

# Customer Validation

# Third-wave Roasters

Hot Tea  
Iced Tea  
Matcha  
Hot Coffee  
Iced Coffee  
Signature Coffee  
Infused Waters





# PANTHER

COFFEE





Panther Coffee is a premier BKON Craft Brewer customer. The BKON is the focus point waking into the café sitting center on their beverage bar. Panther allows customers to choose between traditional coffee brewing methods which allows customer to taste all nuances and full flavor extractions of BKON in comparison to the traditional methods.

A huge additional success for Panther Coffee has been their tea sales through BKON. 100% of all tea order are brewed with the BKON and sales have been on record high. The Panther staff commented that, “ the exceptional consistent flavor of our product” is what they admire most about the BKON Craft Brewer.





Hot Tea  
Iced Tea  
Matcha  
Hot Coffee  
Iced Coffee  
Signature Coffee  
Infused Wines  
Infused Waters

## BKON MENU

### COFFEE & TEA

OUR SINGLE ORIGIN  
SELECTION IS NOW  
AVAILABLE ICED

hot \$6 or iced \$7

**COLOMBIA**

Finca El Recuerdo

Cencoic

**BRASIL**

Fazenda Santa Lucia

Fazenda Irmas Pereira

**KENYA**

Kichwa Tembo

Kamviu

hot or iced

**GREEN**

Mao Feng \$4

Genmaicha Jalapeño \$5

**BLACK**

All India Black \$4

**OO LONG**

Da Hang Pao \$4

**WHITE**

Jasmine bi Lou Chun \$4

### INFUSED WINE & HERBALS

Rosemary infused Red \$12

hot or iced

Turmeric Ginger \$5

Rooibos Blueberry \$5

Chamomile \$4

Hibiscus \$4

Spearmint \$4

Rooibos \$4



The story behind Panther Coffee and how one thoughtful business inspired the revitalization of Wynwood, Miami's Arts District.



In front of Panther Coffee, where her work is showing for a second time, muralist Jenny Perez works through mixed emotions, poised beneath the soft, ribbed ferns and vibrant red flowers of a Royal Poinciana. Wynwood, her stomping ground since 2008, became Miami's cultural gem in whirlwind fashion, dressing an unmistakable grit in vibrant glamour. Like many of the artists who have contributed to the neighborhood's facelift, Perez worries that it's slipping away, in danger of being fetishized and auctioned off, pricing out all of the people who helped build it.

Nonetheless, the district's original coterie of artisans can still lay claim to the quarter's aesthetic and, for the most part, enjoy a familiarity amongst most independent establishments.

Perez points to a young lady walking down the 2nd Avenue sidewalk across from Panther noting, "That's Jill, she's another local artist. That's her face depicted in the black and white image facing the street she just crossed."

Perez exchanges greetings with a graffiti artist that tags under the name ATOMIK and has found a niche in painting anthropomorphized citrus. They talk about a party taking place at the iconic Wynwood Walls later in the evening while he spills raw sugar into inky black cold brew. En route to one of her murals, Perez points to the work of AhoSniffsGlue, a graffiti artist whose work was **appropriated** by American Eagle Outfitters without permission last year.



The human touch has proven crucial to Panther's success, but that is not to say they are luddites by any means. Panther is one of the pioneering establishments, in a class with third-wave stalwarts like Counter Culture, to experiment with **BKON technology**— a coffee machine that uses negative pressure to devoid an organic material's cellular structure of excess air, brewing quality coffee and tea at precise temperatures in less than 90 seconds. Brewing specifications are customizable and replicated to the T through a Cloud-based menu, a quality control feature that would no doubt be a dream-scenario for a roaster were it available to its hundreds of wholesale accounts.

The first in Florida to use BKON, Panther launched a made-to-order drinks menu in June highlighting single-origin coffees and loose leaf teas, served hot or cold. The single-origin iced coffee is a pioneering brew promising an immediate, high quality cold coffee—likely a godsend in sticky Florida summers when air is thick and patience is thin.



## Chilling With BKON At Panther Coffee In Miami

WIRE

Published on August 10, 2015



You know what's way hot right now? **Cold coffee in all its forms**. Cold brew, iced pour-over, freakin' coffee popsicles—if it's cold, people are chugging it down this summer with aplomb.

But what if a technological advancement made for truly beautiful cold coffees? Our friends and partners at **BKON** have teamed up with Miami's **Panther Coffee** for some highly tasty, dialed-in **single origin 'iced' coffee** made using patented BKON technology. Now their "entire single origin coffee menu is available made-to-order, hot or cold" according to Panther & BKON.

You can read much more about **BKON** [over on the Sprudge main page](#), but first, [check out this media communique we received from them below](#) (plus [this video](#)) to learn more about BKON's success with Panther in Miami.



### Panther Coffee Unleashes Ice Storm Using RAIN

Panther Coffee recently became the first place in the world to deploy BKON for made-to-order, single origin 'iced' coffees that capture the same flavor, beauty and individual characteristics of single origin coffee as when served hot.

Panther Coffee is known for pioneering the new specialty coffee scene in South Florida. The founders, Joel and Leticia Pollock, have been involved with several specialty coffee companies for over a decade advocating for coffee quality in the Pacific Northwest and in Brazil. They also know a thing or two about evolving and adapting, having successfully woven a Pacific Northwest retail concept into the social fabric of Miami's contrasting and dynamic culture.





## BKON-Brewed Single Origins at Panther Coffee

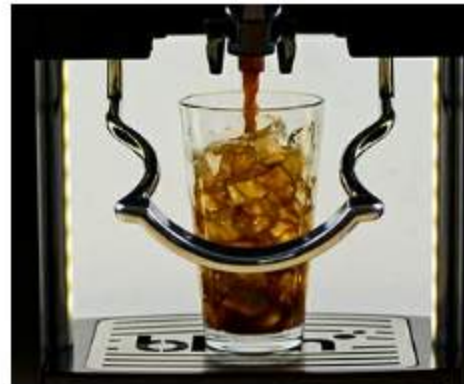


by Jenny Neill, Dan Bolton

August 1, 2015

Panther Coffee, based in Miami, Fla., is a small batch coffee roaster and wholesaler. The company recently installed a BKON Craft Brewer in the company's Coconut Grove and Miami Beach locations.

Customers can sample coffees roasted on a "pre-WWII Probat Perfekt Roaster" and brewed using BKON's patented negative pressure process known as RAIN (Reverse Atmospheric Infusion). Panther's BKON launch menu will include six single origin coffees: Finca El Recuerdo, Cencoic (Colombia); Fazenda Santa Lucia, Fazenda Irmãs Pereira (Brazil); Kichwa Tembo, Kamviu (Kenya). All six are available hot or iced. In addition to single origin coffees, BKON-brewed beverages will include loose-leaf teas and infused waters.



Panther Coffee will install BKON Craft Brewers in two new locations due to open this fall.

Learn more: <http://www.panthercoffee.com/locations>







- Hot Tea
- Iced Tea
- Matcha
- Hot Coffee
- Iced Coffee
- Signature Coffee
- Infused Waters



ESPRESSO DRINKS		OTHER NEAT DRINKS	
Espresso	NEAT 3.00	Hot Cocoa	
Macchiato	3.00	with fresh whipped cream	
Gibraltar	3.00	Regular	2.75/4.00
Cappuccino	4.00	Mexican Spice	3.75/4.00
Flat White	4.00	Steamer	1.75/2.00
Latte	4.00	Vanilla or Honey	
Mocha	5.00	Chai Tea Latte	4.00
Americano	3.00	Hot Cider	seasonal 2.75/2.00
Sidecar	3.00	Lemonade	seasonal 1.00

COFFEE DRINKS	
On Tap	mkt
12 oz., available during peak hours	
Brewed to Order	mkt
12 oz., 5-minute brew	
Iced Coffee	3.75
Hit & Run (cup size)	+1.75
expresso for base + coffee to go	
Not-So-NEAT	4.75
signature cold brew and latte	

EATS	
Organic Rye	
Black Raspberry	
Blood Orange	
Red Pepper	
Purple Almond	
Oatmeal	
Heart & Green	
ready to Go	
& Salads	

# NEAT

COFFEE



- Hot Tea
- Iced Tea
- Matcha
- Hot Coffee
- Iced Coffee
- Signature Coffee
- Infused Waters



I  
love  
stuff

## Stuff Christina Loves

The BKON Craft Brewer

### Christina Carpanzano

General Manager & Barista  
NEAT Coffee  
Darien, Conn.

#### Why do you love it?

The BKON Craft Brewer is an all-in-one machine, which doesn't take up a lot of space—leaving the counter clean, organized and neat (wink).

#### Why does it work well especially for NEAT?

The BKON works well for all of us at NEAT because it falls in line with our mission to brew our single-origin coffees and teas in their purest form.

#### What do customers have to say about it?

Customers love the theatrical element of the BKON. The brew chamber is glass, allowing them to actually see the entire extraction process. And it lights up, which is pretty rad!

#### Why do you prefer it to others like it?

The BKON is definitely a one-of-a-kind machine. Its unique technology extracts coffee's pure and natural flavors better than anything else I've ever tasted. Another cool element of the BKON is the ability to share original recipes with other BKON owners through the Craft Cloud. The possibilities are virtually endless!



PHOTO BY SABINA GONZALES





Hot Tea  
Iced Tea  
Matcha





# Modern Tea Houses

TEA	
Signature Signature Tea	7
Organic Kenyan Tea	7
Matcha Tea	12
Organic Blended Green Tea	14
Next Tea of the Day	6

**AN AMERICAN TEA**

Available in October

GLOBAL TEA BAR	
American Tea Shrub	8
Arabian "White Coffee" Tea	6
Bengali Masala Chai	5
Chinese Pu Er Hot Chocolate	6
Georgia Peach Sweet Tea	4
Green Tea Tiramisu	5
Himalayan Butter Tea	8
Hong Kong-Style Milk Tea	4
London Fog	6
Marrakesh Mojito	5
Masala Chai Horchata	5
Omaniian Life Tea	5
Thai Iced Tea	5

MATCHA	
Organic Ceremonial Matcha	7
Organic Imperial Grade Matcha	10
Hokkaido Matcha/Arbican Matcha	4
Assorted Matcha (served unblended with tea)	6

Matcha Latte

Iced Blended Sweet Matcha

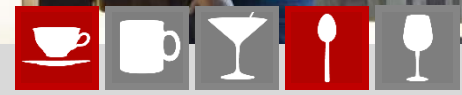
Chocolate Iced Blended Sweet Matcha

COFFEE	
Espresso or Americano	3
Cappuccino	4
Latte	5
Mocha	6

House Cold Brew Pour Over



Hot Tea  
Iced Tea  
Matcha  
Infused Waters





AMERICAN  
TEA★ROOM

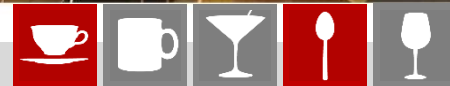




# AMERICAN TEA★ROOM



Hot Tea  
Iced Tea  
Matcha  
Infused Waters





## Tea Retail: The Tortoise and the Hare

By: **Dan Bolton** | February 15, 2016



*American Tea Room, Fashion Island Mall*



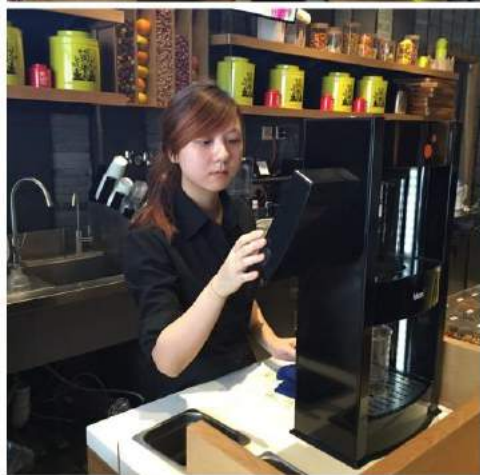
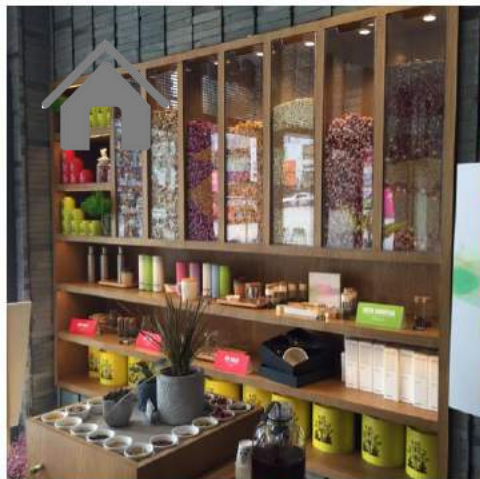
### *American Tea Room's David Barenholtz*

He opened a tea emporium in the Los Angeles Art District in October, is remodeling the original shop and recently opened an expansive new tea room at Newport Beach's Fashion Island mall where the menu choices are market fresh and seasonal and developed by a James Beard nominated chef. His selection of loose leaf teas is extensive, exotic and priced above Teavana for the most part, although Barenholtz is clear that the price differential is primarily because his tea is higher quality and his customers are willing to pay for better tea. His teaware is exclusive and appealing. His tea room features a pair of expensive BKON blenders that attract tea geeks every bit as enthusiastic about what they sip as their peers in the high-end wine and whisky bars like Matt Molina's Everson Royce Bar in this upscale neighborhood.



Hot Tea  
Iced Tea  
Matcha





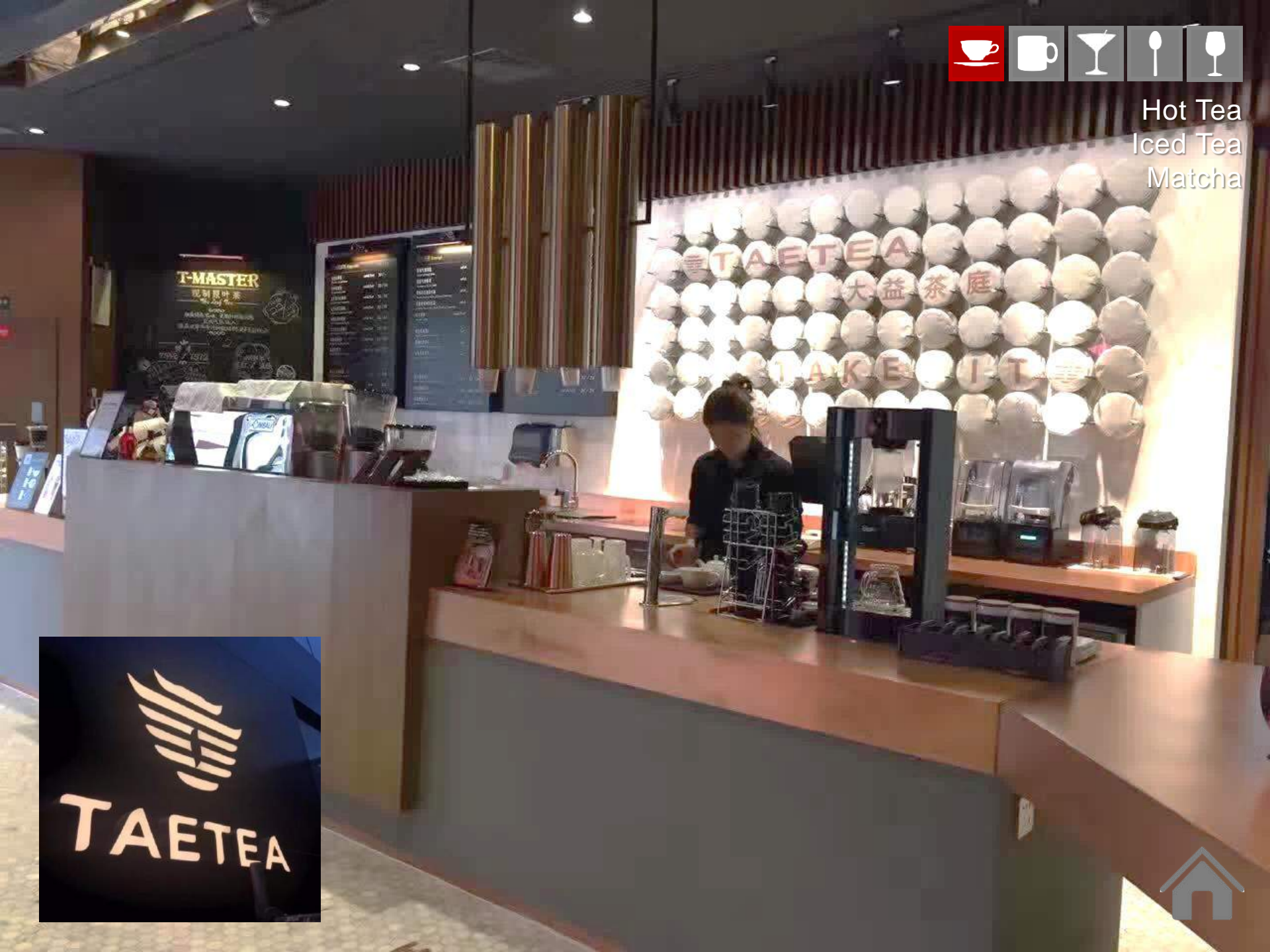
Hot Tea  
Iced Tea  
Matcha



CAUTION HOT SURFACE  
ATTENTION SURFACE CHAUDE



Hot Tea  
Iced Tea  
Matcha





Hot Tea  
Iced Tea  
Matcha

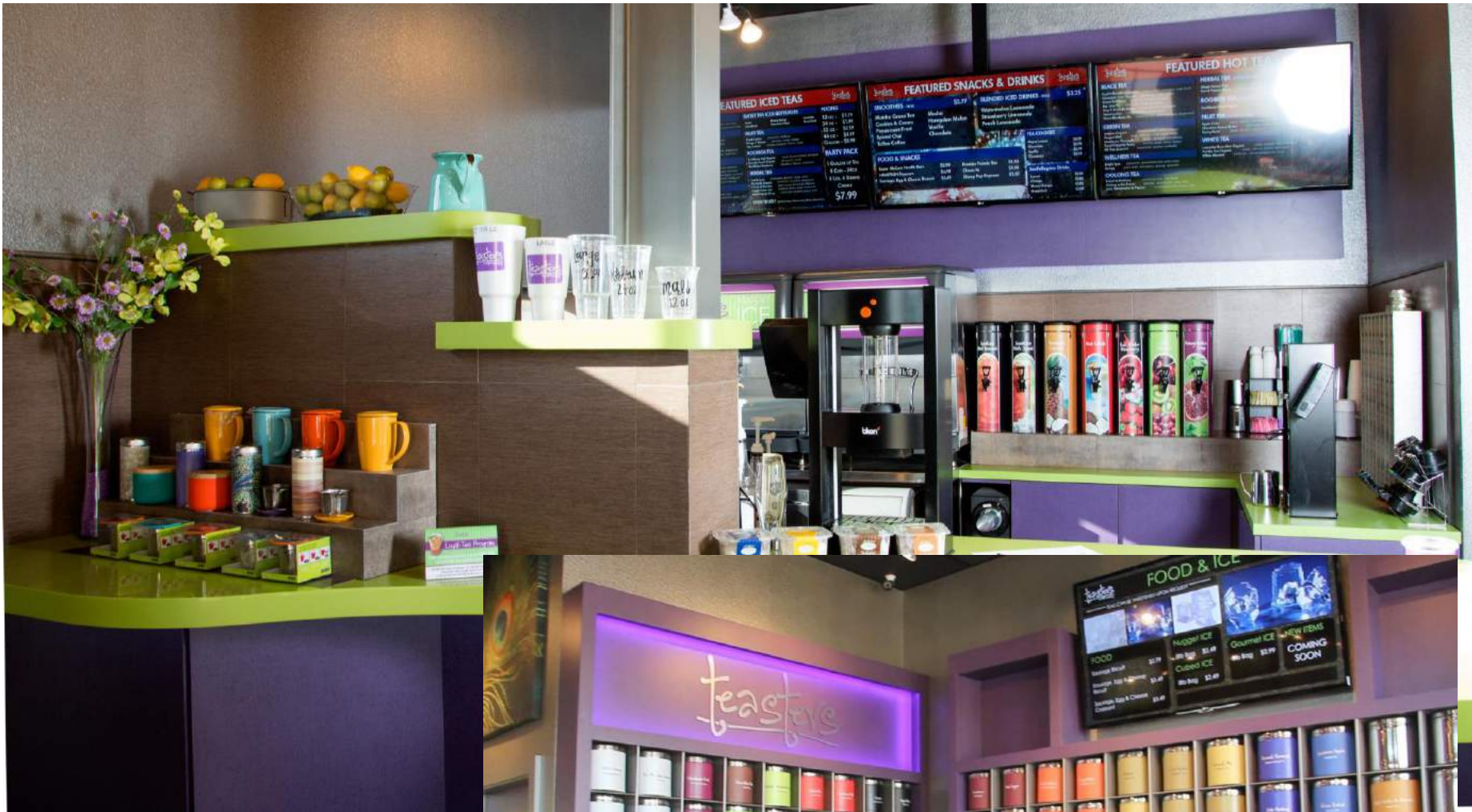






Teaster's  
TEA COMPANY









## Loose Leaf Quality at Drive-Thru Speed

Loryn Terry sampling aTeasters blend recommended by barista Bailee Taylor

By Dan Bolton and Jason Walker

“We were able to increase our offering of iced teas as well as hot teas by 40% and we do not have to devote space to accommodate conventional iced tea dispensers,” he said.

“We have a BKON dedicated to hot teas and a second BKON for iced teas. They are interchangeable and brew coffee as well. BKONs give us consistency in taste because of the ability to create and store in the BKON recipes for each individual tea,” he explained. Recipes eliminate errors in brewing time, temperature, and water volume.





- Hot Tea
- Iced Tea
- Matcha
- Hot Coffee
- Iced Coffee
- Signature Coffee
- Infused Waters



# Second-wave Cafes





# INFUSE CAFE



Hot Tea  
Iced Tea  
Matcha



infusecafe  
Infuse Cafe >



infusecafe #jasonsudeikis stopping by to kick start



Hot Tea  
Iced Tea  
Coffee  
Iced Coffee  
Matcha

**COME IN  
OPEN**

**BUSINESS**

MONDAY	10
TUESDAY	10
WEDNESDAY	10
THURSDAY	10
FRIDAY	10
SATURDAY	10
SUNDAY	10

Not Your  
Everyday Of  
Cup Tea



## Infuse Cafe

RATING: 5.0/5 (6 votes) ★★★★★

Posted by Darren "DKLo" Susilo / POSTED ON APRIL 15, 2016



Infuse Cafe serves up organic teas, coffee and handmade cakes in a fresh, inviting space. The main draw here is the Bkon brewer used in creating the drinks on offer. This is the only place in Canada that brews their teas using this cutting edge equipment, which wouldn't look out of place in a sci-fi movie.



The Turmeric Ginger Organic Loose Leaf Tea (\$3.99) is perfect for a chilly afternoon, with an extremely strong ginger smell and a spicy kick. It's also apparently great for hangovers.

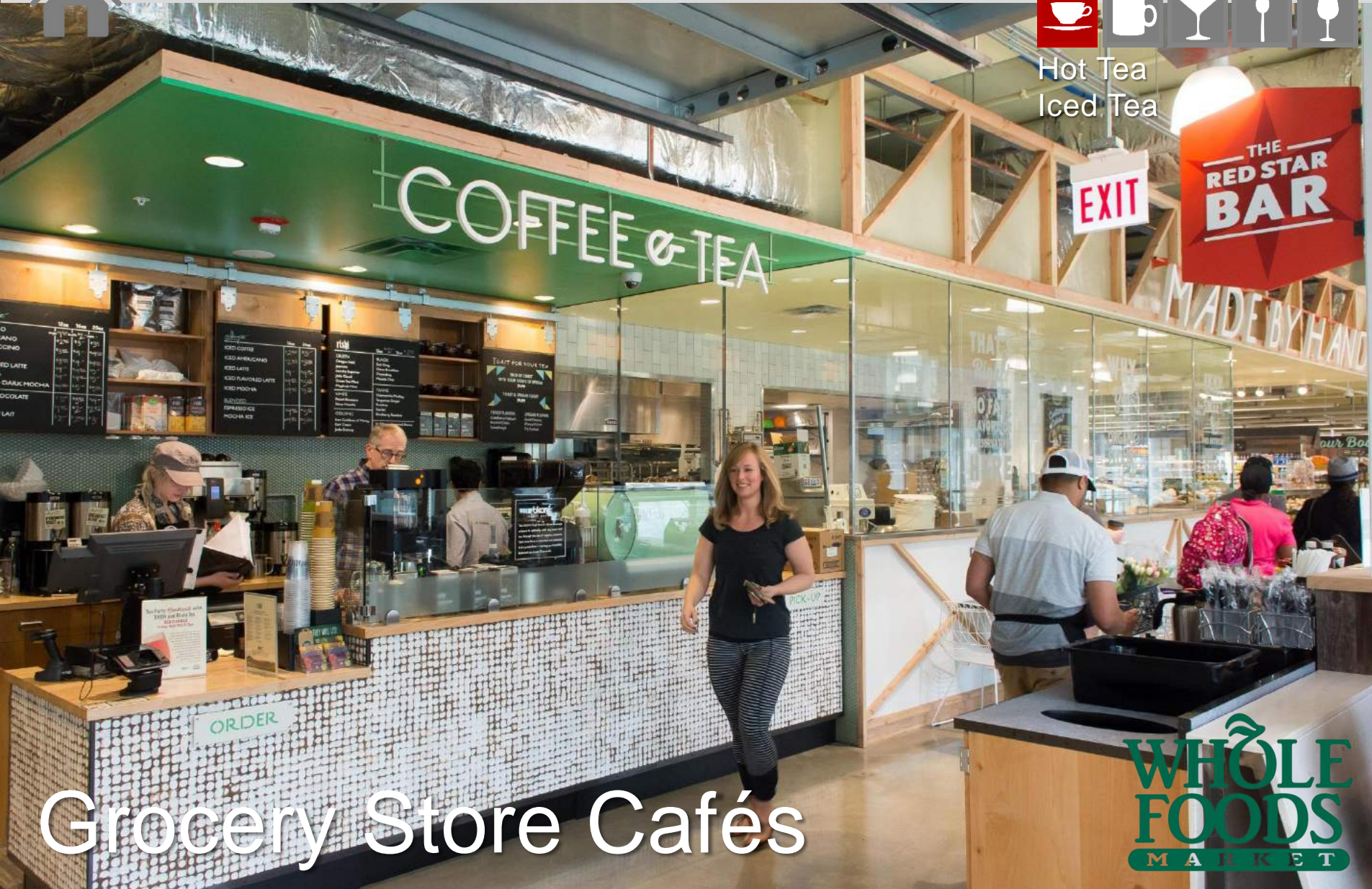
I also try a few organic milk teas. The Jasmine Green (\$4.49) is pretty basic but stronger than your usual jasmine tea due to the Bkon brewing process. The Masala Chai (\$4.99) is one of the creamiest and most satisfying teas I've ever had. The sweetness of the evaporated milk pairs nicely with the Indian spices.

The Tropical Crimson Organic Iced Tea (\$3.99) brings to mind a tropical fruit punch and is very refreshing. I imagine this would be an absolute treat when it's hot outside.





Hot Tea  
Iced Tea



# Grocery Store Cafés





EXIT

FLAVO  
MOCH  
WHITE  
HOT C

ICED MOCHA

**bkon**  
CRAFT BREWER

The BKON Craft Brewer allows beverage artisans to optimally craft any loose-leaf tea through the use of negative pressure. Tea's true flavor is extracted and unlocked in its purest form — serving up a beautiful, balanced cup in just 60 seconds.

Hot Tea  
Iced Tea



**WHOLE  
FOODS  
MARKET**





# New Dining-Café Concepts



Hot Tea  
Iced Tea  
Matcha  
Infused Wine/Sake  
Infused Waters





Platform Tea Denver is a locally based Craft Beverage Lounge specializing in custom tea blends, locally roasted coffee and hand crafted spirit infusions. Platform Tea utilizes the BKON for every hot or iced tea order.



Ease of use and the theatre of the BKON are Barista Katie's favorite aspects of the machine.



# SIP AND CONNECT.

TEA IS YOUR PLATFORM



ORDER

PICK UP

- Hot Tea
- Iced Tea
- Matcha
- Infused Wine/Sake
- Infused Waters

**PLATFORM**   
A Tea Lounge

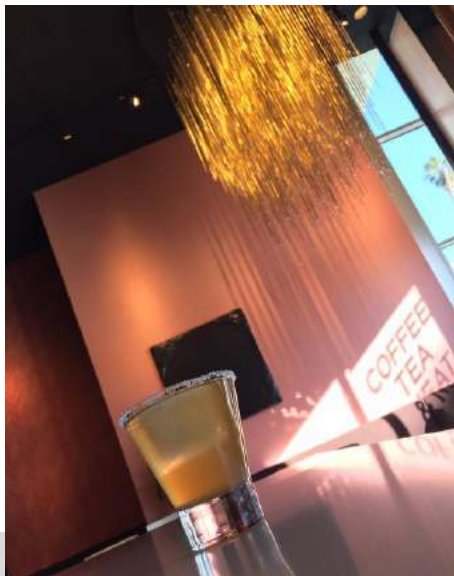


# RUBIES+DIAMONDS®

TEA AND COFFEE



Rubies and Diamonds in Los Angeles California is a pioneer in the BKON Craft Beverages possibilities. Their dedicated staff works constantly to innovate and develop the next hit beverage. From tea, to coffee, to infused gourmet waters, to craft cocktails, Rubies and Diamonds offers it all.



Above:  
Rubies and Diamonds BKON cocktail X has gained national attention in print and social media.

Rubies + Diamonds  
Los Angeles, CA

## Los Angeles: Rubies + Diamonds Coffee Shines On Sunset

FEBRUARY 16, 2016 BY MACKENZIE CHAMPLIN



There is no shortage of coffee shops in Los Angeles, but when one sparkles like **Rubies + Diamonds**, it's hard not to pay attention. For one, it's eye catching. The gold-plated R+D sign mirrors the palm trees overhead and—on an inclement day—maybe a few clouds. Its strong jewelry store motif may beguile some passersby, but R+D has more to offer than appearances. At the heart of Rubies + Diamonds is a dedicated team of coffee and tea lovers whose mission it is to stretch the boundaries of what goes into an exceptional drink. It's that dedication and ingenuity that makes this shop really shine.



The tinkering didn't stop once they arrived in the cafe itself. Rodriguez and Betiong are ceaselessly poring over new ideas, new hypotheses, trying to figure out the best way to infuse beers with flavors in the BKON machine, or inventing new combinations of spices and teas for their nitro tap. The creativity is contagious and it is exciting to see a team of people so excited about the new technology available in the coffee industry. It takes a few people not afraid to break some rules to move boundaries. The crew at Rubies + Diamonds is certainly not afraid to mix things up. And those things taste really good.





- Hot Tea
- Iced Tea
- Hot Coffee
- Iced Coffee
- Signature Cocktails
- Culinary Infusions
- Wine Infusions



# HIGH-END RESTAURANTS



Hot Tea  
Iced Tea  
Hot Coffee  
Iced Coffee  
Signature Cocktails  
Culinary Infusions  
Wine Infusions

# HOTELS





# Catered Offices

Hot Tea  
Iced Tea  
Matcha  
Hot Coffee  
Iced Coffee  
Signature Coffee  
Infused Waters







Electronic Arts is one of the worlds leading video game design firms specializing in sports games. Their Canadian H.Q. located outside of Vancouver is home to thousands of thirsty employees that always wants to see the newest and best technology. BKON was a perfect fit for their new employee café. Employees receive an excellent cup of tea while admiring the RAIN technology at work.



The EA Arts Food and Beverage director has also experimented with the BKON to infuse culinary marinades for employee meals.





# Malls





Hot Tea  
Iced Tea  
Matcha  
Infused Waters



Mall



Welcome  
 Fresh pressed juice  
 \$8 Coastal Sunshine (cell defending)  
 \$9 Make Juice Not War (anti-inflammatory)  
 \$8 Speedy (energy)  
 \$9 Easy Green (cleanse)  
 \$10 Salad with a Straw (antioxidant)  
 + Smooth Fusion  
 Signature Smoothies  
 \$8 Matcha Cooler  
 \$7 PB&J  
 \$7 Natural Sweeteners  
 Soups  
 Borscht  
 Black Beer

- Hot Tea
- Iced Tea
- Matcha
- Hot Coffee
- Iced Coffee
- Signature Coffee
- Infused Waters

# Juice Bars





# theurbanjuicer

## Branching Out to New Flavor

Urban Juicer is a fresh juice and smoothie concept that wants to utilize existing ingredients for a BKON craft beverage program. Infused teas and coffees will highlight the menu along with pour over single origin coffee and fine blended teas.

With over 10 specific BKON recipes, Urban Juicer will tap into an additional revenue stream that will utilize ingredients already being ordered for its juice lines.

Samples include:

- White tea, lavender syrup, blueberry, and hibiscus.
- Black tea, rose hips, orange zest, green apple.
- Chlorophyll, mint leaves, wheat grass, green tea.
- Cold brew concentrate, cocoa powder, Maca, almond milk.

Long term developments include repurposing the stores juice pulp for infusions and offering beer and wine mocktails.

Urban Juicer is a poster for the unlimited potential and out of the box customers that take advantage of the BKON technology.



## the juice of music city.

Urban Juicer  
Nashville, US





Hot Tea  
Iced Tea  
Matcha  
Infused Waters

Spas



# Food Trucks

Hot Tea  
Iced Tea  
Matcha  
Hot Coffee  
Iced Coffee  
Signature Coffee  
Infused Waters

