

# Special Services support festival operator with **cash collections**

When J&S Bars needed a partner to help them transport the cash from their festival bars they turned to Loomis to develop a solution that worked.

As a seasoned operator in the bar trade, John Scriven of J&S Bars Ltd, certainly understands what it takes to ensure that paying customers get what they ask for, setting up J&S Bars to bring his own unique style to the events industry.

As the Willow Festival in Peterborough was to be J&S Bars largest event since it started trading, tensions were high - as were the expectations of the event organisers.

J&S Bars contacted Loomis and requested for support with the collection of cash from the bars they intended to operate at the festival. John was extremely conscious of the risk associated with the transport of cash and therefore averse to utilising his staff to transport it.

Familiar with Loomis' Cash in Transit services from his nightclub experience, John was keen to find out what could be done to help J&S Bars with an unconventional collection point and irregular schedule.

The Loomis team dealt with the necessary arrangements in the background and only engaged John's team at crucial points so they could focus on their own planning.

With the assistance of the Peterborough branch manager, a solution was developed that served to minimise the risk associated with the collection of the cash, maximise J&S Bars utilisation of services to eliminate needless or "short" collections - the optimal balance of risk, cost and return.

However, the Special Services team know that anything from local traffic diversions surrounding the event grounds to security intelligence at the venue can force impromptu changes to the collection process.

They must take a flexible and dynamic approach to ensure the safe collection and transport of customers' cash and valuables.



The team scheduled collection times that met J&S needs and those of the event organisers while mitigating the risk to the cash, J&S staff and the general public.

Sadly, despite this planning no one had anticipated the effects of the British weather – or bad British weather in this case. Rain fell the entire weekend of the festival, which had a serious effect on footfall and therefore the takings at the bars.

J&S had no choice but to reduce the number of scheduled collections due to the reduced takings at the tills.

The Special Services team were able to reschedule collections, re-aligning them to the revised takings and projections – managing the cash and the costs for J&S Bars.

“Other than the weather, I could not have asked for a smoother operation throughout the weekend,” said John.

“The Willow Festival was a fantastic event and a great learning curve for all of us at J&S Bars. It was very satisfying to see the weeks of planning working perfectly. Loomis were a massive part of that.”

Find out more about J&S Bars - [www.atticavip.co.uk](http://www.atticavip.co.uk) and the Willow Festival - - [www.willowfestival.org.uk](http://www.willowfestival.org.uk).

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