

COCONUT PROCESSING



 Locally Fabricated

COCONUT GRATER

Model	Voltage / Power	Capacity	Dimension	Weight
BNEA-CG-01	220V / 1/2 HP / 1 - Phase	1-5 pcs. / min	368 x 546 x 368mm	23 Kg



BNEA-CG-01



BNEC-CCS-01

COCONUT SHREDDER

Model	BNEC-CCS-01
Voltage / Power	220V / 15HP / 3 - Phase
Capacity	2000 to 7000 Kg / hour
Dimension	1120 x 1050 x 1300mm
Weight	470 Kg



YOUR PARTNER IN TOTAL FOOD PROCESSING SOLUTIONS

MANUFACTURE, DESIGN, CUSTOMIZATION

In Buy N Earn, we understand that every Client has their own specific requirement. Upon initial evaluation of what our Client needs, our Sales Consultant then coordinates his / her initial proposal with the Manufacture and Design Team. They shall be responsible for re-evaluating and confirming the initial proposal, and this team also makes sure to incorporate both what the Client's wants and needs are in the design of the said equipment. With this in mind, our company made sure that this team is equipped with the latest design and 3D rendering software, as well as the most up-to-date technological advancements in manufacturing and fabrication to make these designs and customizations a reality.



CONSULTATION

Buy N Earn has a team of very capable Engineers, Consultants, and Experts who are ready to impart their knowledge and expertise in order to determine which type of equipment will suit your specific food processing need.



LAYOUTING AND PROCESS MAPPING SOLUTIONS – FOR EFFICIENCY AND PRODUCTIVITY

It has been established in the food industry that Buy N Earn does not only focus on the design and supply of equipment. With the help of our Industrial Engineering Team, we also aid our Clients in making sure that a proper process flow and layout is followed for maximum efficiency and productivity. It's also a big no-no for us to sell equipment not needed by our Clients.

With the help of our sister company, Fil-Chin Engineering Equipment Inc. (FCEEI), we are also able to promote proper airflow in the food commissaries through FCEEI's supply and installation of fans and blowers. This aids in the promotion of a comfortable workplace for all workers in the respective commissaries.



AFTER-SALES SERVICE

In Buy N Earn, we believe in impeccable after-sales service. Our Commissioning and Servicing Team made of highly trained and proactive technicians help us make this happen. We're very particular with the responsiveness and degree of expertise of our team and we also make sure that we always have spare parts on stock and technicians on stand-by.



SUSTAINABLE DEVELOPMENT IN BUSINESS

Buy N Earn is dedicated in providing sustainable development for our Clients. We want to make sure that the systems or equipment we provide does not only meet the needs of the enterprises, but also sustains and possibly enhance human and natural resources that will be needed in the future. Buy N Earn does not want to compromise the ability of future generations to meet their own needs.



BNEC-A2



HYDRAULIC PRESS

Model	BNEC-A2
Voltage / Power	220V / 1 HP
Capacity	150 - 200 Kg / hr
Dimension (mm)	500 x 500 x 135
Weight	190 Kg



COCONUT DESHELLER

Model	BNEC-DHL-01
Voltage / Power	220V / 1/3 HP
Capacity	100 - 120 Coconut / hr
Dimension	480 x 450 x 880mm



BNEC-DHL-01

GRINDING MACHINE

Model	BNEC-GDM-01
Voltage / Power	220V / 1.5 HP
Capacity	100 - 150 Kg / hr
Dimension	500 x 550 x 1300mm
Weight	70 Kg



BNEC-GDM-01



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COCONUT PRESSER

Model	Type	Capacity	Body Dimension	Stand Dimension	Body Weight	Stand Weight
BNEA-CPS-01	Standard	10pcs nuts	457 x 406 x 584mm	305 x 305 x 432mm	45 Kg	14 Kg
BNEA-CPS-02	Big	15pcs - 20pcs nuts	483 x 457 x 584mm	356 x 356 x 432mm	62 Kg	16 Kg



BNEA-CPS-01



BNEA-CME-01

COCONUT MILK EXTRACTOR

Model	BNEA-CME-01
Voltage / Power	220V / 2HP / 1 - Phase
Capacity	50L / Hr
Dimension	762 x 381 x 863mm
Weight	66 kg

Don Benito's

Baked Fresh Daily

As the masses may already know, Don Benito's Cassava Cake delivers a lot of the most delectable of all Filipino Delicacies in the market today. This is mainly due to the awe-inspiring story and hard work of both Atty. Karlo Benito Cruz and his wife Mrs. Elisa Cruz. In light of this, we are proud to say that Don Benito's has been part of Buy N Earn's journey since the inception of Buy N Earn. Our team has supplied Don Benito's with products ranging from Coconut Milk Extractors down to their Cold Storage Facility. For the trust, we are truly grateful! Cheers!

CASSAVA LINE



COCONUT MILK EXTRACTION LINE



Don Benito's

Baked Fresh Daily



Business
Tips

1 KNOW HOW TO UNDERSTAND YOUR MARKET

If you know who your customers are and what products they want you to offer, you can make strategic decisions on how you want to sell your products and at the most affordable price possible. Focusing on satisfying your customers' needs can increase your sales and profit while reducing your marketing expenses.

"The typical Filipino would usually take cassava for snack but could not give it as gift because it used to be unrepresentable," Karlo says. "But because we package our cassava cakes in a nice box, our customers can now buy our products as a gift."

"No matter how good the cake is, the local taste bud will always go to the native delicacies such as suman, bibingka, kutsinta or pichi pichi," he adds. "The locals will never eat cakes on a regular basis because cakes belong to the foreign taste."

"This is the reason why our products are saleable in the provinces because the local market can easily adopt to it."

4 KNOW HOW TO BALANCE FAMILY TIME AND WORK

It is not easy to have work-life balance but if you can find ways to spend quality time with your loved ones while working, you can help build your family relationships become stronger.

"Every Sunday after church, our bonding time together as a family would be to look for potential locations," Elisa explains. "For example, if we wanted to expand in Pasig, we would explore the whole area. We have been to many places in the past such as Batangas, Laguna, Pampanga and Pangasinan."

"This has been our hobby for many years until one time, when we went overseas, my three-year old son, who had been used to visiting different locations with us, would tell me "Mama, there is a potential space there. You should inquire!"

"When we travel together, we do not feel the burden of expansion," she adds. "We enjoy it and take it as an opportunity to appreciate our family time."

2 KNOW HOW TO DIFFERENTIATE AND INNOVATE PRODUCTS

Differentiating a product means being able to articulate the features of your product that would set it apart from competition. One way to differentiate is by innovation. When you innovate, you leverage on the qualities of your product by offering it in different ways through value combinations.

"After our first year of operations, I decided to adjust the recipe of our cassava by adding macapuno and langka flavors," Karlo says. "Few years later, we also developed personalized small cassava cakes and pichi-pichi."

"Three years ago, we also launched leche flan, ube, nilupak and steamed mashed cassava, which is like a mashed potato but sweet in our stores," he adds. "This year, we are planning to introduce the cassava ice cream."

"We keep our products fresh at all times. We pull out all our unsold products every 24 hours. Our wastage cost is high because we want to keep our products clean and delicious."

5 KNOW HOW TO COLLABORATE WITH YOUR SPOUSE

It can be challenging for a couple to balance their work and personal relationships. Without understanding each other's strength and weaknesses, it may be difficult to take the business to the next level. Like any business relationship, partners have to trust and support each other no matter how difficult the situation is.

"There were times in the past when we would only make Php1,000 in profit," Elisa says. "We would only sell six boxes of cassava cakes or barely break even but you will never hear any complaints from my husband."

"My husband has always been supportive of my business decisions when we were expanding," she adds. "When you have a husband who is always there at your side to back you up, it is not hard to take a risk."

3 KNOW HOW TO INVEST AND TRAIN EMPLOYEES

Investing in staff development can help you improve productivity, develop a positive work culture and increase employee retention. When you train your employees, you enable them to grow individually and feel that they are supported and cared for by management.

"We try to empower our employees especially those who are high school graduates by providing them free training and education with no strings attached," Karlo says.

"We send them to TESDA, for example to study bookkeeping and take care of their transportation and food allowance. We like to help employees who want to improve themselves with education because we are after the heart. We would rather hire employees who are incompetent but honest because we can always train."

"We also have employees who have been with us from the beginning. We gave them free outlets to help them augment their monthly income because it is different when you have people who share the same concern as you do in the business."



OUR VALUED CLIENTS



Our Business Puts People
in Business

*Our Business Puts People
in Business*



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and Technology Inc.**

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ALMEDAH
FOOD PROCESSING EQUIPMENT



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EXCLUSIVE MANUFACTURER

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