



Noel is counting beans of success

By **OWEN JACQUES**
BUSINESS REPORTER

FOR Mackay workers, Noel Matsen is a godsend. He owns the franchise for Xpresso Delight, a company that installs automatic coffee machines in workplaces, frothing up cafe-quality coffees for the bleary-eyed.

Mr Matsen bought into the franchise in December 2007, after spying a story about Xpresso Delight being on the hunt for new blood.

He added that feedback had been, unsurprisingly, over-

whelmingly positive.

"They love it!" he said.

"The ones we have put in, from the word go, workers love it.

"I know by the numbers.

"It's got lattes, cappuccinos and the rest. It uses the milk, froths it, roasts the beans and makes the coffee.

The business is a part-time venture for Mr Matsen who charges businesses a small amount per cup of coffee sold.

"I supply the cups, the coffee and everything.

"They supply the milk and the power.

"It's really putting the proper coffee into the workplace."

Xpresso Delight started in 2003, and has 41 franchisees around Australia and New Zealand.

Judging by the experience of Mr Matsen, business isn't cooling down.

"Mining companies pay for the whole thing. Some staff take it on as a social club thing.

"It's self funding and there's different ways to go about it."

By Easter this year, Xpresso Delight machines were in place in 19 locations around Mackay.