



A proposal for our coffee

Dear members,

As you have previously heard we believe that the current coffee machine is too big for the current needs of Stress. We brew around 12,5 litres a day and throw away an estimated 3 to 5 litres of it. Coffee that stands on a hot plate turns bitter, which is a regular complaint from members. And it is set up, cleaned by hand every evening by a Board member and also requires additional attention during the day to brew a second batch. A bean-to-cup machine grinds and brews each cup on demand taking more time per cup but with a consistent taste while needing less time from the board.

Therefore we are asking for two things: your approval to **replace the Bravilor filter machine with a bean-to-cup machine**, and your decision on **which supplier we go with**.

After extensive research over the past months we have come up with a shortlist:

THE SHORTLIST

Four machines

			
Necta Kometa 100 cups/day € 2.570 to buy	JURA X4c 100 cups/day € 2.180 to buy	JURA GIGA X3c 150 cups/day € 4.240 to buy	Yunio X90 200 cups/day € 5.070 to buy
FULL MENU	BLACK COFFEE ONLY	FRESH MILK, NO COCOA	MILK OR COCOA
Milk and cocoa from powder. This is the machine JDE offers.	No milk drinks and no cocoa. The cheapest machine.	Works only with fresh milk. Cannot make cocoa.	One powder canister, so milk or cocoa, not both. The most capacity.

Purchase prices are what we would actually pay to stand the machine there: the machine itself plus the drain kit it needs (€ 75), and for the GIGA X3c the milk cooler it cannot run without (€ 300). The machines themselves are € 2.495, € 2.105, € 3.865 and € 4.995.

Of the four above, only the **Kometa** serves coffee, milk drinks and hot chocolate from powder. The Yunio X90 has a single powder canister, so it holds either milk or cocoa, not both, unless a fresh milk cooler is added alongside it.

Why we do not recommend fresh milk

A fresh milk machine needs a refrigerated unit that has to be cleaned every day and emptied before every holiday, and it becomes a hassle. Reducing the daily workload is one of the reasons we want to replace the Bravilor in the first place, so every figure in this letter is priced on powder milk. That is also what Broers supplies as standard, and it is why the Yunio X90 purchase price below does not include a milk cooler. The JURA GIGA X3c runs on fresh milk only and cannot make cocoa, which makes it the weakest fit of the four despite its capacity.

THE COST

What we would actually be paying extra

Today we spend **€ 2.291 a year** on filter coffee, for about 13.400 cups. Every figure in the table below is calculated on that **same 13.400 cups**, as we have no way of forecasting an increase in demand using beans instead of filter coffee, with no milk drinks and no cocoa. On that basis the machine is the only thing we are adding, because beans are cheaper per cup than filter coffee. The "extra" column is therefore what the machine and its servicing cost us.

We currently buy **125 kilos** of filter coffee a year to serve those 13.400 cups, because roughly a third of every batch is thrown away. A bean machine grinds per cup and wastes nothing, so it needs about **95 kilos** for the same 13.400 cups. That is why the coffee itself gets cheaper on every route, even where the beans cost more per kilo than our filter coffee does.

We have deliberately not forecast how many cappuccinos or hot chocolates members will drink, because we cannot know that until a machine is standing there. Those are products we do not sell today. As a guide, their ingredients cost roughly 13 cents per milk drink and between 22 cents per hot chocolate depending on the supplier, on top of the figures below.

The "Total cost per year" column includes the cost of owning the machine: the purchase price **spread over five years** for options we purchase outright, plus cleaning products and beans.

Route	Machine	Up front	Total Cost Per Year At Today's Consumption	Extra vs today	Per cup	Extra per cup	Who fixes it
DIY, buy online	JURA X4c	2.180	2.167	– 124	0,162	– 0,009	Us
DIY, buy online	Necta Kometa	2.570	2.245	– 46	0,168	– 0,003	Us
<i>Today, filter coffee</i>	<i>Bravilor</i>	<i>owned</i>	<i>2.291</i>	<i>baseline</i>	<i>0,171</i>	<i>baseline</i>	<i>Us</i>
DIY, buy online	JURA GIGA X3c	4.240	2.579	+ 288	0,192	+ 0,021	Us
JDE, buy no service	Necta Kometa	2.893	2.638	+ 347	0,197	+ 0,026	Us
DIY, buy online	Yunio X90	5.070	2.745	+ 454	0,205	+ 0,034	Us
JDE, favourite deal	Necta Kometa	350	2.804	+ 513	0,209	+ 0,038	JDE, all 7 years
JDE, buy + service	Necta Kometa	2.893	3.089	+ 798	0,231	+ 0,060	JDE, years 2 to 7
Aroma Club, buy	JURA X4c	2.257	3.174	+ 883	0,237	+ 0,066	Aroma Care
Aroma Club, lease	JURA X4c	250 dep.	3.486	+ 1.195	0,260	+ 0,089	Aroma Care
Aroma Club, buy	Yunio X90	4.794	3.746	+ 1.455	0,280	+ 0,109	Aroma Care
Aroma Club, lease	Yunio X90	450 dep.	4.251	+ 1.960	0,317	+ 0,146	Aroma Care
Broers Koffie, all-in	Yunio X90	275	4.483	+ 2.192	0,335	+ 0,164	Broers, preventive

Shaded rows are the option we put forward for each of the supplier options. The unshaded rows are the alternatives within that same supplier, shown so you can see what we compared them against.

How we think this should be weighed

The association is not short of cash. Paying two to five thousand euro up front is not a problem in itself, so if owning a machine is cheaper over its life then owning it is worth doing. The up-front column is a question of timing, not affordability. Renting a machine such as the JDE machine we have to keep in mind that we do not own anything after 7 years, while suppliers mention that its usual (especially for Jura machines) to have a lifespan of up to more than 15 years (with some repairs).

Second, and this weighs heavier: **members do not like carrying risk.** A machine we own is a machine we pay to repair, and that is unpredictable. The DIY figures above cover the beans and the cleaning products, nothing more. Servicing and repairs are deliberately left out of them, because we cannot say what they will be. A fund could be set up similar to the study space fund to buffer this risk.

Roughly what a repair costs, if we own the machine

Call-out **about € 70 – 150** · labour **about € 70 an hour**

A simple fault, fixed on site: **€ 150 to € 250** · a brewing unit or boiler: **several hundred euro**

Indicative rates from service companies in and around Twente, rounded. The actual bill depends on the fault, the parts and the machine. Service network is best for Jura machines, Yunio and Necta machines need to get sent to the manufacturer to get fixed if not bought through a subsidiary offering service.

THE ROUTES

Who carries the risk

DIY, we buy the machine ourselves

Terms. We buy outright and connect it ourselves, and we buy beans of our own choice (Sligro at € 17,59 per kilo, against € 20,57 through JDE and € 23,65 through Aroma). The Kometa is available online at € 2.495, roughly € 400 below JDE's own price for the same machine.

Good. The cheapest route by a clear margin. The machine is ours from the first day. No contract, no minimum bean volume, and no annual price increase.

Catch. The price above covers only cleaning and descaling products. Every repair after the twelve month warranty is ours, with no replacement machine while ours is away. A JURA specialist covers Enschede and fixes most faults on site. For the Yunio and the Necta the nearest brand service sits considerably further away.

JDE, the favourite deal

Terms. € 65 a month for seven years, covering the Kometa, the water filter and all servicing, plus a one off € 350 to start. Including a 10% discount on DE Beans.

Good. Repairs, parts, water filters and call-outs are covered for the full seven years, and JDE will move us to a larger machine if the Kometa cannot keep up with demand.

Catch. The machine is never ours, we are committed for seven years, and we have to buy JDE beans.

Broers Koffie, everything included

Terms. € 369 a month covering the Yunio X90, beans, milk, cocoa, cleaning products and filters, with preventive servicing, parts and repair within one working day, for 1.200 drinks a month. € 275 to start. There is no fixed term and it can be cancelled monthly. Milk and cocoa are included, so their configuration has to serve both.

Good. The least work of any route. Broers service the machine before it breaks rather than after, and we can walk away at a month's notice.

Catch. The most expensive. The monthly drink allowance does not carry over, so a quiet month is still charged in full, and the machine never becomes ours. Still have to choose between cocoa or milk.

Aroma Club, buy or lease

Terms. The JURA X4c or the Yunio X90, either bought outright or leased over 60 months. Aroma Club Care covers call-out, labour and parts, and provides a replacement machine during a breakdown. A lease transfers the machine to us after 60 months for 10% of its value. Their X90 price includes a € 799 fresh milk cooler.

Good. A replacement machine during any breakdown, and a lease still ends with the machine belonging to us.

Catch. The X4c makes black coffee only. Both prices depend on a 30% discount that requires buying Aroma beans for five years, and the X90 arrives set up for the fresh milk we would rather avoid.

OUR POSITION

What the Board would advise

On price alone, buying the Jura X4c ourselves wins. It costs **€ 2.180 up front** and then runs **€ 124 a year below** what we spend today, because beans without waste are cheaper than filter coffee with it. The machine is ours and we can comfortably afford the purchase. Servicing and repairs sit on top of that figure, and are entirely ours. However we don't add any new milk or cocoa drinks.

Of the routes where somebody else carries the repair risk, the **JDE favourite deal is the cheapest**, at € 350 up front and € 513 a year more than today. It costs about **one cent more per cup** than buying the same Kometa through JDE without a service contract, and **€ 559 a year** more than buying it ourselves online. That € 559 covers every service visit and every repair for seven years, and the right to move up to a larger machine if 100 cups a day turns out to be tight. Two service visits and one decent repair would already account for most of it. Given how the association is placed, we think that is money well spent.

On the Bravilor itself, we propose keeping one side of it in service. We would remove one tank, stand the new machine in that space, and keep the second tank for brewing into thermos flasks at large events, together with its boiling water tap for tea.

What we ask you to vote on

- 1 Approve replacing one side of our current machine with a bean machine.
- 2 Do we keep the repair risk ourselves or take a serviced machine?
- 3 What machine should we take?

With kind regards,

The 51st Board of Study Association Stress, *"Keep Rising"*

The 52nd Candidate Board of Study Association Stress *"Semper ad Meliora"*