



Here's the perfect blend for a work-life balance

CREATING a work-life balance was important to Bruce Spencer when he bought into a franchise — and with Xpresso Delight he found his “perfect blend”.

The business model is based on generation of a passive income stream, with Spencer making \$1200 a week with minimal time and effort.

“The Xpresso Delight concept works by placing fully automated, gourmet espresso

coffee machines into workplaces free of charge, costing just \$1 per cup,” Spencer says.

He began his business, Xpresso Delight The Gap, in September last year, and owns six machines around Brisbane.

“In theory I could have machines in Cairns, but there’s the necessity to service them,” he says.

“I work 15 hours a week: 10 to 11 hours servicing, then a few hours of bookwork. If

you want to, you can grow it to as big as you want — I’d like to add another six to eight machines. For me it’s a bit of balance; I’m very happy with it.

“It’s a means to offer some flexibility, not a main source of income for the family.”

Xpresso Delight, based in Sydney, was established in 2004 by Stephen Spitz and Paul Crabtree. They have notched up revenue growth of 186 per cent in the past

year.

Spitz says crucial to the success of the business is its ability to provide franchisees with an impressive return on investment.

Since 2004, Xpresso Delight has grown to a network of 76 franchises across Australia, selling more than 5 million coffees a year.

Lisa Toia



CUP runneth over . . . Bruce Spencer with one of his coffee machines.

Picture: Peter Bull