OR MORE POUNDS PER HOUR! THE BASIC HAS NO PROFILING BUT THE ORO MODELS HAVE BOTH ET & BT PROFILING  
OPTIONAL DRUM SPEED CONTROL ON THE 2017 LINE



# COMPARISON CHART

## 4-6 POUND ROASTERS

### BC 5 GOLD STANDARD

OUR #1 SELLING ROASTER! BEST PRICE AND FEATURE SET IN INTS CLASS AND A REAL PRODUCTION UNIT!

ROASTS FROM 16OZ TO 5LB AND UP TO 4-5 ROASTS PER HOUR. HAS ALL THE FEATURES OF THE BIGGER MODELS. USES ELECTRONIC AIR FLOW CONTROL RATHER THAN MANUAL DIAL DAMPER. HAS PROFILING FOR BT & ET WITH DRUM SPEED CONTROL. HAS LAMP AND OTHER FEATURES. ROASTS UP TO 25LB. PER HOUR



### ALL NEW 2018 ORO 4!

A SHOWROOM MODEL FOR ANY COFFEE SHOP! ROASTS BETWEEN 4OZ TO 4LB AND HAS DOUBLE WALL SS DRUM, PRECISE AIRFLOW, AND BUILT IN DRUM SPEED CONTROL IS STANDARD. HAS ALL THE FEATURES OF HIGH END KNOBS & HARDWARE INCREASED BURNER POWER!



### PHOENIX ORO 5

A SHOWROOM MODEL FOR ANY COFFEE SHOP! ROASTS BETWEEN 4OZ TO 5LB AND HAS DOUBLE WALL SS DRUM, IF YOU NEED PRECISE AIRFLOW THIS IS YOUR 5 POUNDER! HAS ALL THE FEATURES OF THE OTHER MODELS EXCEPT DRUM SPEED CONTROL IS AN OPTION YOU CAN ADD IN 2017 ALSO HAS STEEL 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 7

SINGLE WALL SS MODEL ROASTS FROM 2 LB TO 8 LB.  
SERIOUS ROASTING PER WITH 12 BURNERS AND MDDS AIRFLOW  
PLUS ALL OTHER FEATURES INCLUDING VIEWING LAMP  
**MOST PRODUCTIVE & BEST SELLER!**

### SEDONA 3200 DW

DOUBLE WALL CARBON STEEL MODEL ROASTS FROM 17OZ TO  
7- 8 LB. SERIOUS ROASTING PER WITH ALL THE FEATURES OF  
ANY MODEL

### ORO 8

DOUBLE WALL WALL SS MODEL ROASTS FROM 8 OZ TO 7 OR 8  
LB. CUSTOM BURNER SYSTEM AND MDDS AIRFLOW ALL OTHER  
FEATURES EXCEPT DRUM SPEED CONTROL IS OPTIONAL

WE CARRY LARGER MODELS IN ALL 3  
BRANDS



# 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 a city 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 close 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.

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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