



# CBC coffee bean COUNTERS



**Coffee Bean Counters** provides a valet service to Corporate Australia that has never before been seen. We provide a packaged solution comprising state-of-the-art automated coffee machines, quality coffee and ingredients, and an array of premium products packaged together under a Service Level Agreement that caters for your every need. It ensures you have total peace of mind while dealing with experienced professionals that understand the needs of larger businesses.

With no capital outlay and from as little as **\$0.66 per cup**, we have tailored solutions for all types of market segments including:

- ① Franchises
- ① Corporate offices
- ① Food service
- ① Retail & hospitality services
- ① Government
- ① Health care

The Directors of Coffee Bean Counters have in excess of 40 years' experience in marketing, retail and finance with a passion for delivering easy turnkey systems to enhance the client's coffee experience.

## Our Mission Statement

Our mission statement is simple... **choice, quality, service & simplicity** in everything we do!

**CHOICE...** A range of machines catering for businesses of all sizes with a diverse range of products

**QUALITY...** State of the art European equipment with a premium range of coffee beans including Rainforest Alliance & Fair Trade certified

**SERVICE...** A personalised weekly valet service to your office

**SIMPLICITY...** A single agreement with audited cup counts for cost centre reporting.

## Customer Sites

- ① Silver Star Motors
- ① Doncaster Holden
- ① Strapp Ford
- ① Smith & Nephew



*Schaerer Coffee Joy  
up to 20 staff*



*Franke Flair  
up to 60 staff*



*Schaerer Vito  
up to 90 staff*



*Franke Evolution  
90+ staff*



*Bianchi LeiSA  
up to 50 staff (vending)*

*For real coffee lovers...*

## Benefit of our Cost per Cup Solution

Benefit provided	CBC Cost per Cup	Traditional Lease	Cash Purchase
Conserves cash (by paying for use)	✓	✓	✗
State of the art coffee machines that can be upgraded to suit your business	✓	✗	✗
All coffee, tea, chocolate and related consumables included	✓	✗	✗
Weekly valet service (inc. cleaning, stock replenishment and maintenance)	✓	✗	✗
Replacement loan machines in the event of a machine break down	✓	✗	✗
Total costs of ownership reduced	✓	✗	✗
100% tax deductibility	✓	✗	✗
Simple "Plain English" Agreement with flexible options and total transparency	✓	✗	✗
Peace of mind solution <i>For real coffee lovers...</i>	✓	✗	✗

## Cost analysis for a typical corporate site

Client purchases a new Franke Flair coffee machine with CTM-21 milk fridge for \$7,790 inc. GST. Their office consists of 60 staff and they expect to keep the equipment for three years with an average utilisation of 200 cups per week over the term.

Description	CBC Cost per Cup	Traditional Lease	Cash Purchase
Machine purchase (Franke Flair & CTM-21 fridge @ \$7,790)	Nil	Nil	\$7,790
Coffee usage (212 kilograms @ \$28/kg per year)	Nil	\$17,808	\$17,808
Sugar and stirrers (@ \$635 per year)	Nil	\$1,905	\$1,905
Cleaning products (@ \$1,960 per year)	Nil	\$5,880	\$5,880
Weekly cleaning service (@ \$1,645 per year)	Nil	\$4,935	\$4,935
Annual maintenance (@ \$660 per year)	Nil	\$1,980	\$1,980
Machine breakdown service (@ \$660 per year after 1yr warranty)	Nil	\$1,320	\$1,320
Contracted payments (via applicable Agreement)	\$31,200	\$11,520	Nil
<b>TOTAL COST OF OWNERSHIP (over 3 years)</b>	<b>\$31,200</b>	<b>\$45,348</b>	<b>\$41,618</b>

### Notes:

- Figures based on total cost of ownership over 3 year useful life of equipment.
- All figures include GST on applicable products.
- Lease payments calculated as a Rental without end ownership.

For a single machine site, CBC Cost per Cup Solution represents:

- ☉ savings of **\$14,148 over 3 years** when compared against Traditional Lease, or
- ☉ savings of **\$10,418 over 3 years** when compared against Cash Purchase



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