

# This month's featured client is ROCK COF Ltd.

At first glance one might find a fusion of coffee with architecture a little confusing, aside from the fact that architects are well known to drink a lot of coffee. However this has not stopped ROCK DCM a Glasgow based Architecture and Development Company from doing just that. The company recently added to their corporate umbrella by launching ROCK COF a dynamic wholesale espresso operation, set up to challenge the oligopolistic coffee market that exists in Glasgow.



ROCK COF's mission is to offer a one stop shop for retail and commercial businesses using gourmet coffee products. Whether this is the busy restaurateur or coffee shop owner with a primary focus on coffee or whether it is offices, salons or showrooms looking to add to their business model, incentivise staff or improve their overall customer experience; ROCK COF can cater for their needs, providing fast same-day delivery. ROCK COF's master roasters have created seven unique blends suitable for a wide range of espresso machines, cafetieres and filter machines, and as might be expected from a company with a background in design – their products look as good as they taste.

Sales & Marketing Manager, Andrew McColl commented;

**"We don't believe that great coffee and great design are mutually exclusive. This is why we have spent a great deal of time selecting the best coffee out there, and then packaging it with two things in mind – freshness, reflected in the high quality bags we use, and secondly, how it is going to look on our customers shelves, which is evident in the unique, urban design we chose."**

This passion for design is evident in other ROCK COF endeavours. ROCK COF utilise the experience of parent company ROCK DCM to

provide a unique 'concept to cup' service whereby the customer is taken from the initial idea; which could be as simple as a sketch on a napkin, to the final design and completion of their perfect coffee outlet; with ROCK COF providing everything from machines, cups, coffee and promotion material. This 100% coverage creates a stress free way for people to develop their business and by using in-house resources ROCK COF can deliver 20-40% lower unit costs compared to the traditional multi layered process. However, it is not only new businesses that can benefit from ROCK COF's expertise, existing establishments can take advantage of a free no obligation visit to help increase turnover and generate creative ideas. Could your company benefit from a ROCK COF coffee pod? Are you getting the most out of your space?

ROCK COF's fusion with design is reflective of a change in the retail coffee market which has seen cafes move away from the traditional image of the British 'greasy spoon' towards more European style 'caffè culture' establishments. This is something that ROCK COF fully embrace and seek to contribute further to in the future by launching a range of branded coffee shops and coffee pods that transcend current 'cookie cutter' designs, and create unique customer centric spaces for people to enjoy great coffee.

ROCK COF import a variety of brand name espresso and bean-to-cup machines from Spain and Italy, which come with a strong focus on staff training. Andrew McColl commented "Great coffee and a great machine, are only part of what determines the end quality of the product, another essential ingredient is 'highly trained staff', without these guys you're not enjoying the full potential of your beans or equipment. Therefore we spend a lot of time getting this aspect just right." Training can be carried out in your own establishment or at the ROCK COF head office in relaxed surroundings.

Wylie & Bisset assist the Directors at ROCK COF with Sage processing and management accounts which allows them to monitor the profitability of the business and plan for long-term development. Wylie & Bisset are also responsible for ensuring the smooth running of ROCK COF's IT system.

Rock Cof are actively looking for new opportunities. Make your space work for you. For more information view the website at [www.rock-cof.com](http://www.rock-cof.com) or contact the team on 0845 643 0050.

If you would like to see your company featured in our quarterly newsletter contact Beverley Quin on 0141 566 7000 or email [info@wyliebisset.com](mailto:info@wyliebisset.com)

## Farewell!

December 31st will see the retirement of Michael Sheppard who has been the firm's managing partner since 1989 and who has played a major part in the development of the firm's turnover growing from under £1m to over £5m during this time.

In addition, we say goodbye to Leslie McIntyre who will also retire at the end of December. Leslie will be leaving after 17 years at Wylie & Bisset. Over the years Leslie has provided a comprehensive accountancy service to a portfolio of private and commercial clients. The ongoing partners and staff of Wylie & Bisset wish both Mike and Leslie a long, happy and healthy retirement.