



press release

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Coffee is becoming a primary margin driver in forecourt retail

Franke Coffee Systems to showcase segment-focused solutions at UNITI expo 2026

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At UNITI expo 2026 in Stuttgart (May 19–21), Franke Coffee Systems will demonstrate how coffee is evolving from a convenience add-on into a strategic retail category within the modern mobility hub. Visitors can experience the company's latest professional coffee solutions in Hall 1, Booth 1D36, where Franke will present technologies designed specifically for the operational realities of forecourt retail.

Across Europe, petrol stations are undergoing a structural transformation. As fuel margins fluctuate and electrification reshapes mobility patterns, profitability increasingly depends on the performance of food, beverage and convenience offers. Coffee in particular has emerged as one of the most resilient and scalable contributors to retail margin, customer loyalty and basket value.

Forecourt retail, however, operates under conditions very different from traditional cafés. High customer frequency, lean staffing models and rising expectations for premium beverages require systems that deliver consistent results at speed. Forecourt retail does not need more craftsmanship variability. It requires clarity in execution.

This is where Franke's **New A Line** comes in. Presented at UNITI expo 2026, the platform has been engineered for high-frequency self-service environments, combining intuitive operation, reliable performance and consistently high in-cup quality to help support conversion and increase coffee sales. At the same time, the product line enables a broad beverage variety that goes beyond traditional coffee, supporting evolving consumer preferences with options such as iced and flavored beverages as well as trending choices including matcha or coconut-based recipes, all available at the touch of a button.

Complementing its self-service solutions, Franke will also showcase **Mytico Vario**, combining Swiss precision with Italian design. It brings the visual presence of a traditional espresso machine together with the efficiency and consistency of a fully automatic coffee machine.

Visitors will encounter Franke already upon arrival at the exhibition. At Entrance East, a dedicated Franke welcome area draws visitors in with freshly prepared coffee and a selection of other beverages, creating an inviting first touchpoint and an opportunity to discover the quality and variety on offer. Throughout the exhibition, visitors can experience live demonstrations and signature beverages prepared by Franke Brand Ambassador and Barista Champion Wojciech Tysler at the main booth.

Beyond the exhibition floor, Franke Coffee Systems will also contribute to the UNITI expo conference program. On May 19 at 13:30 in UNITI expo forum (Hall 1), Michael Grodzicki (Franke Coffee Systems) will join Sjoerd van den Dungen (PCG Premium Coffee Group) to present on the topic “*Transforming the Coffee Corner into a Revenue Engine*”, sharing insights into how coffee can be structured as a scalable and profitable category in forecourt retail environments.

Industry professionals are invited to visit Franke Coffee Systems at UNITI expo 2026, Hall 1, Booth 1D36, to explore how coffee can become a stronger driver of customer satisfaction and retail performance in forecourt environments.

About Franke Coffee Systems

Franke Coffee Systems, a division of the Franke Group, designs and manufactures professional coffee machines. Headquartered in Aarburg, Switzerland, the company serves customers in 80 countries through a global service and distribution network, providing Swiss-engineered quality and customer-focused solutions. Learn more at coffee.franke.com.

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Caption 1:
The New A Line delivers consistent in-cup quality in high-frequency self-service environments typical of forecourt retail.



Caption 2:
Coffee is becoming a key driver of customer experience in mobility hubs, with the New A Line enabling engaging self-service moments that increase dwell time.



Caption 3:
Mytico Vario combines barista-style presentation with operational efficiency, supporting premium coffee experiences in forecourt retail settings.