In the Spotlight...

ink! Coffee Only Buys the Best and "FETCO Brews the Best Cup"

After a trip to Italy to study the art of coffee making, Keith Herbert returned to Colorado with a new appreciation for espresso and was inspired to make a living making coffee. Born out of a stainless steel cart in Snowmass Village, Colorado on a cold winter morning in 1994, ink! Coffee has been brewing and serving exceptional coffee to people who really care about it for more than two decades.

"Great coffee means great business", Keith Herbert, ink! Coffee’s founder, states. "We were founded in 1994 and started using a 1.5 gallon FETCO brewer in 1995. We haven't looked back since! The deep extraction and consistency produces a taste profile people have loved for over 20 years here at ink! Coffee".

FETCO is the equipment of choice for ink! "We only buy the best and FETCO brews the best cup". Currently using the CBS-2132XTS almost exclusively, Keith says that they found that the XTS series "answers the 'how-to brew great coffee' for all size accounts and [their] 16 stores". They also serve a lot of Americanos and have different kinds of tea and the HWD-2105TOD Hot Water Tower "can handle the volume"!

In addition to handling the volume ink! needs, FETCO equipment is a barista and tech favorite! The baristas love how easy the equipment is to use, and the techs love how easy it is to fix. Ownership not only loves the programmability of the brewers, but also the recoverability, waste savings, and ultimately the increased margins! ink! Coffee can brew smaller batch sizes as a result of equipment recoverability, which allows them to brew often and quickly to keep each batch of coffee fresh. "Less waste leads to increased margins...batch brewing to order has cut our waste by 20%".

If you love our products and are interested in providing a testimonial, click here!

FETCO Has New Products Up Its Sleeves

FETCO is in the process of developing new products in new and exciting product categories! Be sure to look for announcements with more information in the coming months.
Healthier Beverages Drive Restaurant Sales

The days of carbonated soft drinks may becoming more limited as more and more consumers look for fresher and better-for-them beverages. A 2014 Technomic study reports that 44% of consumers seek healthier beverages in restaurants and 70% would pay more for healthful foods and ingredients. Restaurant operators are responding to the demands of their customers; there are a growing number of operators enhancing their selection of specialty iced teas, waters, and juices.

The TBS-2121XTS 3.5 gallon twin tea brewer is the perfect addition to any better-for-you foodservice program. Not only does it brew flavorful and refreshing tea, but gives you the flexibility of brewing several types of the most popular cold or hot beverages on a single machine. The touchscreen technology makes it easy to program different tea brewing parameters and can save operators up to 62% in energy costs. Click here to learn more about how the TBS-2121XTS can enhance your healthy beverage program.


Welcome Stephen Papini

Please join us in welcoming Stephen Papini to the FETCO team as Director of Engineering and R&D! Bringing over 35 years of engineering management experience, Steve now leads FETCO’s technical efforts developing new products and processes that are integral in moving the business forward. He has a strong foodservice and heavy equipment background and has worked for industry leaders such as Manitowoc, A.J. Antunes, A.B. Dick, Case, and John Deere.

Steve envisions to not only help FETCO become the most admired manufacturer in the industry, but to also grow the business significantly.

The FETCO team is pleased to have Steve onboard and looks forward to many successes.
Steeping in Tea at the World Tea Expo

FETCO is exhibiting at the 2016 World Tea Expo in Las Vegas, Nevada. Taking place June 15 through June 17, FETCO booth #632 will be displaying the XTS series tea brewer, Temperature on Demand (TOD) hot water dispenser, and our constant flow, touchscreen hot water dispenser. As always, stop by to talk to the FETCO team and see what's new!

Can't make the World Tea Expo? Click here to see where else

Enticing College Students with Quality

College students often cite expenses as the top reason for not being on a meal plan, however, most students are more likely to spend their money on food rather than clothes or electronics. Students look for food that is made-to-order, fresh, healthy and that's also customizable and fast - the same thing consumers overall are pushing for.

With 80% of C&U operators saying campus dining is a key part of student recruitment, operators are highly invested in the overall institution and are interested in improving or maintaining their quality of foodservice outlets. An important aspect of improving or maintaining quality is not only a result of food products, but foodservice equipment as well. FETCO offers a full line of quality brewing equipment that will enhance any C&U dining program, as well as save operators money and time.

For more information on how FETCO can help enhance your C&U foodservice program, click here.

¹ “College Students Most Likely to Spend Money on Food”, Smart Blogs, April 13, 2016

Check Out the FETCO Website

We understand online research is an important part of a "big ticket" purchase like foodservice equipment. That’s why we’ve designed the FETCO website to be as user-friendly as possible when searching for the key information you need to make the right decision when it comes to equipment for YOUR business. Many invaluable FETCO tools are available at your fingertips! Use the website for downloading the most recent catalog, past product support materials, user's guides, sell sheets, downloadable equipment images, parts diagrams and more!

Access our website by clicking here.
Throughout March 2016, coffee prices have strengthened significantly. The strength in prices can be attributed to both market fundamentals, as well as a broader commodities cycle with similar movements observed in other agricultural markets. Exports have maintained high volumes, with shipments of coffee up 2% compared to 2014/15. There is, however, mounting speculation over potential supply concerns as the effects of El Nino are still being felt in major coffee-producing countries like Brazil, Colombia, and Vietnam and it is predicted that the effects will be felt into the second half of the year¹.

There may, however, be relief in sight for El Nino-affected countries; weather patterns are predicted to shift and there is a growing likelihood of La Nina occurring within the second half of the year. Predicted to happen every two to seven years, La Nina is typically less damaging than El Nino and is characterized by unusually cold ocean temperatures in the equatorial Pacific Ocean. It is also associated with heavy rains, which can be beneficial in view of the present water deficit². With the heavy rains occurring at the right time, the coffee crop outlook can turn around.

¹ “Coffee Prices Hit Five-Month High: ICO”, Global Coffee Report, April 20, 2016