



Jumping bean

With the latest fitness craze – trampolining – gaining popularity across the UK, Andy Ince, director of Energi, saw an opportunity to open an arena in Preston. With over 100 trampolines, the idea to open a space to provide refreshment, a spot to refuel and a place to watch all the action, was a clear opportunity to increase revenue.

Situated at the heart of the site, with a viewing platform, the Energi café was created. Having met Coopers, part of UCC Coffee UK & Ireland, Andy knew that the team was capable of developing a total coffee solution that would suit the expected high volumes and the skill set of his employees.

Andy comments: “We turned to the team to advise on the correct coffee equipment, the best coffee and to tailor training sessions for our employees. Since opening in October 2015, we’re now serving 2,000 cups of coffee over a typical busy weekend. And coffee lovers are seeking out the venue as a destination coffee hub in its own right.

“The site had great potential as not only a trampoline centre but as a place for people to enjoy refreshments in a relaxed and fun environment. But because we’re not first and foremost a café, the right equipment to match the skill set of our employees was so important. We wanted a great coffee experience but the machines needed to

be easy to use as we simply couldn’t dedicate a lot of time to continually train employees. The Coopers team recommended a bean to cup option because it eliminates many variables that might affect the end drink, such as the amount of coffee dispensed and steaming milk to the right temperature and consistency.”

Bradley Journet-Robins, regional business manager, Coopers says: “Innovation in bean to cup is really exciting for operations such as Energi. Eversys machines feature reverse gravity extraction, where water is driven upwards through the coffee grounds evenly, resulting in consistency of extraction and delivery of a quality coffee. And the coffee is delivered at speed – Eversys’ e’2 CTS can brew multiple coffees simultaneously and up to 350 cups an hour without increasing energy consumption.”

Andy Ince continues: “We had a demo of the Eversys e’2 CTS, which illustrated just how powerful the machine

was at delivering coffee in high volume. Speed of service was really key and that’s something that this machine can handle in abundance.

“We had a tasting session with the Coopers team and we were all in agreement that its ThreeSixty° Blend Number One blend was the coffee for us. It’s a classic that’s tasty – we knew it would stand the test of time.

“To ensure we had the right level of training, we started by training the management team. The training was thorough and took us through every function of the machine and detail of the coffee blend. Because it was so comprehensive, and the machine being so easy to use, we’ve been able to train our café employees and any new starters since using a bespoke training manual which Coopers created specifically for Energi.

“A key aspect of working with Coopers was its comprehensive service package, which covers all unexpected breakdowns.

With our business being open long hours, we were safe in the knowledge that we can access Coopers’ dedicated engineers 365 days a year. They’ve been on-hand a couple of times to swiftly resolve a machine issue, which wasn’t that unexpected with the high number of cups we serve.

“Coopers has created the perfect package, encompassing machine, coffee, training and ongoing service. Since opening, we can’t believe we’re serving 2,000 cups a weekend – but it’s testament to Coopers’ understanding of what the right coffee solution was for us. We’re delighted that people now come to Energi just for the coffee.”

